

LAW OFFICES

Messer, Caparello & Self

A Professional Association

Post Office Box 1876 Tallahassee, Florida 32302-1876 Internet: www.lawfla.com

November 10, 2003

DOMMISSION

BY HAND DELIVERY

Ms. Blanca Bayó, Director Division of Records and Reporting Room 110, Easley Building Florida Public Service Commission 2540 Shumard Oak Blvd. Tallahassee, Florida 32399-0850

Parties of Record

Re: Docket No. 030851-TP

Dear Ms. Bayó:

Enclosed for filing on behalf of ITC^DeltaCom Communications, Inc. and BTI Corporation are an original and fifteen copies of ITC^DeltaCom's Preliminary Objections to BellSouth's Second Set of Interrogatories and Second Request for Production of Documents in the above referenced docket.

Please acknowledge receipt of these documents by stamping the extra copy of this letter "filed" and returning the same to me.

Thank you for your assistance with this filing.

Sincerely yours,

Floyd R. Self

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BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION

In Re: Implementation of Requirements)	•
Arising From Federal Communications)	
Commission Triennial UNE Review:)	Docket No.: 030851-TP
Local Circuit Switching for Mass)	Filed: November 10, 2003
Market Customers)	
)	

ITC^DELTACOM'S PRELIMINARY OBJECTIONS TO BELLSOUTH'S SECOND SET OF INTERROGATORIES AND SECOND REQUESTS FOR PRODUCTION OF DOCUMENTS

ITC^DELTACOM COMMUNICATIONS, INC., d/b/a ITC^DeltaCom d/b/a Grapevine and BTI Corporation (hereinafter "ITC" or "ITC^DeltaCom"), pursuant to the *Order Establishing Procedure*, Order No. PSC-03-1054-PCO-TP, issued September 22, 2003 (hereinafter "*Procedural Order*"), Rule 28-106.206 of the Florida Administrative Code, and Rules 1.280 and 1.340 of the Florida Rules of Civil Procedure, hereby generally and specifically objects to BellSouth Telecommunications, Inc.'s (hereinafter "BellSouth") Second Set of Interrogatories and Second Request for Production of Documents to ITC, served on October 31, 2003. The Objections stated herein are preliminary in nature and are made at this time for the purpose of complying with the seven-day requirement set forth in Order No. PSC-03-1054-PCO-TP, by the Florida Public Service Commission (hereinafter the "Commission") in the above-referenced docket.

A. General Objections

ITC makes the following General Objections to BellSouth's Second Set of Interrogatories and Second Request for Production of Documents, including the applicable definitions and

general instructions therein ("BellSouth discovery"), which as appropriate will be incorporated into each relevant response when ITC's responses are served on BellSouth.

- 1. ITC objects to the BellSouth discovery to the extent that such discovery seeks to impose an obligation on ITC to respond on behalf of subsidiaries, affiliates, or other persons that are not parties to this case on the grounds that such discovery is overly broad, unduly burdensome, oppressive, and not permitted by applicable discovery rules. ITC further objects to any and all BellSouth discovery that seeks to obtain information from ITC for ITC subsidiaries, affiliates, or other related ITC entities that are not certificated by the Commission.
- 2. ITC has interpreted the BellSouth discovery to apply to ITC's regulated intrastate operations in Florida and will limit its responses accordingly. To the extent that any BellSouth discovery is intended to apply to matters that take place outside the state of Florida and which are not related to Florida intrastate operations subject to the jurisdiction of the Commission, ITC objects to such request as irrelevant, overly broad, unduly burdensome, and oppressive.
- 3. ITC objects to the BellSouth discovery to the extent that such discovery calls for information which is exempt from discovery by virtue of the attorney-client privilege, work product privilege, or other applicable privilege.
- 4. ITC objects to the BellSouth discovery insofar as such discovery is vague, ambiguous, overly broad, imprecise, or utilizes terms that are subject to multiple interpretations but are not properly defined or explained for purposes of these requests. Any responses provided by ITC in response to the BellSouth discovery will be provided subject to, and without waiver of, the foregoing objection.

