An In-Depth Look at RCA's Benchmark Survey and More

An RCA Webinar

November 15, 2010

Carrier Dues

2010 Dues Structure

Based on Built-Out POP's		
POP's From:	**POP's To:**	**Dues:**
0	99,999	$1,500
100,000	199,999	$4,000
200,000	349,999	$6,500
350,000	499,999	$9,000
500,000	749,999	$12,500
750,000	999,999	$16,000
1,000,000	1,249,999	$20,000
1,250,000	1,499,999	$24,000
1,500,000	1,999,999	$30,000
2,000,000	2,999,999	$38,000
3,000,000	4,999,999	$50,000
5,000,000	7,499,999	$65,000
7,500,000	9,999,999	$80,000
10,000,000	13,999,999	$100,000
14,000,000	Up	$100,000

2012 Dues Structure

Based on Annual Revenue		
Wireless Revenue under $10,000,000 automatically assessed minimum dues of $1,500.00		
Revenue From:	**Revenue To:**	**Multiplier:**
$10,000,000	$24,999,999	0.000160
$25,000,000	$74,999,999	0.000175
$75,000,000	$149,999,999	0.000190
$150,000,000	$299,999,999	0.000200
$300,000,000	$499,999,999	0.000220
$500,000,000	Up	0.000220

In 2011, Carrier Members have the option of choosing between the 2010 and 2012 dues structures.

In 2012, all Carrier Members will be assessed dues based on revenue

Associate and Affiliate Dues

2011 Associate Dues

Based on Annual Revenue		
Revenue From:	**Revenue To:**	**Dues:**
$0	$39,999,999	$3,000
$40,000,000	$74,999,999	$5,000
$75,000,000	$149,999,999	$10,000
$150,000,000	$249,999,999	$15,000
$250,000,000	$499,999,999	$25,000
$500,000,000	Up	$35,000

The Associate Member dues structure did not change from 2010-2011

2010 Affiliate Dues

All Affiliate Members pay flat fee of $1,500

2012 Affiliate Dues

Based on Annual Revenue		
Wireless Revenue under $30,000,000 automatically assessed minimum dues of $1,500		
Revenue From:	**Revenue To:**	**Multiplier:**
$30,000,000	Up	0.00005

In 2011, Affiliate Members have the option of choosing between the 2010 and 2012 dues structures.

In 2012, all Affiliate Members will be assessed dues based on revenue

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Reach Higher Ground

RCA Member Survey

Results and Analysis

Prepared for: RCA

November 2010

- Survey Details and Results Summary
- Survey Results by Category
  - Company Financials
  - Subscriber Metrics
  - Network Technology and Traffic
  - Products and Operations
  - Regulatory

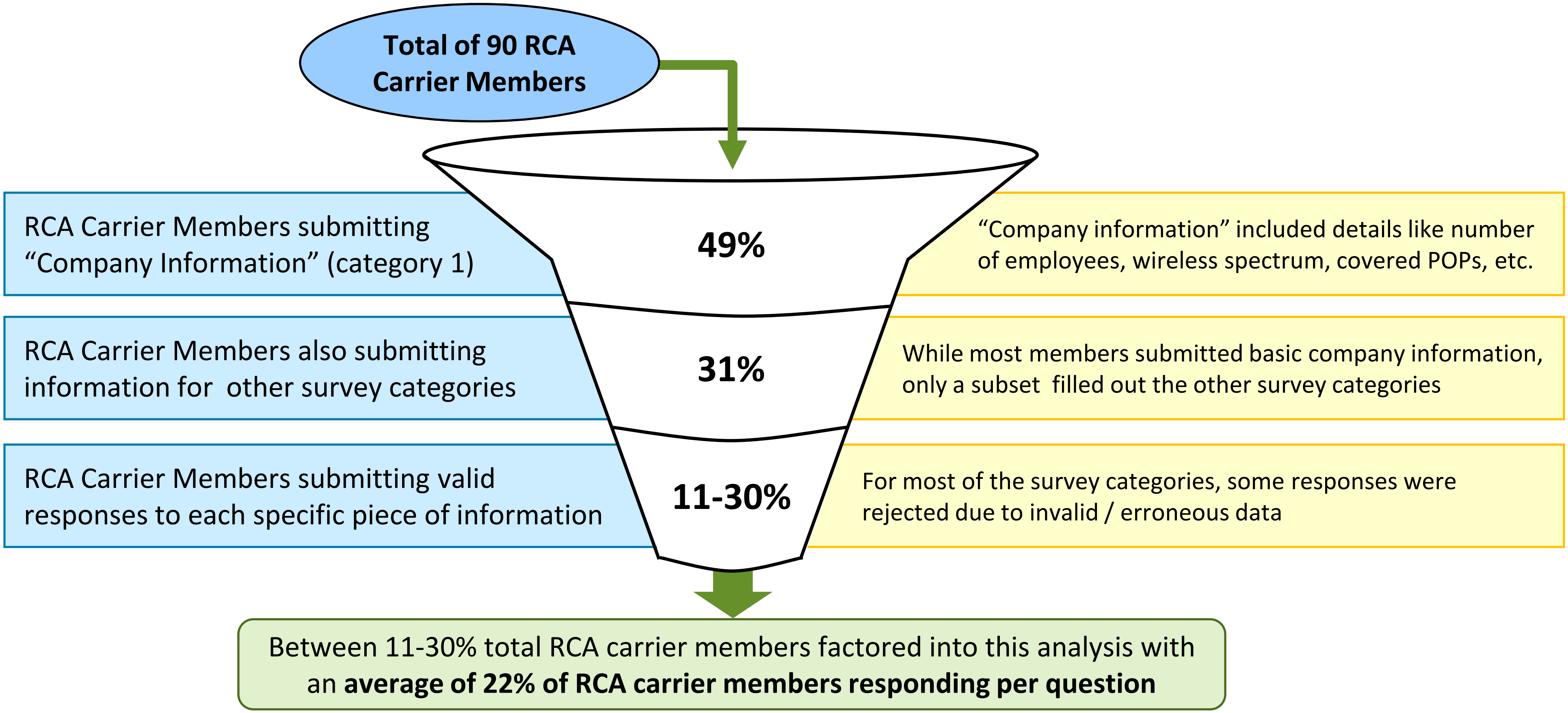
RCA Survey Details

- The Rural Cellular Association (RCA) in conjunction with CSMG and accounting firm Bailey, Stube & Glaser conducted a survey to evaluate the key business practices and industry metrics of its members
- The survey was conducted from mid April to early August 2010 and collected information for the following categories:
    1. Company Information
    2. Company Financials
    3. Subscriber Metrics
    4. Network Technology and Traffic
    5. Products and Operations
    6. Regulatory
- To preserve company confidentiality, survey category 1 i.e. “Company Information” was separated by Bailey, Stube & Glaser from survey categories 2-6; information from category 1 was classified in a directory while information from categories 2-6 has been used for this analysis
- One of the survey respondents accounted for more than 50% of combined RCA member revenues and subscribers and was excluded since this would skew average survey results disproportionately
- The survey results were benchmarked against metrics for the four largest US wireless carriers (Verizon Wireless, AT&T Wireless, Sprint and T-Mobile) who collectively account for 90-95% of the total US wireless market

Source: RCA Benchmark Survey August 2010, CSMG Analysis

Nearly 50% of RCA carrier members participated in the survey and varying subsets of these participants submitted valid responses for different survey categories

% RCA Carrier Members Responding to Survey

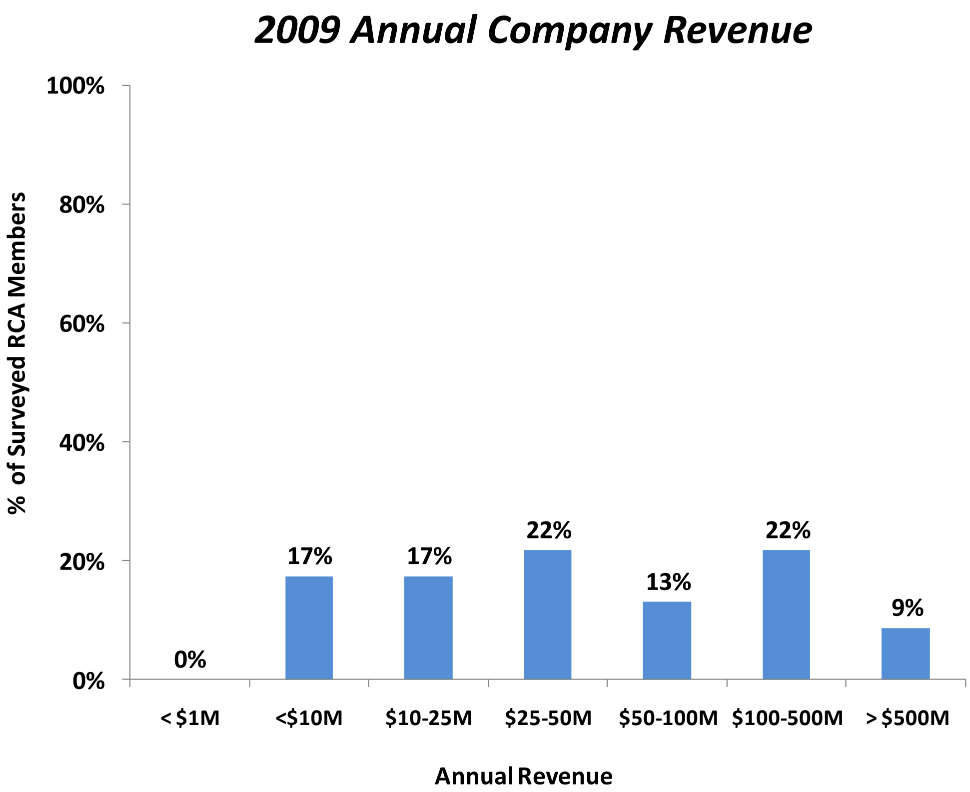


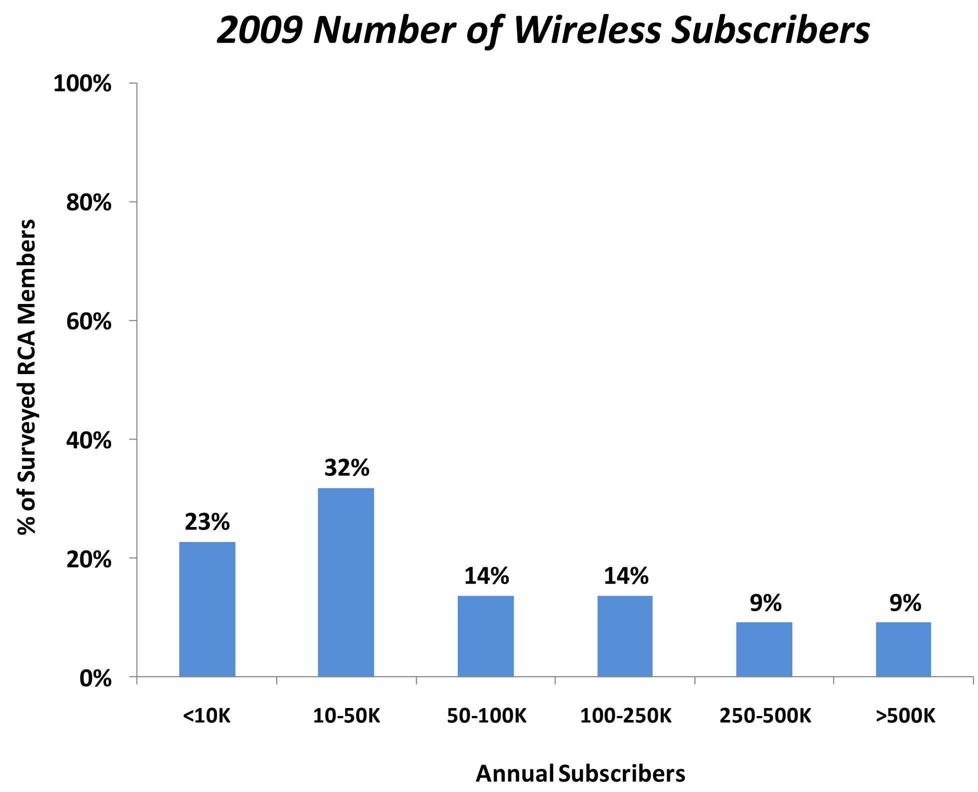
A statistically significant number of RCA member responses support the results of this analysis

Source: RCA Benchmark Survey August 2010, CSMG Analysis

There is considerable variation among survey respondents with respect to company revenues and number of wireless subscribers

