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October 3, 2001

**VIA HAND DELIVERY**

Blanca S. Bayo, Director  
Division of Records and Reporting  
Betty Easley Conference Center  
4075 Esplanade Way  
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Re: Docket No.: 960786-A-TL

Dear Ms. Bayo:

On behalf of ACCESS Integrated Networks, Inc., enclosed for filing and distribution are the original and 15 copies of ACCESS Integrated Networks, Inc.'s Revised Rebuttal Testimony of Rodney Page.

Please acknowledge receipt of the above on the extra copy and return the stamped copy to me. Thank you for your assistance.

Sincerely,



Joseph A. McGlothlin

JAM/mls  
Enclosure

DOCUMENT NUMBER - DATE  
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**BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION**

In re: Consideration of BellSouth  
Telecommunications, Inc.'s entry into  
interLATA services pursuant to Section  
271 of the Federal Telecommunications  
Act of 1996.

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Docket No. 960786-A-TL

**REVISED REBUTTAL TESTIMONY**

**OF**

**RODNEY PAGE**

**ON BEHALF OF**

**ACCESS INTEGRATED NETWORKS, INC.**

**JULY 20, 2001**

1       **Q.     Please state your name and business address.**

2       A.     My name is Rodney Page. My business address is 4885 Riverside Drive, Suite

3             101, Macon, Georgia 31210.

4       **Q.     What position do you hold with ACCESS?**

5       A.     I am Vice President for Marketing and Strategic Development.

6       **Q.     What is the purpose of your testimony?**

7       A.     The thrust of the testimony of BellSouth witness Cynthia Cox is that all is

8             healthy and well with respect to the development of competition in Florida. In

9             my testimony I will show that, to the contrary, the development of competition

10            is being hampered by overt conduct on the part of BellSouth. I will recount some

11            of ACCESS' negative experiences with BellSouth that I believe should bear on

12            the Commission's evaluation of whether BellSouth has shown the degree of

13            compliance with its obligations under the 1996 Telecommunications Act that is

14            a condition precedent to its entry into the interLATA toll market.

15       **Q.     Which issues will you address?**

16       A.     My testimony pertains to Issue 2, which addresses whether BellSouth has

17             provided interconnection and access in the manner required by the Act; and Issue

18             3, which addresses whether BellSouth is providing unbundled network elements

19             on terms that are just, reasonable, and non-discriminatory.

20       **Q.     Please describe ACCESS Integrated Networks, Inc.**

21       A.     ACCESS is a small but growing ALEC that provides alternative local exchange

22             service in the nine states in which BellSouth is the ILEC. ACCESS'

23             headquarters are in Macon, Georgia. ACCESS currently has 57,000 access lines,

1 of which some 3,000 are in Florida. ACCESS serves small to medium sized  
2 business customers. Our business plan includes service to smaller communities  
3 in which business customers typically do not have as many alternatives as those  
4 located in larger metropolitan areas.