- 5. ITC objects to the BellSouth discovery insofar as such discovery is not reasonably calculated to lead to the discovery of admissible evidence and is not relevant to the subject matter of this action.
- 6. ITC objects to the BellSouth discovery insofar as it seeks information or documents, or seek to impose obligations on ITC which exceed the requirements of the Florida Rules of Civil Procedure or Florida law.
- 7. ITC objects to providing information to the extent that such information is already in the public record before the Florida Public Service Commission or which is already in the possession, custody, or control of BellSouth.
- 8. ITC objects to the BellSouth discovery to the extent that such discovery is overly broad, unduly burdensome, expensive, oppressive, or excessively time consuming as written.
- 9. ITC objects to each and every request to the extent that the information requested constitutes "trade secrets" which are privileged pursuant to Section 90.506, Florida Statutes. To the extent that BellSouth's requests seek proprietary confidential business information which is not the subject of the "trade secrets" privilege, ITC will make such information available to counsel for BellSouth pursuant to an appropriate Protective Agreement, subject to any other general or specific objections contained herein.
- 10. ITC is a large corporation with employees located in many different locations in Florida and in other states. In the course of its business, ITC creates countless documents that are not subject to Florida Public Service Commission or FCC retention of records requirements. These documents are kept in numerous locations and are frequently moved from site to site as

employees change jobs or as the business is reorganized. Therefore, it is possible that not every document has been identified in response to these requests. ITC will conduct a reasonable and diligent search of those files that are reasonably expected to contain the requested information. To the extent that the BellSouth discovery purports to require more, ITC objects on the grounds that compliance would impose an undue burden or expense.

- 11. ITC objects to the BellSouth discovery that seeks to obtain "all," "each," or "every" document, item, customer, or other such piece of information to the extent that such discovery is overly broad and burdensome. Any answers that ITC may provide in response to the BellSouth discovery will be provided subject to, and without waiver or, this objection.
- 12. ITC objects to the BellSouth discovery to the extent such discovery seeks to have ITC create documents not in existence at the time of the request.
- 13. ITC objects to the BellSouth discovery to the extent that such discovery is not limited to any stated period of time or a stated period of time that is longer than is relevant for purposes of the issues in this docket, as such discovery is overly broad and unduly burdensome.
- 14. In light of the short period of time ITC has been afforded to respond to the BellSouth discovery, the development of ITC's positions and potentially responsive information to the BellSouth requests is necessarily ongoing and continuing. This process is further complicated since at this point in time, the actual issues to be set forth for hearing in this docket have not yet been established by order of the Commission. Accordingly, these are preliminary objections to comply with the Commission's September 22, 2003, order ITC reserves the right to supplement, revise, or modify its objections at the time that it serves its actual responses to the

BellSouth discovery. However, ITC does not assume an affirmative obligation to supplement its answers on an ongoing basis, contrary to the BellSouth General Instruction.

- 15. ITC objects to the BellSouth discovery to the extent that it purports to seek discovery of information and/or materials containing the mental impressions, conclusions, opinions or legal theories of any attorney or other representative of ITC concerning the subject of the proceeding and prepared and developed in anticipation of litigation pursuant to Rule 1.280(b)(3) of the Florida Rules of Civil Procedure without the requisite showing from BellSouth that it has need of the requested information and materials in the preparation of the case and is unable without undue hardship to obtain the substantial equivalent of the materials by other means.
- 16. ITC objects to the BellSouth discovery to the extent that the interrogatories or requests for production seek information and discovery of facts known and opinions held by experts acquired and/or developed in anticipation of litigation or for hearing and outside the scope of discoverable information pursuant to Rule 1.280(4) of the Florida Rules of Civil Procedure.

B. Specific Objections

ITC makes the following Specific Objections to BellSouth's Second Set of Interrogatories and Second Request for Production of Documents, including the applicable definitions and general instructions expressed therein ("BellSouth discovery"), which as appropriate will be incorporated into each relevant response when ITC's responses are served on BellSouth.