Statistical Distribution of RCA Members Surveyed





Source: RCA Benchmark Survey August 2010, CSMG Analysis

Summary of Key Survey Findings

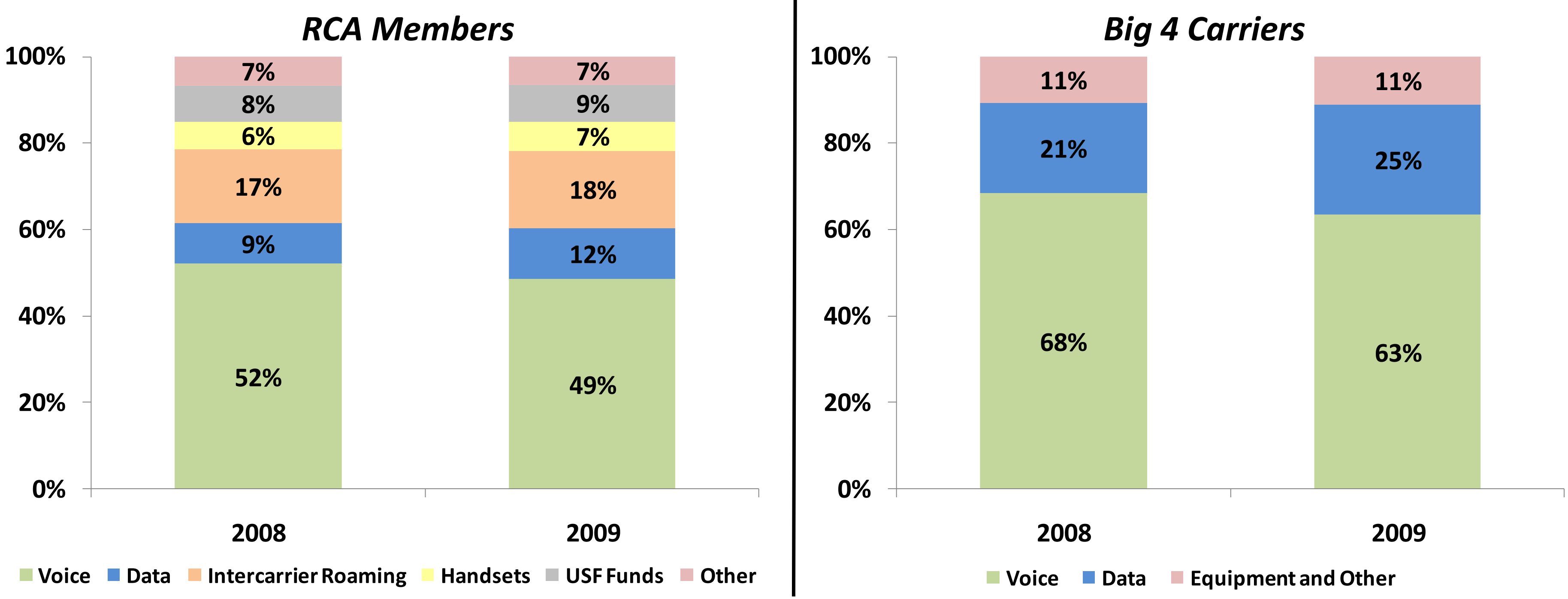
Survey Category	Metrics Evaluated	Key Findings
A Company Financials	• Components of Revenue • EBITDA Margin • Capital Spend as % of Revenue	• RCA members derived a significantly lower proportion of total revenue in 2009 from data services (12%) than the Big 4 carriers (25%) • EBITDA margin is comparable for both carrier groups (32-34%) • RCA members had higher capex as % total revenue in 2009 (16%) than the Big 4 carriers (11%) • RCA members get paid a higher roaming rate per MOU and MB on their networks than they pay for voice and data roaming on other networks
B Subscriber Metrics	• % Prepaid vs. Postpaid subs • Voice and data ARPU • Cost per Gross Add (CPGA) • Cash Cost Per User (CCPU) • Churn Rate (Monthly) • Lifetime Value (LTV	• RCA members had a higher proportion of prepaid subs (18%) among total subs in 2009 compared to the Big 4 carriers (12%) • Voice ARPU is equal for both carrier groups (RCA - $37, Big 4 - $36 in 2009) but data ARPU is significantly higher for the Big 4 carriers (RCA - $5, Big 4 - $14 in 2009) • 2009 CPGA for RCA members ($303) was substantially lower than the Big 4 carriers ($452) while CCPU ($25) was slightly higher than those for the Big 4 carriers ($22) • RCA members have higher 2009 monthly churn (2.2%) than the Big 4 carriers (1.9%) • 2009 LTV for Big 4 carriers ($1,036) is more than twice that for RCA members ($448)
C Network Technology and Traffic	• Current, Future Technology • % MOUs On Net • Network SMS and MMS	• 54% of RCA members surveyed have already deployed 3G technology • Proportion of on-net MOUs for RCA members increased from 2008-09 (to 50% of total MOUs) • The number of SMS and MMS per sub also increased strongly from 2008-09 for RCA members
D Products and Operations	• Products Offered • Handset OEMs • Top Competitors and Roaming Partners	• Most RCA members offer voice and data products such as conferencing, data cards and mobile content but uptake of advanced data services is low among subs • RCA members support a wide variety of handset OEMs but typically do not offer highly popular handset models like the Apple iPhone or Motorola Droid • Big 4 carriers are both key competitors and key roaming partners for RCA members
E Regulatory	• USF Funding • ARRA Funding	• A majority of RCA members surveyed received USF funding in 2008 and 2009 – USF funds are a key component of total RCA company revenues • Several RCA members applied for ARRA funding under both BIP and BTOP programs – 4 surveyed members reported receiving ARRA awards collectively amounting to $69M

Source: RCA Benchmark Survey August 2010, CSMG Analysis

- Survey Details and Results Summary
- Survey Results by Category
  – Company Financials
  – Subscriber Metrics
  – Network Technology and Traffic
  – Products and Operations
  – Regulatory

RCA members derive a significantly lower proportion of total revenue from data services than the Big 4 carriers

Components of Total Company Revenue (Weighted Average)

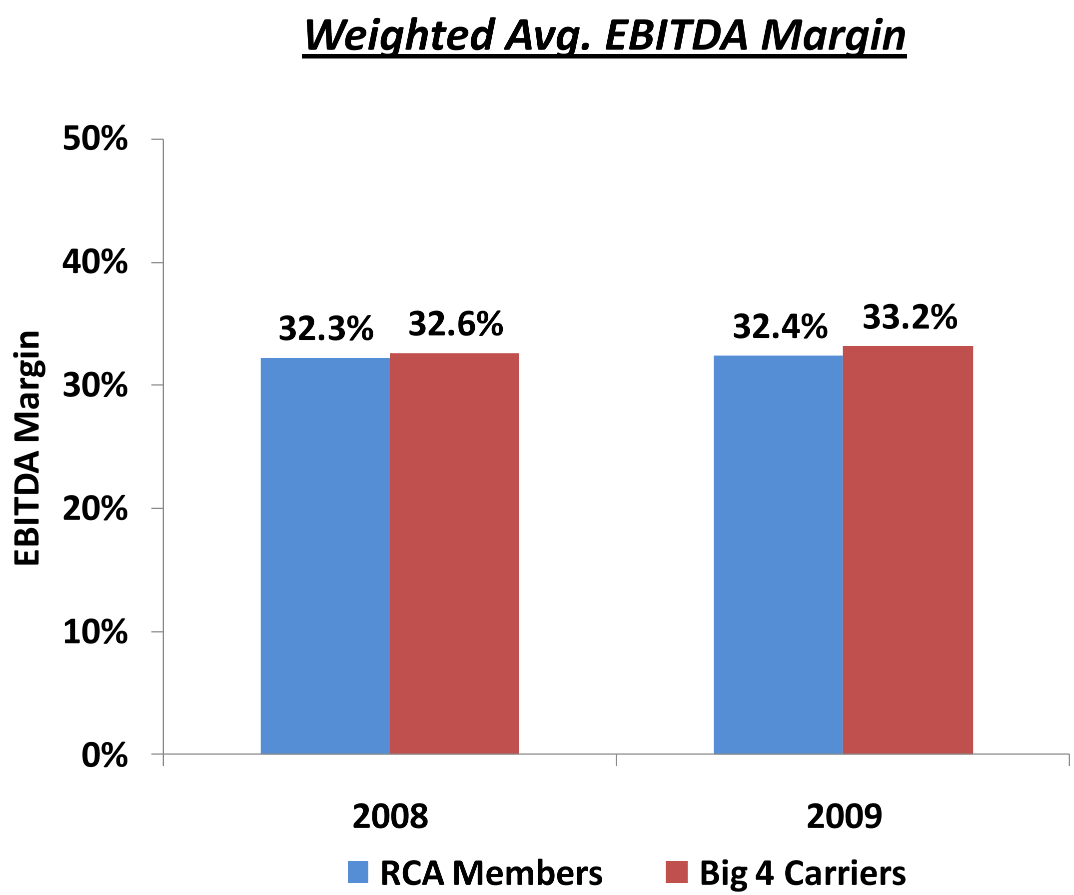


- Data services contributed a growing proportion of total revenue for RCA members and the Big 4 carriers from 2008-09
- Total revenue grew from 2008-09 by 6% for RCA members and by 9% for the Big 4 carriers (most revenue growth for the Big 4 carriers was by Verizon’s acquisition of Alltel Wireless)
- Intercarrier roaming and USF funds are significant sources of revenue for rural carriers
- The Big 4 carriers also derive a higher proportion of total revenues from handset sales due to higher adoption rates of high-end handsets such as smartphones among their subscribers

Source: RCA Benchmark Survey August 2010, Company financials, Analyst reports, SEC filings, CSMG Analysis

EBITDA margin for RCA members is roughly equal to the average for the Big 4 carriers

- EBITDA margins grew marginally from 2008 to 2009 for both carrier groups

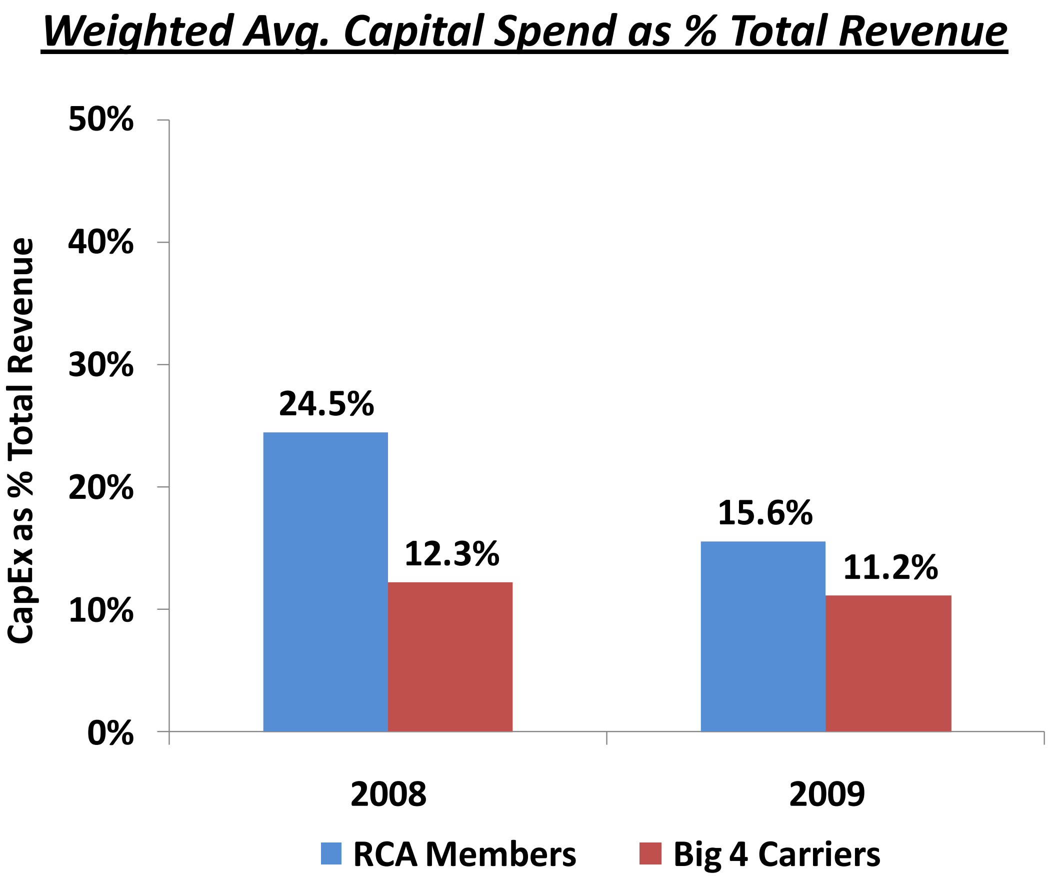


- Rural carriers typically incur proportionally higher network costs to deliver services than the Big 4 carriers. This is offset by USF funding and higher roaming charges
- Among the Big 4 carriers, Verizon Wireless and AT&T Wireless have the highest EBITDA margins at 39% and 36% respectively

Source: RCA Benchmark Survey August 2010, Company financials, Analyst reports, SEC filings, CSMG Analysis

Capital spend as a % of total revenue was higher for RCA members than for the Big 4 carriers in 2008 and 2009

- Capital spending tends to be uneven depending on network upgrades and investments in each year

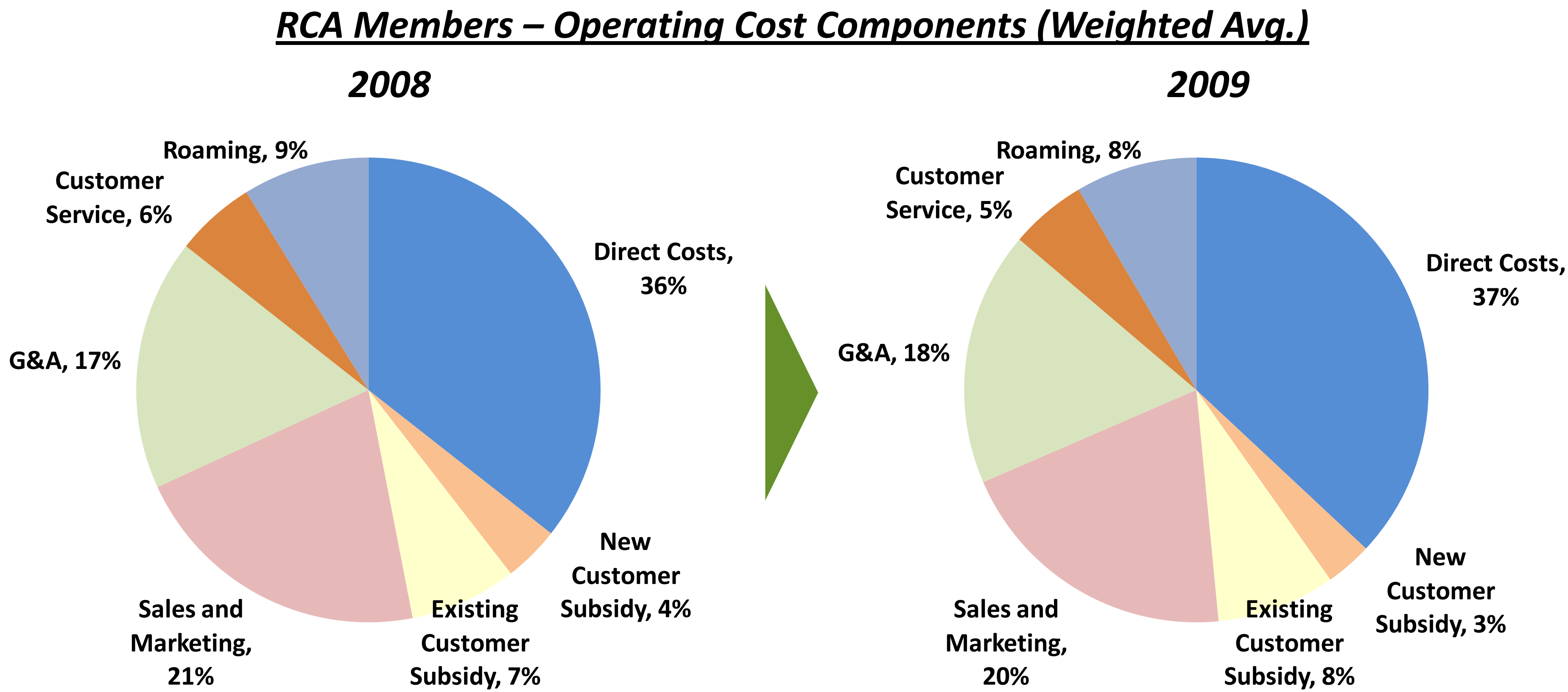


- The higher level of capital spend among RCA members likely reflects the advantages that large carriers have in terms of economies of scale for national networks
- While the specific reason for comparatively higher capex spend by RCA members is unknown, there was considerable variation in capex spending levels among RCA survey respondents
- Of the survey respondents:
  - 43% spent more than 20%
  - 22% spent between 10-20%
  - 35% spent less than 10% revenue on capital investments

Source: RCA Benchmark Survey August 2010, Company financials, Analyst reports, SEC filings, CSMG Analysis

Operating costs for RCA members increased from 2008-2009 at roughly the same rate as company revenues

- Direct costs, sales, marketing and G&A costs accounted for nearly three quarters of operating costs in both years



