

# HOSPITALITY & INSTITUTIONS SALES GUIDE

Effective 1.21.19–12.31.19



The Rachel Maddow Show  
MSNBC

## DIRECTV

the ultimate HD entertainment solution

### OFFER HIGHLIGHTS

**NEW!**

#### NATIONAL OFFERS FOR HOSPITALITY & INSTITUTIONS

- All offers require 100% HD-capable equipment.  
*See pages 4-10*

**OFFER  
EXTENDED  
THROUGH 6.30.19**

#### HBO® & CINEMAX® OFFERED AT NO ADDITIONAL COST FOR THREE MONTHS

*See page 9*

**OFFER  
EXTENDED  
THROUGH 12.31.19**

#### SHOWTIME® AVAILABLE FOR INSTITUTIONS & UNIVERSITIES FOR ONLY 99¢/mo. PER UNIT

*See page 9*

**OFFER  
EXTENDED  
THROUGH 12.31.19**

#### ADD SHOWTIME® AS 2<sup>ND</sup> PREMIUM FOR HOTELS FOR ONLY 99¢/mo. PER UNIT

*See page 9*



#### Get 2019 NFL SUNDAY TICKET at no extra cost

2019 NFL SUNDAY TICKET rates for current customers based on guest-room counts.  
*See page 8*

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**Need assistance?** DIRECTV has phone numbers dedicated to different account types for customers and dealers.

## For Customers

### Customer Care IVR:

- Hospitality & Institutions (H&I) Customer Care (HTL account types): 1.800.388.2505 (8:00am–12:00am ET)
- Commercial Customer Care (all other account types): 1.888.388.4249 (8:00am–12:00am ET)

## For Dealers

- H&I (HTL) Customer Account Activations, Billing and Programming Issues: 1.877.389.5372 (24/7)
- For Public, Business or Private Viewing (BAR, HOS, POL) Account Activations: 1.888.728.9587

# H&I Business Types

## HOSPITALITY



### HOTELS, MOTELS

#### WHY THEY NEED DIRECTV

- Give hotel guests an unparalleled entertainment experience with DIRECTV's industry-leading HD programming, sports and channel variety. Plus, our Interactive Program Guide—INCLUDED with DIRECTV HD—makes it easy for guests to find their favorite shows. Create an in-home experience in every room, only with DIRECTV.

## INSTITUTIONS



### SENIOR LIVING COMMUNITIES, HOSPITALS AND UNIVERSITIES

#### WHY THEY NEED DIRECTV

- Whether someone is in the hospital, under care or attending college, nothing makes people feel at home like DIRECTV. As the ultimate entertainment experience with unmatched HD, sports and variety of programming, DIRECTV makes it easy to keep everyone entertained.



### RECREATIONAL AND CORRECTIONAL FACILITIES

#### WHY THEY NEED DIRECTV

- DIRECTV has entertainment solutions to fit any institution. As the unparalleled entertainment experience with the best in HD, sports and variety of programming, DIRECTV makes it easy to give everyone the best TV for the best value.





# HOSPITALITY National Offers and Promotions

# Hospitality – National Offers

**FOR SALES ASSOCIATES ONLY—  
NOT FOR CUSTOMERS**

**OFFER RULES:**

- Cannot be combined with any other DIRECTV offers
- All subsidies are per room unless otherwise noted
- Subject to Early Cancellation Fees (ECF)

	GOOD	BETTER	BEST
SUBSIDY	<b>\$20/room<sup>1</sup></b>	<b>\$40/room<sup>2</sup></b>	<b>\$80/room<sup>3</sup></b>
ELIGIBLE EQUIPMENT	DIRECTV Residential Experience (DRE), DRE Plus, HD COM System, and HD COM System with NTSC-8 technologies		
REQUIRED AGREEMENT	<b>3 years</b>	<b>5 years</b>	<b>5 years</b>
MINIMUM ROOM REQUIREMENT	<b>20</b> Properties with less than 20 rooms pay a \$25.99/mo. small property fee allowance.	<b>20</b> Properties with less than 20 rooms pay a \$25.99/mo. small property fee allowance.	<b>75 (50 for DRE)</b>
PROGRAMMING REQUIREMENTS	<ul style="list-style-type: none"> <li>■ SELECT™ Package or above</li> <li>■ Local channels (if available in market)</li> <li>■ DRE Software fee (if applicable)</li> <li>■ HD Access included</li> <li>■ Qualifying Premium service or DIRECTV Streaming Solution<sup>^</sup></li> </ul>	<ul style="list-style-type: none"> <li>■ SELECT™ Package or above</li> <li>■ Local channels (if available in market)</li> <li>■ DRE Software fee (if applicable)</li> <li>■ HD Access included</li> <li>■ Qualifying Premium service or DIRECTV Streaming Solution<sup>^</sup></li> </ul>	<ul style="list-style-type: none"> <li>■ SELECT™ Package or above</li> <li>■ Local channels (if available in market)</li> <li>■ DRE Software fee (if applicable)</li> <li>■ HD Access fee of \$1.25 per room per month</li> <li>■ Qualifying Premium service or DIRECTV Streaming Solution<sup>^</sup></li> </ul>
HARDWARE REQUIREMENTS <sup>1</sup>	<ul style="list-style-type: none"> <li>■ 100% HD-capable in all units</li> </ul>	<ul style="list-style-type: none"> <li>■ 100% HD-capable in all units</li> </ul>	<ul style="list-style-type: none"> <li>■ 100% HD-capable in all units</li> </ul>

<sup>^</sup>Qualifying Premium services: HBO,® Cinemax® SHOWTIME® STARZ SUPER PACK, STARZ ENCORE® or DIRECTV Streaming Solution. **PREMIUM STREAMING SOLUTION:** Subscriptions may be required to access certain content. Streaming is provided through STAYCAST,™ a product of SONIFI Solutions, Inc. Use of STAYCAST requires purchase and installation of additional equipment. Additional monthly fee applies (\$2.00 per room/per month). STAYCAST is a registered trademark of SONIFI Solutions, Inc. Google Chromecast is a trademark of Google Inc.

<sup>1</sup>Does not apply to HD L-Band or mixed SD/HD systems.

Offers end 12/31/19. New approved H&I customers only. 3- or 5-year programming agreement required. Credit card required (except MA & PA). To access DIRECTV HD programming, HD Access fee (\$1.25/room/mo.) and HD equipment req'd. Offer does not include televisions and is applicable to DIRECTV HD equipment only. A minimum of \$25 of programming services per property per month required.

**\$20 SUBSIDY HD OFFER:** Offer is available to new or renewing Hospitality and Institutions customers with a 3-year programming agreement. Properties must subscribe to the SELECT Package (\$5.75/room/mo.) or above and local channels (\$0.75/room/mo.), if available in your market. A DRE System software receiver fee (\$0.50/room/mo.) may apply if using DRE equipment. Hospitality accts require a Premium channel and/or DIRECTV streaming service. 20-room minimum is req'd per property. To access DIRECTV HD programming, HD equipment req'd. **\$40 SUBSIDY HD OFFER:** Offer is available to new or renewing Hospitality and Institutions customers with a 5-year programming agreement. Properties must subscribe to the SELECT Package (\$5.75/room/mo.) or above and local channels (\$0.75/room/mo.), if available in your market. A DRE System software receiver fee (\$0.50/room/mo.) may apply if using DRE equipment. Hospitality accts require a Premium channel and/or DIRECTV streaming service. 75-room minimum is req'd per property for HD COM equipment; a 50-room minimum is req'd per property for DRE equipment. To access DIRECTV HD programming, HD equipment req'd. **\$80 SUBSIDY HD OFFER:** Offer is available to new or renewing Hospitality and Institutions customers with a 5-year programming agreement. Properties must subscribe to the SELECT Package (\$5.75/room/mo.) or above and local channels (\$0.75/room/mo.), if available in your market. A DRE System software receiver fee (\$0.50/room/mo.) may apply if using DRE equipment. Hospitality accts require a Premium channel and/or DIRECTV streaming service. 75-room minimum is req'd per property for HD COM equipment; a 50-room minimum is req'd per property for DRE equipment. To access DIRECTV HD programming, HD equipment req'd. **IN THE EVENT YOU FAIL TO MAINTAIN YOUR SUBSCRIPTION TO THE REQUIRED PROGRAMMING PACKAGES, YOU AGREE TO PAY AN EARLY CANCELLATION FEE EQUAL TO THE FULL SUBSIDY AMOUNT YOU RECEIVED PRORATED BY THE NUMBER OF MONTHS YOU PAID FOR THE REQUIRED PROGRAMMING PACKAGES DURING THE COMMITMENT PERIOD. Payment is due within thirty (30) days of receipt of a notice of failure to complete the commitment period. INSTALLATION:** Custom installation charges apply and installation fee is based on hotel size. Applicable use tax adjustment may apply on retail value of installation. Availability of DIRECTV service may vary by location. In certain markets, programming/pricing may vary. Make and model of system at DIRECTV's sole discretion. Offers void where prohibited or restricted. Hardware and programming available separately. Receipt of DIRECTV programming subject to the DIRECTV Terms of Service for Hospitality Establishments and the DIRECTV Terms of Service for Institutions; copy provided with new customer information packet. Taxes not included. DIRECTV programming, hardware, pricing, terms and conditions subject to change at any time. ©2019 AT&T Intellectual Property. All Rights Reserved. AT&T, Globe logo, DIRECTV, and all other DIRECTV marks contained herein are trademarks of AT&T Intellectual Property and/or AT&T affiliated companies. All other marks are the property of their respective owners.





# INSTITUTIONS National Offers and Promotions



# Institutions and Universities – National Offers

**FOR SALES ASSOCIATES ONLY—  
NOT FOR CUSTOMERS**

**OFFER RULES:** ■ Cannot be combined with any other DIRECTV offers ■ All subsidies are per room unless otherwise noted  
■ Subject to Early Cancellation Fees (ECF)

	GOOD	BETTER	BEST
SUBSIDY	<b>\$20/room<sup>1</sup></b>	<b>\$40/room<sup>2</sup></b>	<b>\$80/room<sup>3</sup></b>
ELIGIBLE EQUIPMENT	DIRECTV Residential Experience (DRE), DRE Plus, HD COM System, and HD COM System with NTSC-8 and Receiver-Less HD technologies		
REQUIRED AGREEMENT	<b>3 years</b>	<b>5 years</b>	<b>5 years</b>
MINIMUM ROOM REQUIREMENT	<b>20</b> Properties with less than 20 rooms pay a \$25.99/mo. small property fee allowance.	<b>20</b> Properties with less than 20 rooms pay a \$25.99/mo. small property fee allowance.	<b>75 (50 for DRE)</b>
PROGRAMMING REQUIREMENTS	<ul style="list-style-type: none"> <li>■ SELECT™ Package or above</li> <li>■ Local channels (if available in market)</li> <li>■ DRE Software fee (if applicable)</li> <li>■ HD Access included</li> </ul>	<ul style="list-style-type: none"> <li>■ SELECT™ Package or above</li> <li>■ Local channels (if available in market)</li> <li>■ DRE Software fee (if applicable)</li> <li>■ HD Access included</li> </ul>	<ul style="list-style-type: none"> <li>■ SELECT™ Package or above</li> <li>■ Local channels (if available in market)</li> <li>■ DRE Software fee (if applicable)</li> <li>■ HD Access fee of \$1.25 per room per month</li> </ul>
HARDWARE REQUIREMENTS <sup>1</sup>	<ul style="list-style-type: none"> <li>■ 100% HD-capable in all units</li> </ul>	<ul style="list-style-type: none"> <li>■ 100% HD-capable in all units</li> </ul>	<ul style="list-style-type: none"> <li>■ 100% HD-capable in all units</li> </ul>

<sup>1</sup>Does not apply to HD L-Band or mixed SD/HD systems.

Offers end 12/31/19. New approved H&I customers only. 3- or 5-year programming agreement required. Credit card required (except MA & PA). Early Cancellation Fee may apply. To access DIRECTV HD programming, HD Access fee (\$1.25/room/mo.) and HD equipment req'd. Offer does not include televisions and is applicable to the DIRECTV HD equipment only. A minimum of \$25 of programming services per property per month required.

## UNIVERSITY DISCOUNT

New or renewed university agreements of 3 or 5 years can get the **ENTERTAINMENT Package** at a discounted rate of \$4.30/mo. per unit.

**\*\$20 SUBSIDY HD OFFER:** Offer is available to new or renewing Hospitality and Institutions customers with a 3-year programming agreement. Properties must subscribe to the SELECT Package (\$5.75/room/mo.) or above and local channels (\$0.75/room/mo.), if available in your market. A DRE System software receiver fee (\$0.50/room/mo.) may apply if using DRE equipment. Hospitality acts require a Premium channel and/or DIRECTV streaming service. 20-room minimum is req'd per property. To access DIRECTV HD programming, HD equipment req'd. **\*\$40 SUBSIDY HD OFFER:** Offer is available to new or renewing Hospitality and Institutions customers with a 5-year programming agreement. Properties must subscribe to the SELECT Package (\$5.75/room/mo.) or above and local channels (\$0.75/room/mo.), if available in your market. A DRE System software receiver fee (\$0.50/room/mo.) may apply if using DRE equipment. Hospitality acts require a Premium channel and/or DIRECTV streaming service. 75-room minimum is req'd per property for HD COM equipment; a 50-room minimum is req'd per property for DRE equipment. To access DIRECTV HD programming, HD equipment req'd. **\*\$80 SUBSIDY HD OFFER:** Offer is available to new or renewing Hospitality and Institutions customers with a 5-year programming agreement. Properties must subscribe to the SELECT Package (\$5.75/room/mo.) or above and local channels (\$0.75/room/mo.), if available in your market. A DRE System software receiver fee (\$0.50/room/mo.) may apply if using DRE equipment. Hospitality acts require a Premium channel and/or DIRECTV streaming service. 75-room minimum is req'd per property for HD COM equipment; a 50-room minimum is req'd per property for DRE equipment. To access DIRECTV HD programming, HD equipment req'd. **IN THE EVENT YOU FAIL TO MAINTAIN YOUR SUBSCRIPTION TO THE REQUIRED PROGRAMMING PACKAGES, YOU AGREE TO PAY AN EARLY CANCELLATION FEE EQUAL TO THE FULL SUBSIDY AMOUNT YOU RECEIVED PRORATED BY THE NUMBER OF MONTHS YOU PAID FOR THE REQUIRED PROGRAMMING PACKAGES DURING THE COMMITMENT PERIOD. Payment is due within thirty (30) days of receipt of a notice of failure to complete the commitment period. INSTALLATION:** Custom installation charges apply and installation fee is based on property size. Applicable use tax adjustment may apply on retail value of installation. Availability of DIRECTV service may vary by location. In certain markets, programming/pricing may vary. Make and model of system at DIRECTV's sole discretion. Offers void where prohibited or restricted. Hardware and programming available separately. Receipt of DIRECTV programming subject to the DIRECTV Terms of Service for Hospitality Establishments and the DIRECTV Terms of Service for Institutions; copy provided with new customer information packet. Taxes not included. DIRECTV programming, hardware, pricing, terms and conditions subject to change at any time. ©2019 AT&T Intellectual Property. All Rights Reserved. AT&T, Globe logo, DIRECTV, and all other DIRECTV marks contained herein are trademarks of AT&T Intellectual Property and/or AT&T affiliated companies. All other marks are the property of their respective owners.



# Special Offers for Hospitality & Institutions

FOR SALES ASSOCIATES ONLY—  
NOT FOR CUSTOMERS

## 2019 NFL SUNDAY TICKET

Get 2019 NFL SUNDAY TICKET at no extra cost for new customers in all guest rooms and **DRE Plus** customers in all guest rooms and public areas.

Offer ends 12/29/19.

### Offer Details for Guest Rooms:

- ✓ New DRE, DRE Plus and COM System customers with 3- or 5-year agreements
- ✓ Customer must subscribe to a FAMILY™ base package or above
- ✓ Subscription will automatically continue in the 2nd year at a special renewal rate of \$99 and renew at regular rate thereafter unless customer calls to cancel prior to start of the season

### Offer Details for Public Areas within a DRE Plus Property:

- ✓ New Public (up to FCO of 200 only), Private or Business Viewing accounts located within a DRE Plus property
- ✓ Public Viewing: bars, restaurants, lobby areas
- ✓ Business Viewing: fitness centers
- ✓ Private Viewing: employee break rooms, offices
- ✓ Customer must subscribe to a commercial base package
- ✓ Eligible packages include COMMERCIAL CHOICE®, COMMERCIAL XTRA™ PACK, COMMERCIAL CHOICE® PLUS, BUSINESS XTRA PACK or BUSINESS ENTERTAINMENT™ PACK
- ✓ Requires a 24-month agreement with qualifying commercial base package; standard ECF rules apply



2019 NFL SUNDAY TICKET rates for current customers available for all technology platforms and based on guest-room counts. See page 15 for more details.

## Music Choice® offered at no additional cost†

Music Choice is now offered at no additional cost to Hospitality and Institutions customers with NFL SUNDAY TICKET.

Offer extended through 12/31/19.

### Offer details:

- Offer available to new and existing Hospitality and Institutions customers (with a 3-year or 5-year contract)
- Customers must have current season of NFL SUNDAY TICKET on their accounts
- Customers will continue to receive the Music Choice offer at no additional cost when they renew NFL SUNDAY TICKET
- Available to customers who do not have Music Choice on their accounts
- Offer eligible to customers starting on auto-renewals and customers with 2019 season of NFL SUNDAY TICKET on their accounts
- Reference offer fact sheet on myCSP and Marketing Center for full offer details



## 4K programming now available in L&I properties with COM3000 System

Get the best live 4K HDR entertainment experience available.

The first and only provider to bring you live sports in 4K HDR. With DIRECTV and 4K HDR, your customers will receive the industry's best picture format, with lifelike clarity, richer colors and four times the resolution of HD\*.

### Hardware & Programming Requirements:

- Programming requires a COM3000 System with COM51 Receiver to deliver 4K and 4K HDR
- Customer must subscribe to ENTERTAINMENT w/ Premier Sports Pack or XTRA base packages

\*Limited programming available. To watch in 4K HDR, 4K HDR compatible equipment, subscription to ENTERTAINMENT (w/ Premier Sports Pack add-on), XTRA or ULTIMATE, 4K account authorization and professional installation required. If 4K TV does not support HDR, content will be viewable in standard 4K. Other conditions apply.

Offers end 12/31/19. New approved H&I customers only. 3- or 5-year programming agreement required. Credit card required (except MA & PA). Early Cancellation Fee may apply. To access DIRECTV HD programming, HD Access fee (\$1.25/room/mo.) and HD equipment req'd. Offer does not include televisions and is applicable to the DIRECTV HD equipment only.

†SO MUSIC CHOICE OFFER: Offer available to new existing Hospitality and Institutions customers who have active NFL SUNDAY TICKET service and are new to Music Choice. Customers must maintain qualified NFL SUNDAY TICKET service to receive \$0 Music Choice offer. If you cancel your elig. NFL SUNDAY TICKET service, your Music Choice benefit will stop. DRE PLUS PUBLIC SPACE OFFER: For the DRE Plus Public Viewing space offer, the property must subscribe to a qualifying commercial base programming package (COMMERCIAL CHOICE, COMMERCIAL XTRA PACK, COMMERCIAL CHOICE PLUS, BUSINESS XTRA PACK or BUSINESS ENTERTAINMENT PACK) with a 24-month agreement. Programming charges are based on Fire Code Occupancy (FCO) 1-200 for the DRE Plus Public Viewing offer which is subject to verification. IF BY THE END OF PROMOTIONAL PRICE PERIOD(S) CUSTOMER DOES NOT CONTACT DIRECTV TO CHANGE SERVICE, THEN ALL SERVICES WILL AUTOMATICALLY CONTINUE AT THE THEN-PREVALENT RATES. IN THE EVENT YOU FAIL TO MAINTAIN YOUR PROGRAMMING AGREEMENT, YOU AGREE THAT DIRECTV MAY CHARGE YOU A PRORATABLE EARLY CANCELLATION FEE OF UP TO \$480. 2019 NFL SUNDAY TICKET OFFER: 2019 NFL SUNDAY TICKET will be delivered at no extra cost in all guest rooms for the 2019 season for all new DIRECTV Residential Experience (DRE) customers, COM System customers and DIRECTV Residential Experience Plus (DRE Plus) customers; customers must subscribe to FAMILY Package (\$2.49/room/mo.) or above, with a 3- or 5-year programming agreement. Other conditions apply. Subscription will automatically continue in the 2nd year at a special renewal rate of \$99 and renew at regular rate thereafter unless customer calls to cancel prior to start of the season. Subscription cannot be canceled (in part or in whole) after the start of the season and subscription fees cannot be refunded. Commercial locations require an appropriate licensee agreement. Offer excludes University accounts. NFL, the NFL Shield design and the NFL SUNDAY TICKET name and logo are registered trademarks of the NFL and its affiliates. ©2019 AT&T Intellectual Property. All Rights Reserved. AT&T, Globe logo, DIRECTV, and all other DIRECTV marks included herein are trademarks of AT&T Intellectual Property and/or AT&T affiliated companies. All other marks are the property of their respective owners.



# Special Offers for Hospitality & Institutions (cont'd)

FOR SALES ASSOCIATES ONLY—  
NOT FOR CUSTOMERS

## New and existing H&I customers receive HBO® and Cinemax® at no additional cost for 3 months

Offer extended through 6/30/19.

New and existing H&I customers\* can get three months of HBO® and Cinemax® at no additional cost when they sign up for new DIRECTV, and HBO® or HBO®/Cinemax® programming service with a minimum 3-year contract.

- Offer available for 3-year and 5-year contracts
- New or existing DIRECTV customers are eligible with a new agreement
- Customers must subscribe to a base package (SELECT,™ ENTERTAINMENT or XTRA) and either HBO® or HBO®/Cinemax® for 3 years or 5 years
- Customers must not have received HBO® programming from DIRECTV or any other distributor during the six months prior to activation
- Credit will be added immediately in first month of customer's bill\*\*

\*Universities excluded from HBO/Cinemax offer.

\*\*THREE-MONTH HBO OR HBO/CINEMAX OFFER: Upon DIRECTV System activation, DIRECTV will credit the new customer's account for three consecutive months for the HBO or HBO/Cinemax programming offer (\$2.75/mo. per room). In the fourth month, HBO or HBO/Cinemax offer will automatically continue at the then-prevailing rate.

HBO®

CINEMAX®

## Hospitality Properties: Add SHOWTIME® as 2nd Premium for only 99¢/mo. per unit

Enhance your customers' experience even further. New and existing Hospitality customers can add the SHOWTIME® Package as a 2nd Premium for only 99¢ per unit per month for up to 5 years! That's a savings of over 60%!\*

Offer extended through 12/31/19.

### Offer details:

- Offer available to qualifying new and existing Hospitality customers (with a 3-year or 5-year contract)
- SHOWTIME® must be added as the 2nd Premium (in addition to HBO®/Cinemax®, STARZ® or STARZ ENCORE®) on new or existing accounts
- Existing customer must be subscribed to a Premium channel offer (other than SHOWTIME®) for 24 months
- New and existing customers must subscribe to SHOWTIME® for the entire contract term
- Customers must not have received SHOWTIME® programming from DIRECTV or any other distributor during the two years prior to activation
- If the non-SHOWTIME® Premium channel is disconnected at any time,

SHOWTIME HD

SHO 2

SHOWCASE

SHOWTIME WEST

SHO BEYOND

SHO EXTREME

SHOWTIME women

SHO NEXT

FLIX

THE MOVIE CHANNEL

- the SHOWTIME® 2nd Premium offer discount will be removed
- Discount limited to contract term (up to five years), runs concurrent with existing terms and is non-renewable
- After agreement ends, discount will no longer be applied and price will roll to then-prevailing rate
- No base package requirement
- Valid on any Hospitality system type
- Reference offer fact sheet on myCSP and Marketing Center for full offer details

## Institution Properties: Add SHOWTIME® for only 99¢/mo. per unit

Offer extended through 12/31/19.

### Offer details:

- Available to qualifying new and existing Institution and University customers (with a 3- or 5-year contract)
- New and existing customers must subscribe to SHOWTIME® for the entire contract term, and must not have received SHOWTIME® programming from DIRECTV or any other distributor for six months prior to activation
- Discount limited to contract term (up to five years), runs concurrent with existing terms and is non-renewable
- After agreement ends, discount will no longer be applied and price will roll to then-prevailing rate

OVER \$9,000 IN SAVINGS

Savings based on 100-room property over 5-year agreement term.

SHOWTIME HD

SHO 2

SHOWCASE

SHOWTIME WEST

SHO BEYOND

SHO EXTREME

SHOWTIME women

SHO NEXT

FLIX

THE MOVIE CHANNEL

- Must have FAMILY™ base package or above
- Valid on any Institution and University system type
- Reference offer fact sheet on myCSP and Marketing Center for full offer details
- Not available for truck fleets

**THREE-MONTH HBO OR HBO/CINEMAX OFFER:** Must be a new or existing DIRECTV subscriber with a new 3- or 5-year programming agreement and must not have received HBO or Cinemax programming from DIRECTV or any other distributor during the six months prior to activation. Customer must subscribe to SELECT Package (\$5.75/room/mo.) or above, and either HBO or HBO/Cinemax package to receive the three-month offer. Upon DIRECTV System activation, DIRECTV will credit the new customer's account for three consecutive months for the HBO or HBO/Cinemax programming offer (\$2.75/room/mo.). Beginning in the fourth month, HBO or HBO/Cinemax will automatically be billed at the then-prevailing rate until canceled. Offer excludes University accounts. **IN THE EVENT YOU FAIL TO MAINTAIN YOUR PROGRAMMING AGREEMENT, YOU AGREE THAT DIRECTV MAY CHARGE YOU AN EARLY CANCELLATION FEE. CANCELLATION FEES ARE BASED ON PROGRAMMING PACKAGE SELECTION AND COMMITMENT PERIOD.** In certain markets, programming pricing may vary. Offers void where prohibited or restricted. Hardware and programming available separately. Taxes not included. DIRECTV programming, hardware, pricing, terms and conditions subject to change at any time. **\*Savings based on base rate of \$2.50 for the SHOWTIME® Premium channel package. SHOWTIME BEYOND®, SHOWTIME NEXT®, and SHOWTIME WOMEN® available in HD only. **HOSPITALITY SHOWTIME® OFFER:** The SHOWTIME® programming offer (\$0.99/room/mo.) is available only as a 2nd Premium Add-on. Offer available to qualifying new or existing Hospitality accounts with a 3- or 5-year programming agreement and must not have received SHOWTIME® programming from DIRECTV or any other distributor during the 24 months prior to activation. Offer is available for accounts activated on or before 12/31/19. After the applicable promotional period (3 or 5 years) ends, then-prevailing rate for SHOWTIME® applies unless canceled or changed by customer prior to end of the promotional period. Offer may not be combined with any other SHOWTIME® offer. **INSTITUTIONS AND UNIVERSITIES SHOWTIME® OFFER:** The SHOWTIME® programming offer (\$0.99/room/mo.) is available as a Premium Add-on. Offer available to qualifying new or existing Institution and University accounts with a 3- or 5-year programming agreement and must not have received SHOWTIME® programming from DIRECTV or any other distributor during the 6 months prior to activation. Offer is available for accounts activated on or before 12/31/19. After the applicable promotional period (3 or 5 years) ends, then-prevailing rate for SHOWTIME® applies unless canceled or changed by customer prior to end of the promotional period. Offer may not be combined with any other SHOWTIME® offer. ©2019 SHOWTIME Networks Inc. All Rights Reserved. SHOWTIME®, THE MOVIE CHANNEL, FLIX and related marks are registered trademarks of Showtime Networks Inc., a CBS company. ©2019 AT&T Intellectual Property. All Rights Reserved. AT&T, Globe Logo, DIRECTV, and all other DIRECTV marks included herein are trademarks of AT&T Intellectual Property and/or AT&T affiliated companies. All other marks are the property of their respective owners.**

# Special Offers for Hospitality & Institutions (cont'd)

FOR SALES ASSOCIATES ONLY—  
NOT FOR CUSTOMERS

## DIRECTV streaming solution

Guests can stream movies and shows from apps on their mobile devices to their in-room television.

