

For Immediate Release: Tuesday, November 10, 2015

Contact: Press Office, 617-635-4461

MAYOR WALSH AND COMCAST ANNOUNCE SENIOR DISCOUNTS

BOSTON - Tuesday, November 10, 2015 - Mayor Martin J. Walsh today announced an agreement with Comcast Cable to extend the Boston Cable License through October 8, 2020. The agreement introduces improved senior discount opportunities for cable TV while preserving the legacy senior discount package for existing customers. In addition to the senior cable TV discounts, Comcast will be offering eligible Boston seniors an opportunity to purchase significantly discounted high-speed internet access.

"We are committed to giving back and improving the quality of life for our seniors, and I am proud we have been able to partner with Comcast to save our seniors money," said Mayor Walsh. "In my State of the City address, I called on essential service providers to improve discounts our seniors. In reaching this agreement, and with Comcast introducing the Internet Essentials Senior Pilot Program, we are meeting that goal. We hope our pilot program will serve as a model for cities and providers across the country."

The benefits that Comcast will offer eligible Boston seniors include:

- A ten percent discount on both Basic and Digital Starter Cable TV;
- Continued support for Senior Basic Lifeline cable service at \$5.00/month for existing customers, and;
- Internet Essentials high-speed service for \$9.95/month, and access to discounted equipment and training programs.

"We have made real and significant progress toward closing the digital divide for low-income parents and children across the country. In less than four years, Internet Essentials connected more than 500,000 families, or more than 2 million low-income Americans, to the power of the Internet at home," said David L. Cohen, Comcast Corporation Senior Executive Vice President and Chief Diversity Officer. "Here now in Boston, we are offering our first-in-New England low-income senior citizen pilot. Seniors can get connected to the Internet in their homes and use it to communicate with friends and family, access healthcare and financial information, and enjoy online news and entertainment."

"Serving the people and businesses of the City of Boston has always been a great privilege for Comcast since we began doing business here in 2003," said Comcast Regional Senior Vice President, Tracy Pitcher. "We are looking forward to continuing to offer Bostonians the best Comcast has to offer in innovative products, services and customer experiences for many years to come."

"Extending the terms of the current franchise until 2020 secures and enhances the benefits received by the City in the existing Comcast agreement," said Jascha Franklin-Hodge, Chief Information Officer for the City of Boston. "And it helps support our goals of digital equity and inclusion for all residents."

The Internet Essentials Senior Pilot Program resource line can be accessed by eligible seniors effective November 11, 2015. To learn more about the Boston Internet Essentials Senior Pilot Program, please call 1-855-804-8010.

###

Boston's new Comcast Internet Essentials for Seniors pilot program

<https://apply.internetessentials.com/>

To learn more about the Internet Essentials Senior Pilot Program, please call **1-855-804-8010**.

Comcast's Senior Internet Essentials will provide eligible Boston seniors (ages 62+ meeting certain local, state or federal income guidelines) with:

1. Discounted Internet Essentials high-speed internet service for \$9.95 per month;
2. Opportunity to buy a discounted Internet-ready laptop or desktop for \$150.00; and,
3. Access free digital training.
 - a. (Internet Essentials offers 10 Mbps speeds and includes a home wireless router with no equipment fees, installation or activation charges.)
 - b. Comcast will provide support for subsidized devices and training working with Boston's Commission on Affairs of the Elderly and the successful digital literacy program, 'Tech Goes Home,'

Boston's Comcast Senior Citizen Discounts (new and legacy)

To learn more about your discount opportunity, call **1-800-934-6489**

Internet Essentials for Seniors tel. #: **855-804-8010**.)

NEW

1. All seniors (65+), regardless of income, are eligible for 10% discount on the Basic Service tier from Comcast in Boston.
2. Boston's Comcast Senior Citizen Discount also offers a 10% discount off Digital Starter (or equivalent) with income eligibility to heads of household.
 - o (Additional approved add-ons (HBO, etc.) do not negate the discount on the core Digital Starter.)

Grandfathered

The Boston Senior Basic Discount legacy offer. Comcast continues to honor existing \$5/month basic subscribers who are grandfathered. (This is now a closed plan. No new subscribers would be allowed for this plan.)

Comcast Basic TV Package

1. Existing \$5/month basic subscribers would be grandfathered in.
 - a. No new subscribers would be allowed for this plan.
2. All seniors (65+), regardless of income, would be eligible for 10% discount on the basic service tier.
3. All income-eligible seniors subscribing to the digital starter package would receive a 10% discount on the base digital starter service.
 - a. Add-on packages (HBO, Latino, etc.) **would not** disqualify them from receiving the discount on the core digital starter.
 - b. Seniors subscribing to any base package above digital starter, (double or triple play bundle) and those taking advantage of a promotional offer would receive no discounts.

Optional Background/Fact Sheet

The Comcast's Boston Internet Essentials for Seniors pilot program

Call 1-855-804-8010, <https://apply.internetessentials.com/>

The Comcast Internet Essentials pilot program is offered by Comcast for low-income senior citizens is designed to better understand the unique challenges of helping older residents cross the digital divide and learn how to use the Internet. Comcast's Senior Internet Essentials will provide Boston seniors with a discounted high speed connection. Seniors living in an area of Boston served by Comcast, will be eligible to receive Internet Essentials high-speed internet service for \$9.95 per month; purchase a discounted Internet-ready laptop or desktop for \$150.00; and, access free digital training. Internet Essentials offers 10 Mbps speeds and includes a home wireless router with no equipment fees, installation or activation charges.

Comcast will provide support for subsidized devices and training working with Boston's Commission on Affairs of the Elderly and the successful digital literacy program, 'Tech Goes Home,' Comcast's selection of Boston as an Internet Essentials for Seniors pilot city follows the selection of San Francisco, California last month and low-income seniors living in Palm Beach County, Florida.

According to Pew Research Center, just 47 percent, or less than half, of seniors (aged 65 and older) have high-speed Internet at home. When it comes to income level, only 25 percent of seniors with household incomes below \$30,000 have home broadband, compared to 82 percent of seniors with household incomes at or above \$75,000.

Comcast Boston Senior Citizen Discounts (new and legacy)

(New.) All seniors (65+), regardless of income, would be eligible for 10% discount on the basic service tier. According to Comcast, there are approximately 5,500 senior households with basic service who are not on the \$5/month plan. These households would be eligible for this discount.

(New.) Comcast Boston Senior Citizen Discount offers a 10% discount off Limited Basic with no income eligibility, and a 10% discount off Digital Starter (or equivalent.) Additional approved add-ons (HBO, etc.) do not negate the discount on the core Digital Starter.

The Boston Senior Basic Discount legacy offer will continue to honor existing \$5/month basic subscribers who are grandfathered. No new subscribers would be allowed for this plan.

Boston Institutional Network (BoNet.)

The cable license extension ensures that the City continue to utilize the Boston Institutional Network (BoNet.) BoNet is a dark fiber optic network that currently connects 130+ Boston schools, libraries, police and fire stations, and public buildings. Utilizing Comcast dark fiber assets, Boston has built a carrier class network serving the City's administrative, public safety, educational and basic service needs. The City's the ability to manage and self-provision a fiber optic network results in millions of dollars in savings to the City and bucks a national trend toward a revenue model of managed network services.