

ATTACHMENT B

Lombardo LATE

filed Exhibits nos.

14, 15, 18, 19, 20, 23,

27

920260-TL

NON-Parametric

2 COPIES

DOCUMENT NUMBER-DATE  
01485 FEB-58  
FPSC-RECORDS/REPORTING

Southern Bell Tel. & Tel. Co.  
FPSC Docket No. 920260-TL  
Late Filed Deposition Exhibit  
Witness - Lombardo 1/12/93  
Item No. 14  
Page 1 of 1

8 REQUEST: Explain Scenarios 1-4 on page 360.  
Explain last line on page 360.

10 RESPONSE: Below is a brief description of each scenario.

11 Scenario 1:  
12  
13  
14

15 Scenario 2:  
16  
17  
18

19 Scenario 3:  
20  
21  
22

23 Scenario 4:  
24  
25  
26  
27  
28  
29  
30

RESPONSE PROVIDED BY: Jerry D. Hendrix  
Staff Manager  
29L65 SBC  
675 West Peachtree Street, N.E.  
Atlanta, Georgia 30375

Southern Bell Tel. & Tel. Co.  
FPSC Docket No. 920260-TL  
Late Filed Deposition Exhibit  
Witness - Lombardo 1/12/93  
Item No. 15  
Page 1 of 1

7 REQUEST: Page 361: Reconcile total revenue increase number with  
8 left hand column numbers; is it related to a 1993  
9 carry-over?

10 RESPONSE: No. The total revenue is  
11 made up of the following:

12 1.

13 2.  
14

RESPONSE PROVIDED BY: Jerry D. Hendrix  
Staff Manager  
29L65 SBC  
675 West Peachtree Street, N.E.  
Atlanta, Georgia 30375

Southern Bell Tel. & Tel. Co.  
FPSC Docket No. 920260-TL  
Late Filed Deposition Exhibit  
Witness - Lombardo 1/12/93  
Item No. 18  
Page 1 of 1

7 REQUEST: Why is the revenue number on 367 for UBP different  
8 from 360?

9 RESPONSE:

10  
11  
12  
13  
14

Since these were "what if" numbers,  
supporting documentation for every number is not  
available.

RESPONSE PROVIDED BY: Jerry D. Hendrix  
Staff Manager  
29L65 SBC  
675 West Peachtree Street, N.E.  
Atlanta, Georgia 30375



1  
Southern Bell Tel. & Tel. Co.  
FPSC Docket No. 920260-TL  
Late Filed Deposition Exhibit  
Witness - Lombardo 1/12/93  
Item No. 19  
Page 1 of 1

7 REQUEST: Explain/                    number and                    number on page  
8 367; how calculated? Also explain why the numbers are  
9 different. Also explain when the                    would occur.

10 RESPONSE: The                    ) and                    were calculated using a toll  
11 model.  
12  
13  
14  
15  
16  
17  
18  
19

RESPONSE PROVIDED BY: Jerry D. Hendrix  
Staff Manager  
29L65 SBC  
675 West Peachtree Street, N.E.  
Atlanta, Georgia 30375

1  
2

Southern Bell Tel. & Tel. Co.  
FPSC Docket No. 920260-TL  
Late Filed Deposition Exhibit  
Witness - Lombardo 1/12/93  
Item No. 20  
Page 1 of 1

7 REQUEST: Page 368: How were the numbers in columns A, B, and C  
8 calculated?

9 RESPONSE: The numbers in columns A, B and C were calculated  
10 using a local pricing model with the following  
11 assumptions for a local usage-based pricing plan for  
12 calls within 40 miles:

13  
14  
15  
16  
17

RESPONSE PROVIDED BY: Jerry D. Hendrix  
Staff Manager  
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Atlanta, Georgia 30375

Southern Bell Tel. & Tel. Co.  
FPSC Docket No. 920260-TL  
Late Filed Deposition Exhibit  
Witness - Lombardo 1/12/93  
Item No. 22  
Page 1 of 1

REQUEST: Page 371: What is included in network costs? Also costs for 1995 and 1996.