### Property Benefits:

- ✓ Compatible with all DIRECTV HD entertainment systems
- ✓ Easy integration with any existing property configuration – wired & wireless
- ✓ Only requires Google Chromecast and a TV in the room – installed with minimal disruptions
- ✓ Available for new and existing properties with DRE, DRE Plus and COM Systems

### Guest Benefits:

- ✓ Stream movies and shows from over 1,000 supported Chromecast-enabled apps
- ✓ No app login required through the TV
- ✓ Connect multiple devices to any TV in the room or suite

For more information, please contact your sales manager or distributor.

**PREMIUM STREAMING SOLUTION:** Subscriptions may be required to access certain content. Streaming is provided through STAYCAST™, a product of SONIFI Solutions, Inc. Use of STAYCAST requires purchase and installation of additional equipment. Additional monthly fee applies (\$200 per room/per month). STAYCAST is a registered trademark of SONIFI Solutions, Inc. Google Chromecast is a trademark of Google Inc.

Welcome to the next generation of in-room entertainment, brought to you by DIRECTV.



Eligible as a  
qualifying Premium  
service for Hospitality  
National Offers

## H25 & COM Analog Swap Program

### H25 Analog Swap Program at no extra cost to properties!

- An eligible Hospitality & Institutions establishment has the opportunity to swap all its SD equipment to HD equipment at no cost, while still being able to view SD programming. Properties that take the Analog Swap Program must agree to a new 5-year commitment period and subscribe to FAMILY™ Package or above with local channels.
- A prorated Early Cancellation Fee (ECF) of \$3,500 will apply if the account disconnects at any time before the 5-year contract expires.
- The H25 Analog Swap Program cannot be combined with any other DIRECTV subsidy or discount program.

### COM Analog Swap Program!

- The COM Analog Swap Program is available to establishments that swap their SD equipment to a COM System using the COM51A and NTSC-8 analog modulator, a new 100% HD-capable solution. Properties that take the COM Analog Swap Program must agree to a new 5-year commitment period and subscribe to FAMILY™ Package or above with Locals.
- The COM System with NTSC-8 analog modulator is a great solution for SD customers who want to future-proof their property as well as make it easy and cost-effective to upgrade to full HD when they are ready.
- A prorated Early Cancellation Fee (ECF) of \$3,500 for establishments with fewer than one hundred (100) Units or \$7,500 for establishments with one hundred (100) or more Units will apply if a customer cancels service at any time before completing their commitment period.
- The COM Analog Swap Program cannot be combined with any other DIRECTV subsidy or discount program.

## COM System subsidies make new headend installs even more affordable

- Available headend-installed properties only
- Eligible receiver models are COM51 and COM51A
- New and existing properties with 3- and 5-year agreements are eligible
- COM51A eligible for \$20 subsidy (Good), \$40 subsidy (Better) and \$80 subsidy (Best) offers or COM Analog Swap Program.
- COM51 eligible for HD promotional offers. See page 5 for Hospitality and page 7 for Institutions.

**H25 ANALOG SWAP PROGRAM OFFER:** Offer is available to existing eligible Hospitality and Institutions customers that have SD receiving equipment and choose not to upgrade to HD. Customers are eligible to receive HD H25 Headend equipment to replace all active SD equipment at no extra equipment cost. Customers must subscribe to FAMILY Package (\$249/room/mo.) or above with local channels for a new commitment period of 5 years and activate HD Receivers/deactivate SD Receivers (\$0 HD Access). A prorated Early Cancellation Fee of \$3,500 will apply if account disconnects prior to the 5-year commitment period expiring. This offer cannot be combined with any other DIRECTV subsidy or discount program.

**COM ANALOG SWAP PROGRAM OFFER:** Offer is available to existing eligible Hospitality and Institutions customers that have SD receiving equipment and choose not to participate in DIRECTV's national promotional offers. Customers are eligible to receive a subsidy to replace SD equipment with COM System using the COM51A Receivers with NTSC-8 (with \$0 HD Access) to continue viewing SD programming, or using COM51 Receivers (with HD Access at \$125/room/mo.) to view HD programming. Customers will receive a subsidy of \$3,500 for properties with fewer than 100 units or less than \$7500 for properties with 100+ units towards the cost of the equipment. DIRECTV will pay the subsidy directly to the customer's equipment provider. Customers must subscribe to FAMILY Package (\$249/room/mo.) or above with local channels for a new commitment period of 5 years and activate COM System Receivers/deactivate SD Receivers. A prorated Early Cancellation Fee of \$3,500 for properties with fewer than 100 units or less than \$7500 for properties with 100+ units will apply if account disconnects prior to the 5-year commitment period expiring. This offer cannot be combined with any other DIRECTV subsidy or discount program. ©2019 AT&T Intellectual Property. All Rights Reserved. AT&T, Globe logo, DIRECTV, and all other DIRECTV marks included herein are trademarks of AT&T Intellectual Property and/or AT&T affiliated companies. All other marks are the property of their respective owners.



## DRE & DRE Plus

DIRECTV Residential Experience (DRE) systems are perfect for any property with home-run or loop-through wiring schemes. DRE can service properties with as few as 20 rooms or as many as 10,000.

### ELIGIBLE OFFERS:

- **Hospitality National Offers**
- **Institution & University National Offers**

#### DRE

- Access to over 100 HD channels<sup>^</sup>
- HD Receivers
- HD Interactive Program Guide
- Full residential channel lineup
- New enhanced HD user interface
- No Master Control Server or switches required
- Anti-microbial remote

<sup>^</sup>To access DIRECTV HD service, HD equipment req'd. Number of HD channels varies based on package selection.

#### DRE Plus

Everything that DRE offers, plus:

- DVR functionality
- Parental controls & channel favorites list
- Property Management System (PMS) integration
- Up to 50 customizable content channels
- Check-in/check-out functionality that resets to default room setting



## COM System

The COM System is an HD headend video solution for any size property. It is ideal for properties with high room counts and for installations where the customer does not want a receiver for each TV.

### ELIGIBLE OFFERS:

- **Hospitality National Offers**
- **Institution & University National Offers**

- The COM System is a commercial-grade scalable solution, able to support hundreds of channels
- Easy setup and installation
- More channels in less space
- Future-proof the hotel property
- Electronic Program Guide (EPG) with property branding and program info banner
- Integrated Pro:Idiom encryption for HD and 4K HDR content protection
- Supports IP and QAM signal distribution
- Energy-efficient with less than 300 watts of power consumption
- Troubleshoot off-site with remote management
- Local and over-the-air content insertion
- Reference fact sheet on myCSP and Marketing Center for full technology details



# Hospitality & Institutions Rate Card

EFFECTIVE 12.14.18

**FOR SALES ASSOCIATES ONLY—  
NOT FOR CUSTOMERS**

PROGRAMMING SUBJECT TO CHANGE

**Access to DIRECTV® HD programming requires a DIRECTV® HD Receiver, HD television equipment and an HD Access fee of \$1.25 per room per month.** HD Access fee is required in order to receive ANY HD channel within any package.

**PURCHASING GUIDELINES:** All rates are per subscriber unit\* per month with a minimum of \$25 per property per month in programming services.\*\* New properties with fewer than 20 units will be charged a small property fee of \$25.99 per month. The small property fee will not be counted towards the \$25 programming minimum. Charges must be based on 100% of the subscriber units at all times. The property does not have to display all feeds or channels in a package. Blackout restrictions and other conditions apply to sports programming. All programming and pricing subject to change.

## BASE PACKAGES

### FAMILY™ Base Package

- Get over 55 channels with over 15 in HD to fit many of your programming needs. This package includes popular channels such as Disney, Food Network, HLN and The Weather Channel.

**\$2.49/mo.  
PER UNIT**

AccuWeather HD  
Aqui<sup>2</sup>  
AUDIENCE® HD  
BabyTV  
BabyFirst TV<sup>1</sup>  
Bloomberg TV HD  
Boomerang  
BYUtv  
CANAL ONCE<sup>2</sup>  
Celebrity Shopping Network  
C-SPAN  
C-SPAN2  
CTN  
Daystar  
Discovery Family Channel HD  
Disney Channel (East) HD  
Disney Channel (West)

Disney XD HD  
DIY Network HD  
Enlace<sup>2</sup>  
ESNE<sup>1</sup>  
EVINE  
EWTN  
Food Network HD  
Free Speech TV<sup>1</sup>  
GEB America<sup>1</sup>  
GEM Shopping Network  
GOD TV<sup>1</sup>  
Hallmark Channel HD  
HGTV HD  
Hillsong Channel  
HITN TV<sup>2</sup>  
HLN HD  
Hope Channel<sup>1</sup>

HSN HD  
IMPACT<sup>1</sup>  
INSP HD  
Investigation Discovery HD  
JBS<sup>1</sup>  
Jewelry Television  
Jewish Life Television<sup>1</sup>  
Link TV  
MAVTV HD  
NASA TV<sup>1</sup>  
National Geographic HD  
Nick Jr. HD  
Nickelodeon/Nick at Nite (East) HD  
Nickelodeon/Nick at Nite (West)  
Nicktoons  
NRB  
Pursuit Channel HD

QVC HD  
QVC2  
RFD-TV HD  
Russia Today  
Science HD  
Shop LC  
SonLife Broadcasting Network  
TCT Network  
TeenNick  
Trinity Broadcasting Network (TBN)  
Universal Kids HD  
UP  
Uplift<sup>1</sup>  
The Weather Channel HD  
The Word Network  
World Harvest Television (WHT)

### SELECT™ Base Package

- Includes over 95 channels with over 55 in HD. A great value package with a mix of news and entertainment.

**\$5.75/mo.  
PER UNIT**

A&E HD  
AccuWeather HD  
AMC HD  
Animal Planet HD  
Aqui<sup>2</sup>  
AUDIENCE® HD  
AXS TV HD (HD only)<sup>1</sup>  
BabyFirst TV<sup>1</sup>  
BBC America HD  
BET HD  
Bloomberg TV HD  
Bravo HD  
BYUtv  
CANAL ONCE<sup>2</sup>  
Cartoon Network (East) HD  
Cartoon Network (West)  
Celebrity Shopping Network  
CMT HD  
CNBC HD  
CNN HD  
Comedy Central HD  
C-SPAN  
C-SPAN2  
CTN  
Daystar  
Discovery HD

Disney Channel (East) HD  
Disney Channel (West)  
Disney Junior HD  
Disney XD HD  
E! HD  
Enlace<sup>2</sup>  
ESNE<sup>1</sup>  
EVINE  
EWTN  
Food Network HD  
FOX Business Network HD  
FOX News Channel HD  
Free Speech TV<sup>1</sup>  
Freeform HD  
FX HD  
FXX HD  
Galavisión HD  
GEB America<sup>1</sup>  
GEM Shopping Network  
GOD TV<sup>1</sup>  
Hallmark Channel HD  
Hallmark Movies & Mysteries HD (HD only)<sup>1</sup>  
HGTV HD  
Hillsong Channel  
HISTORY HD  
HITN TV<sup>2</sup>

HLN HD  
Hope Channel<sup>1</sup>  
HSN HD  
IMPACT<sup>1</sup>  
INSP HD  
Investigation Discovery HD  
JBS<sup>1</sup>  
Jewelry Television  
Jewish Life Television<sup>1</sup>  
Lifetime HD  
Link TV  
MAVTV HD  
MotorTrend (HD only)<sup>1</sup>  
MSNBC HD  
MTV HD  
MTV2 HD  
NASA TV<sup>1</sup>  
National Geographic HD  
Nick Jr. HD  
Nickelodeon/Nick at Nite (East) HD  
Nickelodeon/Nick at Nite (West)  
NRB  
OAN HD  
Ovation HD  
Paramount Network HD  
Pursuit Channel HD

QVC HD  
QVC2  
ReelzChannel HD  
RFD-TV HD  
Russia Today  
Shop LC  
SonLife Broadcasting Network  
Syfy HD  
TBS HD  
TCM HD  
TCT Network  
TeenNick  
TLC HD  
TNT HD  
Trinity Broadcasting Network (TBN)  
truTV HD  
TV Land HD  
Univision (East) HD  
Uplift<sup>1</sup>  
USA Network HD  
VH1 HD  
Viceland HD  
WE tv HD  
The Word Network  
World Harvest Television (WHT)

\*Subscriber units are defined as follows: Hotel/Motel: total number of available rooms; Hospital: total number of televisions in patients' rooms on premises; Dormitory, Office Building, All Others: total number of cable drops connected to delivery system.

\*\*\$25 per property per month minimum not required for activation of local channels.

<sup>1</sup> This channel requires HD equipment and Advanced Receiver-HD. Please call 1-800-531-5000 for more information. <sup>2</sup> This channel requires a DIRECTV Multi-Satellite System. Please call 1-800-531-5000 for more information.

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# Hospitality & Institutions Rate Card (cont'd)

EFFECTIVE 12.14.18

**FOR SALES ASSOCIATES ONLY—  
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PROGRAMMING SUBJECT TO CHANGE

## ENTERTAINMENT Base Package

- Package features over 100 channels and includes popular sports programming such as ESPN, ESPNEWS, ESPN2 and ESPNU. Plus, over 60 channels in crystal-clear HD.

**\$7.24/mo.  
PER UNIT**

A&E HD	CTN	FXX HD	MAVTV HD	SonLife Broadcasting Network
AccuWeather HD	Daystar	Galavisión HD	MotorTrend (HD only) <sup>1</sup>	Syfy HD
AMC HD	Discovery HD	GEB America <sup>1</sup>	MSNBC HD	TBS HD
Animal Planet HD	Disney Channel (East) HD	GEM Shopping Network	MTV HD	TCM HD
Aqui <sup>2</sup>	Disney Channel (West)	GOD TV <sup>1</sup>	MTV2 HD	TCT Network
AUDIENCE <sup>®</sup> HD	Disney Junior HD	Hallmark Channel HD	NASA TV <sup>1</sup>	TeenNick
AXS TV HD (HD only) <sup>1</sup>	Disney XD HD	Hallmark Movies & Mysteries HD	National Geographic HD	TLC HD
BabyFirst TV <sup>1</sup>	E! HD	(HD only) <sup>1</sup>	NBC Sports Network HD	TNT HD
BBC America HD	Enlace <sup>2</sup>	HGTV HD	Newsmax	Trinity Broadcasting Network (TBN)
BET HD	ESNE <sup>1</sup>	Hillsong Channel	Nick Jr. HD	truTV HD
Bloomberg TV HD	ESPN HD	HISTORY HD	Nickelodeon/Nick at Nite (East) HD	TV Land HD
Bravo HD	ESPN2 HD	HITN TV <sup>2</sup>	Nickelodeon/Nick at Nite (West)	Univision (East) HD
BYUtv	ESPNEWS HD	HLN HD	NRB	Uplift <sup>1</sup>
CANAL ONCE <sup>2</sup>	ESPNU HD	Hope Channel <sup>1</sup>	OAN HD	USA Network HD
Cartoon Network (East) HD	EVINE	HSN HD	Ovation HD	VH1 HD
Cartoon Network (West)	EWTN	IMPACT <sup>1</sup>	Paramount Network HD	Viceland HD
Celebrity Shopping Network	Food Network HD	INSP HD	Pursuit Channel HD	WE tv HD
CMT HD	FOX Business Network HD	Investigation Discovery HD	QVC HD	The Word Network
CNBC HD	FOX News Channel HD	JBS <sup>1</sup>	QVC2	World Harvest Television (WHT)
CNN HD	FOX Sports 1 HD	Jewelry Television	ReelzChannel HD	
Comedy Central HD	Free Speech TV <sup>1</sup>	Jewish Life Television <sup>1</sup>	RFD-TV HD	
C-SPAN	Freeform HD	Lifetime HD	Russia Today	
C-SPAN2	FX HD	Link TV	Shop LC	

**Plus, Big Ten Network  
a la carte at no additional cost  
with ENTERTAINMENT Package.**

## XTRA Base Package

- Premium package with over 155 channels and over 105 in HD. Includes comprehensive sports programming, such as CBS Sports Network, ESPN channels, FOX Sports, Golf Channel, MLB Network, NBA TV, NBC Sports Network, NFL Network, NHL Network and In-Market RSN(s), where available.

**\$12.24/mo.  
PER UNIT**

A&E HD	Destination America HD	GEB America <sup>1</sup>	NASA TV <sup>1</sup>	TBS HD
AccuWeather HD	DIRECTV HD SPORTSMIX <sup>®</sup>	GEM Shopping Network	Nat Geo WILD HD	TCM HD
AMC HD	HD (HD only) <sup>1</sup>	GOD TV <sup>1</sup>	National Geographic HD	TCT Network
American Heroes Channel HD	Discovery HD	Golf Channel HD	NBA TV HD	TeenNick
Animal Planet HD	Discovery Family Channel HD	Great American Country (GAC) HD	NBC Sports Network HD	Tennis Channel HD
Aqui <sup>2</sup>	Discovery Life	GSN HD	Newsmax	TLC HD
ASPIRE HD (HD only) <sup>1</sup>	Disney Channel (East) HD	Hallmark Channel HD	NFL Network HD	TNT HD
AUDIENCE <sup>®</sup> HD	Disney Channel (West)	HGTV HD	NHL Network HD	Travel Channel HD
AWE HD	Disney Junior HD	Hillsong Channel	Nick Jr. HD	Trinity Broadcasting Network
AXS TV HD (HD only) <sup>1</sup>	Disney XD HD	HISTORY HD	Nickelodeon/Nick at Nite (East) HD	(TBN)
BabyFirst TV <sup>1</sup>	DIY Network HD	HITN TV <sup>2</sup>	Nickelodeon/Nick at Nite (West)	truTV HD
BBC America HD	E! HD	HLN HD	Nicktoons	TV Land HD
BBC World News HD	Enlace <sup>2</sup>	Hope Channel <sup>1</sup>	NRB	TV One HD
BET HD	ESNE <sup>1</sup>	HSN HD	OAN HD	TVG
BET Her	ESPN HD	IFC HD	Olympic Channel HD	UnMás HD <sup>2</sup>
Bloomberg TV HD	ESPN2 HD	IMPACT <sup>1</sup>	Ovation HD	Universal Kids HD
Bravo HD	ESPNEWS HD	INSP HD	OWN (Oprah Winfrey Network) HD	UNIVERSO HD <sup>2</sup>
BTN HD	ESPNU HD	Investigation Discovery HD	Oxygen HD	Univision (East) HD
BYUtv	EVINE	ION Television (East) HD	Paramount Network HD	UP
CANAL ONCE <sup>2</sup>	EWTN	ION Television (West)	POP HD	Uplift <sup>1</sup>
Cartoon Network (East) HD	FM HD	JBS <sup>1</sup>	Pursuit Channel HD	USA Network HD
Cartoon Network (West)	Food Network HD	Jewelry Television	QVC HD	VH1 HD
Celebrity Shopping Network	FOX Business Network HD	Jewish Life Television <sup>1</sup>	QVC2	Viceland HD
CMT HD	FOX News Channel HD	Justice Central HD (HD only) <sup>1</sup>	ReelzChannel HD	WE tv HD
CNBC HD	FOX Sports 1 HD	Lifetime HD	Revolt HD (HD only) <sup>1</sup>	The Weather Channel HD
CNBC World	FOX Sports 2 HD	Link TV	RFD-TV HD	WGN America HD
CNN HD	Free Speech TV <sup>1</sup>	LMN HD	Russia Today	The Word Network
Comedy Central HD	Freeform HD	Logo	Science HD	World Harvest Television (WHT)
Comedy TV HD (HD only) <sup>1</sup>	Fuse HD	MAVTV HD	SEC Network HD	
Cooking Channel HD	Fusion HD (HD only) <sup>1</sup>	MLB Network HD	Shop LC	
C-SPAN	FX HD	MotorTrend (HD only) <sup>1</sup>	SonLife Broadcasting Network	
C-SPAN2	FX Movie Channel HD	MSNBC HD	Spectrum SportsNet HD <sup>3</sup>	
CTN	FXX HD	MTV HD	Sportsman Channel	
Daystar	fyi, HD	MTV2 HD	SundanceTV HD	
	Galavisión HD	MTV Classic	Syfy HD	

**PLUS In-Market Regional Sports  
Networks HD, where available.**

# Hospitality & Institutions Rate Card (cont'd)

EFFECTIVE 12.14.18

**FOR SALES ASSOCIATES ONLY—  
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PROGRAMMING SUBJECT TO CHANGE

## ADD-ON PACKAGES

### ENTERTAINMENT Bridge Pack<sup>HD †</sup>

CNBC World  
GSN HD  
ION Television (East) HD

ION Television (West)  
LMN HD  
Newsmax

POP HD  
Travel Channel HD  
UP

The Weather Channel HD

**\$0.37/mo.**  
PER UNIT

### FAMILY EXTRA Pack<sup>HD ††</sup>

A&E HD  
AMC HD  
American Heroes Channel HD  
Animal Planet HD  
Bravo HD  
Cartoon Network (East) HD  
Cartoon Network (West)  
CNBC HD

CNN HD  
Comedy Central HD  
Destination America HD  
Discovery HD  
FOX News Channel HD  
Freeform HD  
fyi, HD  
GSN HD

Hallmark Movies & Mysteries HD (HD only)  
HISTORY HD  
Lifetime HD  
LMN HD  
MTV HD  
Oxygen HD  
Syfy HD  
TBS HD

TLC HD  
TNT HD  
Travel Channel HD  
TV Land HD  
USA Network HD  
Viceland HD  
WE tv HD

■ A collection of television's most popular channels that will appeal to every age and interest.

**\$2.19/mo.**  
PER UNIT

### SPORTS Package<sup>HD ††</sup>

CBS Sports Network HD

Golf Channel HD

NBC Sports Network HD

NFL Network HD

■ A special group of popular sports channels, all in HD.

**\$0.90/mo.**  
PER UNIT

### Premier Sports Pack<sup>HD ††</sup>

MLB Network HD  
NBA TV HD

NBC Sports Network HD  
NFL Network HD

NHL Network HD  
Outdoor Channel HD

Sportsman Channel  
TVG

**\$0.89/mo.**  
PER UNIT

### HD Business Package<sup>HD ††</sup>

Crime & Investigation HD  
Hallmark Drama HD

Hallmark Movies & Mysteries HD (HD only)  
HDNet Movies

MGM HD  
MTV Live HD

ShortsTV HD  
Smithsonian HD

Sony Movie Channel HD

■ Enhance your HD experience with a special group of HD-only channels.

**\$0.50/mo.**  
PER UNIT

### Family Favorites Package<sup>HD ††</sup>

AMC HD  
American Heroes Channel HD  
Animal Planet HD  
Destination America HD

Discovery HD  
Discovery Family Channel HD  
Discovery Life  
Freeform HD

Investigation Discovery HD  
MotorTrend (HD only)  
OWN (Oprah Winfrey Network) HD  
TLC HD

■ A mix of entertainment for the whole family.

**\$0.89/mo.**  
PER UNIT

### Great Entertainment Package<sup>HD ††</sup>

Comedy Central HD  
Lifetime HD

MTV HD  
MTV2 HD

Nickelodeon/Nick at Nite (East) HD  
Nickelodeon/Nick at Nite (West)

VH1 HD

■ A collection of great channels that appeal to all ages.

**\$0.55/mo.**  
PER UNIT

### Facts & Fantasy Package<sup>HD ††</sup>

E! HD

Syfy HD

truTV HD

■ A world of science fiction fused with reality.

**\$0.30/mo.**  
PER UNIT

### Business Networks Package<sup>HD ††</sup>

Bloomberg TV HD  
CNBC HD

FOX Business Network HD

FOX News Channel HD

MSNBC HD

■ A group of essential business networks featuring up-to-the-minute news.

**\$0.58/mo.**  
PER UNIT

### Adventure Package<sup>HD ††</sup>

Cooking Channel HD  
DIY Network HD

Nat Geo WILD HD

National Geographic HD

Outdoor Channel HD

■ Embark on a round-the-world expedition without leaving your room.

**\$0.58/mo.**  
PER UNIT

### Music Extra Package<sup>HD ††</sup>

CMT HD

Fuse HD

Great American Country (GAC) HD

Paramount Network HD

■ Great entertainment channels featuring programming for music lovers of all ages.

**\$0.40/mo.**  
PER UNIT

### Education Package<sup>HD ††</sup>

fyi, HD

HISTORY HD

Science HD

Viceland HD

■ A special group of popular educational channels.

**\$0.10/mo.**  
PER UNIT

### Local Channels<sup>HD ††</sup>

■ Includes all local channels available in your market.

**\$0.75/mo.**  
PER UNIT

<sup>†</sup>Requires subscription to SELECT, ENTERTAINMENT or XTRA base package. <sup>††</sup>Requires subscription to FAMILY, SELECT, ENTERTAINMENT or XTRA base package.

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# Hospitality & Institutions Rate Card (cont'd)

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PROGRAMMING SUBJECT TO CHANGE

## QUALIFYING PREMIUM SERVICES

### Cinemax® and HBO® Package<sup>HD</sup>

■ Up to 19 channels with HD Access.

**\$2.75/mo.**  
PER UNIT

5StarMAX HD (HD only)<sup>1</sup>  
ACTIONMAX HD (HD only)<sup>1</sup>  
Cinemax HD  
Cinemax East HD  
Cinemax West HD

HBO Comedy HD (HD only)<sup>1</sup>  
HBO East HD  
HBO Family East HD  
HBO Family West  
HBO Latino HD<sup>2</sup>

HBO Signature East HD  
HBO West HD  
HBO Zone HD (HD only)<sup>1</sup>  
HBO2 East HD  
HBO2 West HD

MoreMAX HD  
MovieMAX HD (HD only)<sup>1</sup>  
SundanceTV HD  
ThrillerMAX HD (HD only)<sup>1</sup>

### HBO® Package<sup>HD</sup>

■ Up to 10 channels with HD Access.

**\$2.75/mo.**  
PER UNIT

HBO East HD  
HBO West HD  
HBO2 East HD

HBO2 West HD  
HBO Comedy HD (HD only)<sup>1</sup>  
HBO Family East HD

HBO Family West  
HBO Latino HD  
HBO Signature East HD

HBO Zone HD (HD only)<sup>1</sup>  
SundanceTV HD

### Multi-SHOWTIME® Package

■ Up to 7 channels with HD Access.

**\$2.50/mo.**  
PER UNIT

FLIX  
SHOWTIME® East HD  
SHOWTIME® West HD

SHOWTIME 2® HD  
SHOWTIME Extreme® HD  
SHOWTIME® Showcase HD

SundanceTV HD  
THE MOVIE CHANNEL EAST™ HD  
THE MOVIE CHANNEL™ WEST

### STARZ® ENCORE Super Pack<sup>HD</sup>

■ Up to 9 channels with HD Access.<sup>††</sup>

**\$1.75/mo.**  
PER UNIT

STARZ ENCORE HD  
STARZ ENCORE West  
STARZ ENCORE Action HD  
STARZ ENCORE Black

STARZ ENCORE Classic  
STARZ ENCORE Family  
STARZ ENCORE Suspense  
STARZ ENCORE Westerns

STARZ East HD  
STARZ West HD  
STARZ Cinema HD (HD only)<sup>1</sup>  
STARZ Comedy HD (HD only)<sup>1</sup>

STARZ Edge HD<sup>1</sup>  
STARZ In Black HD<sup>1</sup>  
STARZ Kids & Family HD (HD only)<sup>1</sup>  
SundanceTV HD

STARZ ENCORE + 6 themes

**\$1.95/mo. PER UNIT**

STARZ ENCORE + 3 themes

**\$1.35/mo. PER UNIT**

STARZ ENCORE + 1 theme

**\$0.95/mo. PER UNIT**

STARZ ENCORE

**\$0.75/mo. PER UNIT**

STARZ ENCORE theme channels: Action, Black, Classic, Family, Suspense and Westerns. Requires subscription to FAMILY, SELECT, ENTERTAINMENT or XTRA base package.

<sup>1</sup> This channel requires HD equipment and Advanced Receiver-HD. Please call 1-800-531-5000 for more information. <sup>2</sup> This channel requires a DIRECTV Multi-Satellite System. Please call 1-800-531-5000 for more information.

<sup>††</sup> Requires subscription to FAMILY, SELECT, ENTERTAINMENT or XTRA base package.