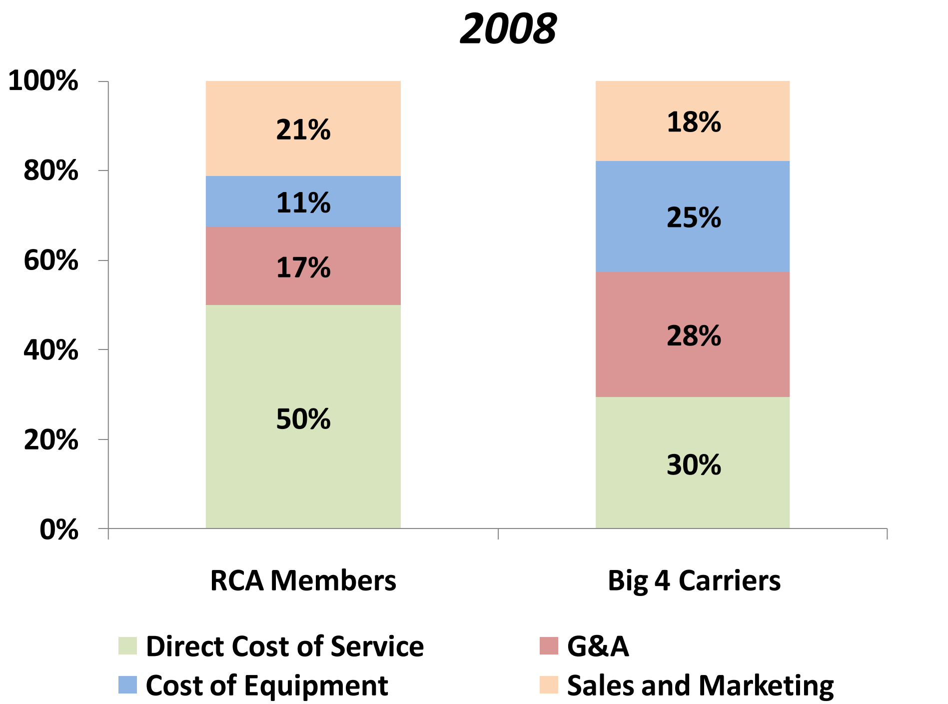
- Operating costs increased by 7% from 2008 to 2009 for RCA members surveyed
- Company revenues for this group of respondents increased by 6% during the same period

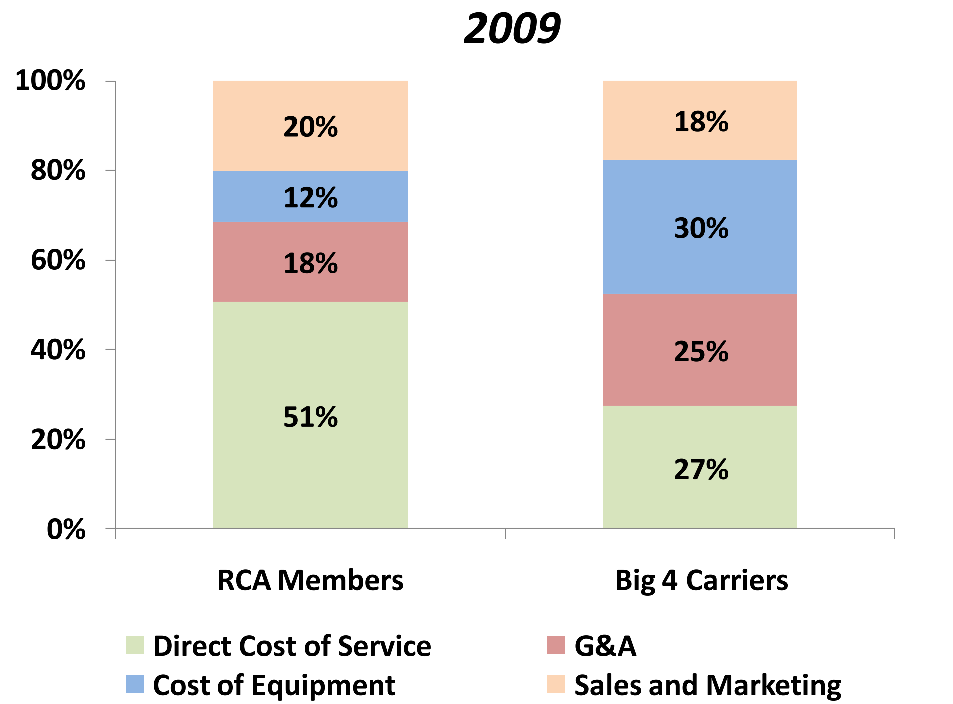
Source: RCA Benchmark Survey August 2010, CSMG Analysis

Direct costs of service comprise a significantly larger proportion of total operating expenses for RCA members than they do for the Big 4 carriers

- The Big 4 carriers in contrast spend a larger proportion of operating expenses on high end handsets (cost of equipment), sales, marketing and G&A expenses

Comparison of Operating Cost Components (Weighted Avg.)





- The Big 4 carriers have nationwide networks and hence roaming costs do not constitute a major portion of their operating expenses – this is not the case for RCA members
- High end customers form a key segment for the Big 4 carriers; average handset cost for these customers is typically high but pays off even with subsidization due to high ARPU levels, especially for advanced data services

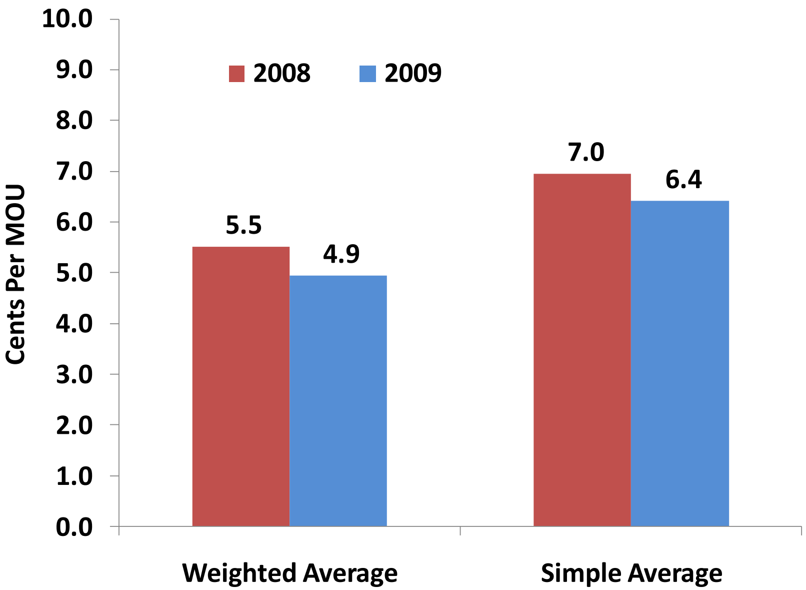
Source: RCA Benchmark Survey August 2010, Company financials, Analyst reports, SEC filings, CSMG Analysis

RCA members get paid a marginally higher roaming rate for minutes on their network than they pay for roaming minutes for their subs on other networks

- Average revenue and cost for roaming per MOU both decreased from 2008 to 2009

RCA Members

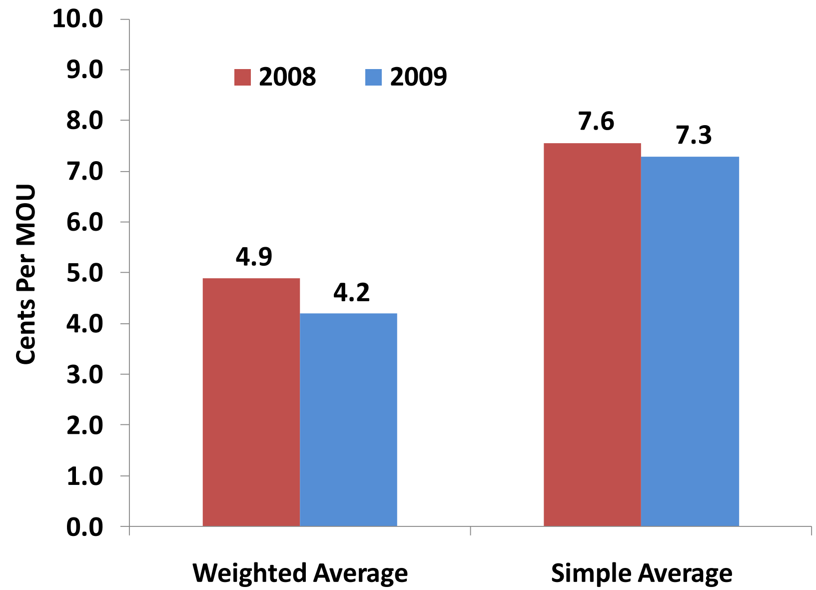
Revenue Per Inbound MOU



2009 Statistical Distribution Among Respondents

Cents Per MOU	*% Respondents*
Less than 5	27%
5 to 7.5	40%
7.5 to 10	27%
More than 10	6%

Cost Per Outbound MOU



2009 Statistical Distribution Among Respondents

Cents Per MOU	*% Respondents*
Less than 5	6%
5 to 7.5	60%
7.5 to 10	20%
More than 10	14%

Source: RCA Benchmark Survey August 2010, CSMG Analysis

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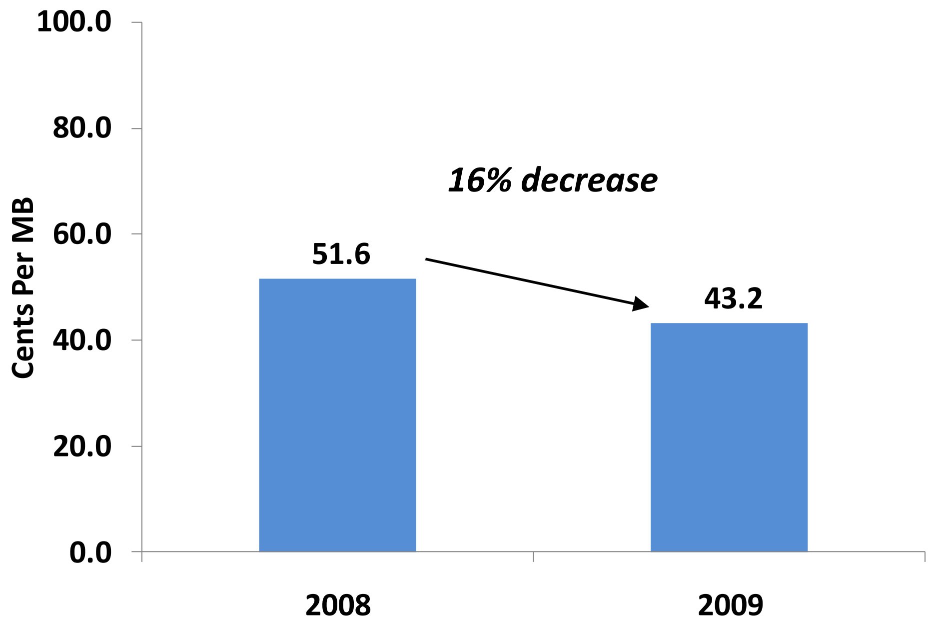
Similar to voice, RCA members also get paid a higher roaming rate for data on their network than they pay for roaming data for their subs on other networks

- Average RCA carrier roaming cost per MB decreased strongly from 2008 to 2009

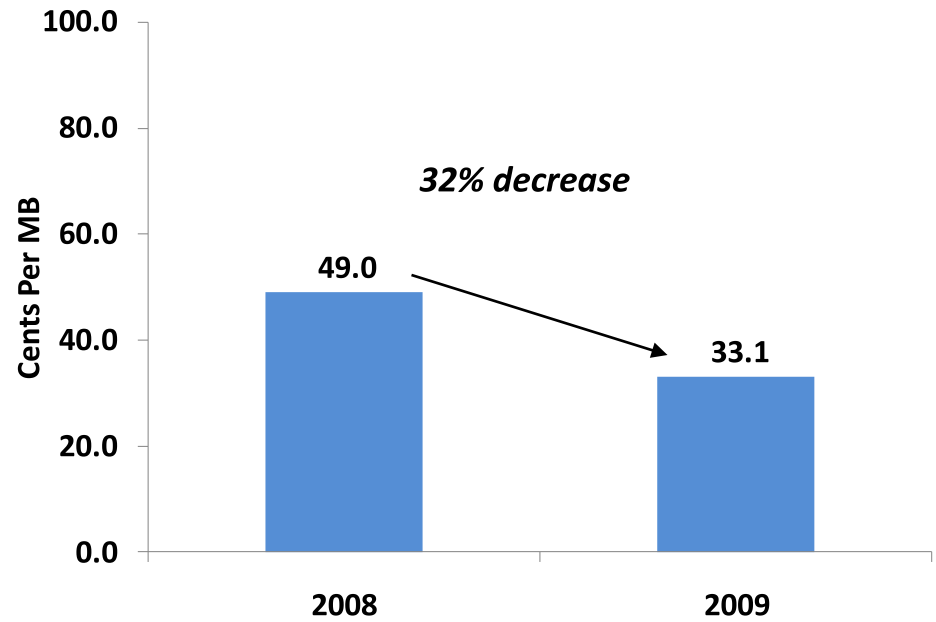
RCA Members

Avg. Revenue Per Inbound MB



- Variation for roaming rev. per inbound MB (2009):
  - 30% respondents: 25 cents or less
  - 50% respondents: between 25-75 cents
  - 20% respondents: more than 75 cents

Avg. Cost Per Outbound MB



- Variation for roaming cost per outbound MB (2009):
  - 40% respondents: 25 cents or less
  - 30% respondents: between 25-50 cents
  - 30% respondents: more than 50 cents

Source: RCA Benchmark Survey August 2010, CSMG Analysis

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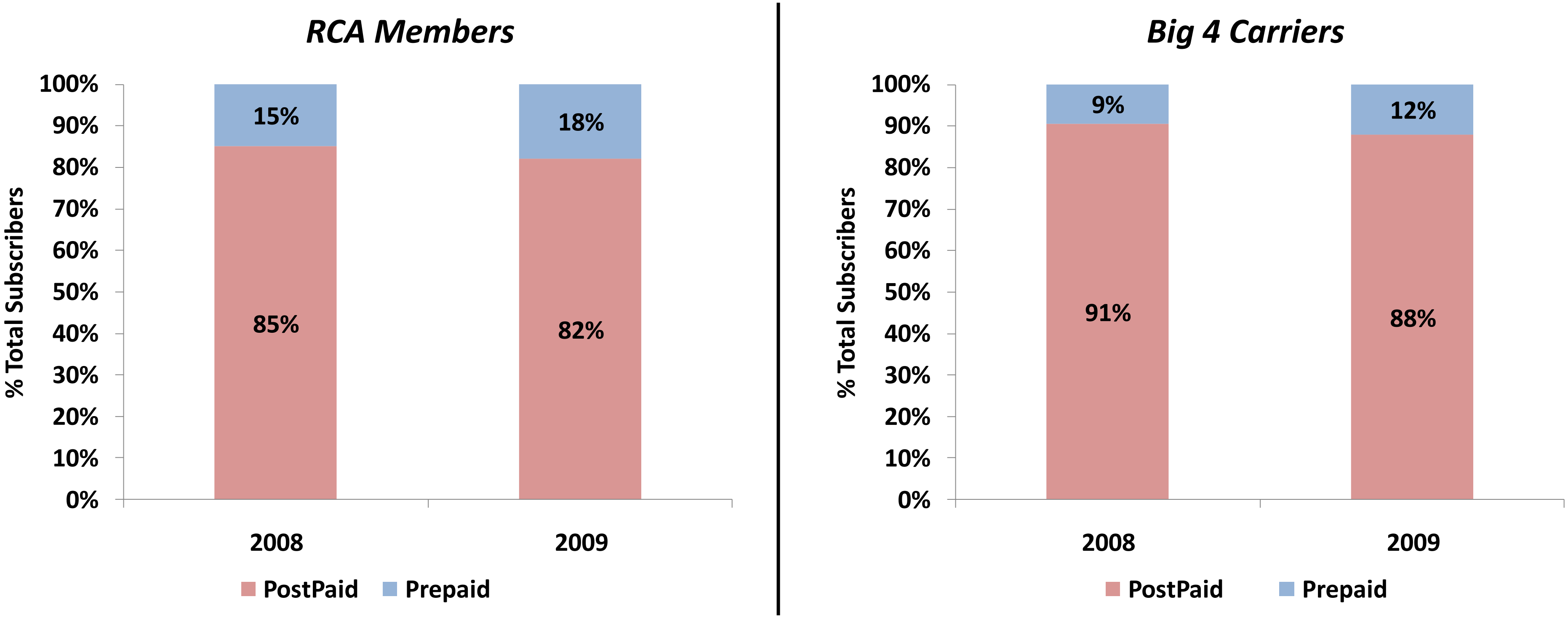
RCA members have a higher proportion of prepaid subscribers among total wireless subscribers than the Big 4 carriers

% Prepaid vs. Postpaid Wireless Subscribers (Weighted Avg.)



