

ADI Promotion & Pricing Matrix

Table of Contents

[Page 1: Table of Contents](#)

[Page 2: Carrier Hotel Promo Pricing 100M to 10G – 2 & 3 Year Term \(ASAP only\) – Updated April 2024](#)

[Page 3: ADI IF Pricing for 10M to 1G – 3 Year Term \(Salesforce CR & ASAP\)](#)

[Page 4: ADI IF Pricing for 10M to 1G – 3 Year Term \(Sales Express\)](#)

[Page 5: ADI IF Pricing for 10M to 1G – 2 Year Term \(Salesforce CR, ASAP & Sales Express\)](#)

[Page 6: ADI IF Pricing for 2G, 5G & 10G – 2 & 3 Year Term \(Sales Express & ASAP\)](#)

AT&T Dedicated Internet | Carrier Hotel Pricing

Carrier Hotel – 3 Year Contract Term

Speeds	ADI with Managed Router	ADI (Customer Router)				Channel Eligibility	System Availability
		Port Discount	Port Price	Access Price*	Total MRC		
100M	N/A	92.0%	\$112.00	\$225.00	\$337.00	SBMM Alliance Enterprise (ES & IS) Public Sector G2M Partner	ASAP
250M	N/A	89.0%	\$236.50	\$275.00	\$511.50		
500M	N/A	94.0%	\$210.00	\$350.00	\$560.00		
1G	N/A	90.0%	\$450.50	\$350.00	\$800.50		
2G	N/A	93.5%	\$590.92	\$425.00	\$1,015.92		
5G	N/A	93.5%	\$1,182.74	\$425.00	\$1,607.74		
10G	N/A	93.0%	\$2,163.63	\$425.00	\$2,588.63		
100G	N/A	85.0%	\$15,626.10	\$1,526.50	\$17,152.60		

*IGLOO Access Rates do not apply and should not be utilized

Carrier Hotel – 2 Year Contract Term

Speeds	ADI with Managed Router	ADI (Customer Router)				Channel Eligibility	System Availability
		Port Discount	Port Price	Access Price*	Total MRC		
100M	N/A	92.0%	\$112.00	\$265.50	\$377.50	SBMM Alliance Enterprise (ES & IS) Public Sector G2M Partner	ASAP
250M	N/A	89.0%	\$236.50	\$324.50	\$561.00		
500M	N/A	94.0%	\$210.00	\$413.00	\$623.00		
1G	N/A	90.0%	\$450.50	\$413.00	\$863.50		
2G	N/A	93.5%	\$590.92	\$544.00	\$1,134.92		
5G	N/A	93.5%	\$1,182.74	\$544.00	\$1,726.74		
10G	N/A	93.0%	\$2,163.63	\$544.00	\$2,707.63		
100G	N/A	85.0%	\$15,626.10	\$2,274.49	\$17,900.59		

*IGLOO Access Rates do not apply and should not be utilized

With ASAP contracting, please use the [standard request form](#)

AT&T Dedicated Internet | ADI IF Pricing - 3YR – **Cloudrunner & ASAP only**

Speed	Building Level Pricing 3 YR MRC								Channel Eligibility	System Availability
	ADI with Managed Router				ADI (Customer Router)					
	Standard	Select	Premier	Flagship	Standard	Select	Premier	Flagship		
10M	\$503.00	\$423.76	\$399.00	\$350.55	\$492.76	\$413.52	\$388.76	\$340.31	<ul style="list-style-type: none"> • SBMM • Alliance • Enterprise (ES & IS) • Public Sector • G2M Partner 	<p><u>Contract from the same system used to quote</u></p> <ul style="list-style-type: none"> • CloudRunner- All except 400M & 600M • ASAP- All speeds
20M	\$523.00	\$483.47	\$430.00	\$387.00	\$512.76	\$473.23	\$419.76	\$376.76		
50M	\$725.00	\$562.20	\$525.52	\$414.18	\$713.64	\$550.84	\$514.16	\$402.82		
100M	\$843.00	\$728.40	\$637.80	\$518.18	\$830.60	\$716.00	\$625.40	\$505.78		
150M	\$912.00	\$786.85	\$720.00	\$555.33	\$900.45	\$775.30	\$708.45	\$543.78		
250M	\$1,187.16	\$989.60	\$967.00	\$701.18	\$1,177.26	\$979.70	\$957.10	\$691.28		
400M	1,351.10	\$1,161.60	\$976.60	\$737.38	\$1,303.50	\$1,114.00	\$929.00	\$689.78		
500M	\$1,374.00	\$1,184.50	\$999.50	\$837.28	\$1,324.50	\$1,135.00	\$950.00	\$787.78		
600M	1,501.70	\$1,312.20	\$1,127.20	\$883.06	\$1,442.18	\$1,252.68	\$1,067.68	\$823.54		
1G	\$1,797.00	\$1,562.00	\$1,322.00	\$1,077.46	\$1,685.50	\$1,450.50	\$1,210.50	\$965.96		

