

2004 Competitive Local Exchange Carrier (CLEC) Data Request
(Due by July 15, 2004)

Legal Company Name: Business Telecom, Incorporated

D/B/A: BTI

FPSC Company Code (e.g.,TX000): TX105

Contact Name & Title: Kimberly Presson, Sr. Coordinator, Government and Industry Relations

Telephone Number: 256-241-4413

E-mail Address: kpresson@itcdeltacom.com

Stock Symbol (if company is publicly traded):

1. If you are providing local service in Florida please complete the attached Tables 1-3.
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2. Please indicate which of the following services your company provides. Select all that apply.

- X Local telephone service
X Private line/special access
Wholesale loops
X Wholesale transport
X Interexchange service
Cellular service
Paging service
Prepaid service
VoIP
Cable television
Satellite Television
X Broadband Internet Access

3. If your company provides pre-paid local telephone service, is this is the only service you currently provide in Florida?

We do not provide pre-paid local telephone service.

4. Please complete the table on the following page showing the different bundles that you offer by marking the services you offer along with the price and take rate (the percentage of customers that subscribe to the corresponding package) for residential and business customers.

See Attachment 1

- CMP
COM
CTR
ECR
GCL
OPC
MMS
RCA
SCR
SEC
OTH

REDACTED VERSION

		Local	Long Distance	Broadband	Wireless	Video Service	Price	Take Rate
Residential Packages	Example	X	X			X	\$69.99	35%
	Package 1							
	Package 2							
	Package 3							
	Package 4							
	Package 5							
	Package 6							
	Package 7							
	Package 8							
	Package 9							
	Package 10							
	Package 11							
	Package 12							
	Package 13							
	Package 14							
	Package 15							
Business Packages	Example	X	X	X			\$89.99	25%
	Package 1							
	Package 2							
	Package 3							
	Package 4							
	Package 5							
	Package 6							
	Package 7							
	Package 8							
	Package 9							
	Package 10							
	Package 11							
	Package 12							
	Package 13							
	Package 14							
	Package 15							

REDACTED VERSION

- (a.) Please indicate below what vertical services are available in the bundles you offer.

3-way calling	<u> X </u>
Caller ID w/ name	<u> X </u>
Call Hunt	<u> X </u>
Call Waiting	<u> X </u>
Voice Mail	<u> </u>
Call Transfer	<u> X </u>
Caller ID Block	<u> X </u>
Repeat Dialing	<u> X </u>
Call Return	<u> X </u>
Call Waiting w/ Caller ID	<u> X </u>
Line Guard	<u> </u>
Other (Specify)	<u> </u>

- (b.) How many of the above services are included in a bundle? **All of them.**
- (c.) Are these bundles offered in all areas where you provide service? If not, why not and do you intend to offer them in the future? **Yes**

5. Indicate below whether you are offering or providing VoIP service to end-user customers in Florida? For purposes of this question, VoIP service is defined as IP-based voice service provided over a digital connection. VoIP calls under this definition may or may not terminate on the PSTN.

 X Not offering VoIP service in Florida.
 Offering business VoIP services.
 Offering residential VoIP services.

If you are offering or providing residential or business VoIP service in Florida:

- (a.) List the locations in Florida where you are offering VoIP service. If you roll out service by MSA, list the MSAs; if rolled out by exchange, list the exchanges, etc.
- (b.) Provide residential price(s) for VoIP service.
- (c.) Provide small business price(s) for VoIP service.
- (d.) List all call features included with the service, e.g., call forwarding, caller ID, voice mail, etc.
- (e.) Check all that apply to your VoIP service:
- Offer wireless VoIP service.
 Offer wireline VoIP service.

REDACTED VERSION

- ___ 911 (Location information not provided automatically to PSAP).
- ___ E911 (Location information provided automatically to PSAP).
- ___ CALEA (Communications Assistance for Law Enforcement Act).
- ___ Telephone Relay Service.
- ___ Power Backup (If so, identify time duration below, e.g., 4 hours, 8 hours).
- ___ Time duration of power backup (in hours).
- ___ Directory Assistance.
- ___ Operator Services.
- ___ Equal Access to long distance providers.
- ___ Local Number Portability.
- ___ Local Calling.
- ___ Long Distance Calling.
- ___ International Calling.
- ___ Contribute to Universal Service Fund.
- ___ Require VoIP subscriber to also purchase Broadband service.
- ___ Offered as primary line service.
- ___ Offered as secondary line service only.
- ___ Interconnected with PSTN.
- ___ Peer-to-Peer only (no interconnection with PSTN).
- ___ Use of public Internet.
- ___ Use of private IP network.
- ___ Call uptime 99.999%.
- ___ Use of numbers from the North American Numbering Plan Administrator.