## ADD-ON PROGRAMMING<sup>††</sup>

COST PER MONTH  
PER UNIT

A&E HD, HISTORY HD, OWN (Oprah Winfrey Network) HD	\$0.35
BBC America HD	\$0.20
BET HD, GSN HD	\$0.15
Bravo HD, IFC HD, WE tv HD	\$0.35
BTN HD	\$0.25
C-SPAN and C-SPAN2	\$0.08
CBS Sports Network HD	\$0.15
Disney Channel (East) HD, Disney Channel (West), Disney XD HD	\$0.75
ESPN Deportes HD	\$0.35
FOX Soccer Plus HD	\$0.20
FOX Sports 1 HD	\$0.30
FOX Sports 2 HD	\$0.20
FX HD and FXX HD	\$0.30
FX Movie Channel HD	\$1.00
Golf Channel HD	\$0.27
Go!TV	\$0.20
HGTV HD, Food Network HD, Travel Channel HD	\$0.15

## ADD-ON PROGRAMMING<sup>††</sup>

COST PER MONTH  
PER UNIT

Logo	\$0.15
Longhorn Network HD	\$0.99
MLB Network HD	\$0.40
NBA TV HD	\$0.35
NBC Sports Network HD	\$0.40
NFL Network HD	\$0.45
NHL Network HD	\$0.25
Nicktoons, Nick Jr. HD, TeenNick and Universal Kids HD	\$0.30
Oxygen HD	\$0.15
SEC Network HD	\$1.55
Sportsman Channel	\$0.15
SundanceTV HD	\$0.35
TCM HD	\$0.55
Tennis Channel HD	\$0.25
TV Land HD, LMN HD and Hallmark Channel HD	\$0.35
TVG	\$0.15
WGN America HD	\$0.22



**2019 NFL SUNDAY TICKET<sup>†</sup>**  
NOW available to new and existing  
customers of all platform technologies.

**\$396 flat fee**  
for 1-200 units  
**\$549 flat fee**  
for 201+ units

<sup>††</sup> Requires subscription to FAMILY, SELECT, ENTERTAINMENT or XTRA base package.

**2019 NFL SUNDAY TICKET OFFER:** 2019 NFL SUNDAY TICKET is available to new and existing Hospitality and Institutions customers for \$396 for properties with up to 200 rooms, and \$549 for properties with 201+ rooms, who subscribe to FAMILY Package (\$2.49/room/mo.) or above with a 3- or 5-year programming agreement. Other conditions apply. Subscription will automatically continue each season at a special renewal rate unless customer calls to cancel prior to start of season. Subscription cannot be canceled (in part or in whole) after the start of the season and subscription fees cannot be refunded. Commercial locations require an appropriate licensee agreement. Offer excludes University accounts. NFL, the NFL Shield design and the NFL SUNDAY TICKET name and logo are registered trademarks of the NFL and its affiliates. ©2019 AT&T Intellectual Property. All Rights Reserved. AT&T, Globe logo, DIRECTV, and all other DIRECTV marks included herein are trademarks of AT&T Intellectual Property and/or AT&T affiliated companies. All other marks are the property of their respective owners.

# Hospitality & Institutions Rate Card (cont'd)

EFFECTIVE 12.14.18

**FOR SALES ASSOCIATES ONLY—  
NOT FOR CUSTOMERS**

PROGRAMMING SUBJECT TO CHANGE

## ADD-ON PROGRAMMING

### Music Choice<sup>®††</sup>

- No DJ interruptions. Kickin' Country. Smooth Soul. Rock 'n' Roll. Latin Rhythms. With a wide array of genres, there's a beat for every business with Music Choice. Requires DIRECTV Multi-Satellite System.

**\$0.30/mo.  
PER UNIT**

'60s Movement	Classic Rock	Indie	Movie Scores	Romances
'70s	Classical Masterpieces	Irish Favorites	Musica Urbana	Singers & Swing
'80s	Coffee Shop Cuts	Italian Favorites	Nature Sounds	Smooth Jazz
'80s Rock	Contemporary Christian	Jazz	New Age	Soft Rock
'90s	Contemporary Instrumentals	Jazz Vocal Hits	New Wave	Sounds of the Seasons
Adult Alternative	Country Hits	Jazz Vocal Standards	Party Favorites	Soundscapes
All Christmas	Dance/EDM	K-Pop	Pop & Country	Symphony
Alternative	Easy Listening	Kidz Only!	Pop Hits	Taste of Italy
Americana	Filipino	Latin Jazz	Pop Latino	Teen Beats
Big Band	Folk	Light Classical	R&B Classics	Throwback Jamz
Bluegrass	Funk	Lounge	R&B Soul	Today's Country
Blues	Gospel	Love Songs	Rap	Toddler Tunes
Brazilian Pop	Gospel Hallelujah	Mainstream Rap	Reggae	Tropicales
Broadway	Hard Rock	Malt Shop Favorites	Retro Workout	Vietnamese
Classic Alternative	Hip-Hop and R&B	Max	Rock	Workout
Classic Country	Hit List	Metal	Rock Hits	Y2K
Classic Dance	Honky Tonk	Mexicana	Rock Latino	

## REGIONAL SPORTS NETWORKS<sup>†††</sup> (ZIP code confirmation required)

**COST PER MONTH  
PER UNIT**

Altitude Sports HD	\$0.99
AT&T SportsNet Southwest HD	\$0.99
CBS Sports Network HD	\$0.15
FOX Sports Southeast—only available in certain areas of the U.S.	\$0.99
In-Market Regional Sports Networks Pack HD—where available	\$1.59
MSG HD	\$0.49
MSG+ HD	\$0.50
NBC Sports California HD	\$0.99
NBC Sports Chicago HD	\$0.99
SportsNet New York HD	\$0.99
SportsTime Ohio HD	\$0.99
Spectrum SportsNet HD	\$1.75
YES Network HD: In Market—available to viewers in NY, CT and portions of NJ and PA	\$1.75 (\$1.50 out of market)

## EN ESPAÑOL ADD-ON PACKAGES

### EN ESPAÑOL

Antena 3, ATRES SERIES, Azteca, BabyTV, Bandamax, Canal 22 Mexico Internacional, Canal ONCE, Caracol TV, Centroamerica TV, Cine Estelar, Cine Mexicano, Cine Nostalgia, Cine Sony, Cinelatino, CNN En Español, De Película, De Película Clásico, Discovery En Español, Enlace, Discovery Familia, Ecuador TV, Ecuavisa Internacional, ESPN Deportes HD, Estrella TV, FOROtv, FOX life, Go!TV, History En Español, HITN, ¡HOLA! TV, Infomercial Channel Oferta TV, IVC Net, MegaTV HD, Multimedios, Nat Geo Mundo, NTN24, Nuestra Tele, Pasiones, Perú Mágico, SUR Perú, TeleCentro, Telefe, Telemundo (Este), Telemundo (Oeste), Tr3s, TV Chile, TVE, TyC Sports, UniMás (Oeste) HD, UNIVERSO HD, Univision Deportes Network HD, Univision tlnovelas, Univision (Este) HD, Univision (Oeste), Venevision, VideoRola, ViendoMovies, Vme, WAPA América, ZooMoo

**\$1.50/mo. PER UNIT**

### MÉXICO PLUS<sup>™</sup>

Azteca, BabyTV, Bandamax, Canal 22 Mexico Internacional, Cine Estelar, Cine Mexicano, Cine Nostalgia, De Película, De Película Clásico, Discovery En Español, Discovery Familia, Estrella TV, MegaTV HD, Multimedios, TeleCentro, Telemundo (Este), Telemundo (Oeste), Tr3s, UniMás (Oeste) HD, UNIVERSO HD, VideoRola, ViendoMovies

**\$0.50/mo. PER UNIT**

### AMÉRICAS PLUS<sup>™</sup>

Antena 3, Caracol TV, Cine Estelar, Cine Nostalgia, Cinelatino, De Película, De Película Clásico, Discovery En Español, Discovery Familia, Ecuador TV, Ecuavisa Internacional, ¡HOLA! TV, IVC Net, MegaTV HD, Nuestra Tele, Peru Magico, SUR Perú, TeleCentro, Telefe, Telemundo (Este), Telemundo (Oeste), TV Chile, TVE, UniMás Oeste HD, UNIVERSO HD, Venevision, ViendoMovies, WAPA América

**\$0.50/mo. PER UNIT**

### DIRECTV<sup>®</sup> DEPORTES

ESPN Deportes HD, FOX Deportes HD, Go!TV, TyC Sports, Univision Deportes Network HD

**\$0.25/mo. PER UNIT**

# Hospitality & Institutions Rate Card (cont'd)

EFFECTIVE 12.14.18

**FOR SALES ASSOCIATES ONLY—  
NOT FOR CUSTOMERS**

PROGRAMMING SUBJECT TO CHANGE

## INTERNATIONAL PROGRAMMING

### FilipinoDirect™\*\*

The Filipino Channel, GMA Pinoy TV, Kapatid TV5, ABS-CBN News Channel, Cinema One Global, ABS-CBN Sports + Action, DZMM, GMA Life TV, Lifestyle Network, MYX and MOR 101.9

**\$0.35/mo. PER UNIT**

### FrenchDirect™\*\*

StudioCanal, Canal+ International HD and CNews HD

**\$1.52/mo. PER UNIT**

### ItalianDirect™

Rai Italia, Rai Premium, Rai News 24 and Radio Rai

**\$0.77/mo. PER UNIT**

### TFCDirect™\*\*

The Filipino Channel, ABS-CBN News Channel, Cinema One Global, ABS-CBN Sports + Action, DZMM, Lifestyle Network, MYX and MOR 101.9

**\$0.25/mo. PER UNIT**

### KoreanDirect™\*\*

SBS HD, MBC, KBS World, YTN, SBS Plus, MBC Every1, TVN, EBS, MBN, TAN, National Geographic Korea, CTS, and Radio Korea

**\$0.25/mo. PER UNIT**

### VietDirect™ Plus\*

Film 24H, SBTN, VietFace, Viên Thao, VGN-TV, HONVIETV, TVIET Network, Little Saigon Radio, VIETV and S Channel

**\$0.15/mo. PER UNIT**

### RussianDirect™\*\*

Dom Kino, Vremya: Retro Channel, Carousel, C1RW and M1 Music Entertainment

**\$0.35/mo. PER UNIT**

### RussianDirect™ II\*

Dom Kino, NTV America, Rossiya 24, RTR-Planeta, RTVi, Vremya: Retro Channel, Carousel, C1RW and M1 Music Entertainment

**\$0.40/mo. PER UNIT**

### RTR-Planeta A La Carte\*

**\$0.15/mo. PER UNIT**

### TV Japan\*\*

**1-500 UNITS ..... \$1.26/mo. PER UNIT**  
**501-1,000 UNITS ..... \$600/mo. PER PROPERTY**  
**1,001-1,500 UNITS ..... \$700/mo. PER PROPERTY**  
**1,501-2,000 UNITS ..... \$800/mo. PER PROPERTY**  
**2,001-2,500 UNITS ..... \$900/mo. PER PROPERTY**  
**2,501+ UNITS ..... \$1,000/mo. PER PROPERTY**

### ChineseDirect™

CTI, Zhong-Tian, CCTV-4, GZTV, CGTN, Charming China, 88TV, 88Films, iCable Financial Info News, Phoenix, iCable and Phoenix Hong Kong Channel

**1-999 UNITS ..... \$150/mo. PER PROPERTY**  
**1,000+ UNITS ..... \$350/mo. PER PROPERTY**

### MandarinDirect® III\*

Phoenix TV, Phoenix InfoNews, Jiangsu Satellite TV, CCTV-4, Charming China, CTI and CBO

**\$0.13/mo. PER UNIT**

### Univision HD & Galavisión

**\$0.15/mo. PER UNIT**

**Bonus Channels:** Airrang and CGTN included with any International package with DIRECTV international dish.

Complimentary Channels: BYUtv, C-SPAN, CTN, Daystar, EWTN, Link TV, NRB, TCT Network, Trinity Broadcasting Network (TBN), The Word Network, World Harvest Television (WHT), Enlace! HTN TV! Hope Channel! CANAL ONCE! Jewish Life Television! BabyFirst TV! Free Speech TV! GOD TV! GEB America! NASA TV!

\*Indicates this channel requires a special dish or equipment. Please call 1-800-531-5000 for more information. These channels require HD equipment and Advanced Receiver-HD. Call 1-800-531-5000 for more information. \*\*TV Japan requires HD equipment and service. Please call 1-800-531-5000 for more information. \*Must have DIRECTV Multi-Satellite System to receive these channels. Procurement of equipment is customer's responsibility. ©2019 AT&T Intellectual Property. All Rights Reserved. AT&T, Globe logo, DIRECTV, and all other DIRECTV marks included herein are trademarks of AT&T Intellectual Property and/or AT&T affiliated companies. All other marks are the property of their respective owners.



# Contact DIRECTV

## Know Who to Call

**Attention Hospitality & Institutions (H&I) Dealers:** Don't forget, DIRECTV has phone numbers dedicated to different types of customer inquiries and dealer accounts. Below is a recap. Please make note of these numbers for future reference.

### For Customers

#### Customer Care IVR:

- Hospitality & Institutions Customer Care (HTL account types): 1.800.388.2505 (8:00am–12:00am ET)
- Commercial Customer Care (all other account types): 1.888.388.4249 (8:00am–12:00am ET)

### For Dealers

- H&I (HTL) Customer Account Activations, Billing and Programming Issues: 1.877.389.5372 (24/7)
- For Public, Business or Private Viewing (BAR, HOS, POL) Account Activations: 1.888.728.9587

## Agreement & Form Submission

- All DIRECTV agreements (including Dealer Checklist) and other eligible forms must be uploaded to Salesforce.com (Dealer Management Portal)
- All other request forms and inquiries should be submitted to [CommercialContracts@DIRECTV.com](mailto:CommercialContracts@DIRECTV.com)
- All activation requests require an SFDC Opportunity ID

To help you with inquiries, escalations or requests, please see the following contacts:

- Subsidy Payment and Dealer Compensation: [AgentServices@DIRECTV.com](mailto:AgentServices@DIRECTV.com)
- Voluntary Account Disconnects: Customers must call 1.800.388.2505  
(IMPORTANT: Dealers may not call on a customer's behalf; the customer must call.)

Dealers are not authorized to sign any agreement or form on behalf of a property. Any dealer signing agreements or forms on behalf of a property may be immediately terminated by DIRECTV.

### REMINDER

If you are taking over a property from another dealer, you must submit the Property Transfer Request form with your initial agreement submission. Failure to submit the Property Transfer Request form will result in processing delays.

All contracts will be completed within 24 hours of submission, provided they are complete. You will experience delays beyond 24 hours if there is incomplete, incorrect or missing paperwork. If there are any questions, please contact 1.877.389.5372 or your ASM/distributor partner.

## Finance Program

Ascentium Capital is proud to help you finance state-of-the-art DIRECTV equipment, including installation, labor and taxes

- Easy process for approval review
- Rates as low as 7.99%
- Zero money down
- 100% upfront funding based on rating
- For details, contact 1.281.902.1944



# AT&T Capital Services for Hospitality & Institutions

It's now easier than ever to help you finance equipment, including installation, labor and taxes!

AT&T Capital Services can help mitigate upfront cash outlay for DIRECTV's full suite of free-to-guest solutions. Pricing options can include equipment, software applications, licenses, consulting fees, installation and maintenance services.

## Benefits

- AT&T Capital Services' payment plans allow businesses to shift the upfront cash expense to a monthly operating expense
- Accelerate ROI – align project costs to technology benefits
- True one-stop shopping: content, DIRECTV equipment, services and financing all through AT&T in one monthly payment
- Custom payment structures to fit your business needs



## Special Limited-Time Offer\*

- 6.49% – 36 months
- 6.99% – 60 months
- Terms & Requirements
  - Only available for DIRECTV Solutions sold through AT&T | DIRECTV Authorized Dealers
  - Transaction size: \$5,000–\$250,000, monthly payments in arrears
  - 36- or 60-month \$1 buyout lease; customer owns Solutions at the end of term
  - Maintenance term needs to match contract term to qualify for promotional rate
  - Signed AT&T Capital proposal must be received no later than March 31, 2019
  - Subject to credit approval by AT&T Capital Services; not all customers qualify. AT&T Capital Services, Inc., in its sole discretion, can discontinue this offer at any time. Pricing options available for US customers only.

*Pricing is valid for all US states EXCEPT Arkansas. Contact us for customers located in Arkansas.*

*\*The signed Capital Services lease proposal must be received by March 31, 2019, subject to credit approval.*

## PROCESS FLOW—SEE NEXT PAGE

For more information on AT&T Capital Services, Inc., please contact:

### East

Jodi Ramsey

1.847.720.0633

[jk2674@att.com](mailto:jk2674@att.com)

### West

Ines Mejdrich

1.847.720.0632

[ip8274@att.com](mailto:ip8274@att.com)

# AT&T Capital Services for Hospitality & Institutions (cont'd)

## PROCESS FLOW

Detailed customer-facing quote is sent to AT&T Capital Services, Inc. ("ATTCS") with sell price broken out per item and filled-out credit application.

ATTCS will review the transaction including the customer's credit and give "Approved," "Approved with Conditions," "Ok to Bid with request for Financials" or "Denied" based on information available.

- Typical decision takes 24-48 hours for transactions under \$250,000.

- Transactions over \$250,000 could take up to 3-4 days due to extended credit review process.

Assuming not denied, ATTCS will send the Authorized Dealer and/or customer the proposal letter with approved monthly payment options and any conditions required.

Customer would sign the ATTCS proposal letter and send to ATTCS with requested documentation to satisfy any required conditions.

Upon final approval, ATTCS will send the Authorized Dealer a PO for the one-time charges being financed.

The Authorized Dealer will order the equipment and coordinate with the customer on the implementation of the project.

The Authorized Dealer will send the invoices to ATTCS for the one-time charges being financed.

During installation, ATTCS will send the customer final leasing documentation for signature. Upon receipt of signed documentation including Certificate of Acceptance, the monthly billing to the customer will commence and ATTCS will fund dealer invoices.



# Hospitality & Institutions: All System Types (Except DRE)

## STANDARD: NON-DRE

The following Process Flow is for all system types, except DRE



	Sales Stage	Owner	SLA (business days)	Owner Action Items
1	Create Lead/Convert to HTL Agreement Negotiation	Dealer	N/A	Upload Dealer Checklist, Agreement and other required forms. Select <b>Phased Billing Approval</b> stage and choose <b>No</b> for phased billing. Stage will automatically move to <b>Account Creation</b> after all other required fields are completed and the record is saved.
2	HTL Account Creation	Commercial Contracts	2	Create/Set up Billing Account
3	HTL Build Out	Dealer (Automated)	N/A	Dealer Calls to Activate Property
4	Closed/Won	None	N/A	

*Note: Compensation for system types following standard workflow are paid at account or offer activation.*

## TROUBLESHOOTING & RESOURCES

**Password Reset:** SFDC login page

**Account Reset:** LISales@DIRECTV.com

**SFDC(DMP) Registration Form:** myCSP

**Electronic Guide:** myCSP and Marketing Center

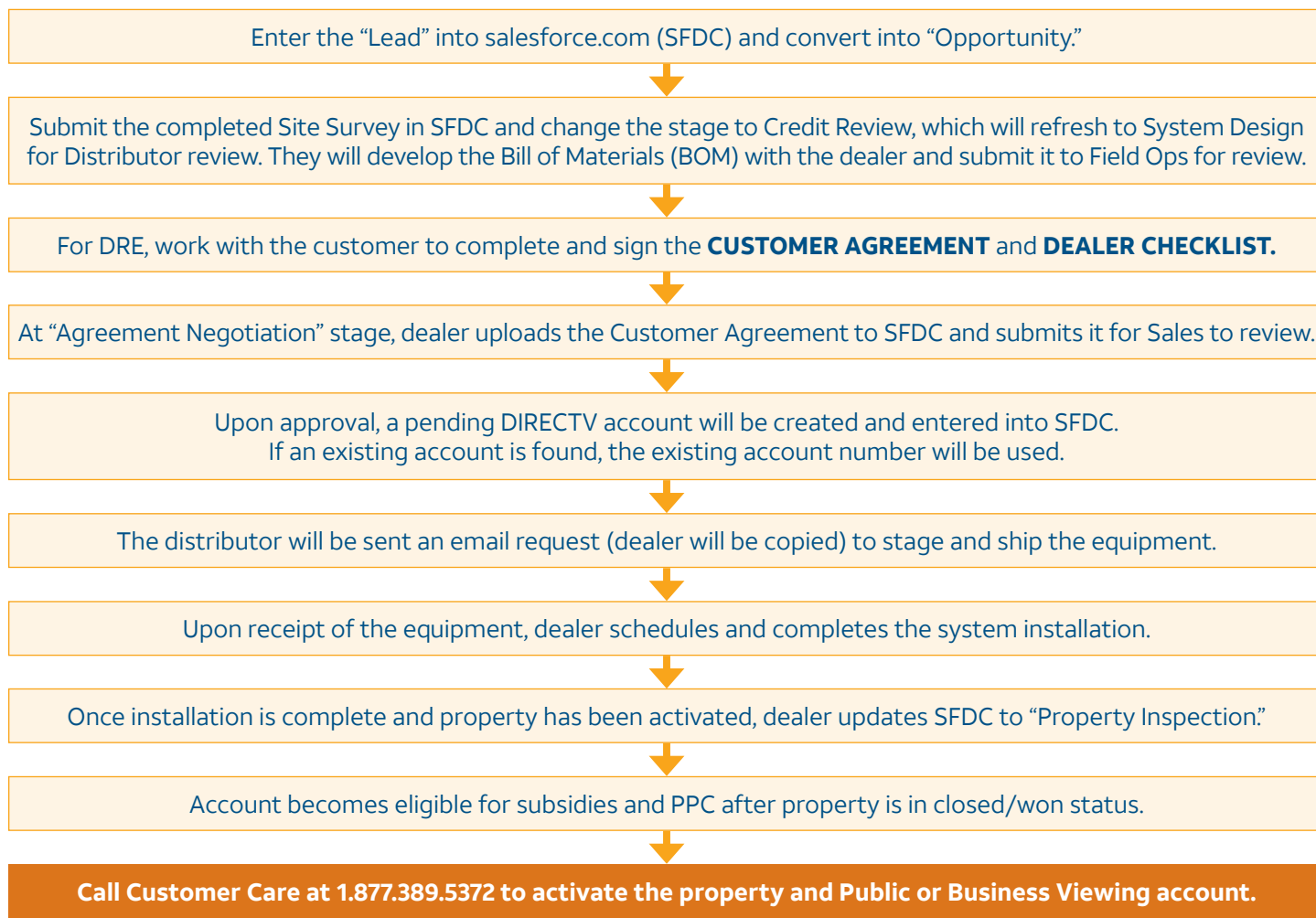
**Online Training Module:** Learning Management System (LMS)

**General Inquiries:** LISales@DIRECTV.com

# Hospitality & Institutions: DRE/DRE Plus System Types

## EXTENDED: DRE, ANALOG SWAP, OTHER APPROVED SYSTEMS

The following Process Flow is for DRE/DRE Plus System Types



# Hospitality & Institutions: DRE/DRE Plus System Types (cont'd)

## EXTENDED WORKFLOW SALES STAGES

This is to be used as a quick reference to correctly follow the required Extended Workflow Sales Stages for DRE/DRE Plus System Types, Analog Swap Program and other programs

	Sales Stages	Owner	SLA (business days)	Owner Action Items
1	Create Lead/ Convert to Site Survey	Dealer	N/A	Create Lead and convert to Opportunity. Upload site survey and select distributor. Save at H&I Credit Review. System will automatically move to H&I system design.
2	System Design	Distributor	3	Upload BOM and system design.
3	Design Review	Field Operations	3	Approve BOM and system design.
4	Agreement Negotiation	Dealer	N/A	Upload Dealer Checklist, Agreement and other required forms. Select <b>Phased Billing Approval</b> stage and choose <b>No</b> for phased billing. Stage will automatically move to <b>Agreement Review</b> after all other required fields are completed and the record is saved.
5	Agreement Review	Operations	1	Approve documentation.
6	Account Creation	Operations	2 to 3	Set up Customer Account #, provisioning accounts and add pending services.
7	Equipment Ship Request	Distributor	3	Stage receivers and prepare equipment for shipping.
8	Build Out	Dealer	N/A	Complete installation and call Customer Care at 1.877.389.5372 to activate property.
9	Inspection Request	Field Operations	14 (calendar days)	May conduct random inspection.
10	Inspection Passed	Operations	15 (calendar days)	Confirm account is active and billing is accurate, and close the Opportunity.
11	Closed/Won	Automated	11 to 17 (calendar days)	DRE PPC and eligible subsidies are paid to dealer.

**Note:** For detailed SFDC training, please refer to the online training offered on myCSP.



# Hospitality Customer Qualification Worksheet

## FACT SHEET

Understand the property's needs by asking the right questions to help determine the best solution.

## Are you the decision maker for in-room guest programming?

☐ If not, can you provide the contact? \_\_\_\_\_

## Management

- ☐ Owned
- ☐ Managed
- ☐ Franchised

### Current television provider contract status

- ☐ Out of contract  
☐ In contract. Remaining months \_\_\_\_\_

Current guest room TV provider\_\_\_\_\_

## Current television service

- HD channels
- VOD service
- Other television features

## Property size

- ☐ Room count \_\_\_\_\_
- ☐ TV count \_\_\_\_\_
  - 1. HD \_\_\_\_\_
  - 2. SD \_\_\_\_\_
- ☐ IDF/Distribution closets \_\_\_\_\_

## Wiring scheme

- ❑ Home-run
- ❑ Loop-thru (daisy chain)
- ❑ Other (detail) \_\_\_\_\_

## TV Type

- ☐ HD
- ☐ Pro:Idiom
- ☐ MPEG-4
- ☐ SD

## Brand standards

- VOD
- HD
- Specific channel requirements

## Guest demographics

- Existing
- Target

Average Daily Rate (ADR) \_\_\_\_\_

## Public space opportunities

- ☐ Bar/restaurant
- ☐ Lobby
- ☐ Fitness center

Other Key Information: \_\_\_\_\_

# DIRECTV Dealer Checklist for Contracts

This checklist must be submitted as the cover page for all contracts submitted through [SalesForce.com](https://www.salesforce.com).

Date: \_\_\_\_\_

## PROPERTY INFORMATION

Property Name: \_\_\_\_\_

Property Owner/Manager Contact Name: \_\_\_\_\_

Email: \_\_\_\_\_ Phone: \_\_\_\_\_

Contact Name for Installation: \_\_\_\_\_ Installation Contact Phone: \_\_\_\_\_

Contact Email for Installation: \_\_\_\_\_

Billing Contact Name: \* \_\_\_\_\_

Billing Contact Email: \_\_\_\_\_ Billing Contact Phone: \_\_\_\_\_

\*Not required if billing under third-party dealer

Who is Property's current video provider? \_\_\_\_\_

Chain Name: \_\_\_\_\_ Chain Code: \_\_\_\_\_

Brand Name: \_\_\_\_\_ Brand Code: \_\_\_\_\_

## DEALER INFORMATION

Dealer: \_\_\_\_\_

Dealer ID: \_\_\_\_\_ Dealer Contact Name: \_\_\_\_\_

Dealer Email: \_\_\_\_\_ Dealer Phone: \_\_\_\_\_

### Please check appropriate boxes

#### Agreement Types:

- ☐ Hospitality Agreement
- ☐ Institutions Agreement
- ☐ University Agreement

#### Additional Required Information:

- ☐ Hospitality & Institutions Receiver List  
(Excel format required)
- ☐ Customer name (print), person signing (print),  
title and signature
- ☐ Customer signature

#### Optional Forms:

- ☐ Additional Services Addendum
- ☐ Payment information  
(required only for recurring payments)
- ☐ Tax-Exempt Certificate, if applicable; required if:
  1. Property is tax-exempt
  2. Government
  3. Agencies, non-profit organizations
  4. Direct payment agreements only

DEALERS ARE NOT AUTHORIZED TO SIGN ANY AGREEMENT OR FORM ON BEHALF OF A PROPERTY. ANY DEALER SIGNING AGREEMENTS OR FORMS ON BEHALF OF A PROPERTY MAY BE IMMEDIATELY TERMINATED BY DIRECTV.

Dealer Signature: \_\_\_\_\_

All contracts will be completed within 24 hours of submission, provided they are complete. You will experience delays beyond 24 hours if there is incomplete, incorrect or missing paperwork. If there are any questions, please contact 1.877.389.5372.

