

PROPRIETARY
PROPRIETARY

BellSouth Telecommunications, Inc.
Docket No. 960786-TL
Calhoun Deposition
August 22, 1997
Late Filed Exhibit No. 5
Page: 1 of 1

PROPRIETARY

REQUEST: Identify each ALEC who is using EXACT in Florida and what each ALEC is ordering via EXACT.

RESPONSE: This information contains customer specific proprietary information which will be furnished to the FPSC Staff subject to a Notice of Intent to Request Specified Confidential Classification. It will not be served to the parties of record.

13 37 ASRs since 07/01/97. They are ordering Loops.

14 42 ASRs since 07/01/97. They are ordering Loops.

INFORMATION SPONSORED BY:

Gloria Calhoun
Director - Strategic Planning
675 W. Peachtree Street
Atlanta, GA 30375

DOCUMENT NUMBER-DATE
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FPSC-RECORDS/REPORTING

PROPRIETARY

BellSouth Telecommunications, Inc.
Docket No. 960786-TL
Calhoun Deposition
August 22, 1997
Late Filed Exhibit No. 6
Page: 1 of 1

PROPRIETARY

REQUEST: Identify each ALEC who has sent people to be trained, intends to send people for training, and who are using LENS, TAFI, and EDI.

RESPONSE: Please see the attached information. This information contains customer specific proprietary information which will be furnished to the FPSC Staff subject to a Notice of Intent to Request Specified Confidential Classification. It will not be served to the parties of record.

INFORMATION SPONSORED BY:

Gloria Calhoun
Director - Strategic Planning
675 W. Peachtree Street
Atlanta, GA 30375

Electronic Interface Sales Pipeline

8/27/97

	Potential					CONTACTS	TRAINING	System Turnup							
	LENS	EDI	IPC	EC-Lite	TAFI			ACCESS	LENS	EDI	IPC	EC-Lite	TAFI	EC-Trade	Use
1	X			X	X	Dials/Internet	Jameson/Cross	Trained on LENS on 5/20/97	E						Yes
2	X					Lan-Lan		To be trained on LENS on 8/23/97	C&B				B		7/25/97
3	X				X				C				A		
4	X			X	X										4Q97
5	X	X			X				C						8/1/97
6	X				X	Dials	Linder/Bolding	Trained on TAFI 4/25; Trained on LENS 5/18/97	C				C		
7	X	X		X	7X	Lan-Lan	Numerous	Trained on LEO** 1/1; Trained LENS 6/17	E	E			C		Yes
8	X				X				C				C		
9	X	X	X	X	X				C - 8/20						4Q97
10	X								C						
11	X		X		X				A		A		A		
12	X	X			X				E					E	Yes
13	X	X			X			Wants DLL	C		D		C		
14		X			X	Dials	Moore/Smart	Trained on TAFI and EDI 5/20/97; E-E testing in progress							
15															4Q97
16	X	X		X	X				E				E		Yes
17	X	X		X	X	L2L	Bagwell/Enman	TAFI June 19-20 LENS 6/18							
18	X				X										Yes
19	X								C						
20	X														
21								Harbinger certification complete			E		C		Yes
22	X				X			E-E testing in progress	E						Yes
23	X				X										ASAP
24	X				X	Dials	Leines/Burn	Needs LEOLENS/TAFI	B						
25	X				X				A		A		A		
26	X		X		X						B				
27	X				X	Lan-Lan	Buch/Bolding	Needs LEOLENS/TAFI							
28	X	X			X										
29	X	X			X			Not ready for interfaces at this time						B	8/30/97
30	X	X			X	Lan-Lan	Jackson/Momson	Will schedule training closer to impl of LAN to LAN Would like to impl 7/97	B					A	Yes
31	X				X			Trained 6/18	E				E		Yes
32	X		X	X	X										
33															
34	X				X	Dials	Ortiz/Bolding	Trained on LENS on 8/3/97 Scheduled for TAFI 8/5/97	E				E		Yes
35	X				X			Trained TAFI and LENS	C				C		
36	X							TAFI 6/6 - 6/8/97 LENS 6/25/97	E				C		Yes
37	X		X	X	X				E						Yes

