

The logo for Seeking Alpha, with the text 'Seeking Alpha' in white and a gold Greek letter alpha symbol to the right, all on a dark red background.

## EarthLink Q1 2008 Earnings Call Transcript

### Question-and-Answer Session

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#### Operator

At this time I would like to remind everyone that if you would like to ask a question, press \*1 on your telephone keypad. We will pause for just a moment to compile the Q&A roster.

Your first question comes from the line of Jennifer Watson.

#### Jennifer Watson- Goldman Sachs

Good morning and thank you for taking my question. Just some questions around the line-powered voice product, and now obviously there have been some improvements in provisioning there. Can you just talk about how the limited marketing has been received and what your plans are for going forward?

#### Rolla Huff

Sure. As a little bit of history, I think the line-powered voice product suffered from some technical issues at the D-slam (?25:53) level as well as because it was the modems that we were using in my judgment just weren't up to par with what we needed them to be to make the customer satisfied. So we pulled back, we have been working on getting the product right over the last several months. We just recently, in the last two weeks, re-launched the product in one city, in Seattle, where we are limited our investment, we are doing a lot of experimenting. We want to see whether the product has legs, whether the customer is satisfied with it. We're not going to bet the farm on this because we want to see it first. And then I would see us rolling it out if we are happy with what we have seen we will start rolling it out on a city-by-city basis. It is a very cool product for consumers. To the extent that we can give them both voice and data, in a bundle, it's a very cool product. And it really works well with our customer base, and I think it would especially work well in an industry that's more consolidated. But we could tie ourselves to these customers on a stronger basis. I didn't mention it because frankly I don't want to get all excited about it with you guys until the numbers prove that it's a business model that will work for us.

#### Kevin Dotts

The only thing I would add to that is that we have an offering out there in eleven other markets, but we aren't actively marketing it today. We are still taking passive subscribers in that product which is continuing to show us that we are getting to these operational improvements that Rolla had talked about.

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