**Note:** All agreements can be accessed on MyCSP.

# DIRECTV Hospitality & Institutions Packages CHANNEL LINEUPS

EFFECTIVE 12.14.18

PROGRAMMING SUBJECT TO CHANGE

## FAMILY™ BASE PACKAGE

AccuWeather <b>HD</b>	361	Disney XD <b>HD</b>	292	HSN <b>HD</b>	240	QVC <b>HD</b>	317
Aqui²	401	DIY Network <b>HD</b>	230	IMPACT¹	380	QVC2	315
AUDIENCE² <b>HD</b>	239	Enlace²	448	INSP <b>HD</b>	364	RFD-TV <b>HD</b>	345
BabyTV	293	ESNE¹	456	Investigation Discovery <b>HD</b>	285	Russia Today	321
BabyFirst TV¹	293	EVINE	316	JBS¹	388	Science <b>HD</b>	284
Bloomberg TV <b>HD</b>	353	EWTN	370	Jewelry Television	313	Shop LC	226
Boomerang	298	Food Network <b>HD</b>	231	Jewish Life Television¹	366	SonLife Broadcasting Network	344
BYUtv	374	Free Speech TV¹	348	Link TV	375	TCT Network	377
CANAL ONCE²	447	GEB America¹	363	MAVTV <b>HD</b>	214	TeenNick	303
Celebrity Shopping Network	223	GEM Shopping Network	228	NASA TV¹	352	Trinity Broadcasting Network (TBN)	372
C-SPAN	350	GOD TV¹	365	National Geographic <b>HD</b>	276	Universal Kids <b>HD</b>	295
C-SPAN2	351	Hallmark Channel <b>HD</b>	312	Nick Jr. <b>HD</b>	301	UP	338
CTN	376	HGTV <b>HD</b>	229	Nickelodeon/Nick at Nite (East) <b>HD</b>	299	Uplift¹	379
Daystar	369	Hillsong Channel	371	Nickelodeon/Nick at Nite (West)	300	The Weather Channel <b>HD</b>	362
Discovery Family Channel <b>HD</b>	294	HITN TV²	449	Nicktoons	302	The Word Network	373
Disney Channel (East) <b>HD</b>	290	HLN <b>HD</b>	204	NRB	378	World Harvest Television (WHT)	367
Disney Channel (West)	291	Hope Channel¹	368	Pursuit Channel <b>HD</b>	604		

## SELECT™ BASE PACKAGE

A&E <b>HD</b>	265	Disney Channel (West)	291	HSN <b>HD</b>	240	RFD-TV <b>HD</b>	345
AccuWeather <b>HD</b>	361	Disney Junior <b>HD</b>	289	IMPACT¹	380	Russia Today	321
AMC <b>HD</b>	254	Disney XD <b>HD</b>	292	INSP <b>HD</b>	364	Shop LC	226
Animal Planet <b>HD</b>	282	E! <b>HD</b>	236	Investigation Discovery <b>HD</b>	285	SonLife Broadcasting Network	344
Aqui²	401	Enlace²	448	JBS¹	388	Syfy <b>HD</b>	244
AUDIENCE² <b>HD</b>	239	ESNE¹	456	Jewelry Television	313	TBS <b>HD</b>	247
AXS TV (HD only) <b>HD</b>	340	EVINE	316	Jewish Life Television¹	366	TCM <b>HD</b>	256
BabyFirst TV¹	293	EWTN	370	Lifetime <b>HD</b>	252	TCT Network	377
BBC America <b>HD</b>	264	Food Network <b>HD</b>	231	Link TV	375	TeenNick	303
BET <b>HD</b>	329	FOX Business Network <b>HD</b>	359	MAVTV <b>HD</b>	214	TLC <b>HD</b>	280
Bloomberg TV <b>HD</b>	353	FOX News Channel <b>HD</b>	360	MotorTrend (HD only)¹ <b>HD</b>	281	TNT <b>HD</b>	245
Bravo <b>HD</b>	237	Free Speech TV¹	348	MSNBC <b>HD</b>	356	Trinity Broadcasting Network (TBN)	372
BYUtv	374	Freeform <b>HD</b>	311	MTV <b>HD</b>	331	truTV <b>HD</b>	246
CANAL ONCE²	447	FX <b>HD</b>	248	MTV2 <b>HD</b>	332	TV Land <b>HD</b>	304
Cartoon Network (East) <b>HD</b>	296	FXX <b>HD</b>	259	NASA TV¹	352	Univision (East) <b>HD</b>	402
Cartoon Network (West)	297	Galavisión <b>HD</b>	404	National Geographic <b>HD</b>	276	Uplift¹	379
Celebrity Shopping Network	223	GEB America¹	363	Nick Jr. <b>HD</b>	301	USA Network <b>HD</b>	242
CMT <b>HD</b>	327	GEM Shopping Network	228	Nickelodeon/Nick at Nite (East) <b>HD</b>	299	VH1 <b>HD</b>	335
CNBC <b>HD</b>	355	GOD TV¹	365	Nickelodeon/Nick at Nite (West)	300	Viceland <b>HD</b>	271
CNN <b>HD</b>	202	Hallmark Channel <b>HD</b>	312	NRB	378	WE tv <b>HD</b>	260
Comedy Central <b>HD</b>	249	Hallmark Movies & Mysteries (HD only)¹ <b>HD</b>	565	OAN <b>HD</b>	347	The Word Network	373
C-SPAN	350	HGTV <b>HD</b>	229	Ovation <b>HD</b>	274	World Harvest Television (WHT)	367
C-SPAN2	351	Hillsong Channel	371	Paramount Network <b>HD</b>	241		
CTN	376	HISTORY <b>HD</b>	269	Pursuit Channel <b>HD</b>	604		
Daystar	369	HITN TV²	461	QVC <b>HD</b>	317		
Discovery <b>HD</b>	278	HLN <b>HD</b>	204	QVC2	315		
Disney Channel (East) <b>HD</b>	290	Hope Channel¹	368	ReelzChannel <b>HD</b>	238		

## ENTERTAINMENT BASE PACKAGE

A&E <b>HD</b>	265	Disney XD <b>HD</b>	292	Hope Channel¹	368	ReelzChannel <b>HD</b>	238
AccuWeather <b>HD</b>	361	E! <b>HD</b>	236	HSN <b>HD</b>	240	RFD-TV <b>HD</b>	345
AMC <b>HD</b>	254	Enlace²	448	IMPACT¹	380	Russia Today	321
Animal Planet <b>HD</b>	282	ESNE¹	456	INSP <b>HD</b>	364	Shop LC	226
Aqui²	401	ESPN <b>HD</b>	206	Investigation Discovery <b>HD</b>	285	SonLife Broadcasting Network	344
AUDIENCE² <b>HD</b>	239	ESPN2 <b>HD</b>	209	JBS¹	388	Syfy <b>HD</b>	244
AXS TV (HD only)¹ <b>HD</b>	340	ESPNEWS <b>HD</b>	207	Jewelry Television	313	TBS <b>HD</b>	247
BabyFirst TV¹	293	ESPN2 <b>HD</b>	208	Jewish Life Television¹	366	TCM <b>HD</b>	256
BBC America <b>HD</b>	264	EVINE	316	Lifetime <b>HD</b>	252	TCT Network	377
BET <b>HD</b>	329	EWTN	370	Link TV	375	TeenNick	303
Bloomberg TV <b>HD</b>	353	Food Network <b>HD</b>	231	MAVTV <b>HD</b>	214	TLC <b>HD</b>	280
Bravo <b>HD</b>	237	FOX Business Network <b>HD</b>	359	MotorTrend (HD only)¹ <b>HD</b>	281	TNT <b>HD</b>	245
BYUtv	374	FOX News Channel <b>HD</b>	360	MSNBC <b>HD</b>	356	Trinity Broadcasting Network (TBN)	372
CANAL ONCE²	447	FOX Sports 1 <b>HD</b>	219	MTV <b>HD</b>	331	truTV <b>HD</b>	246
Cartoon Network (East) <b>HD</b>	296	Free Speech TV¹	348	MTV2 <b>HD</b>	332	TV Land <b>HD</b>	304
Cartoon Network (West)	297	Freeform <b>HD</b>	311	NASA TV¹	352	Univision (East) <b>HD</b>	402
Celebrity Shopping Network	223	FX <b>HD</b>	248	National Geographic <b>HD</b>	276	Uplift¹	379
CMT <b>HD</b>	327	FXX <b>HD</b>	259	NBC Sports Network <b>HD</b>	220	USA Network <b>HD</b>	242
CNBC <b>HD</b>	355	Galavisión <b>HD</b>	404	Newsmax	349	VH1 <b>HD</b>	335
CNN <b>HD</b>	202	GEB America¹	363	Nick Jr. <b>HD</b>	301	Viceland <b>HD</b>	271
Comedy Central <b>HD</b>	249	GEM Shopping Network	228	Nickelodeon/Nick at Nite (East) <b>HD</b>	299	WE tv <b>HD</b>	260
C-SPAN	350	GOD TV¹	365	Nickelodeon/Nick at Nite (West)	300	The Word Network	373
C-SPAN2	351	Hallmark Channel <b>HD</b>	312	NRB	378	World Harvest Television (WHT)	367
CTN	376	Hallmark Movies & Mysteries (HD only)¹ <b>HD</b>	565	OAN <b>HD</b>	347		
Daystar	369	HGTV <b>HD</b>	229	Ovation <b>HD</b>	274		
Discovery <b>HD</b>	278	Hillsong Channel	371	Paramount Network <b>HD</b>	241		
Disney Channel (East) <b>HD</b>	290	HISTORY <b>HD</b>	269	Pursuit Channel <b>HD</b>	604		
Disney Channel (West)	291	HITN TV²	461	QVC <b>HD</b>	317		
Disney Junior <b>HD</b>	289	HLN <b>HD</b>	204	QVC2	315		

**Plus, Big Ten Network a la carte at no additional cost with ENTERTAINMENT Package.**

**HD:** To access DIRECTV HD programming, HD Access fee and HD equipment required.

¹ This channel requires HD equipment and Advanced Receiver-HD. Please call 1-800-531-5000 for more information. ² This channel requires a DIRECTV Multi-Satellite System. Please call 1-800-531-5000 for more information.

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# DIRECTV Hospitality & Institutions Packages CHANNEL LINEUPS

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## XTRA BASE PACKAGE

A&E <b>HD</b> .....	265	Disney XD <b>HD</b> .....	292	Investigation Discovery <b>HD</b> .....	285	RFD-TV <b>HD</b> .....	345
AccuWeather <b>HD</b> .....	361	DIY Network <b>HD</b> .....	230	ION Television (East) <b>HD</b> .....	305	Russia Today.....	321
AMC <b>HD</b> .....	254	E! <b>HD</b> .....	236	ION Television (West).....	306	Science <b>HD</b> .....	284
American Heroes Channel <b>HD</b> .....	287	Enlace <sup>2</sup> .....	448	JBS <sup>1</sup> .....	388	SEC Network <b>HD</b> .....	611
Animal Planet <b>HD</b> .....	282	ESNE <sup>1</sup> .....	456	Jewelry Television.....	313	Shop LC.....	326
Aqui <sup>2</sup> .....	401	ESPN <b>HD</b> .....	206	Jewish Life Television <sup>1</sup> .....	366	SonLife Broadcasting Network.....	344
ASPiRE (HD only) <b>HD</b> .....	381	ESPN2 <b>HD</b> .....	209	Justice Central (HD only) <b>HD</b> .....	383	Spectrum SportsNet <sup>3</sup> <b>HD</b> .....	691
AUDIENCE <sup>®</sup> <b>HD</b> .....	239	ESPNEWS <b>HD</b> .....	207	Lifetime <b>HD</b> .....	252	Sportsman Channel.....	605
AWE <b>HD</b> .....	387	ESPNU <b>HD</b> .....	208	Link TV.....	375	SundanceTV <b>HD</b> .....	557
AXS TV (HD only) <b>HD</b> .....	340	EVINE.....	316	LMN <b>HD</b> .....	253	Syfy <b>HD</b> .....	244
BabyFirst TV <sup>1</sup> .....	293	EWTN.....	370	Logo.....	272	TBS <b>HD</b> .....	247
BBC America <b>HD</b> .....	264	FM <b>HD</b> .....	386	MAVTV <b>HD</b> .....	214	TCM <b>HD</b> .....	256
BBC World News <b>HD</b> .....	346	Food Network <b>HD</b> .....	231	MLB Network <b>HD</b> .....	213	TCT Network.....	377
BET <b>HD</b> .....	329	FOX Business Network <b>HD</b> .....	359	MotorTrend (HD only) <sup>1</sup> <b>HD</b> .....	281	TeenNick.....	303
BET Her.....	330	FOX News Channel <b>HD</b> .....	360	MSNBC <b>HD</b> .....	356	Tennis Channel <b>HD</b> .....	217
Bloomberg TV <b>HD</b> .....	353	FOX Sports 1 <b>HD</b> .....	219	MTV <b>HD</b> .....	331	TLC <b>HD</b> .....	280
Bravo <b>HD</b> .....	237	FOX Sports 2 <b>HD</b> .....	618	MTV2 <b>HD</b> .....	332	TNT <b>HD</b> .....	245
BTN <b>HD</b> .....	610	Free Speech TV <sup>1</sup> .....	348	MTV Classic.....	336	Travel Channel <b>HD</b> .....	277
BYUtv.....	374	Freeform <b>HD</b> .....	311	NASA TV <sup>1</sup> .....	352	Trinity Broadcasting Network (TBN).....	372
CANAL ONCE <sup>2</sup> .....	447	Fuse <b>HD</b> .....	339	Nat Geo WILD <b>HD</b> .....	283	truTV <b>HD</b> .....	246
Cartoon Network (East) <b>HD</b> .....	296	Fusion (HD only) <sup>1</sup> <b>HD</b> .....	342	National Geographic <b>HD</b> .....	276	TV Land <b>HD</b> .....	304
Cartoon Network (West).....	297	FX <b>HD</b> .....	248	NBA TV <b>HD</b> .....	216	TV One <b>HD</b> .....	328
CBS Sports Network <b>HD</b> .....	221	FX Movie Channel <b>HD</b> .....	258	NBC Sports Network <b>HD</b> .....	220	TVG.....	602
Celebrity Shopping Network.....	95/223	FXX <b>HD</b> .....	259	Newsmax.....	349	UniMás <sup>2</sup> <b>HD</b> .....	408
CMT <b>HD</b> .....	327	fyi <b>HD</b> .....	266	NFL Network <b>HD</b> .....	212	Universal Kids <b>HD</b> .....	295
CNBC <b>HD</b> .....	355	Galavisión <b>HD</b> .....	404	NHL Network <b>HD</b> .....	215	UNIVERSO <sup>3</sup> <b>HD</b> .....	410
CNBC World.....	357	GEB America <sup>1</sup> .....	363	Nick Jr. <b>HD</b> .....	301	Univision (East) <b>HD</b> .....	402
CNN <b>HD</b> .....	202	GEM Shopping Network.....	228	Nickelodeon/Nick at Nite (East) <b>HD</b> .....	299	UP.....	338
Comedy Central <b>HD</b> .....	249	GOD TV <sup>1</sup> .....	365	Nickelodeon/Nick at Nite (West).....	300	Uplift <sup>1</sup> .....	379
Comedy TV (HD only) <sup>1</sup> <b>HD</b> .....	382	Golf Channel <b>HD</b> .....	218	Nicktoons.....	302	USA Network <b>HD</b> .....	242
Cooking Channel <b>HD</b> .....	232	Great American Country (GAC) <b>HD</b> .....	326	NRB.....	378	VH1 <b>HD</b> .....	335
C-SPAN.....	350	GSN <b>HD</b> .....	233	OAN <b>HD</b> .....	347	Viceland <b>HD</b> .....	271
C-SPAN2.....	351	Hallmark Channel <b>HD</b> .....	312	Olympic Channel <b>HD</b> .....	624	WE tv <b>HD</b> .....	260
CTN.....	376	HGTV <b>HD</b> .....	229	OWN (Oprah Winfrey Network) <b>HD</b> .....	279	The Weather Channel <b>HD</b> .....	362
Daystar.....	369	Hillsong Channel.....	371	Ovation <b>HD</b> .....	274	WGN America <b>HD</b> .....	307
Destination America <b>HD</b> .....	286	HISTORY <b>HD</b> .....	269	Oxygen <b>HD</b> .....	251	The Word Network.....	373
DIRECTV HD SPORTSMIX <sup>®</sup> (HD only) <sup>1</sup> <b>HD</b> .....	205/600	HITN TV <sup>®</sup> .....	449	Paramount Network <b>HD</b> .....	241	World Harvest Television (WHT).....	367
Discovery <b>HD</b> .....	278	HLN <b>HD</b> .....	204	POP <b>HD</b> .....	273		
Discovery Family Channel <b>HD</b> .....	294	Hope Channel <sup>1</sup> .....	368	Pursuit Channel <b>HD</b> .....	604		
Discovery Life.....	261	HSN <b>HD</b> .....	240	QVC <b>HD</b> .....	317		
Disney Channel (East) <b>HD</b> .....	290	IFC <b>HD</b> .....	333	QVC2.....	315		
Disney Channel (West).....	291	IMPACT <sup>1</sup> .....	380	ReelzChannel <b>HD</b> .....	238		
Disney Junior <b>HD</b> .....	289	INSP <b>HD</b> .....	364	Revolt (HD only) <sup>1</sup> <b>HD</b> .....	384		

**PLUS In-Market Regional Sports Networks HD, where available**

## ENTERTAINMENT BRIDGE PACK

CNBC World.....	357	ION Television (West).....	306	POP <b>HD</b> .....	273	The Weather Channel <b>HD</b> .....	362
GSN <b>HD</b> .....	233	LMN <b>HD</b> .....	253	Travel Channel <b>HD</b> .....	277		
ION Television (East) <b>HD</b> .....	305	Newsmax.....	349	UP.....	338		

## FAMILY EXTRA PACK

A&E <b>HD</b> .....	265	CNN <b>HD</b> .....	202	Hallmark Movies & Mysteries (HD only) <sup>1</sup> <b>HD</b> .....	565	TLC <b>HD</b> .....	280
AMC <b>HD</b> .....	254	Comedy Central <b>HD</b> .....	249	HISTORY <b>HD</b> .....	269	TNT <b>HD</b> .....	245
American Heroes Channel <b>HD</b> .....	287	Destination America <b>HD</b> .....	286	Lifetime <b>HD</b> .....	252	Travel Channel <b>HD</b> .....	277
Animal Planet <b>HD</b> .....	282	Discovery <b>HD</b> .....	278	LMN <b>HD</b> .....	253	TV Land <b>HD</b> .....	304
Bravo <b>HD</b> .....	237	FOX News Channel <b>HD</b> .....	360	MTV <b>HD</b> .....	331	USA Network <b>HD</b> .....	242
Cartoon Network (East) <b>HD</b> .....	296	Freeform <b>HD</b> .....	311	Oxygen <b>HD</b> .....	251	Viceland <b>HD</b> .....	271
Cartoon Network (West).....	297	fyi <b>HD</b> .....	266	Syfy <b>HD</b> .....	244	WE tv <b>HD</b> .....	260
CNBC <b>HD</b> .....	355	GSN <b>HD</b> .....	233	TBS <b>HD</b> .....	247		

**HD:** To access DIRECTV HD programming, HD Access fee and HD equipment required.

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## PREMIER SPORTS PACK

MLB Network <b>HD</b> .....	213	NBC Sports Network <b>HD</b> .....	220	NHL Network <b>HD</b> .....	215	Sportsman Channel.....	605
NBA TV <b>HD</b> .....	216	NFL Network <b>HD</b> .....	212	Outdoor Channel <b>HD</b> .....	606	TVG.....	602

## SPORTS PACKAGE

CBS Sports Network <b>HD</b> .....	221	Golf Channel <b>HD</b> .....	218	NBC Sports Network <b>HD</b> .....	220	NFL Network <b>HD</b> .....	212
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## HD BUSINESS PACKAGE

Crime & Investigation <sup>1</sup> <b>HD</b> .....	571	HDNet Movies <sup>1</sup> <b>HD</b> .....	566	MTV Live HD <sup>1</sup> <b>HD</b> .....	572	Smithsonian Channel <b>HD</b> .....	570
Hallmark Drama <b>HD</b> .....	564	MGM HD <sup>1</sup> <b>HD</b> .....	567	ShortsTV HD <sup>1</sup> <b>HD</b> .....	573	Sony Movie Channel <sup>1</sup> <b>HD</b> .....	538
Hallmark Movies & Mysteries (HD only) <sup>1</sup> <b>HD</b> .....	565						

## FAMILY FAVORITES PACKAGE

AMC <b>HD</b> .....	254	Destination America <b>HD</b> .....	286	Discovery Life.....	261	MotorTrend (HD only) <sup>1</sup> <b>HD</b> .....	281
American Heroes Channel <b>HD</b> .....	287	Discovery <b>HD</b> .....	278	Freeform <b>HD</b> .....	311	OWN (Oprah Winfrey Network) <b>HD</b> .....	279
Animal Planet <b>HD</b> .....	282	Discovery Family Channel <b>HD</b> .....	294	Investigation Discovery <b>HD</b> .....	285	TLC <b>HD</b> .....	280

## GREAT ENTERTAINMENT PACKAGE

Comedy Central <b>HD</b> .....	249	MTV <b>HD</b> .....	331	Nickelodeon/Nick at Nite (East) <b>HD</b> .....	299	VH1 <b>HD</b> .....	335
Lifetime <b>HD</b> .....	252	MTV2 <b>HD</b> .....	332	Nickelodeon/Nick at Nite (West).....	300		

## FACTS & FANTASY PACKAGE

E! <b>HD</b> .....	236	Syfy <b>HD</b> .....	244	truTV <b>HD</b> .....	246
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## BUSINESS NETWORKS PACKAGE

Bloomberg TV <b>HD</b> .....	353	FOX Business Network <b>HD</b> .....	359	FOX News Channel <b>HD</b> .....	360	MSNBC <b>HD</b> .....	356
CNBC <b>HD</b> .....	355						

## ADVENTURE PACKAGE

Cooking Channel <b>HD</b> .....	232	Nat Geo WILD <b>HD</b> .....	283	National Geographic <b>HD</b> .....	276	Outdoor Channel <b>HD</b> .....	606
DIY Network <b>HD</b> .....	230						

## MUSIC EXTRA PACKAGE

CMT <b>HD</b> .....	327	Fuse <b>HD</b> .....	339	Great American Country (GAC) <b>HD</b> .....	326	Paramount Network <b>HD</b> .....	241
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## EDUCATION PACKAGE

fyi, <b>HD</b> .....	266	HISTORY <b>HD</b> .....	269	Science <b>HD</b> .....	284	Viceland <b>HD</b> .....	271
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**HD:** To access DIRECTV HD programming, HD Access fee and HD equipment required.

# DIRECTV Hospitality & Institutions Packages CHANNEL LINEUPS

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## PREMIUM CHANNELS

### CINEMAX® AND HBO® PACKAGE

Cinemax HD	523	HBO Latino <sup>2</sup> HD	511
Cinemax East HD	515	HBO Signature East HD	503
Cinemax West HD	516	HBO Zone (HD only) <sup>1</sup> HD	509
5StarMAX (HD only) <sup>1</sup> HD	520	<b>HBO® PACKAGE</b>	
ActionMAX (HD only) <sup>1</sup> HD	519	HBO East HD	501
MoreMAX HD	517	HBO West HD	504
MovieMAX (HD only) <sup>1</sup> HD	521	HBO2 East HD	502
ThrillerMAX (HD only) <sup>1</sup> HD	522	HBO2 West HD	505
SundanceTV HD	557	HBO Comedy (HD only) <sup>1</sup> HD	506
HBO East HD	501	HBO Family East HD	507
HBO West HD	504	HBO Family West	508
HBO2 East HD	502	HBO Latino HD	511
HBO2 West HD	505	HBO Signature East HD	503
HBO Comedy (HD only) <sup>1</sup> HD	506	HBO Zone (HD only) <sup>1</sup> HD	509
HBO Family East HD	507	SundanceTV HD	557
HBO Family West	508	<b>MULTI-SHOWTIME® PACKAGE</b>	
		FLIX	556

THE MOVIE CHANNEL™ EAST HD	553	STARZ Cinema (HD only) HD	531
THE MOVIE CHANNEL™ WEST	554	STARZ East HD	525
SHOWTIME® East HD	545	STARZ West HD	526
SHOWTIME® West HD	546	STARZ Comedy (HD only) <sup>1</sup> HD	528
SHOWTIME 2® HD	547	STARZ Edge <sup>1</sup> HD	529
SHOWTIME Extreme® HD	549	STARZ In Black <sup>1</sup> HD	530
SHOWTIME® Showcase HD	548	STARZ Kids & Family (HD only) <sup>1</sup> HD	527
SundanceTV HD	557	SundanceTV HD	557
<b>STARZ® ENCORE SUPER PACK PACKAGE</b>		<b>STARZ ENCORE® PACKAGE OPTIONS</b>	
STARZ ENCORE HD	535	STARZ ENCORE + 6 Themes	
STARZ ENCORE West	536	STARZ ENCORE + 3 Themes	
STARZ ENCORE Action HD	541	STARZ ENCORE + 1 Theme	
STARZ ENCORE Black	540	STARZ ENCORE	
STARZ ENCORE Classic	537		
STARZ ENCORE Family	542		
STARZ ENCORE Suspense	539		
STARZ ENCORE Westerns	538		

## EN ESPAÑOL PACKAGE

Antena 3	458	De Película	451	IVC Net	427	TVE	460
ATRES SERIES	420	De Película Clásico	452	MegaTV HD	405	TyC Sports	469
Azteca	441	Discovery En Español	413	Multimedios	412	UniMás (Oeste) HD	408
BabyTV	425	Discovery Familia	436	Nat Geo Mundo	435	UNIVERSO HD	410
Bandamax	433	Ecuador TV	457	NTN24	418	Univision (Este) HD	402
Canal 22 Mexico Internacional	446	Ecuavisa Internacional	438	Nuestra Tele	416	Univision (Oeste)	403
CANAL ONCE	447	Enlace	448	Pasiones	444	Univision Deportes Network HD	464
Caracol TV	417	ESPN Deportes HD	466	Perú Mágico	431	Univision tnovelas	454
Centroamérica TV	428	Estrella TV	442	SUR Perú	439	Venevision	409
Cine Estelar	422	FOROtv	453	TeleCentro	429	VideoRola	415
Cine Mexicano	462	FOX Life	421	Telefe	411	ViendoMovies	450
Cine Nostalgia	424	GolTV	468	Telemundo (Este)	406	WAPA América	414
Cine Sony	449	History en Español	443	Telemundo (Oeste)	407	ZooMoo	432
Cinelatino	423	HITN	461	Tr3s	445		
CNN En Español	419	Infomercial Channel Oferta TV	455	TV Chile	437		

## AMÉRICAS PLUS™

Antena 3	458	Discovery En Español	413	Nuestra Tele	416	TVE	460
Caracol TV	417	Discovery Familia	436	Perú Mágico	431	TV Chile	437
Cine Estelar	422	Ecuador TV	457	SUR Perú	439	UniMás (Oeste) HD	408
Cine Nostalgia	424	Ecuavisa Internacional	438	TeleCentro	429	UNIVERSO HD	410
Cinelatino	423	¡HOLA! TV	430	Telefe	411	Venevision	409
De Película	451	IVC Net	427	Telemundo (Este)	406	ViendoMovies	450
De Película Clásico	452	MegaTV HD	405	Telemundo (Oeste)	407	WAPA América	414

## DIRECTV® DEPORTES

ESPN Deportes HD	466	GolTV	468	TyC Sports	469	Univision Deportes Network HD	464
FOX Deportes HD	465						

## MÉXICO PLUS™

Azteca	441	De Película	451	GolTV	468	TyC Sports	469
BabyTV	425	De Película Clásico	452	MegaTV HD	405	UniMás (Oeste) HD	408
Bandamax	433	Discovery En Español	413	Multimedios	412	UNIVERSO HD	410
Canal 22 Mexico Internacional	446	Discovery Familia	436	TeleCentro	429	Univision Deportes Network HD	464
Cine Estelar	422	ESPN Deportes HD	466	Telemundo (Este)	406	VideoRola	415
Cine Mexicano	462	Estrella TV	442	Telemundo (Oeste)	407	ViendoMovies	450
Cine Nostalgia	424	FOX Deportes HD	465	Tr3s	445		

**HD:** To access DIRECTV HD programming, HD Access fee and HD equipment required.

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## STANDALONE AND BUNDLED SERVICES

BBC America <b>HD</b> .....	264	NHL Network <b>HD</b> .....	215	A&E <b>HD</b> .....	265	FX <b>HD</b> .....	248
BTN <b>HD</b> .....	610	NBA TV <b>HD</b> .....	216	HISTORY <b>HD</b> .....	269	FXX <b>HD</b> .....	259
CBS Sports Network <b>HD</b> .....	221	NBC Sports Network <b>HD</b> .....	220	OWN (Oprah Winfrey Network) <b>HD</b> .....	279	Food Network <b>HD</b> .....	231
ESPN Deportes <b>HD</b> .....	466	NFL Network <b>HD</b> .....	212	BET <b>HD</b> .....	329	HGTV <b>HD</b> .....	229
FOX Soccer Plus (Games only) <b>HD</b> .....	621	Oxygen <b>HD</b> .....	251	GSN <b>HD</b> .....	233	Travel Channel <b>HD</b> .....	277
FOX Sports 1 <b>HD</b> .....	219	SEC Network <b>HD</b> .....	611	Bravo <b>HD</b> .....	237	TeenNick .....	303
FOX Sports 2 <b>HD</b> .....	618	SundanceTV <b>HD</b> .....	557	IFC <b>HD</b> .....	559	Nicktoons .....	302
FX Movie Channel <b>HD</b> .....	258	TCM <b>HD</b> .....	256	WE tv <b>HD</b> .....	260	Nick Jr. <b>HD</b> .....	301
Golf Channel <b>HD</b> .....	218	Tennis Channel <b>HD</b> .....	217	C-SPAN .....	350	Universal Kids <b>HD</b> .....	295
GolTV .....	468	TVG .....	602	C-SPAN2 .....	351	TV Land <b>HD</b> .....	304
Logo .....	272	WGN America <b>HD</b> .....	307	Disney Channel (East) <b>HD</b> .....	290	Hallmark Channel <b>HD</b> .....	312
Longhorn Network <b>HD</b> .....	677			Disney Channel (West) .....	291	LMN <b>HD</b> .....	253
MLB Network <b>HD</b> .....	213			Disney XD <b>HD</b> .....	292		

## REGIONAL SPORTS NETWORKS

Altitude Sports <b>HD</b> .....	681	Fox Sports Southeast <b>HD</b> .....	649	NBC Sports California <b>HD</b> .....	698	SportsTime Ohio <b>HD</b> .....	662
AT&T SportsNet Southwest <b>HD</b> .....	674	MSG <b>HD</b> .....	634	NBC Sports Chicago <b>HD</b> .....	665	Spectrum SportsNet <b>HD</b> .....	691
CBS Sports Network <b>HD</b> .....	221	MSG+ <b>HD</b> .....	635	SportsNet New York <b>HD</b> .....	639	YES Network <sup>3</sup> <b>HD</b> .....	631

PLUS In-Market Regional Sports Networks, where available.