Electronic Interface Sales Pipeline

8/27/97

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Potential					System Turnup										
LENS	EDI	PC	EC-Lite	TAFI	ACCESS	CONTACTS	TRAINING	LENS	EDI	PC	EC-Lite	TAFI	EC-Lite	USE	
X		X	X	X	Lan-Lan	Marlin/Lewis	LEO 4/24, TAFI 4/25 LENS 6/10/97, Working on Harbinger Certification	C		E		C		Yes	
X			X	X										ASAP	
X	X	X	2X		Internet	Greene/Bowers	Trained LEO 4/22, LENS 6/18/97	E						Yes	
X				X	Dials		TAFI training May 10. Scheduled for LENS training 7/2/97	C				C		Yes	
X		X		X	Internet/dials	Houser/Adams	TO END testing on EDI in progress	E		E		E		Yes	
X	X						Waiting for UNEs	C							
X				X	Dials		LENS 6/18 TAFI 6/19-6/20	C				C		9/1/97	
X		X	X	X				C- 8/20						ASAP	
X	X	X		X				C- 8/20						9/1/97	
(The OPC)												E			
				X	Dials	Troup/Bolding	Trained on LENS 5/20/97	C							
X				X										11/1/97	
X		X		X										ASAP	
X				X	Dials	Wheeler/Bolding	Trained on LENS 5/13/97 Trained on TAFI 5/16/97	E				C		Yes	
X			X											7/1/97	
X				X			Trained TAFI and LENS	C							
X				X				C				C			
X	X		X	X	Lan-lan		Trained LEO Jan 97	C				C		4Q97	
X								E						Yes	
X			X	X				E						Yes	
X	X			X			In discussion							ASAP	
X				X										Yes	
X				X			TAFI June 19, 20 LENS 6/18	E				E		Yes	
X		X				Richards/Bolding	Trained LEO 4/24 TAFI 4/25 Trained on LENS 5/20/97	C		E		C			
X							Trained LENS	C							
X			X	X				A						8/1/97	
X				X	Dials	Willie/Reid	TAFI training 4/25/97 LENS training scheduled for 6/10/97	C				C			
				X	Dials	Smart	Trained LENS on 6/3/97, TAFI 6/5-6/6/97	E				E		Yes	
X				X	Lan-Lan	Carvantes/Bolding	Scheduled for LENS on 6/3/97 Scheduled for TAFI 6/5/97	E				C			
X				X				E				A		Yes	
X				X		Bill Stone	Was passing orders then lost the only trained employee	E				E		NOV	
Locations														10/1/97	
X				X	Dials	MacBride/Bolding	LENS training 7/2/97	E							
					57	16	14	20	51	SEE LEGEND FOR TOTALS					13

Category	Total at each stage
Large Carrier	3
Mid-size Carrier	17
Small Carrier	1
	26

**LEO= Local Exchange Ordering

Turnup Activity Legend		Order Yes
A	Account team to negotiate interface in next 30 days	LENS
B	Building connectivity	EDI
C	Trained connectivity set	EDI PC
D	End-to-End testing	Total
E	Actively using system	

Volume to date	Forecast Volume '97	Forecast Volume '98	Reps '97	Reps '98	% Residential	% Small Bus	% Complex
4	500	800			40%	40%	20%
						60%	50%
	300+		6	18	0%	20%	80%
6044	147,530						
2							
	1000	3000					
						90%	10%
70	2000	5000	6				
	3005						
	500	10,000	10	25			
		10000		10	50%	30%	20%
19	1000	10000	5	20	25%	80%	15%
	100	2000	1	3	1%	35%	64%
3							
	3000	7000	2				
10	1000	10000	3	5		50%	50%
181							
	500	5000	15	20	5%	20%	75%
	25000	30000	40	80	5%	75%	20%
50							
275	9800	10800	25	85	5%	90%	5%
	100	1000	5	15			
2							
1							
1	500	1000	5	50			