- 17. ITC objects to the definition of "voice-grade equivalent lines," and each and every interrogatory or request for production that includes such term, as ITC's business records may not readily identify lines in such a manner as would enable ITC to capture the requested data. As such, any response to such discovery will be based upon the information, as it exists in ITC's business records.
- 18. ITC objects to each and every interrogatory or request for production that seeks information regarding enterprise customers as such discovery is irrelevant for purposes of this docket and is not reasonably calculated to lead to the discovery of admissible evidence since the scope of this proceeding, as set forth by the FCC and the Commission, is limited to local circuit switching for mass market customers.
- 19. ITC objects to each and every interrogatory or request for production that seeks information regarding non-switched services (e.g., services that do not depend on local Class 5 switches) except for non-switched services (e.g., DSL) provided on loops that are also used to provide switched services), as such discovery is irrelevant for purposes of this docket and is not reasonably calculated to lead to the discovery of admissible evidence since the scope of this proceeding, as set forth by the FCC and the Commission, is limited to local circuit switching for mass market customers.
- 20. ITC objects to each and every interrogatory or request for production that seeks information regarding ITC's operations in ILEC service areas other than the BellSouth ILEC service area within the state of Florida as such information is irrelevant to BellSouth's case in this docket and such discovery is overly broad and unduly burdensome.
- 21. ITC objects to each and every interrogatory or request for production that seeks to obtain information regarding "former officers, employees, agents, directors, and all other persons

acting or purporting to act on behalf of [ITC]" as such information is not within ITC's control, would be overly burdensome to attempt to obtain and is likely irrelevant.

- 22. ITC objects to the definitions for "qualifying service" and "non-qualifying service," and each and every interrogatory or request for production that includes such terms, as ITC does not use such terms in the ordinary course of business and answering in these terms would require ITC to provide a legal interpretation of the FCC's terms. With the exception of the specific services the FCC has designated as qualifying or non-qualifying, the term is not clearly defined by the FCC or by BellSouth. For example, as the FCC stated in footnote 466 of the TRO Order (FCC 03-36, released August 21, 2003), "Our list is intended to identify general categories of services that would qualify as eligible services. It is not intended to be an exhaustive list or to identify services in a more particular manner." Thus, such discovery is overly broad and it would be burdensome for ITC to respond to such ambiguous discovery.
- 23. ITC objects to each and every interrogatory or request for production that seeks information regarding ITC's projections regarding future services, revenues, marketing strategies, equipment deployments, or other such future business plans as such requests are trade secrets and, for purposes of this proceeding, would be highly speculative and irrelevant to the issues to be decided in this docket.
- 24. ITC objects to the BellSouth discovery to the extent that the definitions operate to seek discovery of matters other than those subject to the jurisdiction of the Commission pursuant to the FCC's Triennial Review Order, Florida Administrative Code, and Florida Statutes.
- 25. Pursuant to the Procedural Order, the Triennial Review Order, Rule 28-106.206 of the Florida Administrative Code, and Rules 1.280 and 1.340 of the Florida Rules of Civil Procedure, to the extent that BellSouth's discovery requests specific financial, business or

proprietary information regarding ITC's economic business model, ITC objects to providing or producing any such information on the grounds that those requests presume that the market entry analysis is contingent upon ITC's economic business model instead of the hypothetical business model contemplated by the Triennial Review Order.

Respectfully submitted this 10th day of November, 2003.

Floyd Self, Esq.

Messer, Caparello & Self, P.A.

215 S. Monroe Street, Suite 701

Tallahassee, FL 32302

(850) 222-0720

and

Nanette Edwards, Esq. ITC^DeltaCom Communications, Inc. 4092 S. Memorial Parkway Huntsville, AL 35802

Attorneys for ITC^DeltaCom Communications, Inc.

CERTIFICATE OF SERVICE

I HEREBY CERTIFY that a true and correct copy of the foregoing has been served on the following parties by Hand Delivery (*), electronic mail, and/or U. S. Mail this 10th day of November, 2003.

