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October 14, 1992

Mr. Steve C. Tribble  
Director, Division of Records and Reporting  
Florida Public Service Commission  
101 East Gaines Street  
Tallahassee, Florida 32301

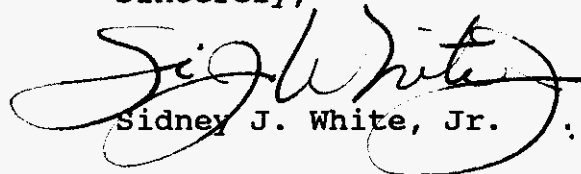
RE: Docket No. 920260-TL

Dear Mr. Tribble:

Enclosed are an original and fifteen copies of Southern Bell Telephone and Telegraph Company's Request for Confidential Classification. Please file these documents in the captioned docket.

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 on the parties shown on the attached Certificate of Service.

Sincerely,

  
Sidney J. White, Jr.

Enclosures

cc: All Parties of Record  
A. M. Lombardo  
H. R. Anthony  
R. D. Lackey

RECEIVED & FILED

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12083 OCT 14 1992  
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**CERTIFICATE OF SERVICE**  
**Docket No. 920260-TL**

I HEREBY CERTIFY that a copy of the foregoing has been furnished  
by United States Mail this 14th day of October, 1992 to:

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A handwritten signature in black ink, appearing to read "J. White". The signature is written in a cursive style with a horizontal line underneath the name.

BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION

In re: Comprehensive Review of )  
the Revenue Requirements and Rate ) Docket No. 920260-TL  
Stabilization Plan of Southern )  
Bell Telephone and Telegraph ) Filed: October 14, 1992  
Company (Formerly FPSC Docket )  
Number 880069-TL) )  
\_\_\_\_\_)

SOUTHERN BELL TELEPHONE AND TELEGRAPH COMPANY'S  
REQUEST FOR CONFIDENTIAL CLASSIFICATION

COMES NOW BellSouth Telecommunications, Inc., d/b/a Southern Bell Telephone and Telegraph Company ("Southern Bell" or "Company"), pursuant to Rule 25-22.006(4), Florida Administrative Code, and files its Request for Confidential Classification for certain documents or portions of documents produced in response to Staff's Fourth Request for Production of Documents, as referenced in the Company's September 23, 1992 Notice of Intent to Request Confidential Classification ("Notice").

1. In accordance with Rule 25-22.006(4), Florida Administrative Code, Southern Bell is now filing its Request for Confidential Classification for documents or portions of documents containing vendor-specific contractual information, strategic market information, customer-specific information, information on competitive services, and other competitively-sensitive information.

2. Southern Bell has appended to this request for confidential classification as Attachment A a listing of the location in the documents of the information designated by Southern Bell as confidential. In any instances in which Southern Bell has requested that an entire document be granted confidential classification, this representation and specific

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justification therefore will be included in place of specific location information.

3. Appended hereto in an envelope designated as Attachment B are two edited copies of the documents with the confidential information deleted.

4. A sealed package marked as Attachment C contains copies of the documents with the material which is confidential and proprietary highlighted. Copies of Attachment C are not being served on other parties to this proceeding.

5. With respect to Request No. 99, Public Counsel requested Network Executive Approval Letters and other supporting justification for central office/toll center additions previously identified by Southern Bell in MFR Schedule B-11. Southern Bell has produced responsive documents containing proprietary confidential business information in the form of market strategy for specific market segments and customers, vendor-specific information including prices, customer-specific information and economic analysis and forecasted revenue information for competitive services.