Volume to date	Forecast Volume '97	Forecast Volume '98	Reps '97	Reps '98	% Residential	% Small Bus	% Complex
10	100	800	2	5		70%	30%
			8	30	30%	50%	20%
678	6000	6000					
14							
58							
	36775						
	100	600	1				
	200	2000	3	8	10%	80%	10%
	5000	20000	5	12	100%		
8							
	1990	2500					
	100	100	2	6	5%	80%	15%
					70%	30%	
2							
	1000+	1000+	3		100%		
	450	1800	3				
					70%	20%	10%
589							
	4000	4000	2	2	100%		
28							
				150			
134							
1							
	200	500	6	10	100%		
10							
5							
2							
18							
			3				
27							
8252	250250	143900	161	532	34 10%	42 38%	23 52%

net by System

2129
6044
79
8252

Registration Summary (by Class)

Report Generated 8/27/97 10:54:31 AM

Course Title Local Exchange Negotiation System (LENS) Application Training

Class Dates: Aug 06, 1997 to Aug 06, 1997 **Tuition:** \$100.00

Open Seats: 6 **Class Size:** 8

<i>CLEC Name:</i>	<i>Student Name</i>	<i>Student ID #</i>
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Course Title Local Exchange Negotiation System (LENS) Application Training

Class Dates: Aug 07, 1997 to Aug 07, 1997 **Tuition:** \$100.00

Open Seats: 5 **Class Size:** 8

<i>CLEC Name:</i>	<i>Student Name</i>	<i>Student ID #</i>
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Registration Summary (by Class)

Report Generated 8/27/97 10:54:32 AM

Course Title **Trouble Analysis Facilitation Interface (TAFI) Overview**

Class Dates: **Aug 07, 1997 to Aug 08, 1997** **Tuition:** \$200.00

Open Seats: 1 **Class Size:** 8

<i>CLEC Name:</i>	<i>Student Name</i>	<i>Student ID #</i>
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Course Title **Electronic Data Interchange - Personal Computer (EDI-PC)**

Class Dates: **Aug 11, 1997 to Aug 11, 1997** **Tuition:** \$100.00

Open Seats: 7 **Class Size:** 8

<i>CLEC Name:</i>	<i>Student Name</i>	<i>Student ID #</i>
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Registration Summary (by Class)

Report Generated 8/27/97 10:54:33 AM

Course Title Local Exchange Negotiation System (LENS) Application Training

Class Dates: Aug 12, 1997 to Aug 12, 1997 **Tuition:** \$100.00

Open Seats: 7 **Class Size:** 8

<i>CLEC Name:</i>	<i>Student Name</i>	<i>Student ID #</i>
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Course Title Local Exchange Negotiation System (LENS) Application Training

Class Dates: Aug 13, 1997 to Aug 13, 1997 **Tuition:** \$100.00

Open Seats: 0 **Class Size:** 8

<i>CLEC Name:</i>	<i>Student Name</i>	<i>Student ID #</i>
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Registration Summary (by Class)

Report Generated 8/27/97 10:54:34 AM

Course Title **Trouble Analysis Facilitation Interface (TAFI) Overview**

Class Dates: Aug 14, 1997 to Aug 15, 1997 **Tuition:** \$200.00

Open Seats: 6 **Class Size:** 8

CLEC Name:

Student Name

Student ID #

Registration Summary (by Class)

Report Generated 8/27/97 10:54:34 AM

Course Title CLEC Basic 1 - Pre-Ordering and Ordering

Class Dates: Aug 18, 1997 to Aug 21, 1997

Tuition: \$400.00

Open Seats: 3 **Class Size:** 20

CLEC Name:

Student Name

Student ID #

Registration Summary (by Class)

Report Generated 8/27/97 10:54:34 AM

Course Title Local Exchange Negotiation System (LENS) Application Training

Class Dates: Aug 18, 1997 to Aug 18, 1997 **Tuition:** \$100.00

Open Seats: -1 **Class Size:** 8

CLEC Name:

Student Name

Student ID #

Registration Summary (by Class)

Report Generated 8/27/97 10:54:35 AM

Course Title **Electronic Data Interchange - Personal Computer (EDI-PC)**

Class Dates: **Aug 19, 1997 to Aug 19, 1997** **Tuition:** \$100.00

Open Seats: 0 **Class Size:** 8

CLEC Name:

Student Name

Student ID #

Registration Summary (by Class)