Standard
 AT&T Only
 AT&T: On-Net 20
 Competitors: Off Net
 Premium Pricing

Select
 AT&T: OnNet 20
 Competitors: OnNet 20
 Optimized pricing with competition

Premier
 Competitors On-Net 10
 AT&T: OnNet 20
 Competitors: On-Net 10
 Aggressive pricing to compete with
 On-Net competitors

Flagship
 Large and Low Pen Buildings
 AT&T: On-Net 10
 Competitors: On-Net 10
 Maximize penetration multi-tenant
 building

*With ASAP contracting, please follow [ASAP Building Level Pricing job aid](#) to determine pricing and use the [standard request form](#) to obtain contract

Full list of multi-gig (2-10G) pricing here: [ASAP Building Level Pricing job aid](#)

AT&T Dedicated Internet | ADI IF Pricing - 3YR – Sales Express Only

Speed	Building Level Pricing 3 YR MRC								Channel Eligibility	System Availability
	ADI with Managed Router				ADI (Customer Router)					
	Standard	Select	Premier	Flagship	Standard	Select	Premier	Flagship		
10M	\$503.00	\$423.76	\$399.00	\$350.55	\$492.76	\$413.52	\$388.76	\$340.31	<ul style="list-style-type: none"> • SBMM • Alliance • Enterprise (ES & IS) • Public Sector • G2M Partner 	<u>Contract from the same system used to quote</u> <ul style="list-style-type: none"> • *Sales Express- All speeds
20M	\$523.00	\$483.47	\$430.00	\$387.00	\$512.76	\$473.23	\$419.76	\$376.76		
50M	\$725.00	\$562.20	\$525.52	\$500.00	\$713.64	\$550.84	\$514.16	\$488.64		
100M	\$843.00	\$728.40	\$637.80	\$600.00	\$830.60	\$716.00	\$625.40	\$587.60		
150M	\$912.00	\$786.85	\$720.00	\$638.00	\$900.45	\$775.30	\$708.45	\$626.45		
250M	\$1,187.16	\$989.60	\$967.00	\$861.40	\$1,177.26	\$979.70	\$957.10	\$851.50		
400M	\$1,351.10	\$1,161.60	\$976.60	\$904.60	\$1,303.50	\$1,114.00	\$929.00	\$857.00		
500M	\$1,374.00	\$1,184.50	\$999.50	\$927.50	\$1,324.50	\$1,135.00	\$950.00	\$878.00		
600M	\$1,501.70	\$1,312.20	\$1,127.20	\$1,055.20	\$1,442.18	\$1,252.68	\$1,067.68	\$995.68		
1G	\$1,797.00	\$1,562.00	\$1,322.00	\$1,250.00	\$1,685.50	\$1,450.50	\$1,210.50	\$1,138.50		

Building Level Pricing Tier	*Sales Express BL Access Group
Standard	5
Select	6
Premier	7
Flagship	8

Standard
 AT&T Only
 AT&T: On-Net 20
 Competitors: Off Net
 Premium Pricing

Select
 AT&T: OnNet 20
 Competitors: OnNet 20
 Optimized pricing with competition

Premier
 Competitors On-Net 10
 AT&T: OnNet 20
 Competitors: On-Net 10
 Aggressive pricing to compete with On-Net competitors

Flagship
 Large and Low Pen Buildings
 AT&T: On-Net 10
 Competitors: On-Net 10
 Maximize penetration multi-tenant building

AT&T Dedicated Internet | ADI IF Pricing - 2YR – **Cloudrunner, ASAP & Sales Express**