6. If you are not offering or providing VoIP service to end-user customers in Florida, do you anticipate doing so? If yes, identify rollout month/year. **FILED AS CONFIDENTIAL AND PROPRIETARY**

7. Broadband Internet Access.

(a) With this data, we are interested in reporting on an aggregate statewide rather than a per company basis. **FILED AS CONFIDENTIAL AND PROPRIETARY**

- Provide the total number of **residential** lines and wireless channels over which you or an affiliate are providing broadband service in Florida.

- Provide the total number of **small business** lines and wireless channels over which you or an affiliate are providing broadband service in Florida. _____

- Provide the total number of **residential and small business** lines and wireless channels over which you or an affiliate are providing broadband service in Florida. _____

REDACTED VERSION

(b.) What types of broadband connection(s) do you provide?

- xDSL
- cable modem
- satellite
- fixed wireless
- mobile wireless
- Wi-Fi
- Broadband over power line
- Other (Specify) **T1 Loops**

(c.) How do you provision broadband services? Check all that apply.

- Over own facilities
- Over UNE loops
- Over resold facilities (ILEC)
- Over resold facilities (non-ILEC)
- Over loops or channels obtained from unaffiliated entities (non- ILEC)
- Through line splitting agreements

(d.) Please fill out the following table providing the downstream and upstream data transfer rates and the monthly price for each tier of broadband service you offer.

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Broadband Service	Data Transfer Rate		\$ Price/month
	Downstream	Upstream	
Residential			
Business			

8. Have you experienced any significant barriers in entering Florida’s local exchange markets? Please list and describe any major obstacles or barriers encountered that you believe maybe impeding the growth of local competition in the state, along with any suggestions as to how to remove such obstacles. **FILED AS CONFIDENTIAL AND PROPRIETARY**

9. Please provide any additional general comments or information you believe will assist staff in evaluating and reporting on the development of local exchange competition in Florida. **FILED AS CONFIDENTIAL AND PROPRIETARY**

REDACTED VERSION

10. As of December 31, 2003, how much money (in thousands of dollars) have you invested in your network serving Florida customers? **FILED AS CONFIDENTIAL AND PROPRIETARY**
11. Are you currently operating under Chapter 7 or Chapter 11 protection? **No**
12. If your company filed a Form 477 with the Federal Communications Commission in March 2004, please enclose a copy of the completed form with your response to this data request. (NOTE: This form only applies to CLECs with a minimum of 10,000 access lines.) **FILED AS CONFIDENTIAL AND PROPRIETARY**
13. Following the D.C. Circuit's decision, the FCC called for ILECs and CLECs to negotiate.
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- (a.) Are you currently in negotiations with any ILECs?
- (b.) If so, with which carriers?
- (c.) Are the negotiations national or Florida-only?
- (d.) Have you reached agreement with one or more carriers?
14. If so, please provide the name(s) of the carrier(s) and when you expect to file your agreement(s) with the Florida Commission. If you do not intend to file your agreement(s), explain why.

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Schedule A - 2 Year Term Pricing						
Voice Channels	256k	384k	512k	768k	Voice Only Line Side	Voice ONLY Trunk Side
10	\$738.42	\$779.34	\$820.26	\$902.10	\$656.58	\$744.00
11	\$758.88	\$799.80	\$840.72	\$922.56	\$677.04	\$744.00
12	\$779.34	\$820.26	\$861.18	\$943.02	\$697.50	\$744.00
13	\$799.80	\$840.72	\$881.64		\$717.96	\$744.00
14	\$820.26	\$861.18	\$902.10		\$738.42	\$744.00
15	\$840.72	\$881.64	\$922.56		\$758.88	\$744.00
16	\$861.18	\$902.10	\$943.02		\$779.34	\$744.00
17	\$881.64	\$922.56			\$799.80	\$744.00
18	\$902.10	\$943.02			\$820.26	\$744.00
19	\$922.56				\$840.72	\$744.00
20	\$943.02				\$861.18	\$744.00
21					\$881.64	\$744.00
22					\$902.10	\$744.00
23					\$922.56	\$744.00
24					\$943.02	\$744.00
PRI NI-1 & Trunk Side T1	\$744.00	\$744.00	\$744.00	\$744.00		\$744.00

