

Provider	Product Type	Package	SPC Division Tier	Initial Weight	Bonus Weight	Initial Weight	Google Historical Install Rate	Google Weighted Units	Affiliate Historical Install Rate	Affiliate Weighted Units	Note
AT&T	Internet	1 Gbps and above	NA	5.00	0.00	5.00	76.30%	3.82	75.9%	3.80	
Vivint	Security	All Packages	NA	3.50	0.00	3.50	100.00%	3.50	100.0%	3.50	Vivint is paid by unit sold so we put 100% install rate here
AT&T	Internet	300 Mbps	NA	4.00	0.00	4.00	76.30%	3.05	75.9%	3.04	
AT&T	Internet	500 Mbps	NA	4.00	0.00	4.00	76.30%	3.05	75.9%	3.04	
Altice /Optimum	Internet	Internet 2000	NA	4.00	0.00	4.00	65.60%	2.62	52.4%	2.10	
Altice /Optimum	Internet	Internet 5000	NA	4.00	0.00	4.00	65.60%	2.62	52.4%	2.10	
Consolidate	Internet	1 GBPS	NA	3.25	0.00	3.25	77.80%	2.53	46.2%	1.50	
Altice /Optimum	Internet	Internet 1000	NA	3.50	0.00	3.50	65.60%	2.30	52.4%	1.83	
Spectrum	Internet	Internet GIG	residual	3.56	0.00	3.56	63.80%	2.27	57.0%	2.03	Some affiliates are under residual mode and will receive less wUnits
Spectrum	Internet	Internet GIG	Digital / Non-residual	3.50	0.00	3.50	63.80%	2.23	57.0%	2.00	
Consolidate	Internet	2 GBPS	NA	2.75	0.00	2.75	77.80%	2.14	46.2%	1.27	
Frontier	Internet	Fiber Internet 5G	NA	3.40	0.00	3.40	60.80%	2.07	46.8%	1.59	
Altice /Optimum	Internet	Internet 500	NA	3.00	0.00	3.00	65.60%	1.97	52.4%	1.57	
Spectrum	Internet	Internet Ultra	Digital / Non-residual	3.08	0.00	3.08	63.80%	1.97	57.0%	1.76	
Frontier	Internet	Fiber Internet 2G	NA	3.00	0.00	3.00	60.80%	1.82	46.8%	1.40	
Spectrum	Internet	Internet (Regular/Internet Assist)	Digital / Non-residual	2.80	0.00	2.80	63.80%	1.79	57.0%	1.60	

Consolidate	Internet	250 MBPS	NA	2.25	0.00	2.25	77.80%	1.75	46.2%	1.04	
Spectrum	Internet	Internet Ultra	residual	2.66	0.00	2.66	63.80%	1.70	57.0%	1.52	Some affiliates are under residual mode and will receive less wUnits
Spectrum	Internet	Internet Regular	residual	2.21	0.00	2.21	76.00%	1.68	57.0%	1.26	Some affiliates are under residual mode and will receive less wUnits
Clearconnect	Internet	Qualified Lead Transfer	NA	1.60	0.00	1.60	100.00%	1.60	100.0%	1.60	
Frontier	Internet	Fiber Internet 1G	NA	2.60	0.00	2.60	60.80%	1.58	46.8%	1.22	
ViaSat	Internet	Internet	NA	2.60	0.00	2.60	57.20%	1.49	50.9%	1.32	
DirecTV	Video	Low Risk	NA	2.65	0.00	2.65	51.40%	1.36	50.0%	1.33	
Consolidate	Internet	50 MBPS	NA	1.75	0.00	1.75	77.80%	1.36	46.2%	0.81	
WOW	Internet	Fiber 5 GBPS	NA	3.40	0.00	3.40	38.30%	1.30	31.6%	1.07	
Spectrum	Internet	Internet Assist	residual	1.81	0.00	1.81	69.90%	1.27	57.0%	1.03	Some affiliates are under residual mode and will receive less wUnits
Earthlink	Internet	Wired - 100 to 299 Mbps	NA	3.50	0.00	3.50	35.40%	1.24	29.4%	1.03	
Earthlink	Internet	Wired - 300 and above Mbps	NA	3.50	0.00	3.50	35.40%	1.24	29.4%	1.03	
Spectrum	Internet	Internet 50/100	residual	1.81	0.00	1.81	63.80%	1.15	57.0%	1.03	Some affiliates are under residual mode and will receive less wUnits
AT&T	Internet	100 Mbps	NA	1.50	0.00	1.50	76.30%	1.14	75.9%	1.14	
AT&T	Internet	50 - 75 Mbps	NA	1.5	0.00	1.50	76.30%	1.14	75.9%	1.14	
WOW	Internet	Fiber 3 GBPS	NA	2.60	0.00	2.60	38.30%	1.00	31.6%	0.82	