## INTERNATIONAL PROGRAMMING

AMÉRICAS PLUS™ .....	405-411, 413-417, 422-424, 427, 429-431, 436-439, 450-452, 457, 458, 460	FilipinoDirect™ .....	2060, 2067, 2069-2071	MÉXICO PLUS™ .....	405-408, 410, 412-415, 422, 424, 425, 429, 433, 436, 441, 442, 445, 446, 450-452, 462	VietDirect™ Plus .....	2030-2039
ChineseDirect™ .....	2101-2105, 2108, 2109, 2112, 2113, 2115, 2116, 2119, 2183	FrenchDirect™ .....	2010-2012	RTR-Planeta .....	2141		
DIRECTV® DEPORTES .....	464-466, 468-469	Galavisión and Univision (East) .....	404 and 402	RussianDirect™ .....	2140, 2142-2145	<b>BONUS CHANNELS included w/ all international packages:</b>	
EN ESPAÑOL Package .....	402, 403, 405-425, 427-433, 435-455, 457, 458, 460-462, 464, 466, 468, 469	ItalianDirect™ .....	2021-2024	RussianDirect™ II .....	2140-2148	CGTN <sup>2</sup> .....	2119
		KoreanDirect™ .....	2080-2090, 2092, 2093	TFCDirect™ .....	2060, 2062-2067, 2070	Arirang TV <sup>1</sup> .....	2095
		MandarinDirect™ III .....	2050-2052, 2054-2057	TV Japan™ .....	2040		

Some channels may require a DIRECTV Multi-Satellite System.

**HD:** To access DIRECTV HD programming, HD Access fee and HD equipment required.

<sup>1</sup> This channel requires HD equipment and Advanced Receiver-HD. Please call 1-800-531-5000 for more information. <sup>2</sup> This channel requires a DIRECTV Multi-Satellite System. Please call 1-800-531-5000 for more information. <sup>3</sup> YES Network available as a local Regional Sports Network package in CT, NY and in parts of NJ and PA as determined by ZIP code. Portions of YES Network programming available in SPORTS PACK premium package in the remainder of DIRECTV service areas. ©2019 AT&T Intellectual Property. All Rights Reserved. AT&T, Globe logo, DIRECTV, and all other DIRECTV marks included herein are trademarks of AT&T Intellectual Property and/or AT&T affiliated companies. All other marks are the property of their respective owners.



# DIRECTV Hospitality & Institutions Packages CHANNEL LINEUPS

EFFECTIVE 12.14.18

PROGRAMMING SUBJECT TO CHANGE

## MUSIC CHOICE®

'60s Movement	803	Contemporary Instrumentals	820	Latin Jazz	879	Reggae	863
'70s	804	Country Hits	809	Light Classical	866	Retro Workout	9570
'80s	805	Dance/EDM	859	Lounge	9563	Rock	841
'80s Rock	829	Easy Listening	9568	Love Songs	819	Rock Hits	837
'90s	806	Filipino	885	Mainstream Rap	847	Rock Latino	878
Adult Alternative	832	Folk	813	Malt Shop Favorites	802	Romances	870
All Christmas	858	Funk	844	Max	818	Singers & Swing	807
Alternative	834	Gospel	827	Metal	830	Smooth Jazz	851
Americana	810	Gospel Hallelujah	828	Mexicana	876	Soft Rock	849
Big Band	801	Hard Rock	835	Movie Scores	822	Sounds of the Seasons	9567
Bluegrass	812	Hip-Hop and R&B	825	Musica Urbana	875	Soundscapes	857
Blues	854	Hit List	816	Nature Sounds	9560	Symphony	864
Brazilian Pop	877	Honky Tonk	811	New Age	856	Taste of Italy	9569
Broadway	823	Indie	831	New Wave	839	Teen Beats	867
Classic Alternative	838	Irish Favorites	9565	Party Favorites	9564	Throwback Jamz	848
Classic Country	808	Italian Favorites	9573	Pop & Country	840	Today's Country	814
Classic Dance	845	Jazz	9572	Pop Hits	821	Toddler Tunes	869
Classic Rock	833	Jazz Vocal Hits	850	Pop Latino	871	Tropicales	874
Classical Masterpieces	9574	Jazz Vocal Standards	9562	R&B Classics	842	Vietnamese	886
Coffee Shop Cuts	836	K-Pop	9566	R&B Soul	843	Workout	9571
Contemporary Christian	826	Kidz Only!	868	Rap	846	Y2K	817



# COMMERCIAL Special Offers and Promotions





# There's Never Been a Better Time to Get DIRECTV for Your Business

Get the most TV for your money.



## THE DAILY SHOW<sup>®</sup> WITH TREVOR NOAH

The Daily Show  
with Trevor Noah on COMEDY CENTRAL



### 4K HDR

Get the Best Live 4K HDR Entertainment Experience Available.

- DIRECTV brings you the most live sports in 4K HDR
- The industry's best picture format
- 4X the resolution of HD, richer colors, and lifelike clarity

Limited 4K HDR programming available. To watch in 4K HDR, 4K HDR-compatible equipment, subscription to either COMMERCIAL XTRA PACK, COMMERCIAL CHOICE PLUS, COMERCIAL MÁS ULTRA PACK or BUSINESS XTRA PACK, 4K account authorization and professional installation required. If 4K TV does not support HDR, content will be viewable in standard 4K. Other conditions apply.

All packages include **HD Access.**



Anderson Cooper on  
AC360° on **CNN HD**  
HIGH DEFINITION



### DIRECTV delivers you 99% signal reliability

Based on a Nationwide Study of representative cities.



### Mix things up

Take advantage of interactive features  
and Mix Channels.†



### Cutting-edge High Definition technology

Up to 4 HD Receivers and standard  
professional installation included.

# Undisputed Leader in Sports

All live out-of-market games every Sunday in HD.<sup>1</sup>

Select int'l games excluded.



Get the biggest selection of **live NFL games**  
**available anywhere, only from DIRECTV.**

**Draw in more football fans** by showing every live out-of-market game. Now, customers can watch all of their favorite teams, no matter where they live.



## RED ZONE CHANNEL®

Never miss a scoring play inside the 20. Get all the final stats in HD. Ch. 703.

Only available in HD.



**EXCLUSIVE DIRECTV  
FANTASY ZONE® CHANNEL**

Get real-time stats and player scoring from around the league on one channel. Ch. 704. Only available in HD.

If you love sports, you've got to get DIRECTV.



**ESPN College Extra**

- Catch over 600 live events featuring matchups from top conferences, including college football, basketball, baseball and more!
- Includes ESPN Goal Line and ESPN Bases Loaded!

Actual number of games varies by market. Blackout rules and other conditions apply to all sports programming. Games telecast locally may be included in ESPN College Extra.



**Score midweek business with  
MLB EXTRA INNINGS**

- Up to 90 out-of-market MLB games a week<sup>2</sup>
- Up to 98% of these games available in HD each week<sup>1</sup>
- Game Mix – Watch up to eight games at the same time, live on your TV<sup>3</sup> Only available in HD.
- In-market games are shown on local channels or Regional Sports Networks (RSN)



## Courtside seats to the most live NBA action

- Up to 40 live out-of-market games a week<sup>2</sup> with 99% available in HD<sup>1</sup>
- FREE Promotional Kit – Everything your customers need to drive traffic, grow their business and brand themselves as an NBA headquarters



## Your customers get all the shots they can handle

- Up to 40 out-of-market games every week<sup>2</sup>
- FREE Promotional Kit – Everything your customers need to drive traffic, grow their business and brand themselves as an NHL headquarters

# Score More Business

The **PROFIT CALCULATOR** is a game changer!

This dynamic sales tool makes it easy to calculate and show customers how much revenue and profit they can make with NFL SUNDAY TICKET and other premium sports packages.

- Enter a few metrics about your customer's business into the calculator fields.
- Calculate and show your customer how much revenue and profit they can make.
- Create a convincing presentation on the investment value that no one can say no to.

Access the Profit Calculators from **myCSP** or the **MVP.com** website.





# Tools to Help Customers Take Control

## Drive your customer's business with exclusive marketing tools



The DIRECTV MVP Marketing Program offers turnkey solutions to build customer awareness. A variety of tools helps differentiate your customer's business by promoting the features and benefits of DIRECTV.

### directvmvp.com – Customized Advertising & Merchandise Site

Brand your customer's business a DIRECTV Sports Headquarters!

- Customizable advertising and on-premise materials including banners, posters, coasters and more.
- Bar and restaurant customers receive 200 credits at activation and can accrue extra credits by adding more sports packages.
- All premium sports packages range in credits from 150-200.

#### "My MVP" section dedicated to your customers!

- Update their Sports Bar Finder App profile.
- Track merchandise transactions.
- View available credits and active sports subscriptions.
- Add social media.
- Update the customizable calendar and manage sports-team preferences.



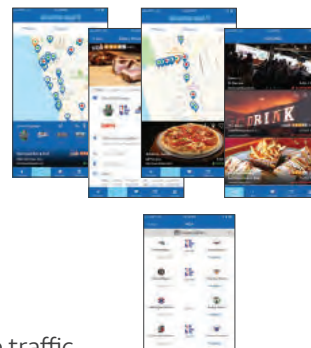
#### ■ On-Premise Sports Kits

Pack the house with FREE on-premise materials, including banners, posters and more, to draw in bigger crowds and more business. Kits are available for the following sports packages: NFL SUNDAY TICKET, NHL® CENTER ICE®, NBA League Pass, MLB EXTRA INNINGS® and ESPN College Extra.

#### ■ Sports Bar Finder App^

This convenient app, available for iPhone® and Android™, helps patrons find a sports bar that offers the game they are looking for! Sports bars can update their business profiles on **directvmvp.com**, providing patrons with the most up-to-date events, information and photos. Patrons can now see Yelp ratings, customer reviews and more.\*\*

\*\*Must subscribe to COMMERCIAL XTRA PACK, COMMERCIAL CHOICE PLUS or to at least one premium sports package to be listed on Sports Bar Finder App.



#### ■ Weekly Sports Schedules

Customers get access to the latest matchups and programming on DIRECTV so they can drive traffic with the most popular sporting events and shows. Available via email or on the **directvmvp.com** site.

## DIRECTV for BUSINESS™ Remote App—available for both iOS and Android!

For Public, Business and Private Viewing customers



### The DIRECTV for BUSINESS™ Remote App gives customers control of all their DIRECTV® Receivers!^^

- **Quickly identify** receivers with custom names.
- **See what's playing** on all your TVs from one screen.
- **Channel surf** using the DIRECTV programming guide.
- **View** all current and upcoming sports schedules.
- **Ability to group receivers** in order to change multiple TVs at once.
- **Requirements:**
  - ✓ Internet connectivity (Wireless Router and DIRECTV Ethernet to Coax Adapter).

**NO COST**

### Download the app from the Apple App Store or Google Play Store.

Register your DIRECTV business account on [directv.com/register](http://directv.com/register). In the "Enter your last name" field, enter your business name exactly as it appears on your DIRECTV account. The email address and password you provided will be used to activate your DIRECTV for BUSINESS™ Remote App.

# Business Types and Eligibility

## **PUBLIC VIEWING:** BARS, LOUNGES, RESTAURANTS, CASINOS, COFFEE SHOPS



### WHY DIRECTV?

#### **TURN CUSTOMERS INTO REGULARS**

DIRECTV encourages customers to come for the best in sports and stay for the food and dynamic environment.

### QUALIFICATIONS FOR ELIGIBILITY

- Television viewing accessible to the general public
- Main source of revenue from the sale of food and beverages for immediate consumption
- No admission fee

## **BUSINESS VIEWING:** AUTO SHOPS, HEALTH CLUBS, BANKS, SALONS, WAITING AREAS



### WHY DIRECTV?

#### **HELP REDUCE PERCEIVED WAIT TIMES**

DIRECTV helps keep current customers entertained and attract new customers.

### QUALIFICATIONS FOR ELIGIBILITY

- Television viewing accessible to the general public
- Main source of revenue from the sale of goods, services and experiences

## **PRIVATE VIEWING:** PRIVATE OFFICES, CONFERENCE ROOMS, EMPLOYEE BREAK ROOMS



### WHY DIRECTV?

#### **KEEP EMPLOYEES CONNECTED**

Improve customer and employee satisfaction.

DIRECTV offers a level of comfort while working and a way to relax during breaks.

### QUALIFICATIONS FOR ELIGIBILITY

- Television viewing accessible only to employees

# Public Viewing Packages

Small Bar/Restaurant (EVO 1–100)

	BUSINESS SELECT™ PACK Over 90 Channels	COMMERCIAL ENTERTAINMENT PACK Over 100 Channels	BEST VALUE! COMMERCIAL XTRA™ PACK Over 185 Channels
RETAIL PRICE  (Customer rolls to the then-current retail rate after the expiration of promotional credits)	\$66 <sup>99</sup> MO. + TAX	\$108 <sup>99</sup> MO. + TAX  For EVO (Estimated Viewing Occupancy) 1-100	\$162 <sup>49</sup> MO. + TAX  For EVO (Estimated Viewing Occupancy) 1-100
24-MONTH OFFER	–\$20.00/mo.: For 24 mos. –\$10.00/mo.: For 24 mos. w/ Auto Bill Pay.	–\$33.00/mo.: For 24 mos. –\$10.00/mo.: For 24 mos. w/ Auto Bill Pay.	–\$62.50/mo.: For 24 mos. –\$10.00/mo.: For 24 mos. w/ Auto Bill Pay.
	\$36 <sup>99</sup> MO. Plus taxes.  For 24 mos. w/ 24-mo. agmt after Auto Bill Pay discount*  OR	\$65 <sup>99</sup> MO. Plus taxes.  For 24 mos. w/ 24-mo. agmt after Auto Bill Pay discount*  OR	\$89 <sup>99</sup> MO. Plus taxes.  For 24 mos. w/ 24-mo. agmt after Auto Bill Pay discount*  OR
12-MONTH PROMOTIONAL OFFER	–\$27.00/mo.: For 12 mos. –\$10.00/mo.: For 24 mos. w/ Auto Bill Pay.  \$29 <sup>99</sup> MO.  Plus taxes. For 12 mos. w/ 24-mo. agmt after Auto Bill Pay discount.*	–\$26.00/mo.: For 12 mos. –\$10.00/mo.: For 24 mos. w/ Auto Bill Pay.  \$72 <sup>99</sup> MO.  Plus taxes. For 12 mos. w/ 24-mo. agmt after Auto Bill Pay discount.*	–\$64.50/mo.: For 12 mos. –\$10.00/mo.: For 24 mos. w/ Auto Bill Pay.  \$87 <sup>99</sup> MO.  Plus taxes. For 12 mos. w/ 24-mo. agmt after Auto Bill Pay discount.*
REGIONAL SPORTS NETWORK FEES	N/A		Regional Sports Network (RSN) fee may apply. Up to \$24.99/mo. in a Collegiate-in-Market region where either Big Ten, Longhorn or SEC Network is included.
RECEIVER FEE	\$15/MO. FOR EACH RECEIVER		
HARDWARE	UP TO 4 HD RECEIVERS INCLUDED Cost for each additional receiver: HD \$99		
STANDARD INSTALLATION	STANDARD PROFESSIONAL INSTALLATION INCLUDED Applicable use tax adjustment may apply on retail value of installation.		
PREMIUM SERVICE	FIRST 3 MONTHS ON US:  MUSIC CHOICE SAVE OVER \$110 After 3 mos., service automatically continues at then-prevailing rate (currently \$37.99/mo.) unless changed/canceled.		
ALL PRICES INCLUDE LOCAL CHANNELS, WHERE AVAILABLE			

## NO-CONTRACT OPTION

Receiver and Regional Sports fees may apply.

▪ **Retail Pricing Only**

▪ **Up to 2 HD Receivers Included**

(1 HD Receiver for Music Choice only)


▪ **Standard Installation fee of \$199**

**\*ALL DIRECTV OFFERS REQUIRE 24-MO. TV AGREEMENT. EARLY CANCELLATION FEE OF \$20/MO. FOR EACH MONTH REMAINING ON AGMT, ADD'L FEES APPLY. Price is after a \$10/mo. Auto Bill Pay discount for 24 mos.** New approved commercial customers only. Credit card req'd (except MA & PA). Pricing based on Estimated Viewing Occupancy (EVO) for select packages. Regional Sports Network (RSN) fee applies in certain markets.



# Public Viewing Packages

Large Bar/Restaurant (EVO over 100)

	BUSINESS SELECT™ PACK Over 90 Channels	COMMERCIAL CHOICE® Over 125 Channels	COMMERCIAL CHOICE® PLUS Over 130 Channels
RETAIL PRICE  (Customer rolls to the then-current retail rate after the expiration of promotional credits)	\$66 <sup>99</sup> MO. + TAX	\$82 <sup>99</sup> MO. + TAX For EVO (Estimated Viewing Occupancy) 1-50	N/A
		\$95 <sup>99</sup> MO. + TAX For EVO 51-100	N/A
		\$113 <sup>99</sup> MO. + TAX For EVO 101-150	\$344 <sup>99</sup> MO. + TAX For EVO (Estimated Viewing Occupancy) 101-150
		\$137 <sup>99</sup> MO. + TAX For EVO 151-200	\$421 <sup>99</sup> MO. + TAX For EVO 151-200
		\$160 <sup>99</sup> MO. + TAX For EVO 201-500	\$491 <sup>99</sup> MO. + TAX For EVO 201-500
		\$188 <sup>99</sup> MO. + TAX For EVO 501-1,000	\$538 <sup>99</sup> MO. + TAX For EVO 501-1,000
		\$230 <sup>99</sup> MO. + TAX For EVO 1,001-2,000	\$573 <sup>99</sup> MO. + TAX For EVO 1,001-2,000
\$258 <sup>99</sup> MO. + TAX For EVO 2,001+	\$634 <sup>99</sup> MO. + TAX For EVO 2,001+		
24-MONTH OFFER	<div>–\$20.00/mo.: For 24 mos. –\$10.00/mo.: For 24 mos. w/ Auto Bill Pay.</div> <div>\$36<sup>99</sup> MO. Plus taxes.</div> <div>For 24 mos. w/ 24-mo. agmt after Auto Bill Pay discount*</div>	Only 12-month offer applies.	Only 12-month offer applies.
12-MONTH PROMOTIONAL OFFER	<div>–\$27.00/mo.: For 12 mos. –\$10.00/mo.: For 24 mos. w/ Auto Bill Pay.</div> <div>\$29<sup>99</sup> MO.</div> <div>Plus taxes. For 12 mos. w/ 24-mo. agmt after Auto Bill Pay discount.*</div>	<div>–\$14.00/mo.: For 12 mos. –\$10.00/mo.: For 24 mos. w/ Auto Bill Pay.</div> <div>Starting at \$58<sup>99</sup> MO.</div> <div>Plus taxes. For 12 mos. w/ 24-mo. agmt after Auto Bill Pay discount.*</div>	<div>–\$80.00/mo.: For 12 mos. –\$10.00/mo.: For 24 mos. w/ Auto Bill Pay.</div> <div>Starting at \$254<sup>99</sup> MO.</div> <div>Plus taxes. For 12 mos. w/ 24-mo. agmt after Auto Bill Pay discount.*</div>
REGIONAL SPORTS NETWORK FEES	N/A		Regional Sports Network (RSN) fee may apply. Up to \$24.99/mo. in a Collegiate-in-Market region where either Big Ten, Longhorn or SEC Network is included.
RECEIVER FEES	\$15/MO. FOR EACH RECEIVER	\$30/MO. FLAT RATE FOR RECEIVERS	\$90/MO. FLAT RATE FOR RECEIVERS
HARDWARE	UP TO 4 HD RECEIVERS INCLUDED Cost for each additional receiver: HD \$99		
STANDARD INSTALLATION	STANDARD PROFESSIONAL INSTALLATION INCLUDED Applicable use tax adjustment may apply on retail value of installation.		
PREMIUM SERVICE	FIRST 3 MONTHS ON US:  MUSIC CHOICE <b>SAVE OVER \$110</b> After 3 mos., service automatically continues at then-prevailing rate (currently \$37.99/mo.) unless changed/canceled.		
	ALL PRICES INCLUDE LOCAL CHANNELS, WHERE AVAILABLE		

## NO-CONTRACT OPTION

Receiver and Regional Sports fees may apply.

## Retail Pricing Only

## Up to 2 HD Receivers Included

(1 HD Receiver for Music Choice only)

## Standard Installation

fee of \$199

**\*ALL DIRECTV OFFERS REQUIRE 24-MO. TV AGREEMENT. EARLY CANCELLATION FEE OF \$20/MO. FOR EACH MONTH REMAINING ON AGMT, ADD'L FEES APPLY. Price is after a \$10/mo. Auto Bill Pay discount for 24 mos.** New approved commercial customers only. Credit card req'd (except MA & PA). Pricing based on Estimated Viewing Occupancy (EVO) for select packages. Regional Sports Network (RSN) fee applies in certain markets.

# Public Viewing Channel Lineups

<b>BUSINESS SELECT™ PACK</b>			
A&E	HD 265	C-SPAN2	351
AccuWeather	HD 361	CTN	376
AMC	HD 254	Daystar	369
Animal Planet	HD 282	DIRECTV CINEMA® Screening Room	HD 125
Aquif	401	Discovery	HD 278
AUDIENCE®	HD 239	Disney Channel (East)	HD 290
AXS TV (HD only)	HD 340	Disney Channel (West)	291
BabyFirst TV®	293	Disney Junior	HD 289
BBC America	HD 264	Disney XD	HD 292
BET	HD 329	E!	HD 236
Bloomberg TV	HD 353	Enlace®	448
Bravo	HD 237	ESNE!	456
BYUtv	374	EVINE	73, 316
CANAL ONCE²	447	EWITN	370
Cartoon Network (East)	HD 296	FETV	323
Cartoon Network (West)	297	Food Network	HD 231
Celebrity Shopping Network	95, 223	FOX Business Network	HD 359
CMT	HD 327	FOX News Channel	HD 360
CNBC	HD 355	Free Speech TV¹	348
CNN	HD 202	Freeform	HD 311
Comedy Central	HD 249	FX	HD 248
C-SPAN	350	FXN	HD 259
Galavisión	HD 404	Galavision	363
GEM America¹	228	GEM Shopping Network	365
GOD TV¹	365	Hallmark Channel	HD 312
Hallmark Movies & Mysteries (HD only)¹	HD 565	Hallmark TV	HD 229
HGTV	371	Hillson Channel	HD 269
HISTORY	461	HITN TV¹	HD 204
HLN	HD 240	HSN	368
Hope Channel¹	380	IMPACT¹	HD 364
INSP	HD 285	Investigation Discovery	HD 305
ION Television (East)	306	ION Television (West)	388
JBS¹	72, 313	Jewelry Television	366
Jewish Life Television¹	HD 252	Lifetime	321
Link TV	375	MAVTV	HD 214
MotorTrend (HD only)¹	HD 281	MSNBC	HD 356
MTV	HD 331	MTV2	HD 332
NASA TV¹	352	National Geographic	HD 276
Newsmax	349	Nick Jr.	HD 301
Nickelodeon/Nick at Nite (East)	HD 299	Nickelodeon/Nick at Nite (West)	300
Nickelodeon/Nick at Nite (West)	378	NRB	HD 347
OAN	HD 274	Ovation	HD 241
Paramount Network	HD 604	Pursuit Channel (HD only)¹	HD 317
QVC	315	QVC2	HD 238
ReelzChannel	HD 345	RFD-TV	321
Russia Today TV	226	Shop LC	344
SonLife Broadcasting Network	HD 244	Syfy	HD 247
TBS	HD 256	TCM	377
TCT Network	303	TeenNick	HD 280
TLC	HD 245	TNT	372
Trinity Broadcasting Network (TBN)	HD 246	truTV	HD 304
TV Land	HD 402	Univision (East)	379
Univision	HD 242	USA Network	HD 335
VH1	HD 271	Viceland	HD 260
WE tv	373	The Word Network	367
World Harvest Television (WHT)	367	PLUS Local Channels HD where available.³	



