

CORPORATE NEWS BUREAU
1-800-289-0073
(202) 887-3000

IMMEDIATE

MCI PREFERRED GIVES SMALL BUSINESSES
WIDE ARRAY OF TELECOMMUNICATIONS SERVICES

WASHINGTON, D.C., FEBRUARY 19, 1991 -- The nation's small businesses, including professional offices and regional or home-based enterprises, now have a solution from MCI Communications Corporation for controlling costs in today's recessionary climate.

For the first time, businesses spending as little as \$50 a month on long distance can combine all of their long distance requirements -- outbound calling, 800 service, calling card and even service in their home -- on one bill for one combined discount. The new product, called MCI Preferred, features the same low per-minute rates regardless of distance called and offers discounts designed specifically for the small business -- including an automatic 10 percent discount on calls placed to the customer's most frequently called area code in a given month.

MCI Preferred is designed for the estimated five million small businesses spending \$6 billion annually on long distance services.

"Now, more than ever, small business owners need the efficiencies and cost controls that are built into MCI Preferred," William G. McGowan, MCI's chairman and chief executive officer.

(MORE)

(2-2-2)

"This is the first comprehensive telecommunications package tailored to fit their needs, combining a wide array of services and features that allow them to manage time and costs more efficiently," ^{McGOWAN}~~Dunlap~~ said. "We expect that businesses spending between \$50 and \$1,500 monthly on long distance will find no other package so ideally suited to their needs. There are five million U.S. businesses in this \$6 billion target market."

The package of services included in MCI Preferred are: business calling, both domestic and international; 800 services; fax usage reporting; residential calling (up to five homes); account codes; numerous management reports; and a feature-rich business/travel card.

The MCI Preferred customer has a choice of two convenient 800 services, both of which can be used on the same phone line(s) as outgoing calls. Classic 800 is a basic inbound service while Private 800 is restricted to callers dialing a private access code.

The business/travel card, called the MCI Business Card, gives small businesses easy access to such services as: conference calling, voice messaging, voice mail, a voice news/information network and speed dialing. The card can be used from any phone in the U.S. plus Puerto Rico and the U.S. Virgin Islands.

MCI Preferred customers can also designate one of their phone numbers for fax usage. This option tells customers how much they spend on facsimile transmission by providing a

detailed fax usage report.

(MORE)

(3-3-3)

Interstate domestic business and 800 calls are priced at one simple flat rate per minute. Daytime calls cost \$23.5 cents per minute, with a 30 percent discount on evening calls and a 45 percent discount on night/weekend calls. Calls are priced in six-second increments following an initial 30-second minimum. International calling prices vary depending on the country called and time of day.

Each month, the small business customer will receive a single invoice for all the MCI Preferred options across all locations. In addition to receiving a 10 percent "Optimizer" discount on all calls to the customer's most frequently called area code, the customer will receive a 10 percent discount for combined usage over \$200, excluding enhanced card services.

"MCI Preferred is key to MCI's goal of equipping small businesses with the benefits of today's telecommunications technology," said McGowan. "The small business market is an important one that will receive increasing attention from MCI."

#