

NANCY B. WHITE  
General Counsel - Florida  
BellSouth Telecommunications, Inc.  
150 South Monroe Street  
Room 400  
Tallahassee, Florida 32301  
(305) 347-5558

040467-TL

March 29, 2004

Mrs. Blanca S. Bayó  
Division of the Commission Clerk and  
Administrative Services  
Florida Public Service Commission  
2540 Shumard Oak Boulevard  
Tallahassee, FL 32399-0850

RECEIVED-FPSC  
MAR 29 PM 4:37  
COMMISSION  
CLERK

undocketed

**Re: Florida Public Service Commission Audit Document/Record  
Request Florida Sales Reivew**

Dear Ms. Bayó:

Enclosed is an original and fifteen copies of BellSouth Telecommunications, Inc.'s Request for Specified Confidential Classification for certain information provided to Staff's request, which we ask that you file in the captioned matter.

A copy of this letter is enclosed. Please mark it to indicate that the original was filed and return the copy to me. Copies have been served to the parties shown on the attached Certificate of Service.

Sincerely,

*Nancy B White*  
Nancy B. White (PW)

RECEIVED & FILED

*Oh*

FPSC-BUREAU OF RECORDS

Enclosures

cc: All Parties of Record  
Marshall M. Criser III  
R. Douglas Lackey  
Lisa Harvey

This request for confidentiality was filed by or on behalf of a telecommunications company for undocketed Confidential Document No. 04029-04. No ruling is required unless the material is subject to a request per 119.07, FS. Your division director must obtain written permission from the EXD/Tech for you to access the confidential material.

(See 01220-04)

- AUS \_\_\_\_\_
- CAF \_\_\_\_\_
- CMP
- COM \_\_\_\_\_
- CTR \_\_\_\_\_
- ECR \_\_\_\_\_
- GCL
- OPC \_\_\_\_\_
- MMS \_\_\_\_\_
- SEC
- OTH  *conf records*

DOCUMENT NUMBER-DATE

04028 MAR 29 03

FPSC-COMMISSION CLERK

**BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION**

Florida Public Service Commission Audit ) Undocketed  
Document /Record Request Florida Sales )  
Review )  
\_\_\_\_\_ ) Filed: March 29, 2004

**BELLSOUTH TELECOMMUNICATIONS, INC.'S REQUEST FOR SPECIFIED CONFIDENTIAL CLASSIFICATION**

BellSouth Telecommunications, Inc. ("BellSouth") hereby files, pursuant to Rule 25-22.006, Florida Administrative Code, this Request For Specified Confidential Classification and states the following:

1. In a letter dated March 5, 2004, the Florida Public Service Commission (the "Commission") requested that BellSouth provide any comments and any request for confidential classification to the Follow-up Review of BellSouth's Sales Methods and Practices report by March 29, 2004. BellSouth provided certain information to Staff in response to their request. Pursuant to FPSC rule 25-22.006(2), BellSouth indicated on the document request Form PSC/AFA6 that certain information contained confidential business information.

2. Pursuant to Rule 25-22.06(3)(a), BellSouth is now filing a Request for Specified Confidential Classification for its responses to portions of the Follow up Report regarding BellSouth's Sales Methods and Practices because said documents and responses contain, among other things, competitive business information and customer specific information that is considered confidential and proprietary to BellSouth. A more specific description of this information is contained in Attachment A.

3. BellSouth has treated and intends to continue to treat the information for which confidential classification is sought as private, and this information has not been generally disclosed.

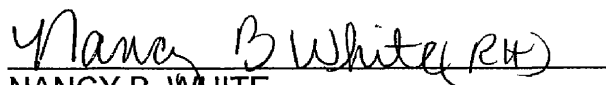
4. Appended hereto as Attachment B are two copies of the requested documents with the confidential information deleted.

5. Appended hereto as Attachment C is a sealed envelope containing one copy of the documents including the material which is confidential and proprietary.

WHEREFORE, based on the foregoing, BellSouth moves the Commission to enter an order declaring the information described above to be confidential, proprietary business information that is not subject to public disclosure.

Respectfully submitted this 29th day of March, 2004.

BELLSOUTH TELECOMMUNICATIONS, INC.



NANCY B. WHITE

c/o Nancy Sims

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Tallahassee, Florida 32301

(305) 347-5558



R. DOUGLAS LACKEY

675 W. Peachtree Street

Suite 4300

Atlanta, Georgia 30375

(404) 335-0747

**ATTACHMENT A**

**BellSouth Telecommunications, Inc.  
Florida Public Service Commission/  
Audit Document/Record Request  
Florida Sales Review  
Page 1 of 2**

**REQUEST FOR CONFIDENTIAL CLASSIFICATION OF BELL SOUTH'S  
RESPONSE TO FLORIDA PUBLIC SERVICE COMMISSIONS  
AUDIT DOCUMENT/RECORD REQUEST FLORIDA  
SALES REVIEW**

**Explanation of Proprietary Information**

1. This information contains business information related to competitive interests of BellSouth that is proprietary to BellSouth. Specifically this information reflects information associated with vendor contracts and vendor specific pricing negotiated by BellSouth. Disclosure of this data would impair the competitive business interests of BellSouth and would impair BellSouth's ability to contract for goods and/or services on favorable terms. Consequently, this information should be classified as proprietary, confidential business information pursuant to Section 364.183(3)(d), Florida Statutes and is exempt from the Open Records Act.
2. The subject information includes methods, practices and procedures developed and used by BellSouth in training its sales personnel. This material is proprietary and confidential business information used by BellSouth in conducting its business and not commonly known by or available to the public. Furthermore, this information has been prepared at great cost to BellSouth, and therefore, others should not be permitted to gain the benefit from not having to develop these instructions and materials themselves. Those practices and procedures are not publicly disclosed, and were developed by BellSouth only by expending a great deal of time and money. Accordingly, this information constitutes confidential business information pursuant to Section 364.183(3)(e), and is exempt from the Open Records Act.

**ATTACHMENT A**

**BellSouth Telecommunications, Inc.  
Florida Public Service Commission/  
Audit Document/Record Request  
Florida Sales Review  
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**REQUEST FOR CONFIDENTIAL CLASSIFICATION OF BELLSOUTH'S  
RESPONSE TO FLORIDA PUBLIC SERVICE COMMISSIONS  
AUDIT DOCUMENT/RECORD REQUEST FLORIDA  
SALES REVIEW**

**Explanation of Proprietary Information**

**AUDIT REPORT**

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