- Variation for prepaid proportion among RCA respondents (2009):
  - 66% respondents: less than 10% total subs are prepaid
  - 14% respondents: between 10-25% total subs are prepaid
  - 20% respondents: more than 25% total subs are prepaid

Source: RCA Benchmark Survey August 2010, Company financials, Analyst reports, SEC filings, CSMG Analysis

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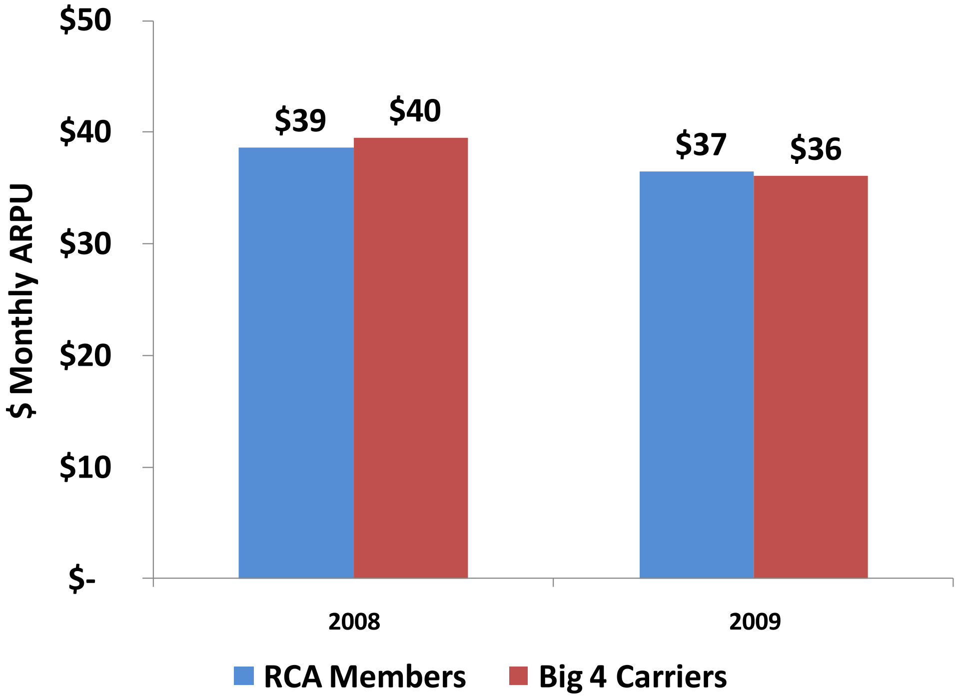
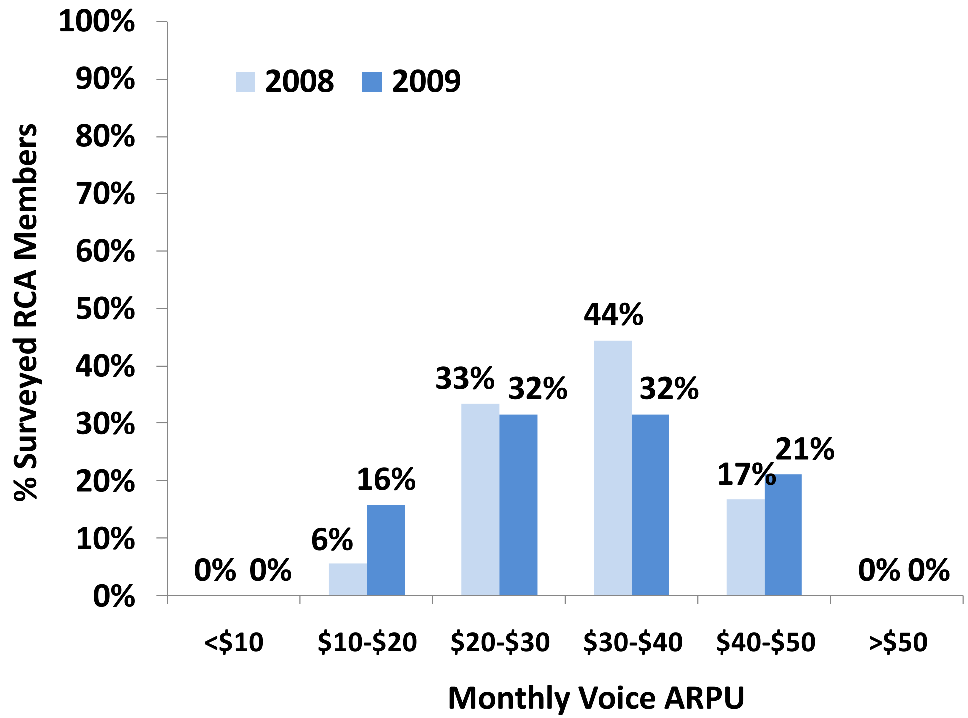
Average voice ARPU for RCA members is at similar levels to that for the Big 4 carriers

- Most RCA survey respondents have voice ARPU levels between $20 and $40 per month

Weighted Avg. Monthly Voice ARPU



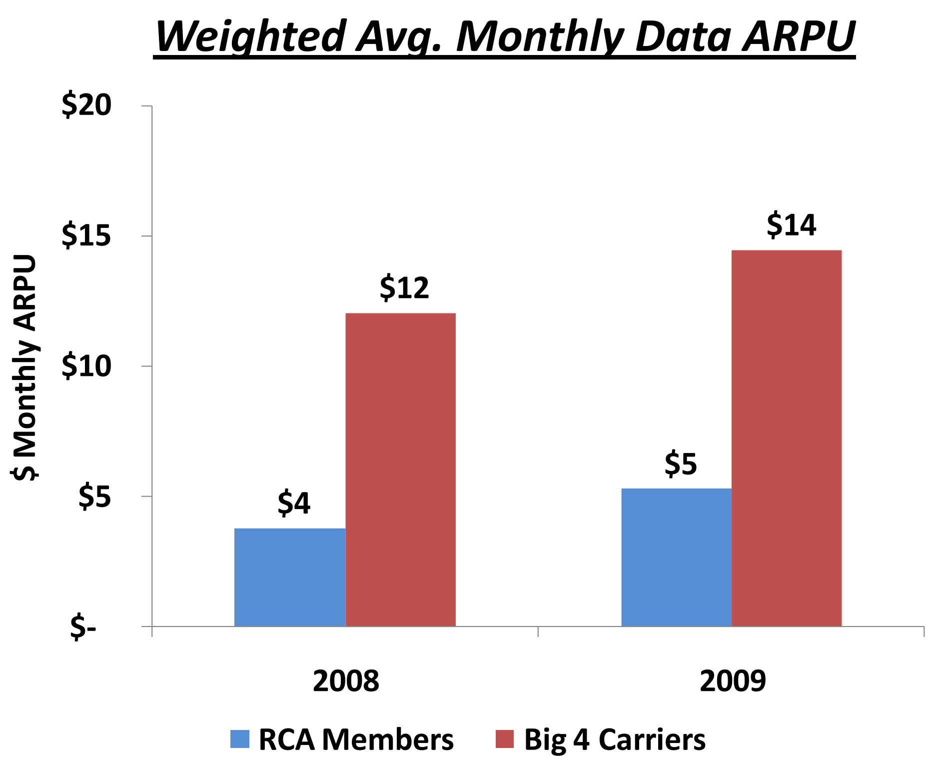
Variation in Voice ARPU Levels – RCA Survey Respondents

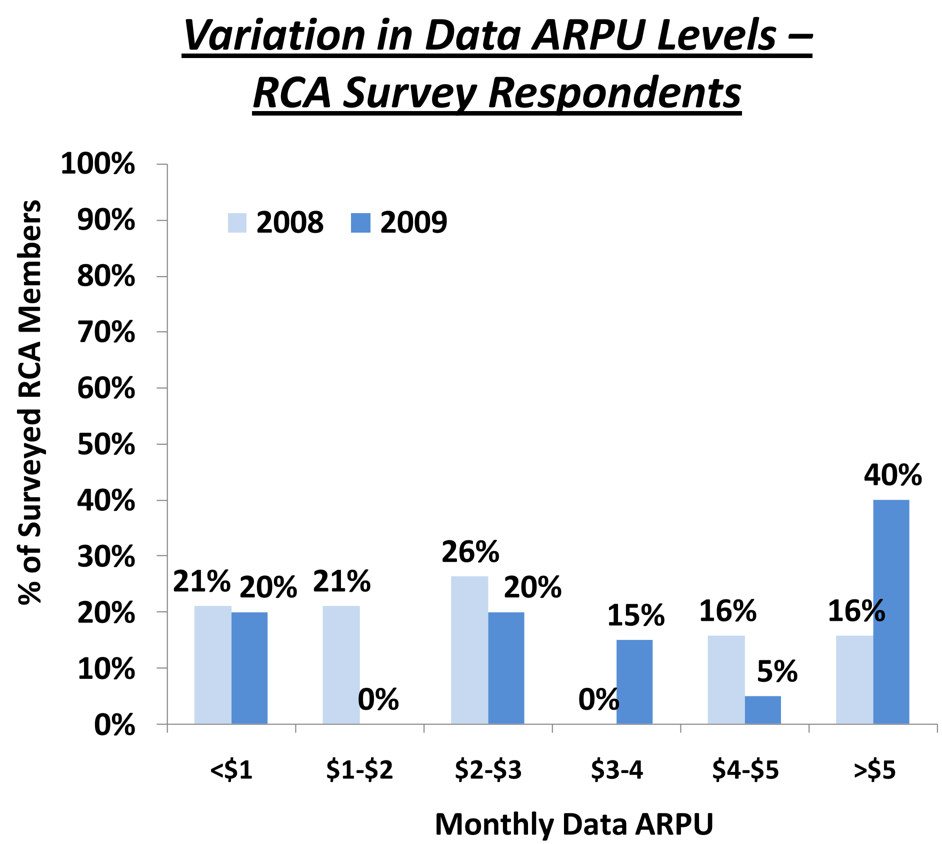


Source: RCA Benchmark Survey August 2010, Company financials, Analyst reports, SEC filings, CSMG Analysis

Average data ARPU for RCA members is considerably lower than that for the Big 4 carriers

- Unlike voice ARPU, there is considerable variation among RCA members for data ARPU levels



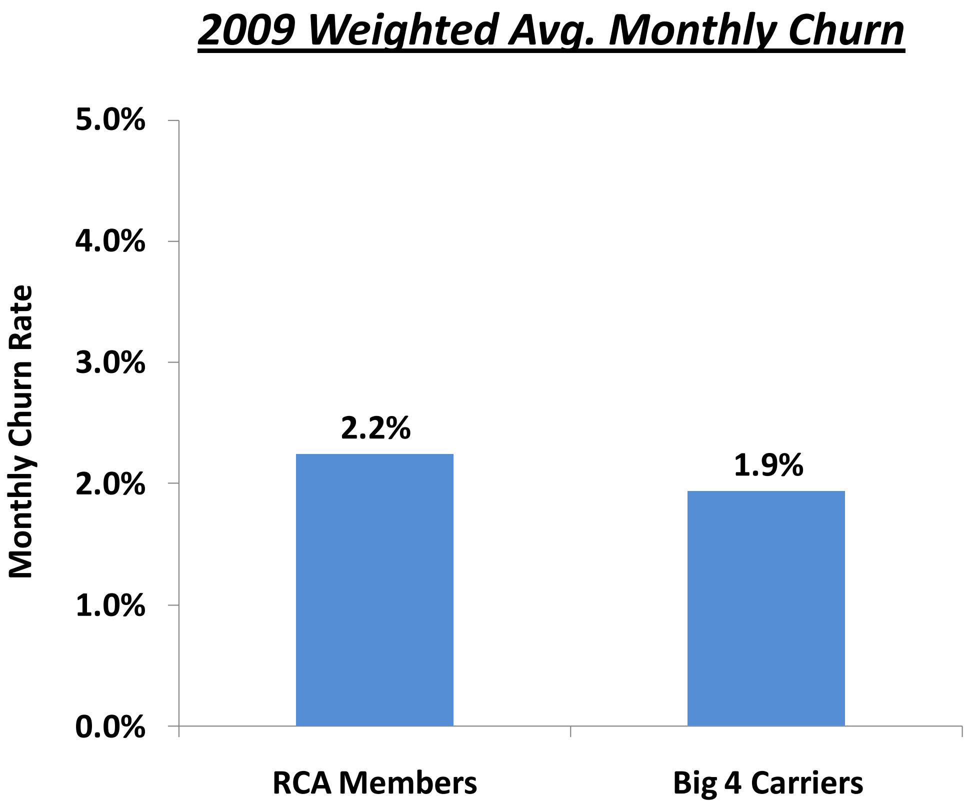


- The Big 4 carriers have an average data ARPU that is nearly 3 times that for RCA members
- Higher data ARPU is due to high subscriber uptake of advanced data services including unlimited data plans

Source: RCA Benchmark Survey August 2010, Company financials, Analyst reports, SEC filings, CSMG Analysis

RCA members have higher subscriber churn rates than the Big 4 carriers

- A higher churn rate coupled with lower data ARPU means lower revenue during the lifetime of each subscriber



Note : Survey responses to "annual subscriber churn" were incorrectly reported by RCA members are could not be included in the analysis