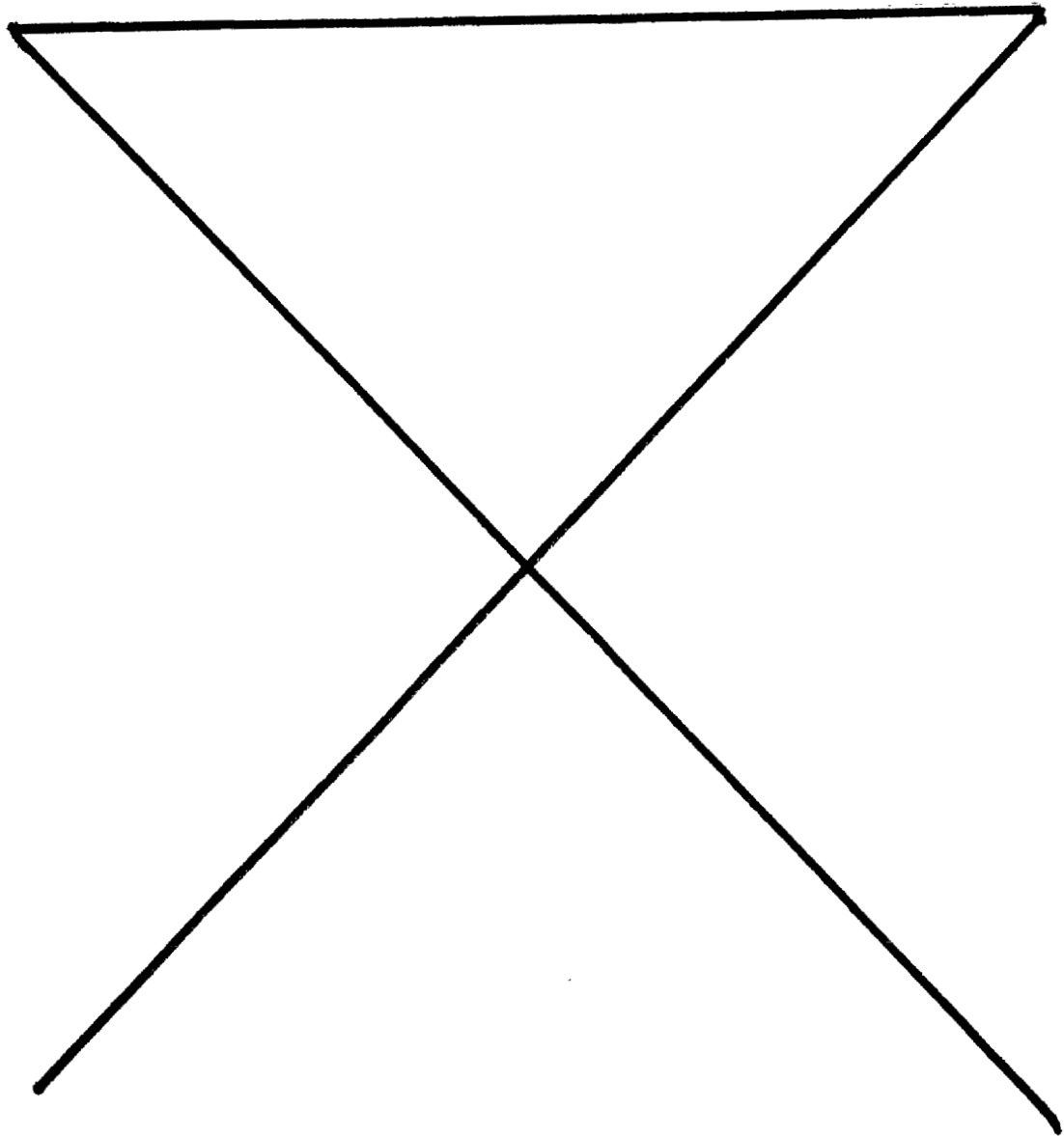
5 To serve its customers, ACCESS utilizes unbundled network elements  
6 (the "UNE-P" platform) that it obtains from BellSouth. Accordingly, ACCESS'  
7 ability to provide service of high quality to its customers is dependent upon the  
8 degree to which BellSouth fulfills its obligations to ACCESS.

9 **Q. Describe ACCESS' experiences with BellSouth that bear on BellSouth's**  
10 **application for authority to enter the interLATA market.**