6. Some of the proprietary confidential business information produced for Staff and specifically identified in the pertinent attachments reflects Southern Bell's market strategy and reasons for certain network deployments. This information is entitled to confidential classification because, in addition to specifically identifying strategic customers, it provides valuable insight into Southern Bell's perception of, and strategies for, the markets it serves. These are the same

markets also served by Southern Bell's competitors. Southern Bell uses this information in its business, it is extremely valuable, and Southern Bell strives to keep such information secret and does not publicly share this information. Consequently, this information constitutes trade secrets under § 364.183(3)(a), Florida Statutes. Also, this information qualifies as an exemption from § 119.07(1) Florida Statutes under § 363.183(3)(e), Florida Statutes, inasmuch as this information clearly relates to competitive interests, the disclosure of which would harm Southern Bell's competitive business. If Southern Bell's competitors had access to the Company's competitive analyses of certain strategic customers' tendencies, needs and other market data, then such competitors would gain an unfair competitive advantage as a result of having free access to such market analyses. Southern Bell cannot obtain similar market strategies and analyses from its competitors, and § 364.183(3)(a) and (e) ensure that these marketplace protections are equally applicable to Southern Bell.

7. Information contained in the subject documents also reveals Southern Bell's vendors' prices for individual network components, including central office switches as well as feature-specific analyses relating to such vendors' products. This information is entitled to confidential classification because it is specifically included as proprietary confidential information pursuant to § 364.183(3) and (3)(d), Florida Statutes. These feature analyses and discussions, price information, and other contractual data are shared only between

Southern Bell and the individual vendors whose products are involved. Southern Bell signs non-disclosure agreements to ensure that this information is not publicly disseminated to others outside the Company. If this information were to be publicly disclosed, Southern Bell would be impaired in its efforts to contract for goods and services on the most favorable terms. This is so because currently vendors are willing to candidly discuss their prices and feature functionalities and limitations with Southern Bell in confidence that this information will not be disclosed to competitors or to the general public. This atmosphere of confidence and trust facilitates mutually beneficial negotiations and ultimately results in agreements for the procurement of such products and services. The feature development and/or availability as well as the ultimate price Southern Bell will pay for such products and services depends on the open and frank exchange of information among the parties.

8. The subject documents also contain customer-specific information, including name, location, facilities employed, and other customer proprietary network information (CPNI). This information is entitled to confidential classification, and the Commission has consistently protected such employee-specific information from public disclosure. Moreover, § 119.07(3)(w) specifically provides that information such as customers' names, addresses, and telephone numbers are exempt from the inspection and examination provisions of the Public Record Act. The subject documents also include customer-specific services and quantities

of service or facilities provided to such customers by Southern Bell. Federal and state CPNI rules currently restrict not only Southern Bell's disclosure of this information to the general public, but also strictly control the Company's internal management and disclosure of such information. Bell Operating Company Safeguards and Tier 1 Local Exchange Company Safeguards, Report and Order, CC Docket No. 90-623 (released December 20, 1991 Computer III Remand Proceeding); In re: Investigation into the statewide offering of access to the local network for the purpose of providing information services, Florida Public Service Commission Docket No. 880423-TP, Order No. 21815, issued September 5, 1989, and Order No. 23183, issued July 13, 1990. The CPNI rules are designed to protect Southern Bell's customers' legitimate expectation of privacy in the information relating to their specific dealings with the telephone company.

9. The documents produced for Staff also contain information disclosing economic analyses in the form of forecasted revenue information for competitive services made possible as a result of certain network planning and deployment efforts. Such analyses disclose not only the specific market segment considered by Southern Bell, but also in some cases discloses discrete customers within that market segment. This information is clearly proprietary confidential business information pursuant to § 364.183(3)(e), Florida Statutes. These analyses relate to competitive services and thereby to Southern Bell's competitive interests, and the disclosure of this information to Southern Bell's competitors could result in harm



to the Company's competitive business as a result of competitors targeting the identified market base or specific customers discussed in these documents.

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

WHEREFORE, Southern Bell moves the Prehearing Officer to enter an order declaring the information described above and contained in the indicated portions of the attached exhibits to be proprietary confidential business information and thus not subject to public disclosure.

Respectfully submitted this 14th day of October, 1992.

SOUTHERN BELL TELEPHONE  
AND TELEGRAPH COMPANY



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