Jason Rojas, Esq.*
Office of General Counsel, Room 370
Florida Public Service Commission
2540 Shumard Oak Blvd.
Tallahassee, FL 32399-0850

Nancy B. White c/o Nancy H. Sims BellSouth Telecommunications, Inc. 150 South Monroe Street, Suite 400 Tallahassee, FL 32301

Susan S. Masterton, Esq.
Sprint-Florida, Incorporated
Sprint Communications Company Limited
Partnership
P.O. Box 2214
Tallahassee, FL 32316-2214

Richard A. Chapkis, Esq. Verizon Florida Inc. P.O. Box 110, FLTC0007 Tampa, FL 33601-0110

Nanette Edwards ITC^DeltaCom 4092 S. Memorial Parkway Huntsville, AL 35802

Mr. James White ALLTEL 601 Riverside Avenue Jacksonville FL 32204-2987

Ms. Laurie A. Maffett Frontier Telephone Group 180 South Clinton Avenue Rochester NY 14646-0700

Mr. R. Mark Ellmer GT Com P. O. Box 220 Port St. Joe FL 32457-0220

Mr. Robert M. Post, Jr. ITS Telecommunications Systems, Inc. P. O. Box 277 Indiantown FL 34956-0277 Ms. Harriet Eudy NEFCOM 11791 110th Street Live Oak FL 32060-6703

Ms. Lynn B. Hall Smart City Telecom P. O. Box 22555 Lake Buena Vista FL 32830-2555

Michael A. Gross
Vice President, Regulatory Affairs
& Regulatory Counsel
Florida Cable Telecommunications Assoc., Inc.
246 E. 6th Avenue
Tallahassee, FL 32301

Tracy W. Hatch, Esq.
AT&T Communications of the Southern States, LLC
101 N. Monroe Street, Suite 701
Tallahassee, FL 32301

Lisa Sapper AT&T 1200 Peachtree Street, NE, Suite 8100 Atlanta, GA 30309

Donna McNulty, Esq. WorldCom 1203 Governors Square Blvd, Suite 201 Tallahassee, FL 32301-2960

De O'Roark, Esq. MCI WorldCom Communications, Inc. 6 Concourse Parkway, Suite 600 Atlanta, GA 30328

Vicki Kaufman, Esq. Joe McGlothlin, Esq. McWhirter, Reeves, McGlothlin, Davidson, Rief & Bakas, P.A. 117 S. Gadsden Street Tallahassee, FL. 32301

Marva Brown Johnson, Esq. KMC Telecom III, LLC 1755 North Brown Road Lawrenceville, GA 30034-8119. Jeffrey J. Binder, Esq. Allegiance Telecom, Inc. 1919 M Street, NW Washington, DC 20037

Terry Larkin Regional Vice President 700 East Butterfield Road Lombard, IL 60148

James C. Falvey, Esq. Senior Vice president, Regulatory Affairs Xspedius Communications, LLC 7125 Columbia Gateway Drive, Suite 200 Columbia, MD 21046

Norman H. Horton, Jr. Messer, Caparello & Self, P.A. P.O. Box 1876 Tallahassee, FL 32302-1876

Mr. Jake E. Jennings NewSouth Communications Corp. Two N. Main Center Greenville, SC 29601

Jon C. Moyle, Jr., Esq. Moyle, Flanigan, Katz, Raymond & Sheehan, P.A. 118 North Gadsden Street Tallahassee, FL 32301

Charles E. Watkins Covad Communications Company 1230 Peachtree Street, NE, 19th Floor Atlanta, GA 30309

Rand Currier Granite Telecommunications, LLC 234 Copeland Street Quincy, MA 02169

Andrew O. Isar Miller Isar, Inc. 7901 Skansie Avenue, Suite 240 Gig Harbor, WA 98335

Jorge Cruz-Bustillo, Esq. Supra Telecommunications and Information Systems, Inc. 2620 S.W. 27th Avenue Miami, Florida 33133 Mr. Jonathan Audu
Supra Telecommunications and
Information Systems, Inc.
1311 Executive Center Drive, Suite 220
Tallahassee, FL 32301

Floyd R. Se