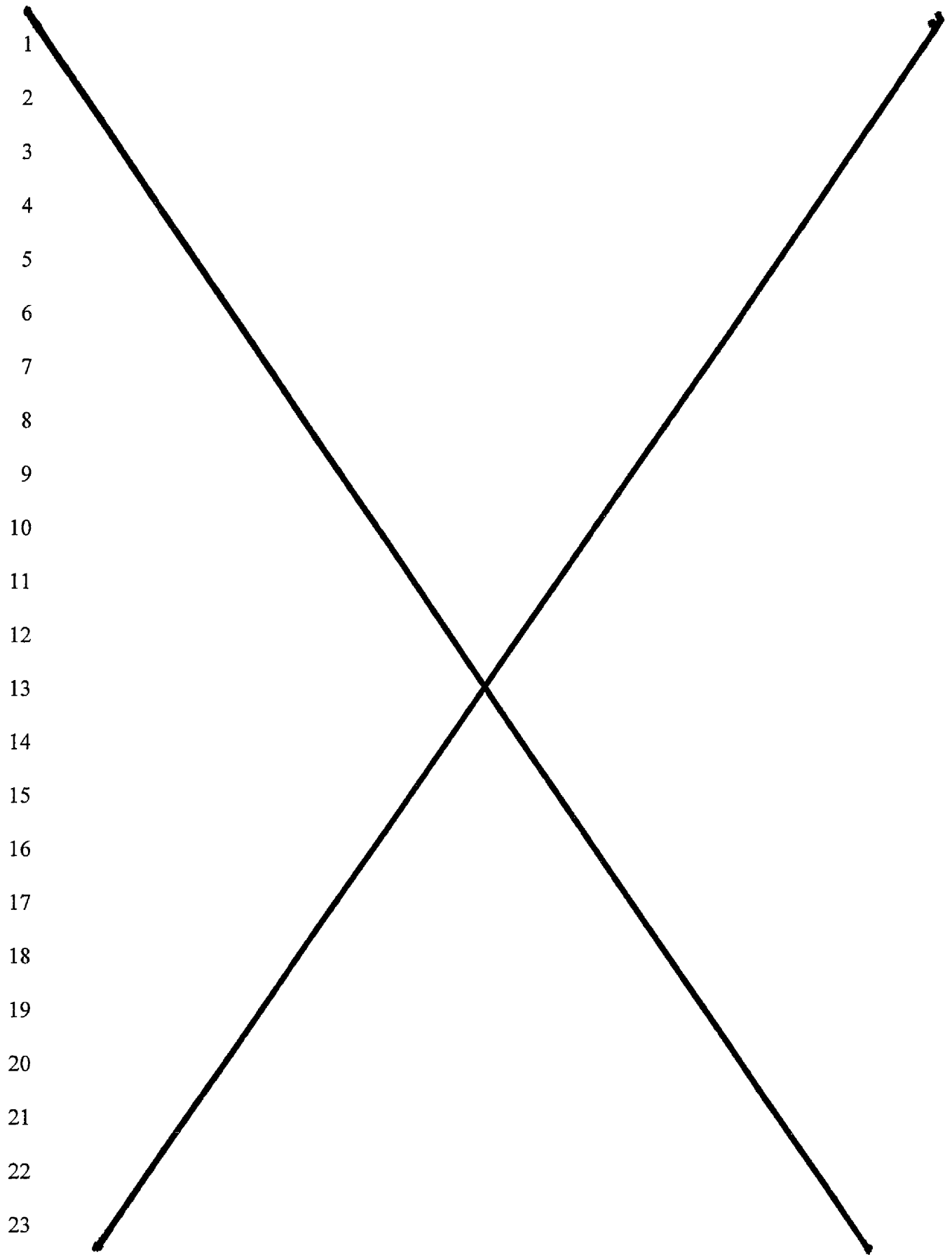
11 A. At the outset, I wish to provide the perspective from which I offer these  
12 comments. My understanding is that stated in overall terms, the test to be applied  
13 in this case is whether BellSouth has fully opened its network to competition. In  
14 applying the test, as it has been formulated into more specific issues, I urge the  
15 Commission not to take an overly mechanical approach to its task. To use an old  
16 but apt phrase, there is a danger of not seeing the forest because of the trees.

17 ACCESS' experience is that BellSouth engages in conduct that impedes  
18 and stifles competition. In what follows, I am not offering a legal opinion; the  
19 relationship between the facts that I will describe and the legal requirements of  
20 the 1996 Act will be argued by the attorneys. However, as a businessman  
21 involved in the implementation of the 1996 Act in the marketplace, I can see the  
22 impact of BellSouth's behavior on the development of competition. Subissue  
23 2(f) asks whether BellSouth has satisfied "other associated requirements" for the