Report Generated 8/27/97 10:54:35 AM

Course Title Local Exchange Negotiation System (LENS) Application Training

Class Dates: Aug 20, 1997 to Aug 20, 1997 **Tuition:** \$100.00

Open Seats: 0 **Class Size:** 8

<i>CLEC Name:</i>	<i>Student Name</i>	<i>Student ID #</i>
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Course Title Trouble Analysis Facilitation Interface (TAFI) Overview

Class Dates: Aug 21, 1997 to Aug 22, 1997 **Tuition:** \$200.00

Open Seats: 6 **Class Size:** 8

<i>CLEC Name:</i>	<i>Student Name</i>	<i>Student ID #</i>
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Registration Summary (by Class)

Report Generated 8/27/97 10:54:36 AM

Course Title CLEC Basic 1A - Billing and Maintenance

Class Dates: Aug 22, 1997 to Aug 22, 1997

Tuition: \$100.00

Open Seats: 3

Class Size: 20

CLEC Name:

Student Name

Student ID #

Registration Summary (by Class)

Report Generated 8/27/97 10:54:36 AM

Course Title Local Exchange Negotiation System (LENS) Application Training

Class Dates: Aug 25, 1997 to Aug 25, 1997 **Tuition:** \$100.00

Open Seats: -1 **Class Size:** 8

CLEC Name:

Student Name

Student ID #

Registration Summary (by Class)

Report Generated 8/27/97 10:54:37 AM

Course Title Electronic Data Interchange - Personal Computer (EDI-PC)

Class Dates: Aug 26, 1997 to Aug 26, 1997 **Tuition:** \$100.00

Open Seats: -2 **Class Size:** 8

CLEC Name:

Student Name

Student ID #

Registration Summary (by Class)

Report Generated 8/27/97 10:54:37 AM

Course Title Local Exchange Negotiation System (LENS) Application Training

Class Dates: Aug 27, 1997 to Aug 27, 1997 **Tuition:** \$100.00

Open Seats: -2 **Class Size:** 8

CLEC Name:

Student Name

Student ID #

Registration Summary (by Class)

Report Generated 8/27/97 10:54:37 AM

Course Title **Trouble Analysis Facilitation Interface (TAFI) Overview**

Class Dates: **Aug 28, 1997 to Aug 29, 1997** **Tuition:** \$200.00

Open Seats: 5 **Class Size:** 8

<i>CLEC Name:</i>	<i>Student Name</i>	<i>Student ID #</i>
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Course Title **Local Exchange Negotiation System (LENS) Application Training**

Class Dates: **Sep 03, 1997 to Sep 03, 1997** **Tuition:** \$100.00

Open Seats: 0 **Class Size:** 8

<i>CLEC Name:</i>	<i>Student Name</i>	<i>Student ID #</i>
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Registration Summary (by Class)

Report Generated 8/27/97 10:54:38 AM

Course Title Trouble Analysis Facilitation Interface (TAFI) Overview

Class Dates: Sep 04, 1997 to Sep 05, 1997 **Tuition:** \$200.00

Open Seats: 0 **Class Size:** 8

CLEC Name:

Student Name

Student ID #

Registration Summary (by Class)

Report Generated 8/27/97 10:54:39 AM

Course Title **CLEC Basic 1 - Pre-Ordering and Ordering**

Class Dates: **Sep 08, 1997 to Sep 11, 1997**

Tuition: **\$400.00**

Open Seats: **7** Class Size: **20**

CLEC Name:

Student Name

Student ID #

Registration Summary (by Class)

Report Generated 8/27/97 10:54:39 AM

Course Title Local Exchange Negotiation System (LENS) Application Training

Class Dates: Sep 08, 1997 to Sep 08, 1997 **Tuition:** \$100.00

Open Seats: 3 **Class Size:** 8

CLEC Name:

Student Name

Student ID #

Registration Summary (by Class)

Report Generated 8/27/97 10:54:40 AM

Course Title Local Exchange Negotiation System (LENS) Application Training

Class Dates: Sep 10, 1997 to Sep 10, 1997 **Tuition:** \$100.00

Open Seats: 0 **Class Size:** 8

<i>CLEC Name:</i>	<i>Student Name</i>	<i>Student ID #</i>
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Registration Summary (by Class)