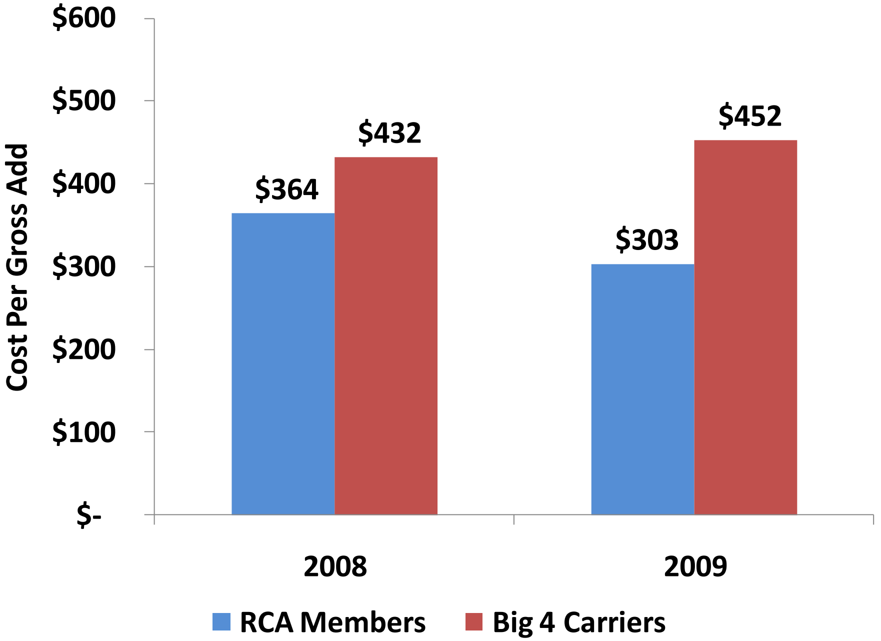
- The churn rates for RCA members were calculated by dividing numbers reported for churned subscribers by the average number of subscribers for 2009
- Since 2008 average number of subscribers were not available for RCA members, 2008 churn rate could not be calculated
- The higher average churn rate for RCA members is expected given the higher proportion of prepaid subscribers who typically have higher churn rates due to no contracts
- Statistical distribution of monthly subscriber churn levels among RCA respondents:
  – 57% of survey respondents had churn levels between 1% and 2%
  – 19% of respondents had churn levels below 1%
  – 24% of respondents had churn levels above 2%

Source: RCA Benchmark Survey August 2010, Company financials, Analyst reports, SEC filings, CSMG Analysis

CPGA for RCA members is substantially lower than the Big 4 carriers while CCPU is slightly higher

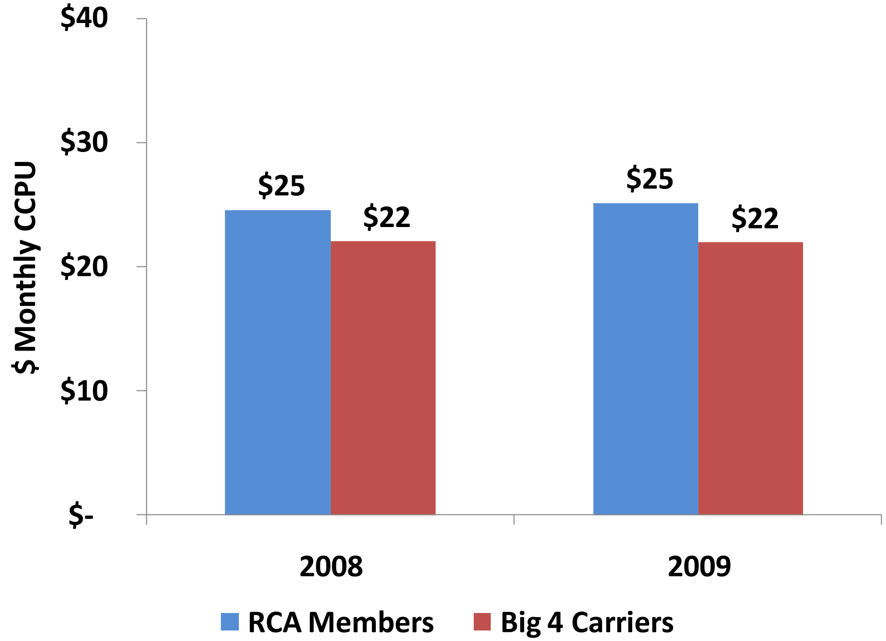
- Among RCA members surveyed CPGA costs decreased substantially from 2008 to 2009 – while total acquisition costs remained constant, the number of gross adds increased substantially

Weighted Avg. Cost Per Gross Add (CPGA)



- RCA Operating Cost components included:
  1. Sales and Marketing
  2. New Customer Handset Subsidy

Weighted Avg. Cash Cost Per User (CCPU)



- RCA Operating Cost components included:
  1. Direct Cost of Service
  2. Customer Service Costs
  3. G&A Costs
  4. Existing Customer Handset Subsidy
  5. Roaming Costs

Source: RCA Benchmark Survey August 2010, Company financials, Analyst reports, SEC filings, CSMG Analysis

LTV for the Big 4 carriers is more than twice that of RCA members

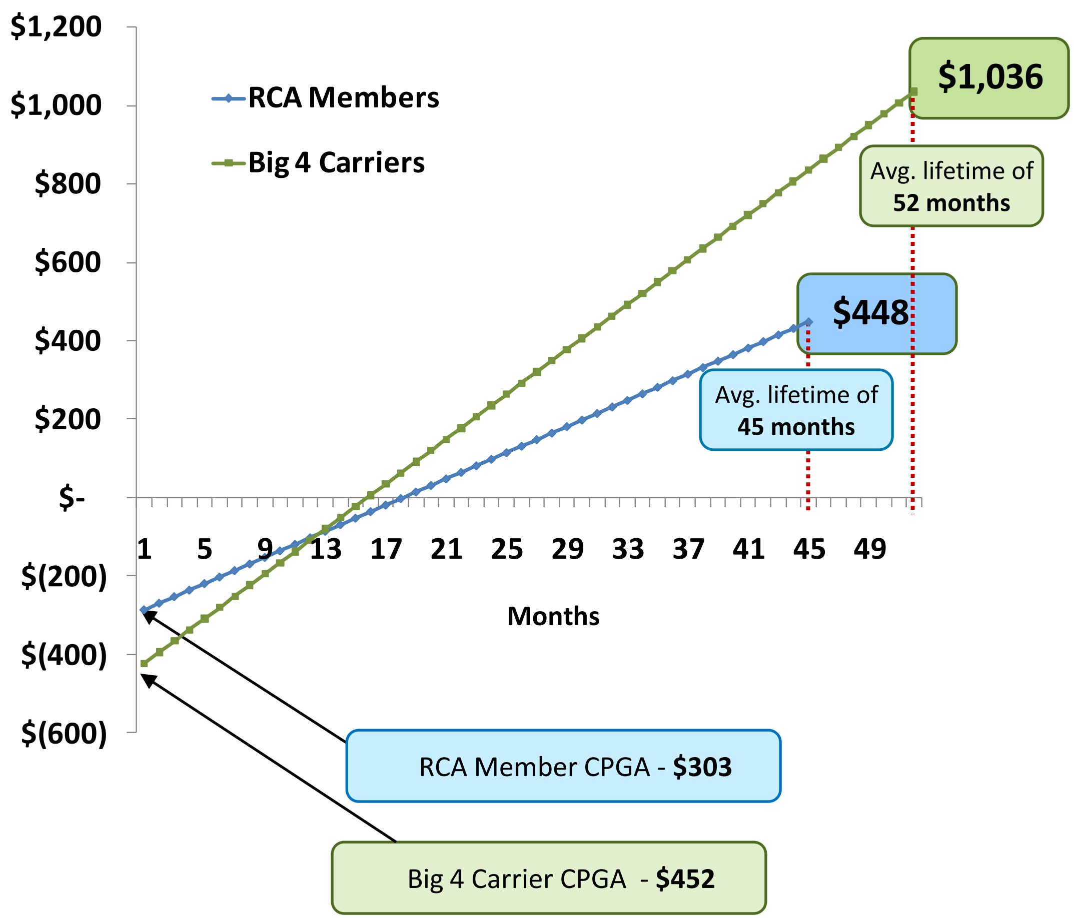
- The difference is primarily due to higher data ARPU for the Big 4 carriers and secondarily due to a lower churn rate

Lifetime Value (LTV) – 2009 Metrics

	RCA Members	Big 4 Carriers
ARPU	$42	$51
CCPU	$25	$22
Churn	2.2%	1.9%
CPGA	$303	$452
LTV	**$448**	**$1,036**

- LTV for the Big 4 carriers is more than twice of that for RCA members mainly due to **higher monthly ARPU**
- Higher monthly ARPU is due to higher data ARPU from uptake of advanced data services
- CCPU and CPGA costs are comparable for both groups

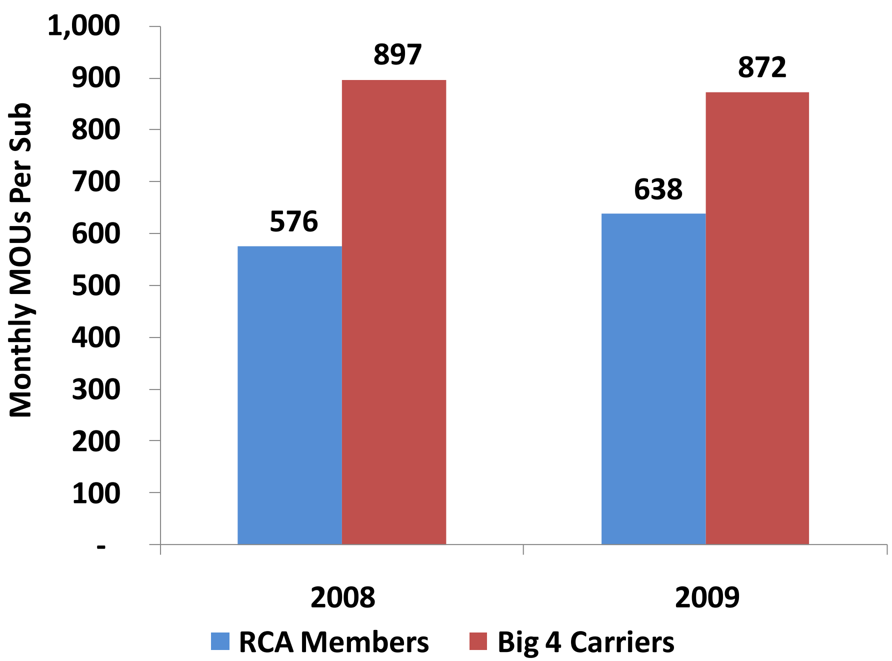
LTV Comparison – RCA Members vs. Big 4 Carriers



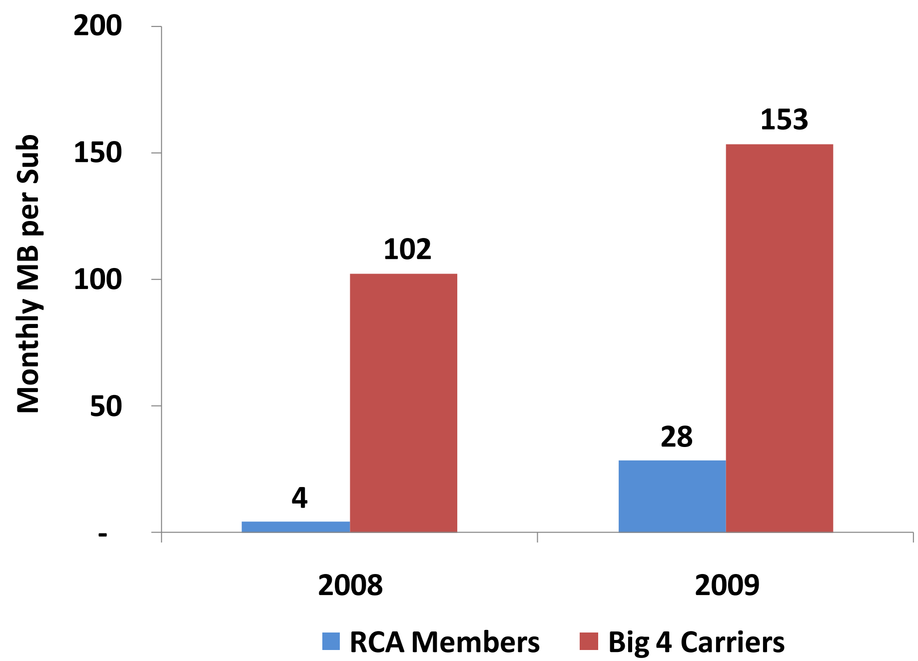
RCA subscribers consume considerably less data per month on average than subscribers for the Big 4 carriers

- These also use substantially fewer voice MOUs

Weighted Avg. Monthly MOU Per Sub



Weighted Avg. Monthly MB Per Sub



- The chief reason for RCA subscribers having much lower data usage is lower uptake of data services among wireless subscribers
- The proportion of total subscribers using data services for survey respondents shown above increased from 9.6% in 2008 to 14.1% in 2009

Source: RCA Benchmark Survey August 2010, Company financials, Analyst reports, SEC filings, Fierce Wireless, CSMG Analysis

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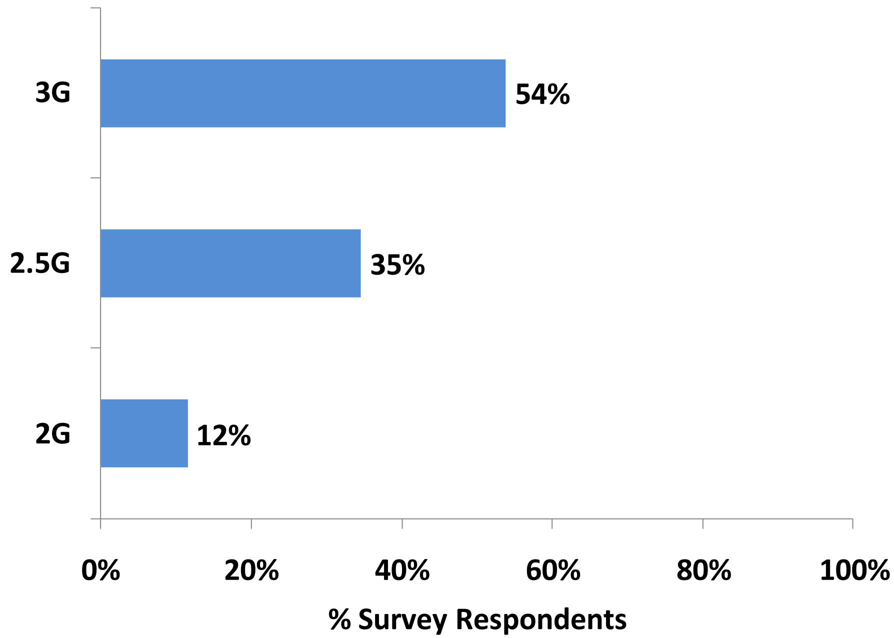
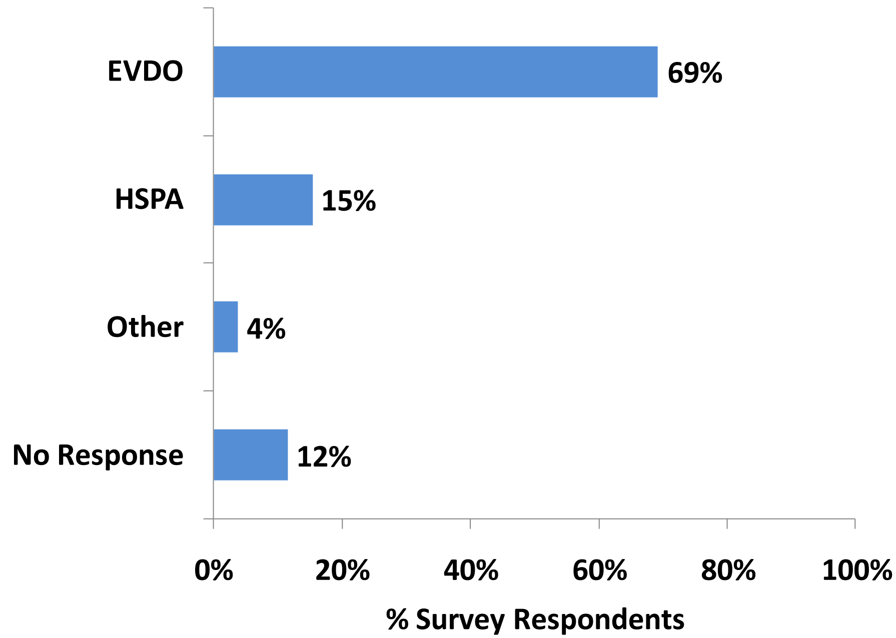
54% of RCA survey respondents have already deployed 3G network technology and a majority plan to deploy EVDO or HSPA technology in the future