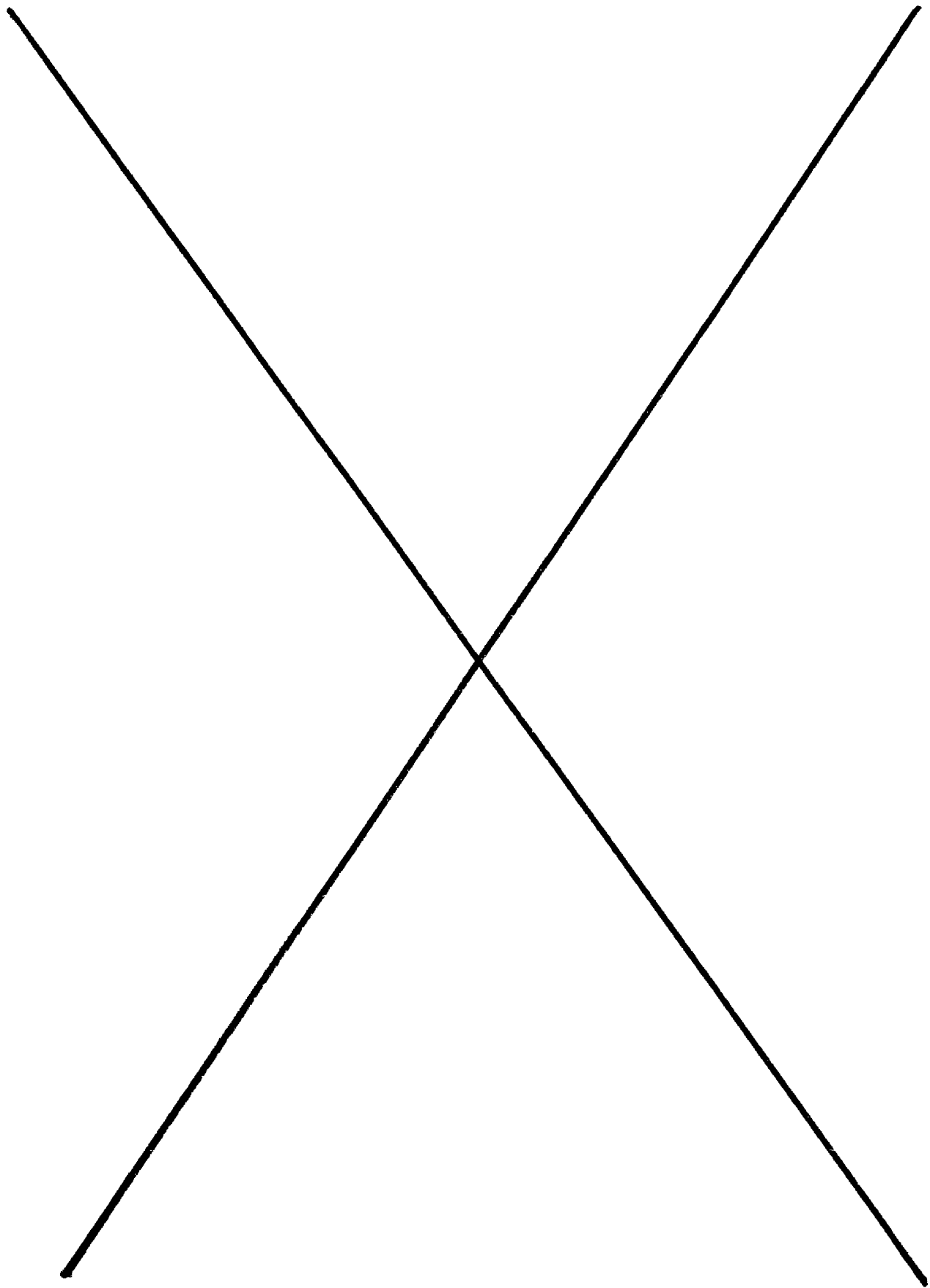
1 item. One such "associated requirement" is the obligation in Section 251(c)(2)  
2 that such interconnection be of a quality at least equal to that which BellSouth  
3 provides to itself. It appears to me, for instance, that if BellSouth interacts  
4 negatively with ACCESS' customer relationships in a way it does not with its  
5 own customers, and in a manner that undermines in the marketplace the  
6 competition that the 1996 Act was intended to facilitate, then the Commission  
7 should question whether BellSouth is offering interconnection and access of a  
8 quality at least equal to that which is provides to itself.