Report Generated 8/27/97 10:54:40 AM

Course Title **Trouble Analysis Facilitation Interface (TAFI) Overview**

Class Dates: **Sep 11, 1997 to Sep 12, 1997** **Tuition:** \$200.00

Open Seats: 1 **Class Size:** 8

<i>CLEC Name:</i>	<i>Student Name</i>	<i>Student ID #</i>
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Registration Summary (by Class)

Report Generated 8/27/97 10:54:41 AM

Course Title CLEC Basic 1A - Billing and Maintenance

Class Dates: Sep 12, 1997 to Sep 12, 1997

Tuition: \$100.00

Open Seats: 9

Class Size: 20

CLEC Name:

Student Name

Student ID #

Registration Summary (by Class)

Report Generated 8/27/97 10:54:41 AM

Course Title EDI, LENS, TAFI On-Line Demonstrations

Class Dates: Sep 15, 1997 to Sep 15, 1997 **Tuition:** \$100.00

Open Seats: 3 **Class Size:** 8

<i>CLEC Name:</i>	<i>Student Name</i>	<i>Student ID #</i>
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Course Title Electronic Data Interchange - Personal Computer (EDI-PC)

Class Dates: Sep 16, 1997 to Sep 16, 1997 **Tuition:** \$100.00

Open Seats: 6 **Class Size:** 8

<i>CLEC Name:</i>	<i>Student Name</i>	<i>Student ID #</i>
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Registration Summary (by Class)

Report Generated 8/27/97 10:54:42 AM

Course Title Local Exchange Negotiation System (LENS) Application Training

Class Dates: Sep 17, 1997 to Sep 17, 1997 **Tuition:** \$100.00

Open Seats: 7 **Class Size:** 8

<i>CLEC Name:</i>	<i>Student Name</i>	<i>Student ID #</i>
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Course Title Trouble Analysis Facilitation Interface (TAFI) Overview

Class Dates: Sep 18, 1997 to Sep 19, 1997 **Tuition:** \$200.00

Open Seats: 6 **Class Size:** 8

<i>CLEC Name:</i>	<i>Student Name</i>	<i>Student ID #</i>
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Registration Summary (by Class)

Report Generated 8/27/97 10:54:42 AM

Course Title CLEC Basic 1 - Pre-Ordering and Ordering

Class Dates: Sep 22, 1997 to Sep 25, 1997

Tuition: \$400.00

Open Seats: 3

Class Size: 20

CLEC Name:

Student Name

Student ID #

Registration Summary (by Class)

Report Generated 8/27/97 10:54:43 AM

Course Title **Trouble Analysis Facilitation Interface (TAFI) Overview**

Class Dates: **Sep 25, 1997 to Sep 26, 1997** **Tuition:** \$200.00

Open Seats: 7 **Class Size:** 8

<i>CLEC Name:</i>	<i>Student Name</i>	<i>Student ID #</i>
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Registration Summary (by Class)

Report Generated 8/27/97 10:54:43 AM

Course Title CLEC Basic 1A - Billing and Maintenance

Class Dates: Sep 26, 1997 to Sep 26, 1997

Tuition: \$100.00

Open Seats: 4

Class Size: 20

CLEC Name:

Student Name

Student ID #

Registration Summary (by Class)

Report Generated 8/27/97 10:54:44 AM

Course Title CLEC Basic 1 - Pre-Ordering and Ordering

Class Dates: Oct 06, 1997 to Oct 09, 1997

Tuition: \$400.00

Open Seats: 17 **Class Size:** 20

CLEC Name:

Student Name

Student ID #

Registration Summary (by Class)

Report Generated 8/27/97 10:54:44 AM

Course Title Product and Services Overviews

Class Dates: Oct 07, 1997 to Oct 08, 1997

Tuition: \$675.00

Open Seats: 18 **Class Size:** 30

CLEC Name:

Student Name

Student ID #

Registration Summary (by Class)

Report Generated 8/27/97 10:54:45 AM

Course Title CLEC Basic 1A - Billing and Maintenance

Class Dates: Oct 10, 1997 to Oct 10, 1997

Tuition: \$100.00

Open Seats: 17 **Class Size:** 20

CLEC Name:

Student Name

Student ID #

Course Title CLEC Basic 1 - Pre-Ordering and Ordering

Class Dates: Oct 13, 1997 to Oct 16, 1997

Tuition: \$400.00

Open Seats: 19 **Class Size:** 20

CLEC Name:

Student Name

Student ID #

Course Title CLEC Basic 1A - Billing and Maintenance

Class Dates: Oct 17, 1997 to Oct 17, 1997

Tuition: \$100.00

Open Seats: 19 **Class Size:** 20

CLEC Name:

Student Name

Student ID #

Registration Summary (by Class)

Report Generated 8/27/97 10:54:46 AM

Course Title CLEC Basic 1A - Billing and Maintenance

Class Dates: Oct 24, 1997 to Oct 24, 1997

Tuition: \$100.00

Open Seats: 19 **Class Size:** 20

CLEC Name:

Student Name

Student ID #

Course Title Product and Services Overviews

Class Dates: Oct 28, 1997 to Oct 29, 1997

Tuition: \$675.00

Open Seats: 27 **Class Size:** 30

CLEC Name:

Student Name

Student ID #

Registration Summary (by Class)

Report Generated 8/27/97 10:54:46 AM

Course Title **Product and Services Overviews**

Class Dates: **Nov 06, 1997 to Nov 07, 1997**

Tuition: **\$675.00**

Open Seats: **27** **Class Size:** **30**

CLEC Name:

Student Name

Student ID #

PROPRIETARY

BellSouth Telecommunications, Inc.
Docket No. 960786-TL
Calhoun Deposition
September 3, 1997
REVISED Late Filed Exhibit No. 8
Page: 1 of 1

PROPRIETARY

REQUEST: Identify each ALEC who is using daily usage files in Florida and each ALEC who is working to do so.

RESPONSE: See attached chart.

INFORMATION SPONSORED BY:

Gloria Calhoun
Director - Strategic Planning
675 W. Peachtree Street
Atlanta, GA 30375

VIII. Interface Usage: ODUF only.

CLEC Users:

8-01 The following table reflects which CLECs are currently using each interface option and provides additional related information.

Table 8-1: CLEC Electronic Interface Users as of August 19, 1997

<i>Interface</i>	<i>Option</i>	<i>CLEC</i>	<i>How Long?</i>	<i>Approx. Vol.</i> ③
ODUF	Connect/Direct		Since May 14, 1997	68 Days Usage
ODUF	Connect/Direct		Since June 26, 1997	35 Days Usage
ODUF	Connect/Direct		Since Mar., 1997	124 Days Usage
ODUF	Connect/Direct		Since Apr., 1997	84 Days Usage
ODUF	Connect/Direct		Since Feb., 1997	146 Days Usage
ODUF	Magnetic Tape		Since May 30, 1997	57 Days Usage
ODUF	Magnetic Tape		Since Feb., 1997	141 Days Usage
ODUF	Magnetic Tape		Since Feb., 1997	154 Days Usage
ODUF	Magnetic Tape		Since Mar., 1997	125 Days Usage
ODUF	Magnetic Tape		Since Oct., 1996	286 Days Usage
ODUF	Magnetic Tape		Since Nov., 1996	241 Days Usage
ODUF	Magnetic tape		Since May 16, 1997	67 Days Usage
ODUF	Magnetic Tape		Since Feb., 1997	125 Days Usage
ODUF	Magnetic Tape		Since August 1, 1997	12 Days Usage
ODUF	Connect/Direct		Since July 8, 1997	25 Days Usage

Notes:

1. The volume stated is the approximate number of production commercial transactions over the interface within the past 12 months. If the CLEC has been using the interface for less than 12 months, the volume stated is the approximate volume since the interface was turned up.
2. are both affiliated with
3. Access uses both EXACT-NDM and EXACT Telis-PC. uses both EXACT Telis-PC and Telis-UNIX. The volumes were obtained from EXACT, which does not track which link was used to input the ASRs. Consequently, the volume shown is a combined volume of EXACT ASRs.
4. have been using EXACT for InterLATA business. They are using the same links now for local interconnect ASRs, etc.
5. These customers use both Magnetic Tape Billing and DAB. Detailed records have not been kept regarding precisely how much billing was handled for each via each method.