Altice/Optimum	Internet	Internet 300	NA	1.50	0.00	1.50	65.60%	0.98	52.4%	0.79	
Altice/Optimum	Internet	Internet 400	NA	1.50	0.00	1.50	65.60%	0.98	52.4%	0.79	
Frontier	Internet	Fiber Internet 500M	NA	1.60	0.00	1.60	60.80%	0.97	46.8%	0.75	
AT&T	Internet	Upgrade to 1 Gbps	NA	1.25	0.00	1.25	76.30%	0.95	75.9%	0.95	
WOW	Internet	Internet 1200 MBPS	NA	2.35	0.00	2.35	38.30%	0.90	31.6%	0.74	
Spectrum	Mobile	SPC - Second Line	Digital / Non-residual	2.00	0.00	2.00	44.50%	0.89	38.3%	0.77	
Spectrum	Mobile	SPC - 3 to 10 Line	residual	2.00	0.00	2.00	44.50%	0.89	38.3%	0.77	Some affiliates are under residual mode and will receive less wUnits
Spectrum	Mobile	SPC - Second Line	residual	2.00	0.00	2.00	44.50%	0.89	38.3%	0.77	Some affiliates are under residual mode and will receive less wUnits
Earthlink	Internet	Wired - Up to 99 Mbps	NA	2.50	0.00	2.50	35.40%	0.89	29.4%	0.74	
Earthlink	Internet	Wireless 300 Gig	NA	2.50	0.00	2.50	35.40%	0.89	29.4%	0.74	
Frontier	Internet	Fiber Internet Under 500M	NA	1.40	0.00	1.40	60.80%	0.85	46.8%	0.66	
WOW	Internet	Internet 1000 MBPS	NA	2.20	0.00	2.20	38.30%	0.84	31.6%	0.70	
AT&T	Internet	Less than 50 Mbps	NA	1.00	0.00	1.00	76.30%	0.76	75.9%	0.76	
WOW	Internet	Internet 500 MBPS	NA	1.90	0.00	1.90	38.30%	0.73	31.6%	0.60	
Frontier	Phone	Phone	NA	1.50	0.00	1.50	47.40%	0.71	30.2%	0.45	
Comcast	Internet	Fast	NA	1.19	0.00	1.19	59.40%	0.71	51.3%	0.61	
Comcast	Internet	Gigabit	NA	1.19	0.00	1.19	59.40%	0.71	51.3%	0.61	
Comcast	Internet	Gigabit Extra	NA	1.19	0.00	1.19	59.40%	0.71	51.3%	0.61	
Comcast	Internet	SuperFast	NA	1.19	0.00	1.19	59.40%	0.71	51.3%	0.61	

Spectrum	Mobile	SPC - 3 to 10 Line	Digital / Non-residual	1.50	0.00	1.50	44.50%	0.67	38.3%	0.57	
Altice /Optimum	Video	Premier TV	NA	1.20	0.00	1.20	55.60%	0.67	55.6%	0.67	
WOW	Internet	Internet (Up to and including) 100 MBPS	NA	1.70	0.00	1.70	38.30%	0.65	31.6%	0.54	
WOW	Internet	Internet 200 MBPS	NA	1.70	0.00	1.70	38.30%	0.65	31.6%	0.54	
AT&T	Mobile	Mobile	NA	1.25	0.00	1.25	50.00%	0.63	50.0%	0.63	
Frontier	Internet	Internet	NA	1.00	0.00	1.00	60.80%	0.61	46.8%	0.47	
Altice /Optimum	Internet	Internet 100	NA	0.90	0.00	0.90	65.60%	0.59	52.4%	0.47	
Altice /Optimum	Internet	Internet 200	NA	0.90	0.00	0.90	65.60%	0.59	52.4%	0.47	
Spectrum	Video	Select or Latino	residual	1.00	0.00	1.00	57.70%	0.58	44.3%	0.44	Some affiliates are under residual mode and will receive less wUnits
Altice /Optimum	Phone	Phone	NA	0.90	0.00	0.90	63.60%	0.57	44.8%	0.40	
AT&T	Internet	Upgrade to 500m	NA	0.75	0.00	0.75	76.30%	0.57	75.9%	0.57	
Spectrum	Video	Select or Latino	Digital / Non-residual	0.95	0.00	0.95	57.70%	0.55	44.3%	0.42	
Earthlink	Internet	Wireless 150 Gig	NA	1.50	0.00	1.50	35.40%	0.53	29.4%	0.44	
DirecTV	Video	Med Risk	NA	1.00	0.00	1.00	51.40%	0.51	50.0%	0.50	
ADT	Security	Qualified Lead Transfer	NA	0.51	0.00	0.51	100.00%	0.51	100.0%	0.51	
Altice /Optimum	Video	Core TV	NA	0.90	0.00	0.90	55.60%	0.50	55.6%	0.50	
Altice /Optimum	Video	Select TV	NA	0.90	0.00	0.90	55.60%	0.50	55.6%	0.50	
Comcast	Internet	Connect More	NA	0.79	0.00	0.79	59.40%	0.47	51.3%	0.41	
Spectrum	Mobile	SPC - First Mobile	Digital / Non-residual	1.00	0.00	1.00	44.50%	0.45	38.3%	0.38	