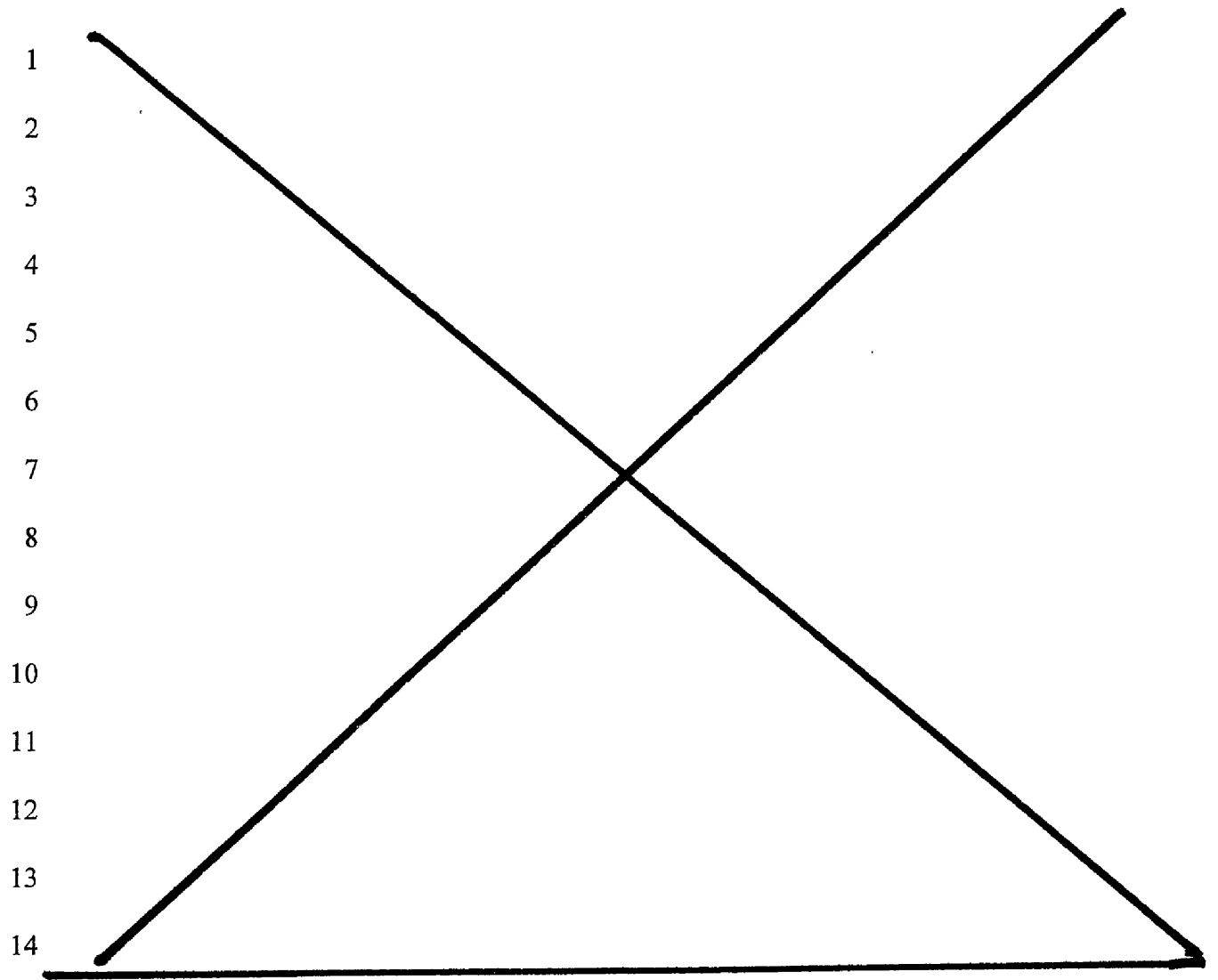


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15      **Q.    Does this conclude your testimony?**

16      A.    Yes.



## CERTIFICATE OF SERVICE

I **HEREBY CERTIFY** that a true and correct copy of the foregoing Revised Rebuttal Testimony of Rodney Page has been furnished by (\*) hand delivery or by U. S. Mail on this 3rd day of October, 2001, to the following:

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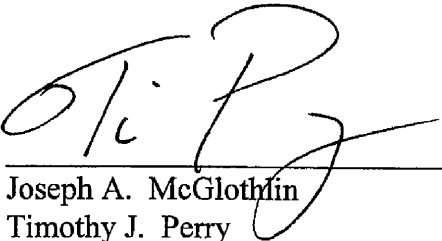
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A handwritten signature in black ink, appearing to read "Tim Perry", written over a horizontal line.

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