RCA Members –
Current Network Technology



RCA Members –
Future Planned 3G Technology



Source: RCA Benchmark Survey August 2010, CSMG Analysis

Major US mobile operators have already begun to deploy 4G networks, though full nationwide rollouts are likely 2-3 years away

- Sprint has begun to roll out mobile WiMAX, while VZW's LTE launch is expected by the end of this year
- AT&T plans to deploy LTE beginning in 2011, while T-Mobile is in the process of upgrading to HSPA+

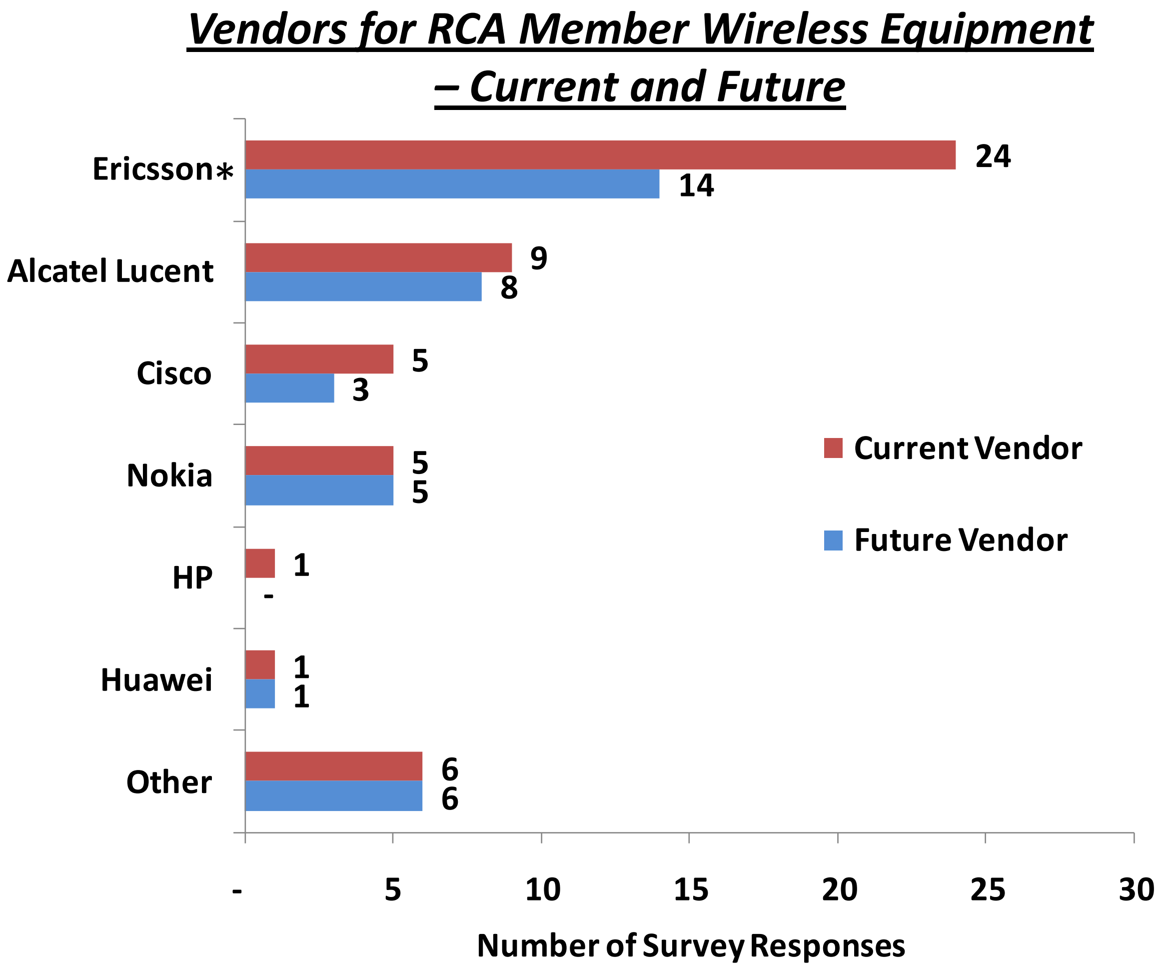
US "Big Four" Mobile Network Evolution Plans

	Q1 2010	EOY 2010	2011	2012	2013
verizon wireless	• EVDO-Rev A – 287M POPs	• 25-30 LTE markets commercial • 100M POPs			• Nationwide LTE rollout complete
at&t	• WCDMA / UMTS / HSDPA – 233M POPs	• LTE trials • HSPA 7.2 in 25 of top 30 markets	• LTE deployment begins, 70-75M POPs by year end • HSPA 7.2 in 90% of 3G footprint	Unknown when LTE rollout is expected to be completed	
Sprint	• EVDO-Rev A – 253M POPs • Mobile WiMAX in 8+ major cities	• WiMAX in 80 markets,120M POPs • 53 markets covered by end of Q3'2010	Details of expansion beyond 120M POPs unknown		
T-Mobile	• WCDMA / UMTS / HSDPA – 205M POPs • HSPA+ in NYC, DC, and Philadelphia	• HSPA+ in 100 markets with 185M+ POPs • In talks with Clearwire for use of WiMAX network	Expects to evolve over long term to LTE, but no timetable		

Source: Operator filings, press releases, investor presentations and websites, Fierce Wireless, CSMG analysis

Ericsson is by far the leading wireless equipment vendor for RCA members surveyed

- Vendor selection for future planned network upgrades was also headed by Ericsson along with Alcatel Lucent, Cisco and Nokia



* Survey responses for "Nortel" have been included under "Ericsson" due to Ericsson acquisition of Nortel wireless equipment division

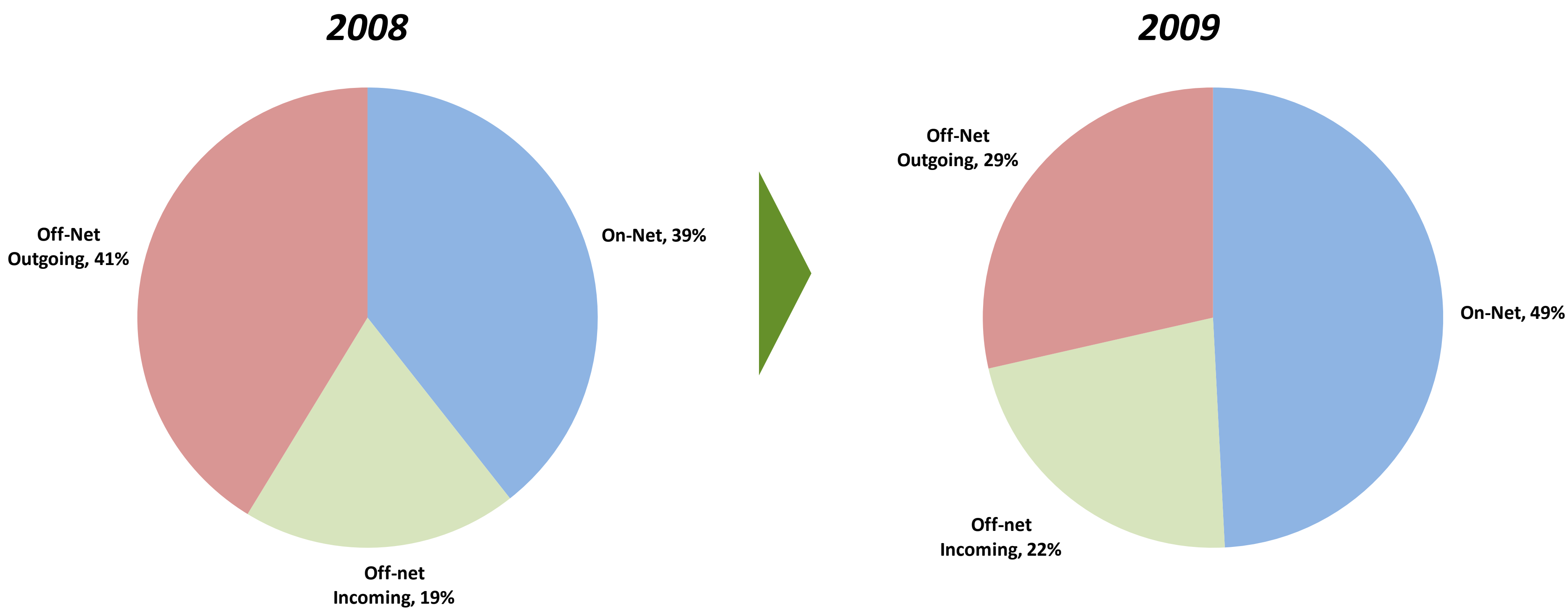
- **Note**: This graph represents the number of "Yes" responses received for each major vendor – it is not a quantitative representation of the proportion of equipment purchases from each vendor

Source: RCA Benchmark Survey August 2010, CSMG Analysis

The proportion of on-net MOUs among total MOUs increased significantly for RCA members surveyed from 2008-2009

- Total network MOUs remained largely constant from 2008 to 2009 for RCA respondents

<u>Composition of Usage MOUs by Type</u>



Source: RCA Benchmark Survey August 2010, CSMG Analysis

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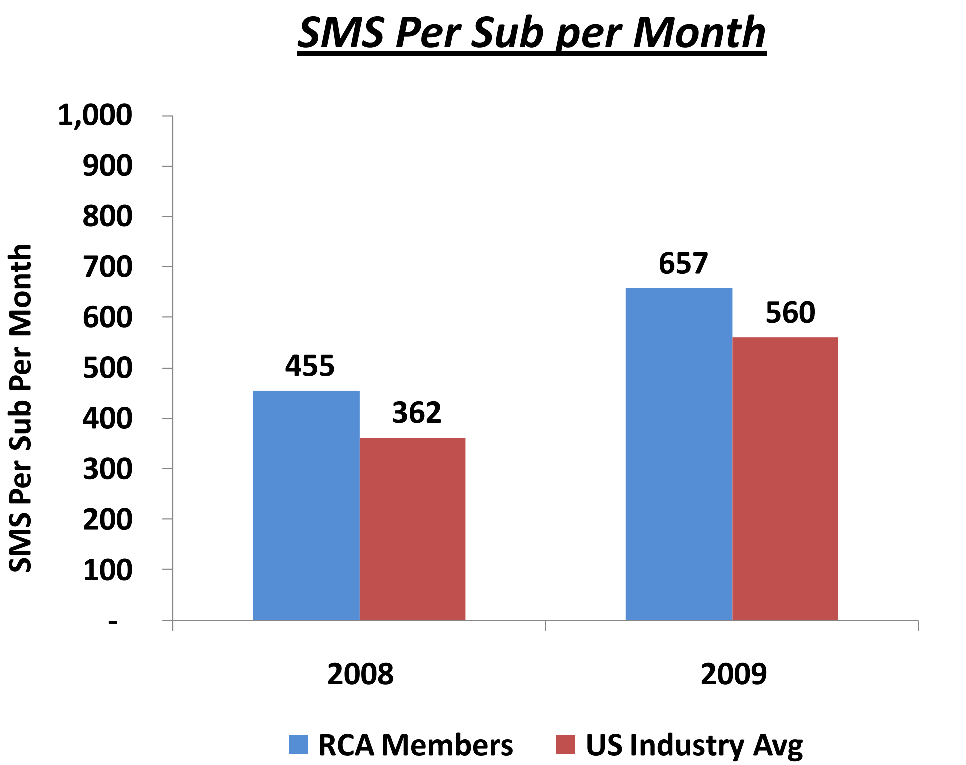
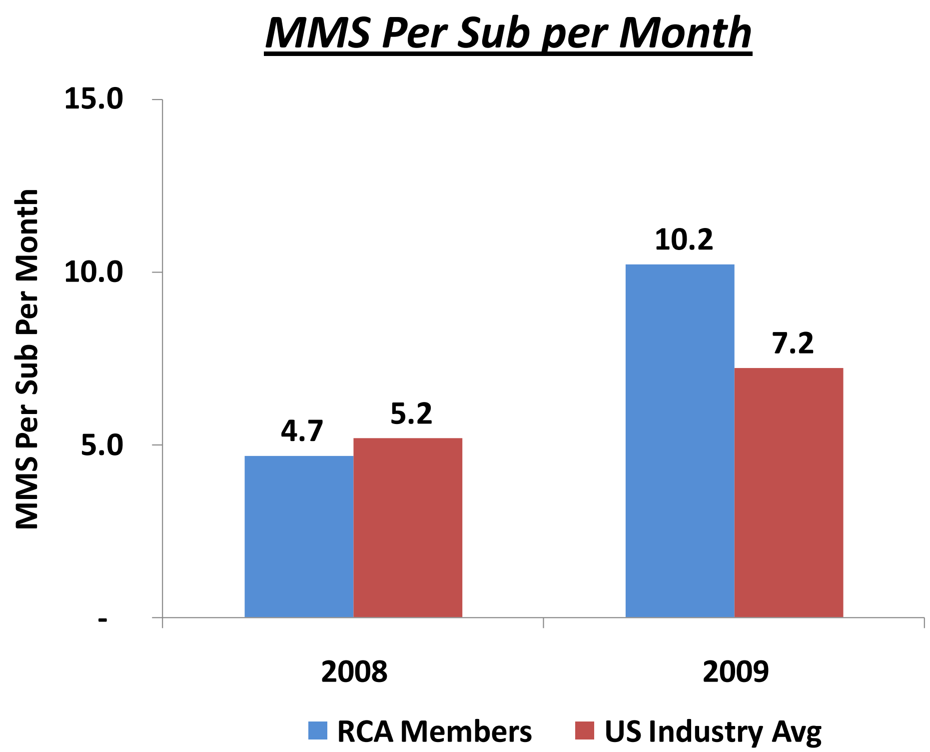
RCA member wireless subs consumed significantly greater numbers of monthly SMS and MMS messages than the US wireless industry average

- Monthly SMS and MMS per RCA member subs also increased significantly from 2008 to 2009





- Total SMS messages on network for RCA survey respondents shown above increased from 17B in 2008 to 27B in 2009

- Total MMS messages on network for RCA survey respondents shown above increased from 179M in 2008 to 417M in 2009

Source: RCA Benchmark Survey August 2010, CTIA Wireless Indices Report mid 2009,CSMG Analysis

- Survey Details and Results Summary
- Survey Results by Category
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  - Subscriber Metrics
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  - Products and Operations
  - Regulatory