Speed	Building Level Pricing 2 YR								Channel Eligibility	System Availability
	ADI with Managed Router				ADI (Customer Router)					
	Standard	Select	Premier	Flagship	Standard	Select	Premier	Flagship		
10M	\$587.84	\$494.34	\$465.12	\$407.95	\$577.60	\$484.10	\$454.88	\$397.71	<ul style="list-style-type: none"> • SBMM • Alliance • Enterprise (ES & IS) • Public Sector • G2M Partner 	<p><u>Contract from the same system used to quote</u></p> <ul style="list-style-type: none"> • *Sales Express- All speeds • CloudRunner- All except 400M & 600M • ASAP- All speeds
20M	\$608.84	\$562.19	\$499.10	\$448.36	\$598.60	\$551.95	\$488.86	\$438.12		
50M	\$841.75	\$649.65	\$606.37	\$576.25	\$830.39	\$638.29	\$595.01	\$564.89		
100M	\$972.35	\$837.12	\$730.22	\$685.61	\$959.95	\$824.72	\$717.82	\$673.21		
150M	\$1,051.41	\$903.73	\$824.85	\$728.09	\$1,039.86	\$892.18	\$813.30	\$716.54		
250M	\$1,356.50	\$1,123.38	\$1,096.71	\$972.10	\$1,346.60	\$1,113.48	\$1,086.81	\$962.20		
400M	\$1,551.71	\$1,328.10	\$1,109.80	\$1,024.84	\$1,504.11	\$1,280.50	\$1,062.20	\$977.24		
500M	\$1,574.61	\$1,351.00	\$1,132.70	\$1,047.74	\$1,525.11	\$1,301.50	\$1,083.20	\$998.24		
600M	\$1,702.31	\$1,478.70	\$1,260.40	\$1,175.44	\$1,642.79	\$1,419.18	\$1,200.88	\$1,115.92		
1G	\$2,019.30	\$1,742.00	\$1,458.80	\$1,373.84	\$1,907.80	\$1,630.50	\$1,347.30	\$1,262.34		

Building Level Pricing Tier	*Sales Express BL Access Group
Standard	5
Select	6
Premier	7
Flagship	8

Standard
 AT&T Only
 AT&T: On-Net 20
 Competitors: Off Net
 Premium Pricing

Select
 AT&T: OnNet 20
 Competitors: OnNet 20
 Optimized pricing with competition

Premier
 Competitors On-Net 10
 AT&T: OnNet 20
 Competitors: On-Net 10
 Aggressive pricing to compete with On-Net competitors

Flagship
 Large and Low Pen Buildings
 AT&T: On-Net 10
 Competitors: On-Net 10
 Maximize penetration multi-tenant building

*With ASAP contracting, please follow [ASAP Building Level Pricing job aid](#) to determine pricing and use the [standard request form](#) to obtain contract

AT&T Dedicated Internet | IF multi-gig pricing – Sales Express, ASAP

3 Year Pricing

Speeds	Best In Franchise** – 3 Year term MRC								Channel Eligibility	System Availability
	ADI with Managed Router				ADI (Customer Router)					
	Port Discount	Port Price	Access Price	Total Price	Port Discount	Port Price	Access Price	Total Price		
2G*	95.0%	\$ 613.80	\$ 1,600.00	\$ 2,213.80	93.5%	\$ 454.55	\$ 1,600.00	\$ 2,054.55	<ul style="list-style-type: none"> • SBMM • Alliance • Enterprise (ES & IS) • Public Sector • G2M Partner 	<u>Contract from the same system used to quote</u> <ul style="list-style-type: none"> • ASAP- All speeds • Sales Express – Usage Based 2G and 5G only
5G*	94.0%	\$ 1,473.18	\$ 1,600.00	\$ 3,073.18	93.5%	\$ 1,091.76	\$ 1,600.00	\$ 2,691.76		
10G*	93.0%	\$ 2,920.12	\$ 1,600.00	\$ 4,520.12	93.0%	\$ 2,163.63	\$ 1,600.00	\$ 3,763.63		

2 Year Pricing

Speeds	Best In Franchise** – 2 Year term MRC								Channel Eligibility	System Availability
	ADI with Managed Router				ADI (Customer Router)					
	Port Discount	Port Price	Access Price	Total Price	Port Discount	Port Price	Access Price	Total Price		
2G*	93.0%	\$ 859.32	\$ 1,600.00	\$ 2,459.32	93.5%	\$ 636.37	\$ 1,600.00	\$ 2,236.37	<ul style="list-style-type: none"> • SBMM • Alliance • Enterprise (ES & IS) • Public Sector • G2M Partner 	<u>Contract from the same system used to quote</u> <ul style="list-style-type: none"> • ASAP- All speeds • Sales Express – Usage Based 2G and 5G only
5G*	93.0%	\$ 1,718.71	\$ 1,600.00	\$ 3,318.71	93.5%	\$ 1,273.72	\$ 1,600.00	\$ 2,873.72		
10G*	92.0%	\$ 3,337.28	\$ 1,600.00	\$ 4,937.28	93.0%	\$ 2,472.72	\$ 1,600.00	\$ 4,072.72		

With ASAP contracting, please follow [ASAP Building Level Pricing job aid](#) to determine pricing and use the [standard request form](#) to obtain contract

*Full list of multi-gig (1-10G) pricing here: [ASAP Building Level Pricing job aid](#)

** Pricing is for In Franchise sites only. Pricing for all other locations can be found here: [ASAP Building Level Pricing job aid](#)