Schedule A - 3 Year Term Pricing						
Voice Channels	256k	384k	512k	768k	Voice Only Line Side	Voice ONLY Trunk Side
10	\$714.60	\$754.20	\$793.80	\$873.00	\$635.40	\$720.00
11	\$734.40	\$774.00	\$813.60	\$892.80	\$655.20	\$720.00
12	\$754.20	\$793.80	\$833.40	\$912.60	\$675.00	\$720.00
13	\$774.00	\$813.60	\$853.20		\$694.80	\$720.00
14	\$793.80	\$833.40	\$873.00		\$714.60	\$720.00
15	\$813.60	\$853.20	\$892.80		\$734.40	\$720.00
16	\$833.40	\$873.00	\$912.60		\$754.20	\$720.00
17	\$853.20	\$892.80			\$774.00	\$720.00
18	\$873.00	\$912.60			\$793.80	\$720.00
19	\$892.80				\$813.60	\$720.00
20	\$912.60				\$833.40	\$720.00
21					\$853.20	\$720.00
22					\$873.00	\$720.00
23					\$892.80	\$720.00
24					\$912.60	\$720.00
PRI NI-1 & Trunk Side T1	\$720.00	\$720.00	\$720.00	\$720.00		\$720.00

1. Filing status
2. Company
3. Indicate the category that best describes the operations covered by this filing.
4. Filers must report separate data for ILEC and non-ILEC operations. Use the following drop-down box to indicate whether this worksheet contains data for ILEC or for non-ILEC operations.
5. Use the following drop-down box to select your company, parent or controlling entity name. Select "not shown" if it is not in the list. See instructions Section IV-B-1 for information on preparing file names.

If you selected "not shown" above, then provide the following:

6. State.
7. Contact person (person who prepared the data contained below).
8. Contact person telephone number and e-mail address.
phone
e-mail
9. Indicate whether this is an original or revised filing.
10. Indicate whether you request non-disclosure of some or all of the information in this file because you believe that this information is privileged and confidential and public disclosure of such information would likely cause substantial harm to the competitive position of the filer.
11. Indicate if this is a complete file or a redacted version of a complete file.

Please review instructions before completing form.

Reminders:

- 1) Ensure files are virus free by using up-to-date virus detection software. Filers are encouraged to submit files via e-mail (address: FCC477@fcc.gov).
- 2) If you are filing original or revised data for an earlier semi-annual reporting period, do not use this particular form (which is only for data as of December 31, 2003). See reminder 4.
- 3) You may not insert or delete columns or rows, move cells, or edit text or numbers outside the cells provided for data entries. Files that cannot be opened in EXCEL97, files whose structure has been altered, and files with improper names will have to be refiled.
- 4) If you have questions about the form, contact the Wireline Competition Bureau, Industry Analysis and Technology Division at (202) 418-0940; via e-mail at 477INFO@fcc.gov; or via TTY at (202) 418-0484.
- 5) You must submit a Certification Statement signed by an officer of your company. A single statement may cover all files submitted. See Instructions sections IV & V
- 6) If you request non-disclosure of some data, you must file a public version of the form with such information redacted. See instructions sections IV.B and IV.C for information on preparing a redacted file.
- 7) Name your files as specified in Instructions section IV.B.1. To assist you, complete this Cover Page to generate an "example" name, below. Replace the character "#" in this example name with a sequence number as specified in the instructions. This number should be "1" unless using "1" would cause you to submit more than one file with the identical file name.

Example

Business Telecom, Incorporated non-ILEC operations for Florida December 31, 2003

Complete Part I if you and all affiliates (including commonly controlled entities) provide 250 or more broadband lines or wireless channels in the state over your own facilities or over lines you provisioned as broadband. See instructions for definitions of "own facilities", "broadband", "end user", and "residential and small business".

If you provide data in Part I, you must provide in Part V a list containing the 5-digit Zip Codes of the end-user locations in which you provide the broadband services reported herein. See instructions.

Data as of December 31, 2003

A. Lines and wireless channels of broadband service that you provided over your own facilities, or over UNE loops or other lines and wireless channels that you obtained from other service providers and equipped as broadband, categorized by technology at the end-user location.