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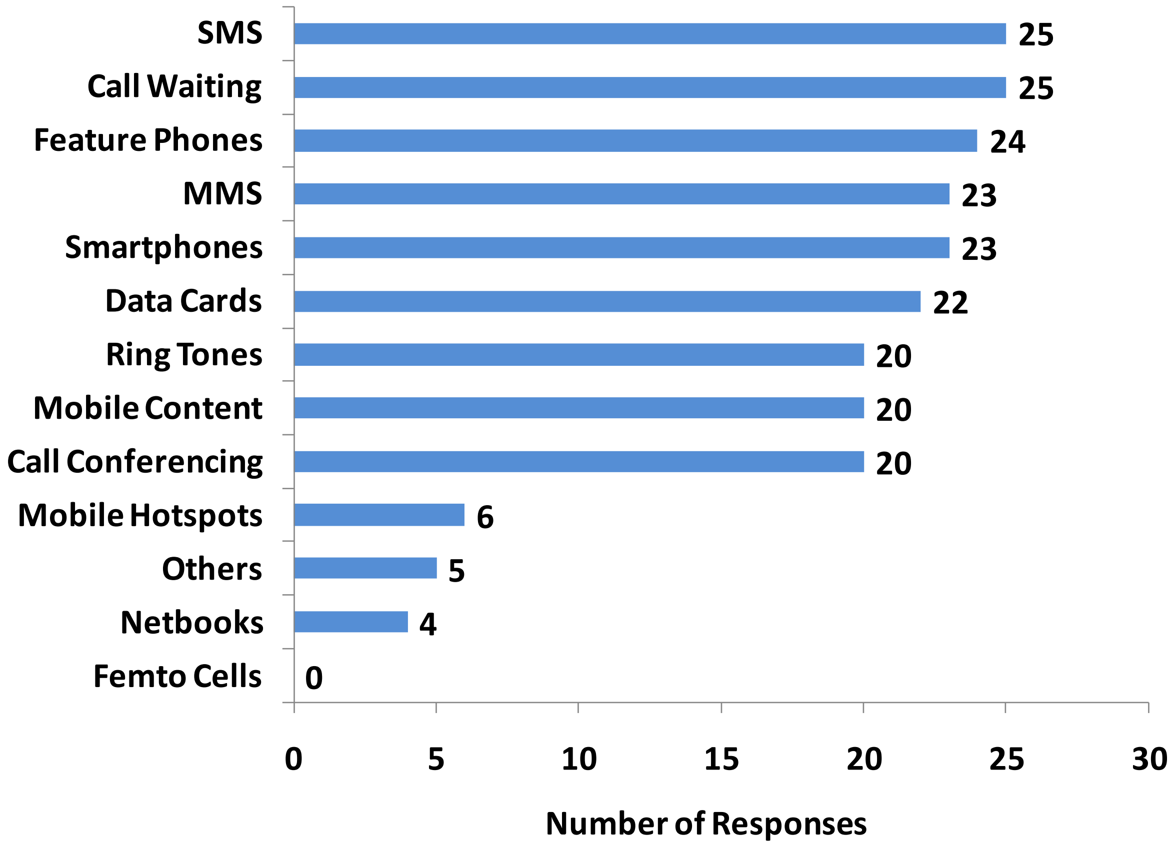
Most RCA survey respondents offer SMS and MMS data, smartphones, data cards and mobile content

- Few respondents offer advanced services/products like mobile hotspots or netbooks; none offer femtocells

Products Currently Offered



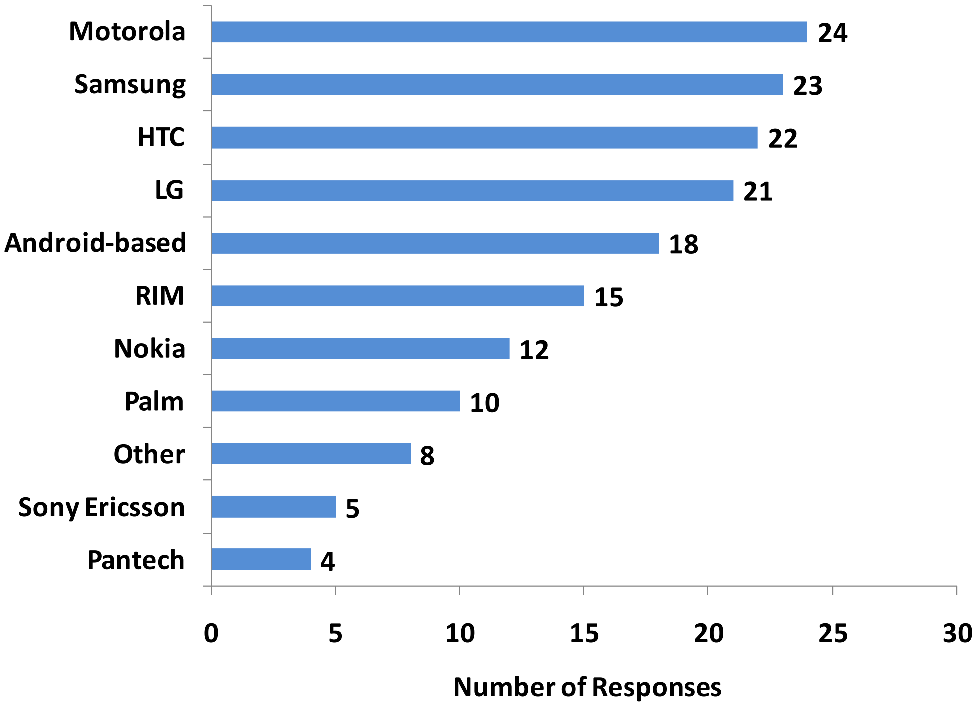
- 62% of respondents offer unlimited voice and data plans
- 92% of respondents offer multiple mobile handset models to their subscribers with an average of 18 handset models in each respondent's portfolio

Source: RCA Benchmark Survey August 2010, CSMG Analysis

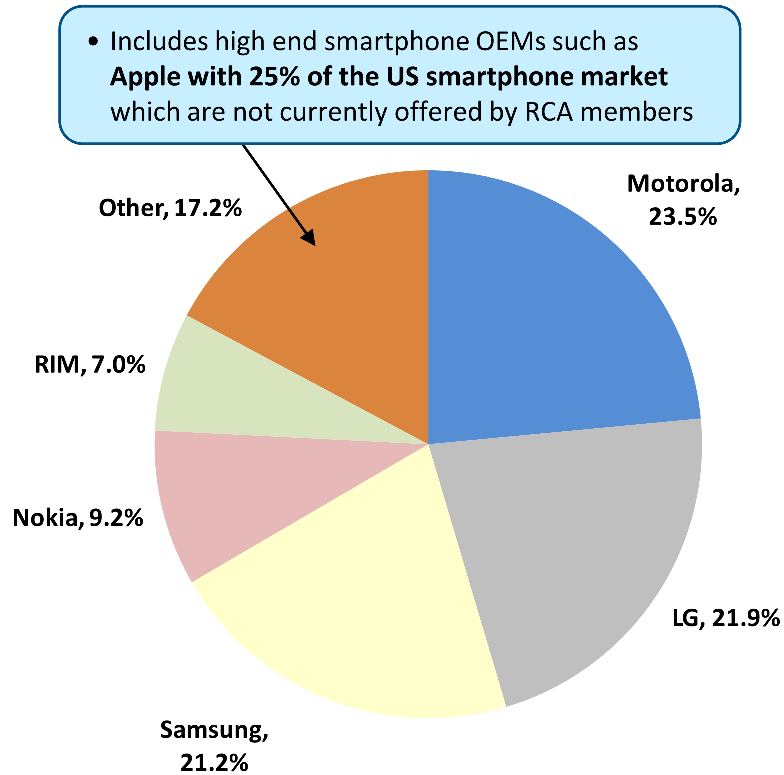
Most major OEMs are represented among the handset portfolios of survey respondents

- Popular high end handsets like the Apple iPhone are not currently offered by RCA members

RCA Members – Handset OEMs Supported



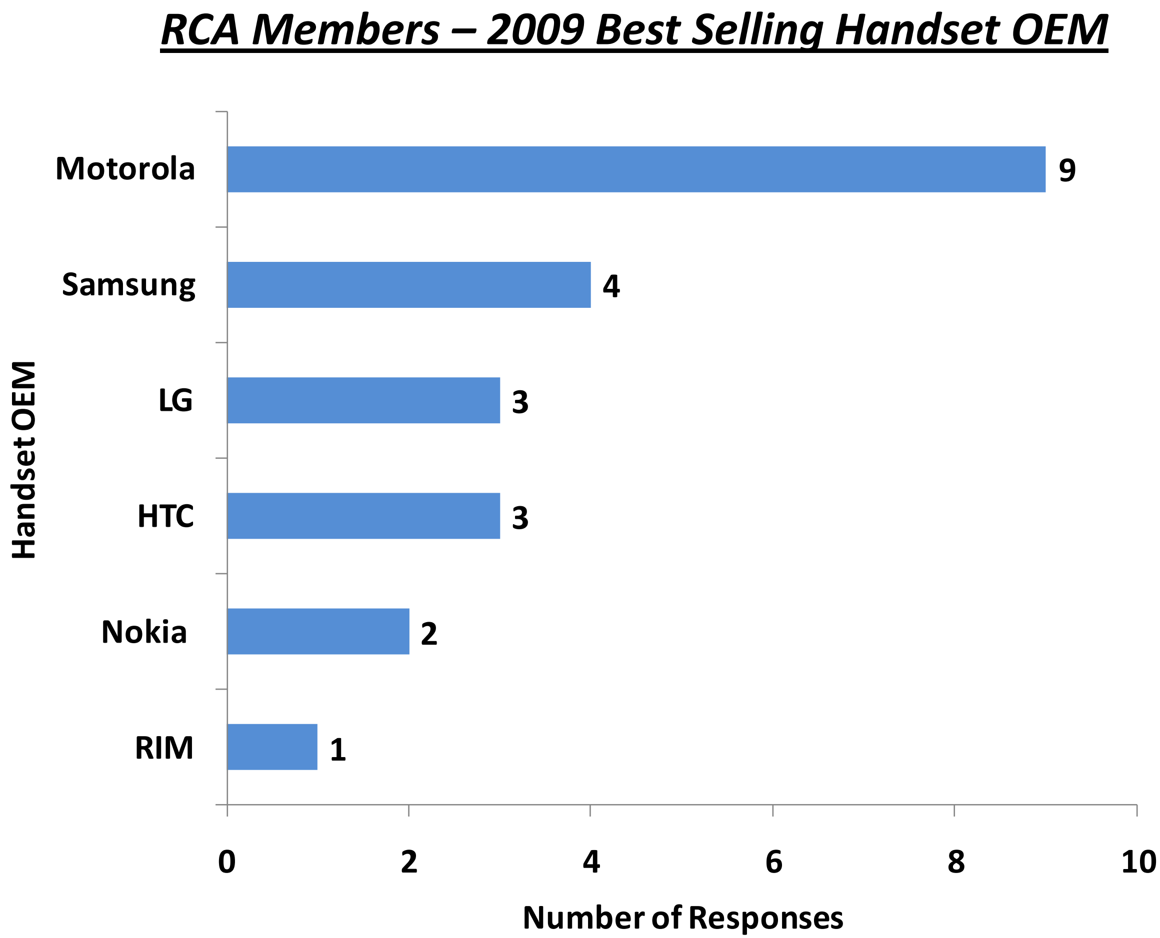
US Mobile Handset Market Share EOY 2009



85% of respondents said that their subscribers have expressed a strong interest in high end smartphones

Source: RCA Benchmark Survey August 2010, comScore, CSMG Analysis

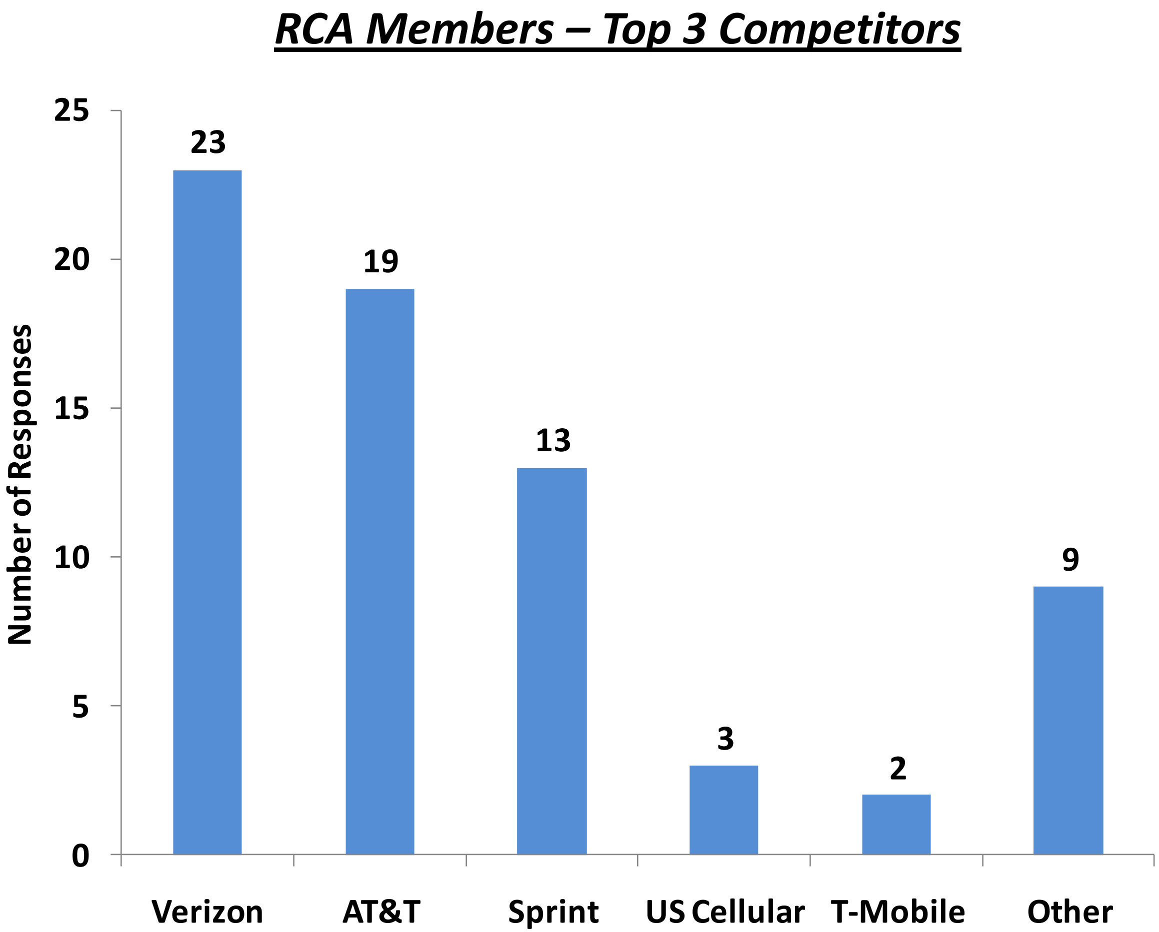
Motorola was mentioned most as the “best selling” handset OEM among survey respondents



- **Note**: This graph weighs every survey response equally; due to considerable variation in number of subscribers among survey respondents, it is not a quantitative representation of the number of best selling handsets among RCA members