Spectrum	Mobile	SPC - First Mobile	residual	1.00	0.00	1.00	44.50%	0.45	38.3%	0.38	Some affiliates are under residual mode and will receive less wUnits
ADT	Security	DIFM	NA	8.90	0.00	8.90	4.90%	0.44	4.9%	0.44	This refers to lead transferred, not units sold. that is why initial weight is high but install rate is low
AT&T	Internet	Upgrade to 300	NA	0.50	0.00	0.50	76.30%	0.38	75.9%	0.38	
Earthlink	Internet	Wireless 100 Gig	NA	1.00	0.00	1.00	35.40%	0.35	29.4%	0.29	
Comcast	Internet	Connect	NA	0.59	0.00	0.59	59.40%	0.35	51.3%	0.30	
ViaSat	Phone	Phone	NA	0.50	0.00	0.50	62.00%	0.31	47.1%	0.24	
Frontier	Addon	Eero Secure	NA	0.35	0.30	0.65	46.60%	0.30	40.9%	0.27	Spiff between July1 - Sep30
Frontier	Addon	TotalShield	NA	0.65	0.00	0.65	46.60%	0.30	40.9%	0.27	
Frontier	Addon	Whole Home Wi-Fi	NA	0.65	0.00	0.65	46.60%	0.30	40.9%	0.27	
Spectrum	Phone	Phone	Digital / Non-residual	0.50	0.00	0.50	58.00%	0.29	51.0%	0.26	
Spectrum	Video	Choice or Essentials	residual	0.50	0.00	0.50	57.70%	0.29	44.3%	0.22	Some affiliates are under residual mode and will receive less wUnits
Spectrum	Video	Choice or Essentials	Digital / Non-residual	0.48	0.00	0.48	57.70%	0.28	44.3%	0.21	
Altice/Optimum	Internet	Internet Under 100	NA	0.25	0.00	0.25	65.60%	0.16	52.4%	0.13	HUGE DECREASE Due to new contract
ADT	Security	DIY	NA	3.00	0.00	3.00	4.90%	0.15	4.9%	0.15	This refers to lead transferred, not unit sold. that is why initial weight is high but install rate is low

Spectrum	Phone	Phone	residual	0.25	0.00	0.25	58.00%	0.15	51.0%	0.13	Some affiliates are under residual mode and will receive less wUnits
Comcast	Video	Popular TV	NA	0.31	0.00	0.31	44.40%	0.14	34.5%	0.11	
Comcast	Video	Ultimate TV	NA	0.31	0.00	0.31	44.40%	0.14	34.5%	0.11	
DirecTV	Video	High Risk	NA	0.10	0.00	0.10	51.40%	0.05	50.0%	0.05	
AT&T	Phone	Phone	NA	0.10	0.00	0.10	50.00%	0.05	50.0%	0.05	
WOW	Video	Video	NA	0.25	0.00	0.25	17.90%	0.04	14.7%	0.04	
WOW	Phone	Voice	NA	0.25	0.00	0.25	6.20%	0.02	8.8%	0.02	
Consolidate	Phone	Voice	NA	0.35	0.00	0.35	0.00%	0.00	0.0%	0.00	
Consolidate	Phone	Voice	NA	0.35	0.00	0.35	0.00%	0.00	0.0%	0.00	