(a) Total one-way and two-way (full) broadband lines and wireless channels	Percentages of lines and wireless channels reported in (a)				
	(b) % of (a) used by residential & small business customers	(c) % of (a) provided over your own facilities	(d) % of (a) provided (i.e. billed directly) to end users	(e) % of (a) providing customers greater than 200 kbps in both directions	(f) % of (a) providing customers greater than 2 mbps in both directions
I - 1. Asymmetric xDSL.					
I - 2. Other traditional wireline including symmetric xDSL.				100%	
I - 3. Coaxial carrier systems including hybrid fiber-coaxial systems.					
I - 4. Optical carrier (fiber to the end user).					
I - 5. Satellite.					
I - 6. Terrestrial wireless fixed.					
I - 7. Terrestrial wireless mobile.					
I - 8. All other technologies, such as distribution over electric power lines.					

Note: In Part I, report actual counts. Do not report voice-grade equivalent measures.

Business Telecom, Incorporated non-ILEC operations for Florida December 31, 2003

Complete Part II if you and all affiliates (including commonly controlled entities) provide 10,000 or more voice-grade equivalent lines or wireless voice-grade equivalent channels used for local exchange or exchange access service in the state. See instructions for definitions of "voice telephone service", "voice-grade equivalent lines", "residential and small business", "owned facilities", "COLO switching centers", and "end users".

If you provide data in Part II, you must provide in Part V a list containing the 5-digit Zip Codes of the end-user locations in which you provide the wireline or fixed wireless voice grade services reported herein. See instructions.

	(a) Total voice-grade equivalent lines and voice-grade equivalent wireless channels in service	Percentages of lines and wireless channels reported in (a)			
		(b) % of (a) used for residential & small business service	(c) % of (a) provided over your own facilities	(d) % of (a) provided over UNE loops	(e) % of (a) in ILEC COLO switching centers
Data as of December 31, 2003					
A. Voice telephone service provided to end users.					
II - 1. Total lines and channels you provided to end users.	xxxxxx	xxxxxx	xxxxxx	xxxxxx	xxxxxx
B. Voice telephone service provided to other communications carriers, categorized by:					
II - 2. Lines and channels that you provided under a Total Service Resale arrangement. See instructions.	xxxxxx	xxxxxx	xxxxxx		xxxxxx
II - 3. Lines and channels you provided under other resale arrangements, such as resold Centrex.	xxxxxx	xxxxxx	xxxxxx	xxxxxx	xxxxxx
C. UNE loops, special access lines, and those private lines that connect to carriers, categorized by:					
II - 4. Lines and channels that you provided under a UNE loop arrangement, where you do not provide switching for the line.	xxxxxx	xxxxxx			xxxxxx
II - 5. Lines and channels that you provided under a UNE loop arrangement, where you also provided switching for the line.	xxxxxx	xxxxxx			xxxxxx
II - 6. Special access lines not provided as broadband and private lines that connect an end-user premises to a telecommunications common carrier and is not provided as broadband.	xxxxxx	xxxxxx	xxxxxx	xxxxxx	xxxxxx
D. Total wireline voice-grade equivalent lines & fixed wireless voice-grade equivalent channels in service.					
II - 7. Total lines and channels provided. [line II-1+line II-2 + line II-3]	#VALUE!	xxxxxx	xxxxxx		xxxxxx

Percentage of channels reported in (a), carried over the following types of facilities categorized by the technology used in the part of the line or wireless channel at the end-user location		
(f) Cable coaxial	(g) Wireless	(h) All other including traditional wireline

Business Telecom, Incorporated non-ILEC operations for Florida December 31, 2003

Complete Part III if you and all affiliates (including commonly controlled entities) serve 10,000 or more mobile voice telephony subscribers in the state over your own facilities. See instructions for definitions of "mobile voice telephony subscribers" and "own facilities".

Data as of December 31, 2003

A. Mobile voice telephony subscribers in service and served over your own facilities.

(a) Network telephone service subscribers	(b) Percentage of (a) provided (i.e. billed directly) to end users
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III - 1. Cellular, PCS & other mobile telephony.

Business Telecom, Incorporated non-ILEC operations for Florida December 31, 2003

Filers completing Part I or Part II must supply a list of 5-digit Zip Codes in which the filer has at least one customer.
Do not provide customer counts by Zip Code.

Data as of December 31, 2003

V - 1. 5-digit Zip Codes in the state in which you provide service to end-user locations:

Broadband service	Wireline & fixed wireless exchange telephone
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1		XXXXXX
2		
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