Source: RCA Benchmark Survey August 2010, CSMG Analysis

The Big Four national wireless carriers were listed as the top competitors by survey respondents



- The national networks of the big four carriers likely translates into service features such as no roaming charges and free nationwide in-network calling that regional rural carriers would find hard to match
- Given the rural nature of the survey respondents' business, several listed the erstwhile largest rural carrier Alltel (now owned by Verizon) as a key competitor

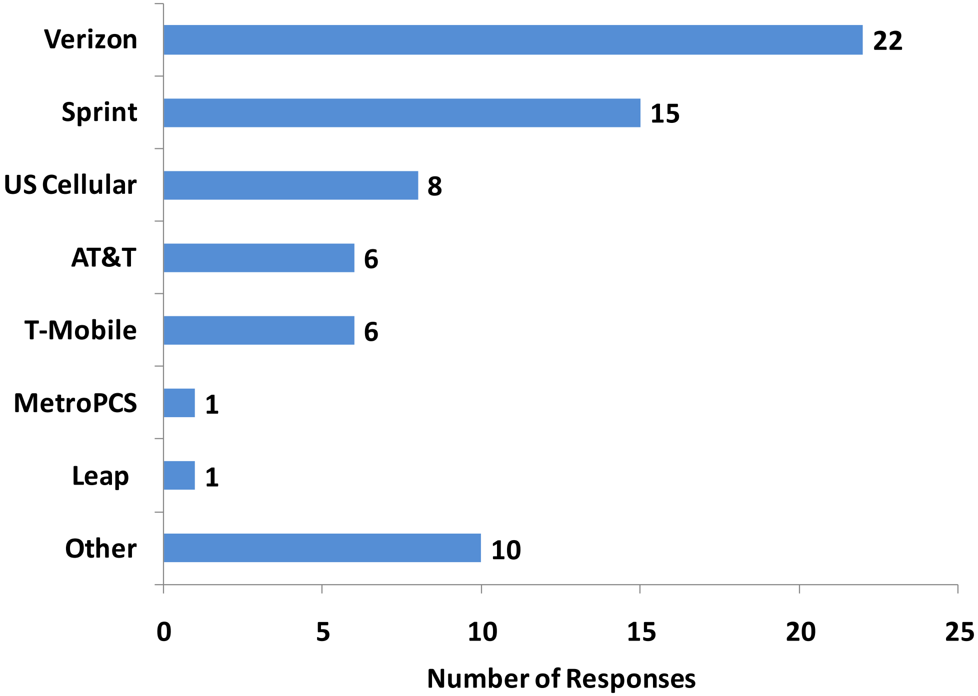
Source: RCA Benchmark Survey August 2010, CSMG Analysis

These key competitors are also the top roaming partners

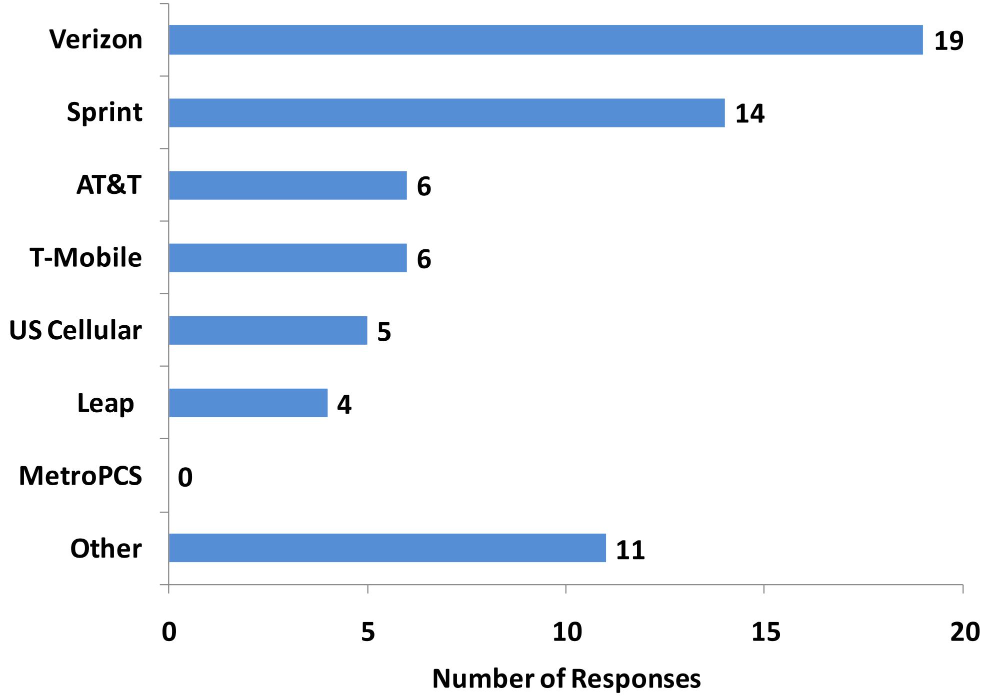
- Other key inbound roaming partners are carriers with networks focused on metropolitan areas

RCA Members

Top 3 Outbound Roaming Partners



Top 3 Inbound Roaming Partners



- The nationwide network of a “Big Four” carrier makes it ideal outbound roaming partner enabling a rural carrier to provide nationwide roaming to its subscribers through a single partner
- Carriers like Leap and MetroPCS who focus network builds exclusively on urban areas depend on roaming agreements with rural carriers to provide coverage to their subscribers

Source: RCA Benchmark Survey August 2010, CSMG Analysis

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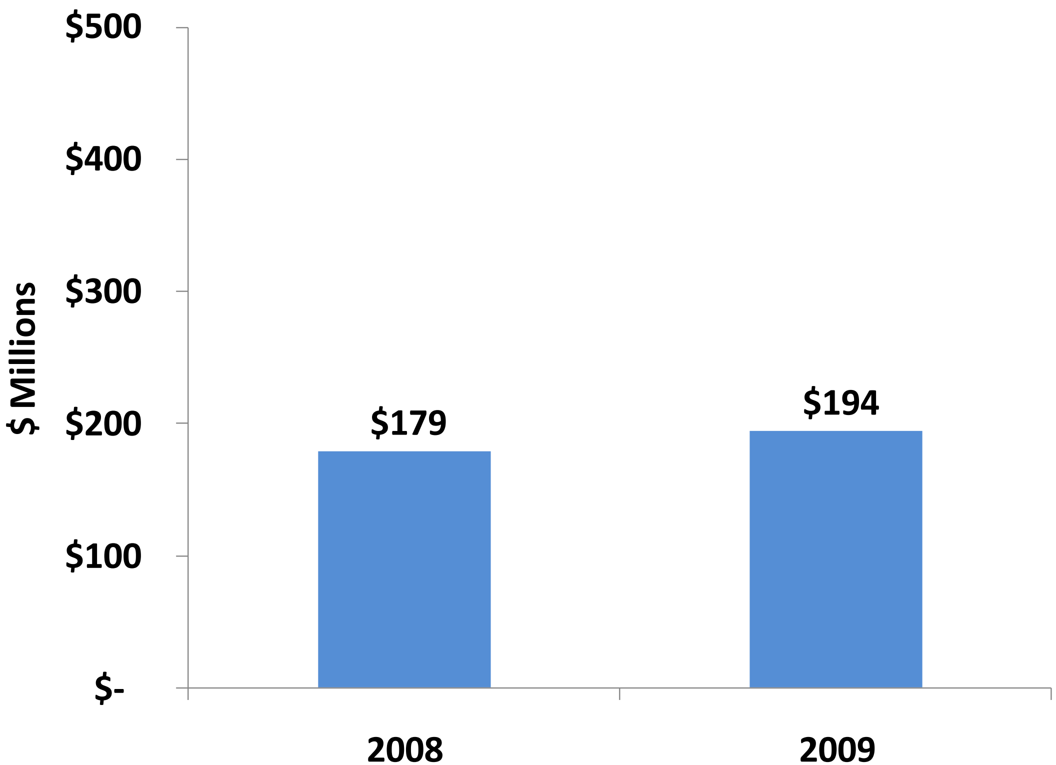
17 RCA members received nearly $200M in USF funding in 2009

RCA members – USF Funding



- 21 RCA members (out of 26 responses) reported receiving USF funding in 2008 and 2009
- 17 out of these 21 members reported the actual amount of USF funding received
- The average amount of funding received per USF recipient among these 17 respondents increased from $10.5M in 2008 to $11.4M in 2009
- There is significant variation among the USF recipients with respect to the amount of funding received. In 2009:
  - 9 recipients received less than $5M
  - 2 recipients received more than $25M
  - 6 recipients received between $5M to $25M

Source: RCA Benchmark Survey August 2010, CSMG Analysis

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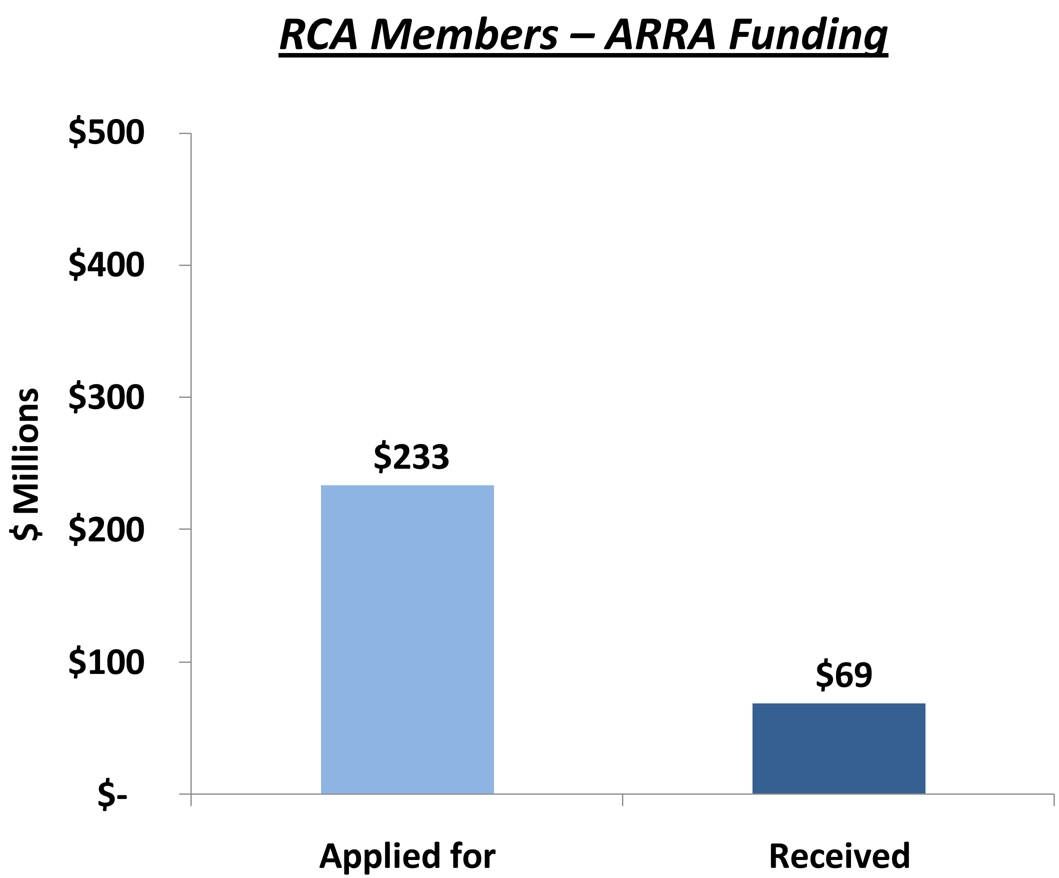
11 RCA members reported applications for ARRA funds in both BIP and BTOP programs; 4 of these applications were successful



- ARRA FUND APPLICATIONS:
  - Total of 26 survey responses
  - 11 RCA members reported applying for ARRA funds
  - 9 of these 11 members also revealed the amount of ARRA funding amounts they applied for: **$233M**
  - 7 of these 9 members applied for BIP program funds and 2 applied for BTOP program funds
  - Applications to BIP and BTOP programs were made in both rounds 1 and 2
- ARRA FUND AWARDS:
  - 3 out of the 7 BIP fund applicants received awards
  - 1 out of the 2 BTOP fund applicants received awards
  - Total funding from successful BIP and BTOP applications at the time this survey was conducted was **$69M**

Source: RCA Benchmark Survey August 2010, CSMG Analysis

Appendix – 2009 Best Selling Handset Models listed by survey respondents

	2009 Best Selling Handset Models				
	No. 1	No. 2	No. 3	No. 4	No. 5
Respondent 1	Motorola W385	LG 300	Motorola VE20	LG265	LG260
Respondent 2	LG300	LG265 script	LG260 SCOOP	MOTOROLA W385	MOTOROLA Ve465
Respondent 3	Samsung R810 Fines	Blackberry 8330 Curve	Motorola W845 Quantico	Samsung R350 Free Form	LG 265 script
Respondent 4	LG 265	Moto w385	LG 300	Moto VE465	LG 700
Respondent 5	Motorola K1	Alcatel Tribe	Samsung s5230	Samsung B3410	Nokia 2720
Respondent 6	Motorola W845 Quantico	LG 700	LG 265	Samsung R810 Finesse	Motorola W385
Respondent 7	HTC 6250 Hero	LG 265 script	Samsung R600 Adom	LG 9250 Ellipse	Motorola W845 Quantico
Respondent 8	Samsung Adorn/R600	LG Spyder II/840	Samsung Finesse/R810	LG script/265	Motorola Quantico/W385
Respondent 9	6250 HTC Dero	8530 RIM Curve 2	8230 RIM Pearl Flip-Apex	300 LG	9630 RIM Tour
Respondent 10	Nokia E71	Nokia E63	Motorola Razor	Alcatel Tribe	Nokia 6085
Respondent 11	Curve 8530	Samsung R351	Samsung U350	Samsung U450	HTC 6250
Respondent 12	Motorola Razr	SamsungR500	SamsungR600	LG265	LG260
Respondent 13	Samsung R600 Adorn (523)	RIM BB Curve (558)	Motorola W845 Quantico (342)	Motorola W385 (323)	Motorola QA30 (312) Hint
Respondent 14	Samsung SPH-A310				
Respondent 15	Motorola i576 Majua	Motorola i365	Motorola i290	Motorola i465 Clutch	Motorola i580
Respondent 16	Motorola Quantico W845	Motorola W385	LG 265	Motorola VE440	Samsung R600
Respondent 17	HTC - HTC Hero	RIM - Blackberry Curve	LG - script	LG - Volt	Motorola - Motorola W315
Respondent 18	Nokia				
Respondent 19	Motorola Quantico	HTC Hero	LG 265		
Respondent 20	Motorola W490	Samsung T439	Motorola Razr V3	Nokia 2760	Samsung T419
Respondent 21	Motorola W845	BlackBerry 8330	HTC Hero	Samsung Finesse	Motorola Cadbury
Respondent 22	LG 265	Samsung R600	LG 840	LG 9250	LG 700

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Q & A

- Now is your chance to ask questions to any of today's presenters and panelists!
- On the right side of your screen, please type your question into the chat box
- Questions will be read aloud by RCA and answered by the panel
- **Thank You!**