# Public Viewing Channel Lineups

## COMMERCIAL CHOICE®

Includes most channels shown in BUSINESS SELECT, plus the channels shown in bold

A&E	HD 265	CNN	HD 202	Free Speech TV¹	348	Nickelodeon/Nick at Nite (West)	300	TeenNick	303
AccuWeather	HD 361	Comedy Central	HD 249	Freeform	HD 311	Nicktoons	302	TLC	HD 280
AMC	HD 254	Cooking Channel	HD 232	Fuse	HD 339	NRB	378	TNT	HD 245
American Heroes Channel	HD 287	C-SPAN	350	FX	HD 248	Outdoor Channel	HD 606	Travel Channel	HD 277
Animal Planet	HD 282	C-SPAN2	351	FX	HD 259	Ovation	HD 274	Trinity Broadcasting Network (TBN)	372
AUDIENCE²	HD 239	CTN	376	fyi	HD 266	OWN (Oprah Winfrey Network)	HD 279	truTV	HD 246
AXS TV (HD only)¹	HD 340	Daystar	369	Galavision	HD 404	Oxygen	HD 251	TV Land	HD 304
BabyFirst TV¹	293	Destination America	HD 286	GEB America¹	363	Paramount Network	HD 241	TV One	HD 328
BBC America	HD 264	Discovery	HD 278	GOD TV¹	365	POP	HD 273	TVG	602
BET	HD 329	Discovery Family Channel	HD 294	Great American Country (GAC)	HD 326	QVC	HD 317	Univision (East)	HD 402
Bloomberg TV	HD 353	Discovery Life	261	GSN	HD 233	QVC2	315	UP	338
Boomerang	298	DIY Network	HD 230	Hallmark Channel	HD 312	ReelzChannel	HD 238	Uplift¹	379
Bravo	HD 237	El	HD 236	HGTV	HD 229	RFD-TV	HD 345	USA Network	HD 242
BYUtv	374	Enlace²	448	Hillsong Channel	371	Russia Today TV	321	VH1	HD 335
CANAL ONCE²	447	ESNE¹	456	HISTORY	HD 269	Science	HD 284	Viceland	HD 271
Cartoon Network (East)	HD 296	EWTN	370	HITN TV¹	461	Shop LC	226	The Weather Channel	HD 362
Cartoon Network (West)	297	FETV	323	HLN	HD 204	SonLife Broadcasting Network	344	WGN America	HD 307
CBS Sports Network	HD 221	Food Network	HD 231	Hope Channel¹	368	Sportsman Channel	605	The Word Network	373
Celebrity Shopping Network	223	FOX Business Network	HD 359	HSN	HD 240	Syfy	HD 244	World Harvest Television (WHT)	367
CMT	HD 327	FOX News Channel	360	IMPACT¹	380	TBS	HD 247		
CNBC	HD 355	FOX Sports 1	HD 219	INSP	HD 364	TCM	HD 256		
CNBC World	357	FOX Sports 2	HD 618	Investigation Discovery	HD 285	TCT Network	377		

PLUS Local Channels HD where available.³

## COMMERCIAL CHOICE® PLUS

Includes all the channels from COMMERCIAL CHOICE® and the channels below

ESPN	HD 206	ESPN Classic	614	ESPN	HD 208	PLUS In-Market Regional Sports Networks	HD where available. PLUS Local Channels HD where available.³
ESPN2	HD 209	ESPNNEWS	HD 207				

## COMMERCIAL ENTERTAINMENT PACK

Includes most channels shown in BUSINESS SELECT, plus the channels shown in bold

A&E	HD 265	C-SPAN2	351	FOX News Channel	HD 360	IMPACT¹	380	Nick Jr.	HD 301	TLC	HD 280
AccuWeather	HD 361	CTN	376	FOX Sports 1	HD 219	INSP	HD 364	Nickelodeon/Nick at Nite (East)	HD 299	TNT	HD 245
AMC	HD 254	Daystar	369	Free Speech TV¹	348	Investigation Discovery	HD 285	Nickelodeon/Nick at Nite (West)	300	Travel Channel	HD 277
Animal Planet	HD 282	DIRECTV CINEMA® Screening Room	HD 125	Freeform	HD 311	ION Television (East)	HD 305	NRB	378	Trinity Broadcasting Network (TBN)	372
AUDIENCE²	HD 239	DIRECTV HD SPORTSMIX® (HD only)¹	HD 205, 600	FX	HD 248	ION Television (West)	306	Ovation	HD 274	truTV	HD 246
AXS TV (HD only)¹	HD 340	Discovery	HD 278	FX	HD 259	JBS¹	388	Paramount Network	HD 241	TV Land	HD 304
BabyFirst TV¹	293	Discovery Channel (East)	HD 290	Galavision	HD 404	Jewelry Television	72, 313	POP	HD 273	Univision (East)	HD 402
BBC America	HD 264	Discovery Channel (West)	291	GEB America¹	363	Jewish Life Television¹	366	Pursuit Channel (HD only)¹	HD 604	UP	338
BET	HD 329	Disney Junior	HD 289	GEM Shopping Network	228	Lifetime	HD 252	QVC	HD 317	Uplift¹	379
Bloomberg TV	HD 353	Disney XD	HD 292	GOD TV¹	365	Link TV	375	QVC2	315	USA Network	HD 242
Bravo	HD 237	ESPN	HD 206	GSN	HD 233	LMN	HD 253	ReelzChannel	HD 238	VH1	HD 335
BYUtv	374	ESPN2	HD 209	Hallmark Channel	HD 312	MAVTV	HD 214	RFD-TV	HD 345	Viceland	HD 271
Cartoon Network (East)	HD 296	EVINE	73, 316	Hallmark Movies & Mysteries (HD only)¹	HD 565	MotorTrend (HD only)¹	HD 281	Russia Today TV	321	WE tv	HD 260
Cartoon Network (West)	297	ESPNU	HD 208	HGTV	HD 229	MSNBC	HD 356	Shop LC	226	The Weather Channel	HD 362
CBS Sports Network	HD 221	ESPNU	HD 209	Hillsong Channel	371	MTV	HD 331	SonLife Broadcasting Network	344	The Word Network	373
CMT	HD 327	EVINE	73, 316	HISTORY	HD 269	MTV2	HD 332	Syfy	HD 244	World Harvest Television (WHT)	367
CNBC	HD 355	EVINE	73, 316	HITN TV¹	461	NASA TV¹	352	TBS	HD 247		
CNBC World	357	FETV	323	HLN	HD 204	National Geographic	HD 276	TCM	HD 256		
CNN	HD 202	Food Network	HD 231	Hope Channel¹	368	NBC Sports Network	HD 220	TCT Network	377		
Comedy Central	HD 249	FOX Business Network	HD 359	HSN	HD 240	Newsmax	349	TeenNick	303		

PLUS Local Channels HD where available.³

## COMMERCIAL XTRA™ PACK

Includes most channels shown in COMMERCIAL ENTERTAINMENT, plus the channels shown in bold

A&E	HD 265	Comedy TV (HD only)¹	HD 382	EWTN	370	HLN	HD 204	NBC Sports Network	HD 220	TCT Network	377
AccuWeather	HD 361	Cooking Channel	HD 232	FETV	323	Hope Channel¹	368	NFL Network	HD 212	TeenNick	303
AMC	HD 254	C-SPAN	350	Food Network	HD 210	HSN	HD 240	NHL Network	HD 215	Tennis Channel	HD 217
American Heroes Channel	HD 287	C-SPAN2	351	FOX Business Network	HD 359	IFC	HD 333	Nick Jr.	HD 301	TLC	HD 280
Animal Planet	HD 282	CTN	376	FOX News Channel	HD 360	IMPACT¹	380	Nickelodeon/Nick at Nite (East)	HD 299	TNT	HD 245
Aquí²	401	Daystar	369	FOX Sports 1	HD 219	INSP	HD 364	Nickelodeon/Nick at Nite (West)	300	Travel Channel	HD 277
ASPIRE (HD only)¹	HD 381	Destination America	HD 286	FOX Sports 2	HD 618	Investigation Discovery	HD 285	Nicktoons	302	Trinity Broadcasting Network (TBN)	372
AUDIENCE²	HD 239	DIRECTV CINEMA® Screening Room	HD 125	Free Speech TV¹	348	ION Television (East)	HD 305	NRB	378	truTV	HD 246
AWE	HD 387	DIRECTV HD SPORTSMIX® (HD only)¹	HD 205, 600	Freeform	HD 311	ION Television (West)	306	Ovation	HD 274	TV Land	HD 304
AXS TV (HD only)¹	HD 340	Discovery	HD 278	Fuse	HD 339	JBS¹	388	OWN (Oprah Winfrey Network)	HD 279	TV One	HD 328
BabyFirst TV¹	293	Discovery Channel (East)	HD 290	Fusion (HD only)¹	HD 342	Jewelry Television	72, 313	Paramount Network	HD 241	Universal Kids	HD 295
BBC America	HD 264	Discovery Channel (West)	291	fyi	HD 266	Jewish Life Television¹	366	POP	HD 273	UNIVERSO²	HD 410
BET	HD 329	Disney Junior	HD 289	Galavision	HD 404	LifeTime	HD 252	Pursuit Channel (HD only)¹	HD 604	Univision (East)	HD 402
BET Her	330	Disney XD	HD 292	GEB America¹	363	Link TV	375	QVC	HD 317	UP	338
Bloomberg TV	HD 353	ESPN	HD 206	GEM Shopping Network	228	LMN	HD 253	QVC2	315	USA Network	HD 242
Boomerang	298	ESPN2	HD 209	GOD TV¹	365	MAVTV	HD 214	ReelzChannel	HD 238	VH1	HD 335
Bravo	HD 237	EVINE	73, 316	GSN	HD 233	MotorTrend (HD only)¹	HD 281	RFD-TV	HD 345	Viceland	HD 271
BYUtv	374	ESPNU	HD 208	Hallmark Channel	HD 312	MSNBC	HD 356	Russia Today TV	321	WE tv	HD 260
CANAL ONCE²	447	ESPNU	HD 209	Hallmark Movies & Mysteries (HD only)¹	HD 565	MTV	HD 331	Shop LC	226	The Weather Channel	HD 362
Cartoon Network (East)	HD 296	ESPNU	HD 209	HGTV	HD 229	MTV2	HD 332	SonLife Broadcasting Network	344	WGN America	HD 307
Cartoon Network (West)	297	ESPNU	HD 209	Hillsong Channel	371	NASA TV¹	352	Sportsman Channel	605	The Word Network	373
CBS Sports Network	HD 221	ESPNU	HD 209	HISTORY	HD 269	Nat Geo WILD	HD 283	SundanceTV	HD 557	World Harvest Television (WHT)	367
CMT	HD 327	ESPNU	HD 209	HITN TV¹	461	National Geographic	HD 276	Syfy	HD 244		
CNBC	HD 355	ESPNU	HD 209	HLN	HD 204	NBC Sports Network	HD 220	TBS	HD 247		
CNBC World	357	ESPNU	HD 209	Hope Channel¹	368	Newsmax	349	TCM	HD 256		
CNN	HD 202	ESPNU	HD 209	HSN	HD 240						
Comedy Central	HD 249	ESPNU	HD 209								

PLUS Local Channels HD where available.³

PLUS In-Market Regional Sports Networks HD where available.

## SPORTS PACK

Altitude Sports	HD 681	Eleven Sports Network	HD 623	FSN Florida	HD 654	FSN Southwest	HD 676	NBC Sports Boston	HD 630	ROOT SPORTS Northwest	HD 687
AT&T SportsNet Pittsburgh	HD 659	ESPN Classic	614	FSN Midwest	HD 671	FSN West	HD 692	NBC Sports California	HD 698	SNY	HD 639
AT&T SportsNet Rocky Mountain	HD 683	Fox Sports Southeast	HD 649	FSN North	HD 668	FSN Wisconsin	HD 669	NBC Sports Chicago	HD 665	Spectrum SportsNet	HD 691
AT&T SportsNet Rocky Mountain West	HD 684	Fox Sports Sun	HD 653	FSN Ohio	HD 660	MASN	HD 640	NBC Sports Washington	HD 642	SportsTime Ohio	HD 662
AT&T SportsNet Southwest	HD 674	FSN Arizona	HD 686	FSN Oklahoma	HD 675	MSG	HD 634	NESN	HD 628	TVG	602
CBS Sports Network	HD 221	FSN Cincinnati	HD 661	FSN San Diego	HD 694	MSG+	HD 635	Outdoor Channel	HD 606	YES Network¹	HD 631
		FSN Detroit	HD 663	FSN South	HD 646	NBC Sports Bay Area	HD 696	Prime Ticket	HD 693		

# Business and Private Viewing Packages

	<b>BUSINESS SELECT™ PACK</b> Over <b>90</b> Channels	<b>BUSINESS ENTERTAINMENT™ PACK</b> Over <b>95</b> Channels	<b>BEST VALUE!</b> <b>BUSINESS XTRA PACK</b> Over <b>155</b> Channels
<b>RETAIL PRICE</b> (Customer rolls to the then-current retail rate after the expiration of promotional credits)	<b>\$66<sup>99</sup></b> MO. + TAX	<b>\$87<sup>99</sup></b> MO. + TAX	<b>\$118<sup>99</sup></b> MO. + TAX
<b>24-MONTH OFFER</b>	- \$27.00/mo.: For 24 mos. - \$10.00/mo.: For 24 mos. w/ Auto Bill Pay.	- \$23.00/mo.: For 24 mos. - \$10.00/mo.: For 24 mos. w/ Auto Bill Pay.	- \$29.00/mo.: For 24 mos. - \$10.00/mo.: For 24 mos. w/ Auto Bill Pay.
	<b>\$29<sup>99</sup></b> MO. Plus taxes. For 24 mos. w/ 24-mo. agmt after Auto Bill Pay discount*	<b>\$54<sup>99</sup></b> MO. Plus taxes. For 24 mos. w/ 24-mo. agmt after Auto Bill Pay discount*	<b>\$79<sup>99</sup></b> MO. Plus taxes. For 24 mos. w/ 24-mo. agmt after Auto Bill Pay discount*
<b>12-MONTH PROMOTIONAL OFFER</b>	<b>OR</b> - \$27.00/mo.: For 12 mos. - \$10.00/mo.: For 24 mos. w/ Auto Bill Pay.	<b>OR</b> - \$23.00/mo.: For 12 mos. - \$10.00/mo.: For 24 mos. w/ Auto Bill Pay.	<b>OR</b> - \$29.00/mo.: For 12 mos. - \$10.00/mo.: For 24 mos. w/ Auto Bill Pay.
	<b>\$29<sup>99</sup></b> MO. Plus taxes. For 12 mos. w/ 24-mo. agmt after Auto Bill Pay discount.*	<b>\$54<sup>99</sup></b> MO. Plus taxes. For 12 mos. w/ 24-mo. agmt after Auto Bill Pay discount.*	<b>\$79<sup>99</sup></b> MO. Plus taxes. For 12 mos. w/ 24-mo. agmt after Auto Bill Pay discount.*
<b>REGIONAL SPORTS NETWORK FEE</b>	<b>N/A</b>		<b>2019 season of NFL SUNDAY TICKET INCLUDED AT NO EXTRA COST</b> Season for NFL SUNDAY TICKET subscription renews automatically each season at then-prevailing rate (currently \$585/Business Viewing and \$475/Private Viewing) unless canceled or changed by customer prior to the start of the season.
			<b>Regional Sports Network (RSN) fee may apply.</b> RSN: \$5.99/mo.
<b>RECEIVER FEES – BUSINESS VIEWING</b>	■ 1 <sup>ST</sup> –9 <sup>TH</sup> RECEIVER: \$7/MO. EACH ■ 10 <sup>TH</sup> –21 <sup>ST</sup> RECEIVER: \$4/MO. EACH ■ 22 <sup>ND</sup> + RECEIVER: \$2/MO. EACH		
<b>RECEIVER FEE – PRIVATE VIEWING</b>	■ \$7/MO. FOR EACH RECEIVER		
<b>HARDWARE</b>	<b>UP TO 4 HD RECEIVERS INCLUDED</b>	4 HD for Business Viewing 4 HD or 2 HD DVR for Private Viewing Cost for each additional receiver: HD \$99   HD DVR \$199   DVR for Private Viewing only.	
<b>STANDARD INSTALLATION</b>	<b>STANDARD PROFESSIONAL INSTALLATION INCLUDED</b> Applicable use tax adjustment may apply on retail value of installation.		
<b>PREMIUM SERVICES</b>	<b>FIRST 3 MONTHS ON US:</b>  ■ <b>MUSIC CHOICE: SAVE OVER \$110</b> After 3 mos., service automatically continues at then-prevailing rate (currently \$37.99/mo.) unless changed/canceled. ■ <b>PRIVATE VIEWING ALSO INCLUDES: SHOWTIME. SAVE OVER \$50</b> After 3 mos., service automatically continues at then-prevailing rate (currently \$19.99/mo.) unless changed/canceled.		
	<b>ALL PRICES INCLUDE LOCAL CHANNELS, WHERE AVAILABLE</b>		

## DVR SERVICE (PRIVATE VIEWING)

DVR Service for just \$15/mo.

## NO-CONTRACT OPTION

Receiver and Regional Sports fees may apply.

- Retail Pricing Only
- Up to 2 HD Receivers Included (1 HD Receiver for Music Choice only)
- Standard Installation fee of \$199

\*ALL DIRECTV OFFERS REQUIRE 24-MO. TV AGREEMENT. EARLY CANCELLATION FEE OF UP TO \$20/MO. FOR EACH MONTH REMAINING ON AGMT. ADD'L FEES APPLY. Price is after a \$10/mo. Auto Bill Pay discount for 24 mos. New approved commercial customers only. Credit card req'd (except MA & PA). Regional Sports Network (RSN) fee applies in certain markets.

# Business and Private Viewing Channel Lineups

## COMMERCIAL BASIC™

AUDIENCE <sup>®</sup>	HD 239	CTN	376	GEB America <sup>1</sup>	363	INSP	HD 364	NRB	378	Trinity Broadcasting Network (TBN)	372
AXS TV (HD only) <sup>1</sup>	HD 340	Daystar	369	GOD TV <sup>1</sup>	365	JBS <sup>1</sup>	388	QVC	HD 275	Uplift <sup>1</sup>	379
BabyFirst TV <sup>1</sup>	293	Enlace <sup>2</sup>	448	Hillson Channel	371	Jewelry Television	313	QVC2	315	The Word Network	373
BYUtv	374	ESN <sup>1</sup>	456	HITN TV <sup>1</sup>	461	Jewish Life Television <sup>1</sup>	366	Russia Today TV	321	World Harvest Television (WHT)	367
CANAL ONCE <sup>2</sup>	447	EVINE	73, 316	Hope Channel <sup>1</sup>	368	Link TV	375	Shop LC	226	PLUS Local Channels HD where available. <sup>3</sup>	
C-SPAN	350	EWTN	370	HSN	HD 240	MotorTrend (HD only) <sup>1</sup>	HD 281	SonLife Broadcasting Network	344	For Private, Business and International,	
C-SPAN2	351	Free Speech TV <sup>1</sup>	348	IMPACT <sup>1</sup>	380	NASA TV <sup>1</sup>	352	TCT Network	377	a la carte package is not required.	

## BUSINESS SELECT™ PACK

Includes most channels shown in COMMERCIAL BASIC

A&E	HD 265	CNN	HD 202	FOX Business Network	HD 359	IMPACT <sup>1</sup>	380	Nickelodeon/Nick at Nite (East)	HD 299	TLC	HD 280
AccuWeather	HD 361	Comedy Central	HD 249	FOX News Channel	HD 360	INSP	HD 364	Nickelodeon/Nick at Nite (West)	300	TNT	HD 245
AMC	HD 254	C-SPAN	350	Free Speech TV <sup>1</sup>	348	Investigation Discovery	HD 285	NRB	378	Trinity Broadcasting Network (TBN)	372
Animal Planet	HD 282	C-SPAN2	351	Freeform	HD 311	ION Television (East)	HD 305	OAN	HD 347	truTV	HD 246
Aquif	401	CTN	376	FX	HD 248	ION Television (West)	306	Ovation	HD 274	TV Land	HD 304
AUDIENCE <sup>®</sup>	HD 239	Daystar	369	FXX	HD 259	JBS <sup>1</sup>	388	Paramount Network	HD 241	Univision (East)	HD 402
AXS TV (HD only) <sup>1</sup>	HD 340	DIRECTV CINEMA <sup>®</sup> Screening Room	HD 125	Galavisión	HD 404	Jewelry Television	72, 313	Pursuit Channel (HD only) <sup>1</sup>	HD 604	Uplift <sup>1</sup>	379
BabyFirst TV <sup>1</sup>	293	Discovery	HD 278	GEB America <sup>1</sup>	363	Jewish Life Television <sup>1</sup>	388	QVC	HD 317	USA Network	HD 242
BBC America	HD 264	Disney Channel (East)	HD 290	GEM Shopping Network	228	Lifetime	HD 252	QVC2	315	VH1	HD 335
BET	HD 329	Disney Channel (West)	291	GOD TV <sup>1</sup>	365	Link TV	375	ReelChannel	HD 238	Viceland	HD 271
Bloomberg TV	HD 353	Disney Junior	HD 289	Hallmark Channel	HD 312	MAVTV	HD 214	RFD-TV	HD 345	WE tv	HD 260
Bravo	HD 237	Disney XD	HD 292	Hallmark Movies & Mysteries (HD only)	HD 565	MotorTrend (HD only) <sup>1</sup>	HD 281	Russia Today TV	321	The Word Network	373
BYUtv	374	El	HD 236	HGTV	HD 229	MSNBC	HD 356	Shop LC	226	World Harvest Television (WHT)	367
CANAL ONCE <sup>2</sup>	447	Enlace <sup>2</sup>	448	Hillson Channel	371	MTV	HD 331	SonLife Broadcasting Network	344		
Cartoon Network (East)	HD 296	ESN <sup>1</sup>	456	HISTORY	HD 269	MTV2	HD 332	Syfy	HD 244		
Cartoon Network (West)	297	EVINE	73, 316	HITN TV <sup>1</sup>	461	NASA TV <sup>1</sup>	352	TBS	HD 247		
Celebrity Shopping Network	95, 223	EWTN	370	HLN	HD 204	National Geographic	HD 276	TCT Network	377		
CMT	HD 327	FETV	323	Hope Channel <sup>1</sup>	368	Newsmax	349	TeenNick	303		
CNBC	HD 355	Food Network	HD 231	HSN	HD 240	Nick Jr.	HD 301				

## BUSINESS ENTERTAINMENT™ PACK

Includes most channels shown in BUSINESS SELECT, plus the channels shown in bold



A&E	HD 265	Comedy Central	HD 249	Food Network	HD 231	Hope Channel <sup>1</sup>	368	NBC Sports Network	HD 220	TCM	HD 256
AccuWeather	HD 361	C-SPAN	350	FOX Business Network	HD 359	HSN	HD 240	Newsmax	349	TCT Network	377
AMC	HD 254	C-SPAN2	351	FOX News Channel	HD 360	IMPACT <sup>1</sup>	380	Nick Jr.	HD 301	TeenNick	303
Animal Planet	HD 282	CTN	376	FOX Sports 1	HD 219	INSP	HD 364	Nickelodeon/Nick at Nite (East)	HD 299	TLC	HD 280
AUDIENCE <sup>®</sup>	HD 239	Daystar	369	Freeform	HD 311	Investigation Discovery	HD 285	Nickelodeon/Nick at Nite (West)	300	TNT	HD 245
AXS TV (HD only) <sup>1</sup>	HD 340	DIRECTV CINEMA <sup>®</sup> Screening Room	HD 125	FX	HD 248	ION Television (East)	HD 305	NRB	378	Trinity Broadcasting Network (TBN)	372
BabyFirst TV <sup>1</sup>	293	Discovery	HD 278	FXX	HD 259	ION Television (West)	306	OAN	HD 347	truTV	HD 246
BBC America	HD 264	Disney Channel (East)	HD 290	Galavisión	HD 404	JBS <sup>1</sup>	388	Ovation	HD 274	TV Land	HD 304
BET	HD 329	Disney Channel (West)	291	GEB America <sup>1</sup>	363	Jewelry Television	72, 313	Paramount Network	HD 241	Univision (East)	HD 402
Bloomberg TV	HD 353	Disney Junior	HD 289	GEM Shopping Network	228	Jewish Life Television <sup>1</sup>	366	Pursuit Channel (HD only) <sup>1</sup>	HD 604	Uplift <sup>1</sup>	379
Bravo	HD 237	Disney XD	HD 292	GOD TV <sup>1</sup>	365	Lifetime	HD 252	QVC	HD 317	USA Network	HD 242
BYUtv	374	El	HD 236	Hallmark Channel	HD 312	Link TV	375	QVC2	315	VH1	HD 335
CANAL ONCE <sup>2</sup>	447	Enlace <sup>2</sup>	448	Hallmark Movies & Mysteries (HD only)	HD 565	MAVTV	HD 214	ReelChannel	HD 238	Viceland	HD 271
Cartoon Network (East)	HD 296	ESN <sup>1</sup>	456	HGTV	HD 229	MotorTrend (HD only) <sup>1</sup>	HD 281	RFD-TV	321	WE tv	HD 260
Cartoon Network (West)	297	ESPN	HD 206	Hillson Channel	371	MSNBC	HD 356	Russia Today TV	345	The Word Network	373
Celebrity Shopping Network	95, 223	ESPN2	HD 209	HISTORY	HD 269	MTV	HD 331	Shop LC	226	World Harvest Television (WHT)	367
CMT	HD 327	EVINE	73, 316	HITN TV <sup>1</sup>	461	MTV2	HD 332	SonLife Broadcasting Network	344		
CNBC	HD 355	EWTN	370	HLN	HD 204	NASA TV <sup>1</sup>	352	Syfy	HD 244		
CNN	HD 202	FETV	323			National Geographic	HD 276	TBS	HD 247		

## BUSINESS XTRA PACK

Includes most channels shown in BUSINESS ENTERTAINMENT, plus the channels shown in bold

A&E	HD 265	Cooking Channel	HD 232	FOX Business Network	HD 359	INSP	HD 364	Nickelodeon/Nick at Nite (West)	300	TLC	HD 280
AccuWeather	HD 361	C-SPAN	350	FOX News Channel	HD 360	Investigation Discovery	HD 285	Nicktoons	302	TNT	HD 245
AMC	HD 254	C-SPAN2	351	FOX Sports 1	HD 219	ION Television (East)	HD 305	NRB	378	Travel Channel	HD 277
American Heroes Channel	HD 287	CTN	376	FOX Sports 2	HD 618	ION Television (West)	306	OAN	HD 347	Trinity Broadcasting Network (TBN)	372
Animal Planet	HD 282	Daystar	369	Free Speech TV <sup>1</sup>	348	JBS <sup>1</sup>	388	Olympic Channel	HD 624	truTV	HD 246
ASPIRE (HD only) <sup>1</sup>	HD 381	Destination America	HD 286	Freeform	HD 311	Jewelry Television	72, 313	Ovation	HD 274	TV Land	HD 304
AUDIENCE <sup>®</sup>	HD 239	DIRECTV CINEMA <sup>®</sup> Screening Room	HD 125	Fuse	HD 339	Jewish Life Television <sup>1</sup>	366	OWN (Oprah Winfrey Network)	HD 279	TV One	HD 328
AWE	HD 387	DIRECTV HD SPORTSMIX <sup>®</sup>	HD 205, 600	Fusion (HD only) <sup>1</sup>	HD 242	Justice Central (HD only) <sup>1</sup>	HD 383	Oxygen	HD 251	TVG	602
AXS TV (HD only) <sup>1</sup>	HD 340	(HD only) <sup>1</sup>	HD 205, 600	FX	HD 248	Lifetime	HD 252	Paramount Network	HD 241	Unimás <sup>®</sup>	HD 408
BabyFirst TV <sup>1</sup>	293	Discovery	HD 278	FX Movie Channel	HD 258	Link TV	375	POP	HD 273	Universal Kids	HD 295
BBC America	HD 264	Discovery Family Channel	HD 294	FXX	HD 259	LMN	HD 253	Pursuit Channel (HD only) <sup>1</sup>	HD 604	UNIVERSO <sup>®</sup>	HD 410
BBC World News (HD only) <sup>1</sup>	HD 346	Discovery Life	261	fyt	HD 266	Logo	272	QVC	HD 317	Univision (East)	HD 402
BET	HD 329	Disney Channel (East)	HD 290	Galavisión	HD 404	MAVTV	HD 214	QVC2	315	UP	338
BET Her	330	Disney Channel (West)	291	GEB America <sup>1</sup>	363	MLN Network	HD 213	ReelChannel	HD 238	Uplift <sup>1</sup>	379
Bloomberg TV	HD 353	Disney Junior	HD 289	GEM Shopping Network	228	MotorTrend (HD only) <sup>1</sup>	HD 281	Revolt (HD only) <sup>1</sup>	HD 384	USA Network	HD 242
Bravo	HD 237	Disney XD	HD 292	GOD TV <sup>1</sup>	365	MSNBC	HD 356	RFD-TV	345	VH1	HD 335
BTN	HD 610	DIP Network	HD 230	Golf Channel	HD 218	MTV	HD 331	Russia Today TV	321	Viceland	HD 271
BYUtv	374	El	HD 236	GSN	HD 233	MTV2	HD 332	Science	HD 284	WE tv	HD 260
CANAL ONCE <sup>2</sup>	447	Enlace <sup>2</sup>	448	Great American Country (GAC)	HD 326	MTV Classic	336	SEC Network	HD 611	The Weather Channel	HD 362
Cartoon Network (East)	HD 296	ESN <sup>1</sup>	456	Hallmark Channel	HD 312	NASA TV <sup>1</sup>	352	Shop LC	226	WGN America	HD 307
Cartoon Network (West)	297	ESPN	HD 206	HGTV	HD 229	Nat Geo WILD	HD 283	SonLife Broadcasting Network	344	The Word Network	373
CBS Sports Network	HD 221	ESPN2	HD 209	Hillson Channel	371	National Geographic	HD 276	Sportsman Channel	605	World Harvest Television (WHT)	367
Celebrity Shopping Network	95, 223	ESPNEWS	HD 207	HISTORY	HD 269	NBA TV	HD 216	SundanceTV	HD 557		
CMT	HD 327	ESPN2	HD 208	HITN TV <sup>1</sup>	461	NBC Sports Network	HD 220	Syfy	HD 244		
CNBC	HD 355	EVINE	73, 316	HLN	HD 204	Newsmax	349	TBS	HD 247		
CNBC World	357	EWTN	370	Hope Channel <sup>1</sup>	368	NFL Network	HD 212	TCM	HD 256		
CNN	HD 202	FETV	323	HSN	HD 240	NHL Network	HD 215	TCT Network	377		
Comedy Central	HD 249	FM (HD only) <sup>1</sup>	HD 386	IFC	HD 333	Nick Jr.	HD 301	TeenNick	303		
Comedy TV (HD only) <sup>1</sup>	HD 382	Food Network	HD 231	IMPACT <sup>1</sup>	380	Nickelodeon/Nick at Nite (East)	HD 299	Tennis Channel	HD 217		

# Spanish-Language Packages

	PUBLIC VIEWING PACKAGE		BUSINESS & PRIVATE VIEWING PACKAGE
	IN-LANGUAGE <b>COMERCIAL ÓPTIMO MÁS PACK</b> Access to over <b>125</b> Channels	IN-LANGUAGE <b>COMERCIAL MÁS ULTRA™ PACK</b> Access to over <b>150</b> Channels	IN-LANGUAGE <b>COMERCIAL ÓPTIMO MÁS PACK</b> Access to over <b>125</b> Channels
RETAIL PRICE <small>(Customer rolls to the then-current retail rate after the expiration of promotional credits)</small>	<b>\$100<sup>99</sup></b> MO. + TAX <small>(All EVOs)</small>	<b>\$125<sup>99</sup></b> MO. + TAX <small>(EVO 1-100)</small>	<b>\$80<sup>99</sup></b> MO. + TAX
24-MONTH PROMOTIONAL OFFER	–\$26.00/mo.: For 24 mos. –\$10.00/mo.: For 24 mos. w/ Auto Bill Pay.	–\$28.00/mo.: For 24 mos. –\$10.00/mo.: For 24 mos. w/ Auto Bill Pay.	–\$24.00/mo.: For 24 mos. –\$10.00/mo.: For 24 mos. w/ Auto Bill Pay.
	<b>\$64<sup>99</sup></b> MO. <small>Plus taxes.</small> For 24 mos. w/ 24-mo. agmt after Auto Bill Pay discount*	<b>\$87<sup>99</sup></b> MO. <small>Plus taxes.</small> For 24 mos. w/ 24-mo. agmt after Auto Bill Pay discount*	<b>\$46<sup>99</sup></b> MO. <small>Plus taxes.</small> For 24 mos. w/ 24-mo. agmt after Auto Bill Pay discount*
12-MONTH PROMOTIONAL OFFER	–\$36.00/mo.: For 12 mos. –\$10.00/mo.: For 24 mos. w/ Auto Bill Pay.	–\$41.00/mo.: For 12 mos. –\$10.00/mo.: For 24 mos. w/ Auto Bill Pay.	–\$24.00/mo.: For 12 mos. –\$10.00/mo.: For 24 mos. w/ Auto Bill Pay.
	<b>\$54<sup>99</sup></b> MO. <small>Plus taxes. For 12 mos. w/ 24-mo. agmt after Auto Bill Pay discount.*</small>	<b>\$74<sup>99</sup></b> MO. <small>Plus taxes. For 12 mos. w/ 24-mo. agmt after Auto Bill Pay discount.*</small>	<b>\$46<sup>99</sup></b> MO. <small>Plus taxes. For 12 mos. w/ 24-mo. agmt after Auto Bill Pay discount.*</small>
HARDWARE	<b>UP TO 4 HD RECEIVERS INCLUDED</b> <small>Cost for each additional receiver: HD \$99 \$15/MO. FOR EACH RECEIVER</small>		<b>UP TO 4 HD RECEIVERS INCLUDED</b> <small>Cost for each additional receiver: HD \$99 \$7/MO. EACH FOR 1<sup>ST</sup>-9<sup>TH</sup> RECEIVER (BUSINESS VIEWING) \$4/MO. EACH FOR 10<sup>TH</sup>-21<sup>ST</sup> RECEIVER (BUSINESS VIEWING) \$2/MO. EACH FOR 22<sup>ND</sup> RECEIVER AND ABOVE (BUSINESS VIEWING) \$7/MO. FOR EACH RECEIVER (PRIVATE VIEWING)</small>
STANDARD INSTALLATION	<b>STANDARD PROFESSIONAL INSTALLATION INCLUDED</b> <small>Applicable use tax adjustment may apply on retail value of installation.</small>		
PREMIUM SERVICES	<b>FIRST 3 MONTHS ON US:</b>  <b>MUSIC CHOICE</b> <small>After 3 mos., service automatically continues at then-prevailing rate (currently \$37.99/mo.) unless changed/canceled.</small>		<b>FIRST 3 MONTHS ON US:</b>  <b>MUSIC CHOICE</b> <small>After 3 mos., service automatically continues at then-prevailing rate (currently \$37.99/mo.) unless changed/canceled.</small>  <b>PRIVATE VIEWING ALSO INCLUDES:</b>  <b>SHOWTIME. SAVE OVER \$50</b> <small>After 3 mos., service automatically continues at then-prevailing rate (currently \$19.99/mo.) unless changed/canceled.</small>

NO-CONTRACT OPTION	IN-LANGUAGE PUBLIC VIEWING PACKAGE <b>COMERCIAL ÓPTIMO MÁS PACK</b> Over <b>125</b> Channels	IN-LANGUAGE PUBLIC VIEWING PACKAGE <b>COMERCIAL MÁS ULTRA™ PACK</b> Over <b>150</b> Channels	IN-LANGUAGE BUSINESS & PRIVATE VIEWING PACKAGE <b>COMERCIAL ÓPTIMO MÁS PACK</b> Over <b>125</b> Channels
RETAIL PRICE	<b>\$100<sup>99</sup></b> MO. + TAX	<b>\$125<sup>99</sup></b> MO. + TAX	<b>\$80<sup>99</sup></b> MO. + TAX
HARDWARE	<b>UP TO 2 HD RECEIVERS INCLUDED</b> <small>Cost for each additional receiver: HD \$99   HD DVR \$199. DVR for Private only. Additional service fee may apply.</small>		
STANDARD INSTALLATION	<b>\$199</b> Complex/custom installation extra		

**\*ALL DIRECTV OFFERS REQUIRE 24-MO. TV AGREEMENT. EARLY CANCELLATION FEE OF UP TO \$20/MO. FOR EACH MONTH REMAINING ON AGMT, ADD'L FEES APPLY. Price is after a \$10/mo. Auto Bill Pay discount for 24 mos.** New approved commercial customers only. Credit card req'd (except MA & PA). Pricing based on Estimated Viewing Occupancy (EVO) for select packages.



# Spanish-Language Channel Lineups

## COMERCIAL ÓPTIMO MÁS PACK

A&E	HD 265	Cine Nostalgia	424	EVINE	316	Hope Channel <sup>1</sup>	368	Nuestra Tele	416	UniMás	HD 408
AccuWeather	HD 361	Cine Sony	449	EWTN	370	HSN	HD 240	Paramount Network	HD 241	UNIVERSO	HD 410
AMC	HD 254	Cinelatino	423	FETV	323	IMPACT <sup>1</sup>	308	Pasiones	444	Univision (Este)	HD 402
Animal Planet	HD 282	CNN	HD 202	Food Network	HD 231	INSP	HD 364	Perú Mágico	431	Univision (Oeste)	403
Antena 3	458	CNN En Español	419	FOROtv	453	INC Net	427	Pursuit Channel (Solo HD) <sup>1</sup>	HD 604	Univision Deportes Network	HD 464
Aqui	401	C-SPAN	350	FOX Deportes	HD 465	JBS <sup>1</sup>	388	QVC	HD 317	Univision tnovelas	454
ATRES SERIES	420	C-SPAN2	351	FOX Sports 1	HD 219	Jewelry Television	313	QVC2	315	UP	338
AUDIENCE <sup>2</sup>	HD 239	CTN	376	FOXlife	421	Jewish Life Television <sup>1</sup>	366	Russia Today TV	321	Uplift <sup>1</sup>	379
AXS TV (Solo HD) <sup>1</sup>	HD 340	Daystar	369	Free Speech TV <sup>1</sup>	348	Lifetime	HD 252	TNP LC	226	USA Network	SAP HD 242
Azteca	441	De Película	451	Freeform	HD 311	Link TV	375	SonLife Broadcasting Network	344	Venevision	409
BabyFirst TV <sup>1</sup>	SAP 293	De Película Clásico	452	Fusion (Solo HD) <sup>1</sup>	HD 342	MAVTV	HD 214	STARZ Encore En Español	426	VH1	HD 335
BabyTV	425	Discovery	HD 278	GOD TV <sup>1</sup>	HD 248	MegaTV	HD 405	SUR Perú	439	Viceland	HD 271
Bandamax	433	Discovery En Español	413	FX	HD 259	MotorTrend (Solo HD) <sup>1</sup>	HD 281	TBS	SAP HD 247	VideoRola	415
Boomerang	SAP 298	Discovery Familia	436	Galavisión	HD 404	MSNBC	HD 356	TCT Network	377	ViendoMovies	450
Bravo	237	Disney Channel (Este)	SAP HD 290	GEB America	363	MTV	HD 331	TeleCentro	429	Vme	440
BYUtv	374	Disney Channel (Oeste)	SAP HD 291	GEM Shopping Network	228	Multimedios	412	Telefe	411	WAPA América	414
Canal 22 Internacional	446	Disney XD	SAP HD 292	GOD TV <sup>1</sup>	365	NASA TV	352	Telemundo (Este)	407	The Weather Channel	HD 362
CANAL ONCE	447	El	HD 236	Go!TV	468	Nat Geo Mundo	435	Telemundo (Oeste)	407	The Word Network	373
Caracol TV	417	Ecuador TV	457	Great American Country (GAC)	HD 326	National Geographic	HD 276	Telesión Dominicana	434	World Harvest Television (WHT)	367
Cartoon Network (Este)	SAP HD 296	Ecuavisa Internacional	438	Hillsong Channel	371	NBC Sports Network	HD 220	TNT	SAP HD 245	ZooMoo	432
Cartoon Network (Oeste)	SAP 297	El Rey	HD 341	HISTORY	HD 269	Nickelodeon/Nick at Nite (Este)	SAP 299	Tr3s	445		
Celebrity Shopping Network	223	Enlace	448	History En Español	443	Nickelodeon/Nick at Nite (Oeste)	SAP 300	Trinity Broadcasting Network (TBN)	372		
Centroamérica TV	428	ESN <sup>1</sup>	456	HITN TV	461	Nick Jr.	HD 301	TV Chile	437		
Cine Estelar	422	ESPN Deportes	HD 466	HLN	HD 204	NRB	378	TV Chile	460		
Cine Mexicano	462	Estrella TV	442	jHOLA! TV	430	NTN24	418	TyC Sports	469		

SAP Secondary Audio Programming

## COMERCIAL MÁS ULTRA™ PACK

Includes most channels shown in COMERCIAL ÓPTIMO MÁS, plus the channels shown in bold

A&E	HD 265	CNN	HD 202	EVINE	73, 316	jHOLA! TV	430	Nicktoons	302	TVE	460
AccuWeather	HD 361	CNN En Español	419	EWTN	370	Hope Channel <sup>1</sup>	368	NRB	378	TyC Sports	469
AMC	HD 254	<b>Comedy Central</b>	HD 249	FETV	323	HSN	HD 240	NTN24	418	UniMás	HD 408
Animal Planet	HD 282	C-SPAN	350	Food Network	HD 231	IMPACT <sup>1</sup>	308	Nuestra Tele	416	<b>Universal Kids</b>	HD 295
Antena 3	458	C-SPAN2	351	FOROtv	453	INSP	HD 364	Paramount Network	HD 241	UNIVERSO	HD 410
Aqui	401	CTN	376	FOX Deportes	HD 465	INC Net	427	Pasiones	444	Univision (Este)	HD 402
ATRES SERIES	420	Daystar	369	<b>FOX News Channel</b>	HD 360	JBS <sup>1</sup>	388	Perú Mágico	431	Univision (Oeste)	403
AUDIENCE <sup>2</sup>	HD 239	De Película	451	FOX Sports 1	HD 219	Jewelry Television	313	Pursuit Channel (HD only) <sup>1</sup>	HD 604	Univision Deportes Network	HD 464
AXS TV (Solo HD) <sup>1</sup>	HD 340	De Película Clásico	452	<b>FOX Sports 2</b>	HD 618	Jewish Life Television <sup>1</sup>	366	QVC	HD 317	Univision tnovelas	454
Azteca	441	DIRECTV CINEMA <sup>1</sup> Screening Room	HD 125	FOXlife	421	Lifetime	HD 252	QVC2	315	UP	338
BabyFirst TV <sup>1</sup>	SAP 293	Discovery	HD 278	Free Speech TV <sup>1</sup>	348	Link TV	375	Russia Today TV	321	Uplift <sup>1</sup>	379
BabyTV	425	Discovery En Español	413	Freeform	HD 311	MAVTV	HD 214	Shop LC	226	USA Network	SAP HD 242
Bandamax	433	Discovery Familia	436	Fusion (Solo HD) <sup>1</sup>	HD 342	MegaTV	HD 405	SonLife Broadcasting Network	334	Venevision	409
Boomerang	SAP 298	<b>Discovery Family Channel</b>	HD 294	FX	HD 248	<b>MLB Network</b>	SAP HD 213	STARZ Encore En Español	426	VH1	HD 335
Bravo	HD 237	Disney Channel (Este)	SAP HD 290	<b>FX Movie Channel</b>	HD 258	MotorTrend (Solo HD) <sup>1</sup>	HD 281	SUR Perú	439	Viceland	HD 271
BYUtv	374	Disney Channel (Oeste)	SAP 291	FX	HD 259	MSNBC	HD 356	Syfy	HD 244	VideoRola	415
CANAL ONCE	447	Disney XD	SAP HD 292	FX	HD 259	MTV	HD 331	TBS	SAP HD 247	ViendoMovies	450
Canal 22 Internacional	446	El	HD 236	Galavisión	HD 404	<b>MTV2</b>	HD 332	TCT Network	377	Vme	440
Caracol TV	417	Ecuador TV	457	GOD TV <sup>1</sup>	365	Multimedios	412	TeleCentro	429	WAPA América	414
Cartoon Network (Este)	SAP HD 296	Ecuavisa Internacional	438	Go!TV	468	NASA TV	352	Telefe	411	The Weather Channel	HD 362
Cartoon Network (Oeste)	SAP 297	El Rey	HD 341	Great American Country (GAC)	HD 326	Nat Geo Mundo	435	Telemundo (Este)	406	The Word Network	373
Centroamérica TV	428	Enlace	448	<b>Hallmark Channel</b>	HD 312	<b>Nat Geo WILD</b>	SAP HD 283	Telemundo (Oeste)	407	World Harvest Television (WHT)	367
Celebrity Shopping Network	95, 223	ESN <sup>1</sup>	456	HGTV	HD 229	National Geographic	HD 276	TLC	HD 280	ZooMoo	432
Cine Estelar	422	<b>ESPN</b>	HD 206	Hillsong Channel	371	NBC Sports Network	HD 220	TNT	SAP HD 245		
Cine Mexicano	462	<b>ESPN2</b>	HD 209	HISTORY	HD 269	<b>NFL Network</b>	HD 212	Tr3s	445		
Cine Nostalgia	424	<b>ESPNNEWS</b>	HD 207	History En Español	443	Nick Jr.	HD 301	<b>Travel Channel</b>	HD 277		
Cine Sony	449	ESPN Deportes	HD 466	HITN TV	461	Nickelodeon/Nick at Nite (Este)	SAP 299	Trinity Broadcasting Network (TBN)	372		
Cinelatino	423	Estrella TV	442	HLN	HD 204	Nickelodeon/Nick at Nite (Oeste)	SAP 300	TV Chile	437		

PLUS Local Channels HD where available.<sup>1</sup>

# Music Choice & Premium Sports Channel Lineups

Available for Public Viewing & Business and Private Viewing

## MUSIC CHOICE

'60s Movement	803	Classic Alternative	838	Gospel	827	Latin Jazz	879	Party Favorites	9564	Smooth Jazz	851
'70s	804	Classic Country	808	Gospel Hallelujah	828	Light Classical	866	Pop & Country	849	Soft Rock	849
'80s	805	Classic Dance	845	Hard Rock	835	Lounge	9563	Pop Hits	821	Sounds of the Seasons	9567
'80s Rock	829	Classic Rock	833	Hip-Hop and R&B	825	Love Songs	819	Pop Latino	871	Soundscape	857
'90s	806	Classical Masterpieces	9574	Hit List	816	Mainstream Rap	847	R&B Classics	864	Symphony	864
Adult Alternative	832	Coffee Shop Cuts	836	Honky Tonk	811	Malt Shop Favorites	802	R&B Soul	843	Taste of Italy	9569
All Christmas	858	Contemporary Christian	826	Indie	831	Max	818	Rap	846	Teen Beats	867
Alternative	834	Contemporary Instrumentals	820	Irish Favorites	9565	Metal	830	Reggae	863	Throwback Jamz	848
Americana	810	Country Hits	809	Italian Favorites	9573	Mexicana	9570	Retro Workout	876	Today's Country	814
Big Band	801	Dance/EDM	859	Jazz	9572	Movie Scores	822	Rock	841	Toddler Tunes	869
Bluegrass	812	Easy Listening	9568	Jazz Vocal Hits	850	Musica Urbana	875	Rock Hits	837	Tropicales	874
Blues	854	Filipino	885	Jazz Vocal Standards	9562	Nature Sounds	9560	Rock Latino	886	Vietnamese	886
Brazilian Pop	877	Folk	813	K-Pop	9566	New Age	856	Romances	870	Workout	9571
Broadway	823	Funk	844	Kidz Only!	868	New Wave	839	Singers & Swing	9561	Y2K	817

## SPORTS PACKAGES & CHANNELS

Big Ten Network	HD 610	Fox Soccer Plus	HD 621	MLS Direct Kick™	471-476	NFL SUNDAY TICKET FANTASY		NFL SUNDAY TICKET RED		SEC Network	HD 611
ESPN Bases Loaded (Games only) <sup>1</sup>	HD 615	Longhorn Network (HD only) <sup>1</sup>	HD 677	NBA League Pass	HD 750-768	ZONE <sup>2</sup> CHANNEL	HD 704	ZONE CHANNEL*	HD 703		
ESPN Goal Line (Games only) <sup>1</sup>	HD 615	MLB EXTRA INNINGS <sup>3</sup>	HD 721-749	NFL SUNDAY TICKET	HD 705-718	NFL SUNDAY TICKET 8-Game Mix	HD 702	NHL <sup>2</sup> CENTER ICE*	HD 769-785		
ESPN College Extra	788-798	MLB EXTRA INNINGS <sup>3</sup> Game Mix	HD 720-721	NFL SUNDAY TICKET 4-Game Mix	HD 701						

# COMMERCIAL BASIC™ & International A La Carte Packages

	COMMERCIAL BASIC¹ with International Add-ons to the right Over 30 Channels
RETAIL PRICE (Customer rolls to the then-current retail rate after the expiration of promotional credits)	<b>\$24.99</b> MO. + TAX
12-MONTH OFFER	<b>\$24.99</b> MO. + TAX For 12 mos. w/ 24-mo. agmt.*
HARDWARE	<b>UP TO 4 HD RECEIVERS INCLUDED³</b> Cost for each additional receiver: HD \$99
STANDARD INSTALLATION	<b>\$49</b> Complex/custom installation extra
PREMIUM SERVICES	<b>FIRST 3 MONTHS ON US: MUSIC CHOICE</b> After 3 mos., service automatically continues at then-prevailing rate (currently \$37.99/mo.) unless changed/canceled. <b>SHOWTIME</b> (Private Viewing Only) After 3 mos., service automatically continues at then-prevailing rate (currently \$19.99/mo.) unless changed/canceled.

NO-CONTRACT OPTION	COMMERCIAL BASIC¹ with International Add-ons to the right Over 30 Channels
RETAIL PRICE	<b>\$24.99</b> MO. + TAX
HARDWARE	<b>UP TO 2 HD RECEIVERS INCLUDED</b> Cost for each additional receiver: HD \$99   HD DVR \$199 DVR for Private only. Additional service fee may apply.
STANDARD INSTALLATION	<b>\$199</b> Complex/custom installation extra

**\*ALL DIRECTV OFFERS REQUIRE 24-MO. TV AGREEMENT. EARLY CANCELLATION FEE OF UP TO \$20/MO. FOR EACH MONTH REMAINING ON AGMT, ADD'L FEES APPLY. Price is after a \$10/mo. Auto Bill Pay discount for 24 mos.** New approved commercial customers only. Credit card req'd (except MA & PA). Pricing based on Estimated Viewing Occupancy (EVO) for select packages.

PICK ONE OF THE FOLLOWING INTERNATIONAL ADD-ONS: (COMMERCIAL BASIC and above)²		
SPANISH A LA CARTE PACKAGES		
	PUBLIC VIEWING	BUSINESS/PRIVATE VIEWING
<b>EN ESPAÑOL<sup>Δ</sup></b> Antena 3, ATRES SERIES, Azteca, BabyTV, Bandamax, Canal 22 Internacional, Caracol TV, Centroamerica TV, Cine Estelar, Cine Mexicano, Cine Nostalgia, Cine Sony, Cinelatino, CNN En Español, De Película, De Película Clásico, Discovery En Español, Discovery Familia, Ecuador TV, Ecuavisa Internacional, ESPN Deportes, Estrella TV, FOROtv, FOX Deportes, FOXlife, GoTV, History En Español, ¡HOLA! TV, IVC Net, MegaTV, Multimedios, Nat Geo Mundo, NTN24, Nuestra Tele, Pasiones, Perú Mágico, SUR Perú, TeleCentro, Telefe, Telemundo (Este), Telemundo (Oeste), Tr3s, TV Chile, TVE, TyC Sports, UniMás, UNIVERSO, Univision Deportes Network, Univision tlnovelas, Univision West, Venevision, ViendoMovies, Vme, WAPA América, ZooMoo	\$54.99/mo.	\$44.99/mo.
<b>AMÉRICAS PLUS™</b> Antena 3, BabyTV, Caracol TV, Cine Estelar, Cine Mexicano, Cine Nostalgia, Cinelatino, De Película, De Película Clásico, Discovery En Español, Discovery Familia, Ecuador TV, Ecuavisa Internacional, ¡HOLA! TV, IVC Net, MegaTV, Nuestra Tele, Peru Magico, SUR Perú, TeleCentro, Telefe, Telemundo (Este), Telemundo (Oeste), TV Chile, TVE, UniMás, UNIVERSO, Venevision, VideoRola, ViendoMovies, WAPA América	\$24.99/mo.	\$24.99/mo.
<b>MÉXICO PLUS™</b> ATRES SERIES, Azteca, BabyTV, Bandamax, Canal 22 Internacional, Cine Estelar, Cine Mexicano, Cine Nostalgia, De Película, De Película Clásico, Discovery En Español, Discovery Familia, Estrella TV, MegaTV, Multimedios, TeleCentro, Telemundo (Este), Telemundo (Oeste), Tr3s, UniMás, UNIVERSO, VideoRola, ViendoMovies	\$24.99/mo.	\$24.99/mo.
<b>DIRECTV® DEPORTES</b> ESPN Deportes, GoTV, TyC Sports, Univision Deportes Network	\$24.99/mo.	\$24.99/mo.
WORLDIRECT® A LA CARTE PACKAGES		
<b>CHINESE</b> ChineseDirect™ CTI Zhong-Tian, CCTV-4, GZTV, CGTN, Charming China, National Geographic, Disney, CNN, 88TV, 88Films, iCable Financial Info News, iCable News, Phoenix Hong Kong Channel	\$39.99/mo.	\$37.99/mo.
<b>MandarinDirect™ III</b> CTI Zhong-Tian, Phoenix North America, Phoenix InfoNews, Jiangsu Satellite TV, CCTV-4, Charming China, CBO China TV Series Channel	\$26.99/mo.	\$23.99/mo.
<b>FILIPINO</b> FilipinoDirect™ The Filipino Channel, GMA Pinoy TV, +Kapatid TV5, ABS-CBN News Channel, Cinema One Global, ABS-CBN Sports + Action, MYX, GMA Life TV, DZMM (radio), INCTV, Lifestyle Network, MOR 1019	\$42.99/mo.	\$39.99/mo.
<b>TFCDirect™</b> The Filipino Channel, ABS-CBN News Channel, Cinema One Global, MYX, DZMM (radio), INCTV, ABS-CBN Sports + Action, Lifestyle Network, MOR 1019	\$32.99/mo.	\$29.99/mo.
<b>FRENCH</b> FrenchDirect™ Canal+ International, CNews, StudioCanal. Requires HD Access.	\$29.99/mo.	\$26.99/mo.
<b>ITALIAN</b> ItalianDirect™ Mediaset Italia, Rai Italia, Rai Premium, Rai News, Radio Rai	\$32.99/mo.	\$29.99/mo.
<b>TV JAPAN</b> No international dish needed with BUSINESS SELECT PACK and above. Requires HD Access.	\$45.99/mo.	\$43.99/mo.
<b>KOREAN</b> KoreanDirect™ EBS, SBS, SBS HD, MBC, MBC Every1, National Geographic Korea, YTN, SBS Plus, CTS, Radio Korea, TAN TV, MBN, KBS World, tvN, Arirang	\$36.99/mo.	\$33.99/mo.
<b>RUSSIAN</b> RussianDirect™ Channel One, Dom Kino, Muzika Pervogo, Carousel, Vremya	\$39.99/mo.	\$37.99/mo.
<b>RussianDirect™ II</b> Channel One, Dom Kino, Muzika Pervogo, RTR-Planeta, Rossiya 24, RTVI, Carousel, Vremya, NTV America	\$45.99/mo.	\$43.99/mo.
<b>RTR-Planeta A La Carte</b> RTR-Planeta	\$24.99/mo.	\$20.99/mo.
<b>VIETNAMESE</b> VietDirect™ Plus Film 24H, VGN-TV, SBTN, Little Saigon Radio, HONVET, S Channel, TViet, Viên Thao TV, VietFace, VIETV	\$29.99/mo.	\$26.99/mo.

# Drive Traffic with Premium Sports Packages

PUBLIC VIEWING			SMALL BAR	1-50	51-100	101-150	151-200	201-350	351-500	501-750	751-1,000	1,001-1,500	1,501-2,000	2,001-5,000	5,001-10,000	10,001+
NFL SUNDAY TICKET EARLY BIRD For Small Bars, FCO 1-100, 1-4 receiver(s) pricing	NEW (Acquisition <sup>1</sup> ) & UPGRADE <sup>2</sup> CUSTOMERS	1-Pay (Order by 5/19/19)	\$650 <sup>00</sup>	\$1,900 <sup>00</sup>	\$3,200 <sup>00</sup>	\$6,400 <sup>00</sup>		\$9,300 <sup>00</sup>	\$13,500 <sup>00</sup>	\$15,000 <sup>00</sup>	\$20,000 <sup>00</sup>	\$30,300 <sup>00</sup>	\$40,400 <sup>00</sup>	\$84,200 <sup>00</sup>	N/A	N/A
		5-Pay (Order by 5/19/19)	\$130 <sup>00</sup>	\$380 <sup>00</sup>	\$640 <sup>00</sup>	\$1,280 <sup>00</sup>		\$1,860 <sup>00</sup>	\$2,700 <sup>00</sup>	\$3,000 <sup>00</sup>	\$4,000 <sup>00</sup>	\$6,060 <sup>00</sup>	\$8,080 <sup>00</sup>	\$16,840 <sup>00</sup>	\$32,220 <sup>00</sup>	\$38,657 <sup>80</sup>
	EXISTING CUSTOMERS (Renewal <sup>3</sup> )	1-Pay (Order by 5/19/19)	\$750 <sup>00</sup>	\$1,970 <sup>00</sup>	\$3,300 <sup>00</sup>	\$6,600 <sup>00</sup>		\$9,580 <sup>00</sup>	\$13,890 <sup>00</sup>	\$15,445 <sup>00</sup>	\$20,625 <sup>00</sup>	\$31,215 <sup>00</sup>	\$41,450 <sup>00</sup>	\$86,300 <sup>00</sup>	N/A	N/A
		5-Pay (Order by 5/19/19)	\$150 <sup>00</sup>	\$394 <sup>00</sup>	\$660 <sup>00</sup>	\$1,320 <sup>00</sup>		\$1,916 <sup>00</sup>	\$2,778 <sup>00</sup>	\$3,089 <sup>00</sup>	\$4,125 <sup>00</sup>	\$6,243 <sup>00</sup>	\$8,290 <sup>00</sup>	\$17,260 <sup>00</sup>	\$33,110 <sup>00</sup>	\$39,750 <sup>00</sup>
MLB EXTRA INNINGS®	NEW (Acquisition <sup>1</sup> ) & UPGRADE <sup>2</sup> CUSTOMERS	1-Pay (Order by 7/7/19)	N/A	\$600 <sup>00</sup>	\$810 <sup>00</sup>	\$1,140 <sup>00</sup>	\$1,560 <sup>00</sup>	\$2,070 <sup>00</sup>	\$2,340 <sup>00</sup>	\$2,730 <sup>00</sup>		\$3,480 <sup>00</sup>		\$4,680 <sup>00</sup>	\$9,000 <sup>00</sup>	\$13,000 <sup>00</sup>
		5-Pay (Order by 4/30/19)	N/A	\$120 <sup>00</sup>	\$162 <sup>00</sup>	\$228 <sup>00</sup>	\$312 <sup>00</sup>	\$414 <sup>00</sup>	\$468 <sup>00</sup>	\$546 <sup>00</sup>		\$696 <sup>00</sup>		\$936 <sup>00</sup>	\$1,800 <sup>80</sup>	\$2,600 <sup>00</sup>
	EXISTING CUSTOMERS (Renewal <sup>3</sup> )	1-Pay (Order by 9/30/19)	N/A	\$1,009 <sup>00</sup>	\$1,319 <sup>00</sup>	\$1,879 <sup>00</sup>	\$2,299 <sup>00</sup>	\$3,049 <sup>00</sup>	\$3,419 <sup>00</sup>	\$3,939 <sup>00</sup>		\$4,929 <sup>00</sup>		\$6,699 <sup>00</sup>	\$9,000 <sup>00</sup>	\$13,000 <sup>00</sup>
		5-Pay (Order by 5/30/19)	N/A	\$201 <sup>80</sup>	\$263 <sup>80</sup>	\$375 <sup>80</sup>	\$459 <sup>80</sup>	\$609 <sup>80</sup>	\$683 <sup>80</sup>	\$787 <sup>80</sup>		\$985 <sup>80</sup>		\$1,339 <sup>80</sup>	\$1,800 <sup>00</sup>	\$2,600 <sup>00</sup>
NBA LEAGUE PASS MIDSEASON	NEW & EXISTING CUSTOMERS	1-Pay (Order by 3/10/19)	N/A	\$249 <sup>00</sup>	\$499 <sup>00</sup>	\$574 <sup>50</sup>	\$924 <sup>50</sup>	\$1,399 <sup>00</sup>	\$1,599 <sup>00</sup>	\$1,749 <sup>50</sup>		\$2,349 <sup>50</sup>		\$3,849 <sup>50</sup>	\$5,449 <sup>50</sup>	\$8,750 <sup>00</sup>
NHL® CENTER ICE® MIDSEASON	NEW & EXISTING CUSTOMERS	1-Pay (Order by 3/6/19)	N/A	\$445 <sup>00</sup>	\$580 <sup>00</sup>	\$745 <sup>00</sup>	\$930 <sup>00</sup>	\$1,155 <sup>00</sup>	\$1,315 <sup>00</sup>	\$1,575 <sup>00</sup>		\$1,945 <sup>00</sup>		\$2,365 <sup>00</sup>	\$2,680 <sup>00</sup>	N/A
FOX SOCCER PLUS	NEW & EXISTING CUSTOMERS	Monthly	N/A	\$100 <sup>00</sup>	\$150 <sup>00</sup>	\$200 <sup>00</sup>		\$250 <sup>00</sup>		\$300 <sup>00</sup>						
LONGHORN NETWORK	NEW & EXISTING CUSTOMERS	Monthly	N/A	\$19 <sup>99</sup>												
BIG TEN NETWORK	NEW & EXISTING CUSTOMERS	Monthly	N/A	\$39 <sup>99</sup>												
SEC NETWORK	NEW & EXISTING CUSTOMERS	Monthly	N/A	\$39 <sup>99</sup>												

REMINDER: An approved Fire Code Occupancy (FCO) certificate must be on file prior to the activation of any FCO premium sports package. Acquisition: Add package at point of sale. Upgrade: Active DIRECTV customer who did not take package in prior season. Renewal: Active DIRECTV customer who did take package in prior season.

BUSINESS/PRIVATE VIEWING		BUSINESS VIEWING	PRIVATE VIEWING
NFL SUNDAY TICKET EARLY BIRD	NEW (Acquisition <sup>1</sup> ) & UPGRADE <sup>2</sup> CUSTOMERS	\$575 <sup>00</sup> (1-Pay)	\$460 <sup>00</sup> (1-Pay)
		\$115 <sup>00</sup> (5-Pay)	\$92 <sup>00</sup> (5-Pay)
	EXISTING CUSTOMERS (Renewal <sup>3</sup> )	\$585 <sup>00</sup> (1-Pay)	\$475 <sup>00</sup> (1-Pay)
		\$117 <sup>00</sup> (5-Pay)	\$95 <sup>00</sup> (5-Pay)
MLB EXTRA INNINGS®	NEW (Acquisition <sup>1</sup> ) & UPGRADE <sup>2</sup> CUSTOMERS	\$600 <sup>00</sup> (1-Pay)	\$270 <sup>00</sup> (1-Pay)
		\$120 <sup>00</sup> (5-Pay)	\$54 <sup>00</sup> (5-Pay)
	EXISTING CUSTOMERS (Renewal <sup>3</sup> )	\$849 <sup>00</sup> (1-Pay)	\$419 <sup>00</sup> (1-Pay)
		\$169 <sup>80</sup> (5-Pay)	\$83 <sup>80</sup> (5-Pay)
NBA LEAGUE PASS MIDSEASON	NEW & EXISTING CUSTOMERS	\$99 <sup>00</sup>	\$104 <sup>50</sup>
NHL® CENTER ICE® MIDSEASON	NEW & EXISTING CUSTOMERS	\$260 <sup>00</sup>	\$150 <sup>00</sup>
SPORTS CHOICE®	NEW & EXISTING CUSTOMERS	N/A	\$21 <sup>99</sup> /mo.
FOX SOCCER PLUS	NEW & EXISTING CUSTOMERS	\$100 <sup>00</sup> /mo.	\$100 <sup>00</sup> /mo.
LONGHORN NETWORK	NEW & EXISTING CUSTOMERS	\$7 <sup>99</sup> /mo.	\$7 <sup>99</sup> /mo.
BIG TEN NETWORK	NEW & EXISTING CUSTOMERS	N/A	N/A
SEC NETWORK	NEW & EXISTING CUSTOMERS	\$7 <sup>99</sup> /mo.	\$7 <sup>99</sup> /mo.

Offers end 5/18/19. **ALL DIRECTV OFFERS REQUIRE 24-MONTH AGREEMENT.** Local channels subscription where available. Regional Sports Network fee may apply for BUSINESS XTRA PACK, COMMERCIAL CHOICE PLUS and COMMERCIAL XTRA PACK subscribers in select ZIP codes where DIRECTV is contractually obligated to distribute multiple Regional Sports Networks.

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The Daily Show with Trevor Noah: ©2019 Comedy Partners. All Rights Reserved. Comedy Central, The Daily Show with Trevor Noah and all related titles, logos and characters are trademarks of Comedy Partners. AC360®. ® & ©2019 Cable News Network. WarnerMedia. All Rights Reserved.\*For full Mix Channel and interactive functionality, HD equipment model H/HR 21 or later is required. Access to channels depends on programming package.

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**2019 NFL SUNDAY TICKET EARLY BIRD OFFER:** In order to receive NFL SUNDAY TICKET, customers must subscribe to a commercial base programming package. New NFL SUNDAY TICKET subscribers must order by 5/19/19 and activate by 6/19/19 to be eligible for the 1-Pay option. NFL SUNDAY TICKET price based on Fire Code Occupancy (FCO). The remaining balance of NFL SUNDAY TICKET will be charged to customer's account in the event of early disconnect. NFL SUNDAY TICKET consists of all live out-of-market NFL games (based on customer's service address) broadcast on FOX and CBS. However, games broadcast by your local FOX or CBS affiliate, and select international games, will not be available in NFL SUNDAY TICKET. Other conditions apply. **LIMIT ONE NFL SUNDAY TICKET OFFER PER ACCOUNT.** Offer void where prohibited or restricted. **NFL SUNDAY TICKET subscription will automatically continue in 2020 and each season thereafter at then-prevailing rate unless customer calls 1-866-945-9940 to cancel prior to start of season. Subscription cannot be canceled (in part or in whole) after the start of the season and subscription fee cannot be refunded.** Commercial locations require an appropriate licensee agreement. **NBA LEAGUE PASS MIDSEASON OFFER:** New NBA League Pass subscribers. To receive NBA League Pass, a DIRECTV commercial subscription to a base programming package is required. Customers must order by 3/10/19 and activate by 4/10/19 to be eligible for the 1-Pay option. Pricing based on Fire Code Occupancy (FCO). IN THE EVENT OF AN EARLY DISCONNECT, THE REMAINING BALANCE OF NBA LEAGUE PASS WILL BE CHARGED TO CUSTOMER'S ACCOUNT. **LIMIT ONE NBA LEAGUE PASS OFFER PER ACCOUNT. NBA LEAGUE PASS subscription will automatically continue in 2020 and each season thereafter at then-prevailing rate unless customer calls 1-866-771-1523 to cancel prior to start of season.** Programming, pricing, terms and conditions subject to change at any time. NBA, the NBA logo and team identifications are the exclusive intellectual property of NBA Properties, Inc., and the respective member teams. Actual number of games varies by market. Blackout restrictions and other conditions apply. **NHL CENTER ICE MIDSEASON OFFER:** New NHL CENTER ICE subscribers. To receive NHL CENTER ICE, a DIRECTV commercial subscription to a base programming package or above is required. Customers must order by 3/6/19 and activate by 4/6/19 to be eligible for the 1-Pay option. Pricing based on Fire Code Occupancy (FCO). IN THE EVENT OF EARLY DISCONNECT, THE REMAINING BALANCE OF NHL CENTER ICE WILL BE CHARGED TO CUSTOMER'S ACCOUNT. **LIMIT ONE NHL CENTER ICE PROMOTIONAL OFFER PER ACCOUNT. NHL CENTER ICE subscription will automatically continue in 2020 and each season thereafter at then-prevailing rate unless customer calls 1-866-771-1523 to cancel prior to start of season.** Programming, pricing, terms and conditions subject to change at any time. NHL, the NHL Shield and Center ice name and logo are registered trademarks and The Game Lives Where You Do is a trademark of the National Hockey League. NHL and NHL team marks are the property of the NHL and its teams. ©NHL 2019. All rights reserved. Blackout restrictions and other conditions apply.

**ESPN COLLEGE EXTRA OFFER:** To receive ESPN College Extra, customer must subscribe to a commercial base programming package. Upon activation of ESPN College Extra, DIRECTV will bill the customer's account the first of three installment payments (1 of 3) for three mos., with the first payment due at the commencement of the service. Provided DIRECTV carries this service, the ESPN College Extra billing cycle will resume automatically on the anniversary date of the start of the prior year's billing cycle. ESPN College Extra subscription cannot be transferred, refunded or credited (in whole or in part) after customer has received 30 days of ESPN College Extra programming. **CUSTOMER MUST CALL 1-877-561-5926 TO CANCEL THEIR SUBSCRIPTION NO LATER THAN 30 DAYS AFTER THEIR FIRST INSTALLMENT PAYMENT.** Games telecast locally may be included in ESPN College Extra. Offer void where prohibited or restricted. **MLB EXTRA INNINGS OFFER:** To receive MLB EXTRA INNINGS, a subscription to a commercial base programming package is required. Programming charges based on Fire Code Occupancy (FCO). Customers must order by 4/30/19 and activate by 5/30/19 to be eligible for the 5-Pay option, or order by 7/7/19 and activate by 8/7/19 to be eligible for the 1-Pay option. IN THE EVENT OF AN EARLY DISCONNECT, THE REMAINING BALANCE OF MLB EXTRA INNINGS WILL BE CHARGED TO CUSTOMER'S ACCOUNT. **LIMIT ONE MLB EXTRA INNINGS OFFER PER ACCOUNT. MLB EXTRA INNINGS continues automatically provided DIRECTV carries this service, unless the customer calls 1-866-771-1523 to cancel prior to the start of the season.** Programming, pricing, terms and conditions subject to change at any time. Major League Baseball trademarks and copyrights are used with permission of the applicable MLB entities. All rights reserved. Visit the official website at MLB.com.

\*To access DIRECTV HD programming, HD equipment along with Advanced Receiver fee is required. \*Actual number of games varies by market due to blackout rules and other conditions. \*For full Mix Channel and interactive functionality, HD equipment model H/HR 21 or later is required. Access to channels depends on programming package.

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\*By downloading this app you are verifying that you are over the U.S. legal drinking age of 21 years old. Use of DIRECTV mobile apps is licensed under DIRECTV's current End User License Agreement. Use of DIRECTV mobile apps is also subject to DIRECTV's privacy policy and other legal policies, including DIRECTV's Customer Agreement for users who are DIRECTV customers. \*\*Certain remote control functions require a standard DIRECTV remote. Tablet remote control functionality requires an Internet or Wi-Fi connection and is limited to the range of network. Internet access and directv.com login required. Internet connections may vary. Only available on certain Internet-connected receivers. Visit directv.com/apps for complete details. Remote connections may vary. Charges may apply for an Internet Connection Kit and installation. Requires DIRECTV Plus HD DVR (models HR20, HR21, HR22, HR23, HR24), DIRECTV Plus DVR model R22, or DIRECTV HD Receiver (models H21, H23, H24, H25) connected to broadband. DIRECTV Receiver(s) and the tablet must be connected to the same network. iPhone® is a registered trademark of Apple Inc.

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**BASE PACKAGE OFFERS:** Package offers end 5/18/19. After 12 mos., then-prevailing rate for base package applies (currently: \$66.99/mo. for BUSINESS SELECT PACK; \$108.99/mo. for COMMERCIAL ENTERTAINMENT PACK; \$162.49/mo. for COMMERCIAL XTRA PACK, up to \$258.99/mo. (based on EVO, Estimated Viewing Occupancy) for COMMERCIAL CHOICE, and up to \$634.99/mo. (based on EVO) for COMMERCIAL CHOICE PLUS) unless canceled or changed by customer prior to end of the promotional period. **BUSINESS SELECT PACK 24-MO. OFFER:** To receive the promotional price of \$46.99/mo., a 24-mo. agreement is required. After 24 mos., then-prevailing rate for base pkg applies unless canceled or changed by customer prior to end of the promotional period. Not stackable with any base package offers. **COMMERCIAL ENTERTAINMENT PACK 24-MO. OFFER:** To receive the promotional price of \$75.99/mo., a 24-mo. agreement is required. After 24 mos., then-prevailing rate for base pkg applies unless canceled or changed by customer prior to end of the promotional period. Not stackable with any base package offers. **COMMERCIAL XTRA PACK 24-MO. OFFER:** To receive the promotional price of \$99.99/mo., a 24-mo. agreement is required. After 24 mos., then-prevailing rate for base pkg applies unless canceled or changed by customer prior to end of the promotional period. Not stackable with any base package offers. **ABP OFFER:** New customers who subscribe to BUSINESS SELECT PACK or above with 24-mo. agmt and enroll in Auto Bill Pay at time of sale will receive \$10/mo. bill credit for 24 mos. starting in the 2nd mo. After 24 mos., the credit will end and services will automatically continue at the then-prevailing rate. **HARDWARE OFFER:** Programming agreement, as defined by customer's commercial programming rate card, required. Offer available to new commercial customers in commercial structures no more than three stories high. No single-family residences allowed. Up to four HD Receivers included per commercial location. Make and model of system at DIRECTV's sole discretion. Offer void where prohibited or restricted. **DIRECTV SVC TERMS:** Subject to terms of DIRECTV Commercial Customer Agreement. **Add'l Fees & Terms:** Regional Sports Network fee of up to \$24.99/mo. applies in certain markets for COMMERCIAL CHOICE PLUS and COMMERCIAL XTRA PACK subscribers residing in a RSN ZIP code and one of the Collegiate-in-Market regions where BTN, Longhorn Network or SEC Network is included. Regional Sports Network fees are updated biannually based on the presence of Regional Sports Networks and/or Collegiate-in-Market programming in applicable ZIP codes. Receiver fees of \$15/mo. apply for each receiver for BUSINESS SELECT PACK, COMMERCIAL ENTERTAINMENT PACK and COMMERCIAL XTRA PACK. Flat receiver fees of \$30/mo. will apply for COMMERCIAL CHOICE and a flat fee of \$90/mo. for COMMERCIAL CHOICE PLUS.

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**BASE PACKAGE OFFERS:** Package offers end 5/18/19. After 12 mos., then-prevailing rate for base package applies (currently: \$66.99/mo. for BUSINESS SELECT PACK; \$87.99/mo. for BUSINESS ENTERTAINMENT PACK, and \$118.99/mo. for BUSINESS XTRA PACK) unless canceled or changed by customer prior to end of the promotional period. **2019 NFL SUNDAY TICKET INCLUDED AT NO EXTRA COST OFFER:** Requires activation of BUSINESS XTRA PACK or BUSINESS ENTERTAINMENT PACK. 2019 NFL SUNDAY TICKET early bird retail price \$575 (Business Viewing) and \$460 (Private Viewing). **CUSTOMERS ACTIVATING BUSINESS XTRA PACK OR BUSINESS ENTERTAINMENT PACK ARE ELIGIBLE TO RECEIVE THE 2019 SEASON OF NFL SUNDAY TICKET AT NO ADDITIONAL COST.** The remaining balance of NFL SUNDAY TICKET will be charged to customer's account in the event of early disconnect. NFL SUNDAY TICKET consists of all live out-of-market NFL games (based on customer's service address) broadcast on FOX and CBS. However, games broadcast by your local FOX or CBS affiliate, and select international games, will not be available in NFL SUNDAY TICKET. Other conditions apply. **LIMIT ONE NFL SUNDAY TICKET OFFER PER ACCOUNT.** Offer void where prohibited or restricted. **BUSINESS SELECT PACK 24-MO. OFFER:** To receive the promotional price of \$39.99/mo., a 24-mo. agreement is required. After 24 mos., then-prevailing rate for base pkg applies unless canceled or changed by customer prior to end of the promotional period. Not stackable with any base package offers. **BUSINESS ENTERTAINMENT PACK 24-MO. OFFER:** To receive the promotional price of \$64.99/mo., a 24-mo. agreement is required. After 24 mos., then-prevailing rate for base pkg applies unless canceled or changed by customer prior to end of the promotional period. Not stackable with any base package offers. **BUSINESS XTRA PACK 24-MO. OFFER:** To receive the promotional price of \$89.99/mo., a 24-mo. agreement is required. After 24 mos., then-prevailing rate for base pkg applies unless canceled or changed by customer prior to end of the promotional period. Not stackable with any base package offers. **ABP OFFER:** New customers who subscribe to BUSINESS SELECT PACK or above with 24-mo. agmt and enroll in Auto Bill Pay at time of sale will receive \$10/mo. bill credit for 24 mos. starting in the 2nd mo. After 24 mos., the credits will end and services will automatically continue at the then-prevailing rate. **HARDWARE OFFER:** Programming agreement, as defined by customer's commercial programming rate card, required. Offer available to new commercial customers in commercial structures no more than three stories high. No single-family residences allowed. Business Viewing: New BUSINESS XTRA PACK, BUSINESS ENTERTAINMENT PACK and BUSINESS SELECT PACK customers are eligible for up to four HD Receivers. Private Viewing: New BUSINESS XTRA PACK, BUSINESS ENTERTAINMENT PACK and BUSINESS SELECT PACK customers are eligible for any combination of up to four HD Receivers or two HD DVRs. DVR Service (\$15/mo.) required for DVR and HD DVR equipment. Make and model of system at DIRECTV's sole discretion. Offer void where prohibited or restricted. **DIRECTV SVC TERMS:** Subject to terms of DIRECTV Commercial Customer Agreement. **Add'l Fees & Terms:** Regional Sports Network fee of up to \$59.99/mo. applies in certain markets for BUSINESS XTRA PACK. Regional Sports Network fees are updated biannually based on the presence of Regional Sports Networks and/or Collegiate-in-Market programming in applicable ZIP codes. Business Viewing receiver fees of \$7/mo. each apply for 1st-9th receiver; \$4/mo. each for 10th-21st receiver; \$2/mo. each for 22nd and each additional receiver. Private Viewing receiver fees of \$7/mo. apply for the first and each additional receiver.

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**BASE PACKAGE OFFERS:** Package offers end 5/18/19. After 12 mos., then-prevailing rate for base package applies (currently for Public Viewing: \$100.99/mo. for COMERCIAL ÓPTIMO MÁS PACK; \$125.99/mo. for COMERCIAL MÁS ULTRA PACK, and \$24.99/mo. for COMMERCIAL BASIC w/ International Add-on. Business and Private Viewing: \$80.99/mo. for COMERCIAL ÓPTIMO MÁS PACK) unless canceled or changed by customer prior to end of the promotional period. **COMERCIAL ÓPTIMO MÁS PACK 24-MO. OFFER:** Offer ends 5/18/19. **Public Viewing:** To receive the promotional price of \$74.99/mo., a 24-mo. agreement is required. **Business and Private Viewing:** To receive the promotional price of \$56.99/mo., a 24-mo. agreement is required. After 24 mos., then-prevailing rate for base pkg applies unless canceled or changed by customer prior to end of the promotional period. Not stackable with any base package offers. **COMERCIAL MÁS ULTRA PACK 24-MO. OFFER:** Offer ends 5/18/19. To receive the promotional price of \$79.99/mo., a 24-mo. agreement is required. After 24 mos., then-prevailing rate for base pkg applies unless canceled or changed by customer prior to end of the promotional period. Not stackable with any base package offers. **ABP OFFER:** New customers who subscribe to BUSINESS SELECT PACK or above with 24-mo. agmt and enroll in Auto Bill Pay will receive \$10/mo. bill credit for 24 mos. starting in the 2nd mo. After 24 mos., the credits will end and services will automatically continue at the then-prevailing rate. **HARDWARE OFFER:** Programming agreement, as defined by customer's commercial programming rate card, required. Offer available to new commercial customers in commercial structures no more than three stories high. No single-family residences allowed. Up to four HD Receivers included per commercial location. Private Viewing customers are eligible for any combination of up to four HD Receivers or two HD DVRs. DVR Service (\$15/mo.) required for DVR and HD DVR equipment. Make and model of system at DIRECTV's sole discretion. Offer void where prohibited or restricted. **DIRECTV SVC TERMS:** Subject to terms of DIRECTV Commercial Customer Agreement. **Add'l Fees & Terms:** Public Viewing receiver fees of \$15/mo. apply for each receiver. Business Viewing receiver fees of \$7/mo. each apply for 1st-9th receiver; \$4/mo. each for 10th-21st receiver; \$2/mo. each for 22nd and each additional receiver. Private Viewing receiver fees of \$7/mo. apply for the first and each additional receiver.

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**A LA CARTE PACKAGE OFFERS:** Add any of the Spanish A La Carte Packages onto any base programming package. **\*Public Viewing Customers: En Español can only be added to COMMERCIAL BASIC with an additional International A La Carte Package. Otherwise, it can only be added with BUSINESS SELECT PACK or above. AMÉRICAS PLUS, MÉXICO PLUS and DIRECTV DEPORTES all qualify as International A La Carte Packages.** Multi-Satellite System required. International packages are not required if activating COMMERCIAL BASIC in the Business/Private Viewing segments. Additional receiver fees apply. \*Customer must subscribe to COMMERCIAL BASIC or above in order to add any International A La Carte Packages. **\*HARDWARE OFFER:** Programming agreement, as defined by customer's commercial programming rate card, required. Offer available to new commercial customers in commercial structures no more than three stories high or complex installation fee(s) may apply. No single-family residences allowed. Up to four HD Receivers included per commercial location for COMERCIAL MÁS ULTRA PACK, COMERCIAL ÓPTIMO MÁS PACK and COMMERCIAL BASIC plus International package customers. Make and model of system at DIRECTV's sole discretion. Offer void where prohibited or restricted.

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Public Viewing pricing is based on Fire Code Occupancy (FCO). \*Any new DIRECTV commercial subscriber qualifies. \*Any existing commercial subscriber who did not take this sports package in the previous season. \*Any existing commercial subscriber who did take this sports package in the previous season. \*ESPN College Extra combines the former ESPN GamePlan and ESPN FULL COURT subscriptions into one package.

**CHANNEL LINEUPS (pages 38, 39, 41, 43):**

**ALL PROGRAMMING SUBJECT TO CHANGE AT ANY TIME. Lineups effective as of 1/20/19.** Requires HD equipment. \*Requires a DIRECTV Multi-Satellite System. \*Eligibility for local channels based on service address. Visit directv.com/locals and directv.com to see what is available in your area. To find out if HD locals are available in your area, visit directv.com/hdlocals. \*YES Network available as a local Regional Sports Network package in CT, NY and in parts of NJ and PA as determined by ZIP code. Portions of YES Network programming available in SPORTS PACK premium package in the remainder of DIRECTV service areas.

**ALL PAGES**

**SHOWTIME OFFER PRIVATE VIEWING ONLY:** After 3 mos., service automatically continues at then-prevailing rate (currently \$199.99/mo.) unless changed/canceled. **MUSIC CHOICE OFFER:** After 3 mos., service automatically continues at then-prevailing rate (currently \$37.99/mo.) unless changed/canceled. **DIRECTV SVC TERMS:** \$19.95 Handling and Delivery fee may apply. Taxes not included. Programming, pricing, terms and conditions subject to change at any time. **INSTALLATION:** Standard professional installation included. \$49 standard installation applies for COMMERCIAL BASIC customers. Complex/custom installation extra. Applicable use tax adjustment may apply on retail value of installation. Visit directv.com/legal or call 1-800-531-5000 for details. To access HD programming, HD equipment required. Number of HD channels based on package selection. Eligibility for local channels based on service address. Not all networks available in all markets. All DIRECTV Receivers must be continuously connected to the same land-based phone line or the Internet.

**NFL SUNDAY TICKET subscription will automatically continue in 2020 and each season thereafter at a special renewal rate, unless customer calls 1-866-945-9940 to cancel prior to start of season.** Subscription cannot be canceled (in part or in whole) after the start of the season and subscription fee cannot be refunded. Commercial locations require an appropriate licensee agreement. NFL, the NFL Shield design and the NFL SUNDAY TICKET name and logo are registered trademarks of the NFL and its affiliates. NFL team names and uniform designs are registered trademarks of the teams indicated. NFL: AP Images. ©2019 AT&T Intellectual Property. All Rights Reserved. AT&T, Globe logo, DIRECTV, and all other DIRECTV marks contained herein are trademarks of AT&T Intellectual Property and/or AT&T affiliated companies. All other marks are the property of their respective owners.