RESPONSE: The network costs shown on page 371 are "ballpark" costs which include the cost of trunking, translations and other associated network costs. Since these were "what if" numbers, supporting documentation for every number is not available.

RESPONSE PROVIDED BY: Jerry D. Hendrix  
Staff Manager  
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675 West Peachtree Street, N.E.  
Atlanta, Georgia 30375

1  
Southern Bell Tel. & Tel. Co.  
FPSC Docket No. 920260-TL  
Late Filed Deposition Exhibit  
Witness - Lombardo 1/12/93  
Item No. 23  
Page 1 of 1

7 REQUEST: Page 373: Calculations of dollar amount for existing  
8 initial toll market Also why are numbers  
9 different from page 375 and how calculated?

10 RESPONSE: The illustrative number page 373 is an  
11 estimated impact  
12 The numbers shown on page 375 are for years 1993 and  
13 1994.

RESPONSE PROVIDED BY: Jerry D. Hendrix  
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675 West Peachtree Street, N.E.  
Atlanta, Georgia 30375



Southern Bell Tel. & Tel. Co.  
FPC Docket No. 920260-TL  
Late Filed Deposition Exhibit  
Witness - Lombardo 1/12/93  
Item No. 27  
Page 1 of 1

7 REQUEST: Page 408: Item #7, are they revenue or cost numbers  
8 and explain how they were calculated.

9 RESPONSE: The reflected in #7 are  
10 costs. The ballpark cost estimate  
11 includes the hardware and software costs.  
12  
13

RESPONSE PROVIDED BY: Jerry D. Hendrix  
Staff Manager  
29L65 SBC  
675 West Peachtree Street, N.E.  
Atlanta, Georgia 30375



Attachment B

Lambert's Exhibits

13, 17, 24, 26

920 260 -TL

Proprietary

2 Copies



POTENTIAL TRADEOFF PACKETS

1  
2  
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SBELL

OTHERS

TRADEOFF PACKET 1

1993

20	TOTAL REVENUE		TOTAL REVENUE			
21		SCENARIOS	1	2	3	4
22	NET REVENUE	=				
23	COST	=				
24	CONTRIBUTION	=				

25 ADJUSTMENTS TO REFLECT EFFECTS ON THE 10XXX BASE CASE

26		<u>REVENUE</u>	<u>COST</u>	<u>CONTRIBUTION</u>
27	SCENARIOS 1-4	--		

**PROPRIETARY**

**PRELIMINARY**

TRADEOFF PACKET 2

NOTE: TO OBTAIN TRADEOFF PACKET 2, TRADEOFF PACKET 1 MUST BE TAKEN

1994

- 1
- 2
- 3
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- 22
- 23

24 TOTAL REVENUE

TOTAL REVENUE

25

SCENARIOS

1

2

3

4

26

NET REVENUE

=

27

COST

=

28

CONTRIBUTION

=

29

ADJUSTMENTS TO REFLECT EFFECTS ON THE 10XXX BASE CASE

30

REVENUE

COST

CONTRIBUTION

31

SCENARIOS 1-4

--

**PROPRIETARY**

**PRELIMINARY**

TRADEOFF PACKET 2 (CONT)

1/1/95

[SCENARIO #2]

OR

---

[SCENARIO #3]

..2

---

**PROPRIETARY**

\*INCLUDES ADJUSTMENT FOR SWITCHED ACCESS REDUCTION ALREADY REFLECTED

F01C01Z 00362

**PRELIMINARY**

TRADEOFF PACKET 2 (CONT)

1/1/96

[SCENARIO #2]

OR

---

[SCENARIO #3]

---

**PROPRIETARY**

\*INCLUDES ADJUSTMENT FOR SWITCHED ACCESS REDUCTION ALREADY REFLECTED F01C01Z 00363

**PRELIMINARY**



1/1/95

[SCENARIO #1]

OR

---

[SCENARIO #4]

**PROPRIETARY**

\*INCLUDES ADJUSTMENT FOR SWITCHED ACCESS REDUCTION ALREADY REFLECTED

F01C01Z 00364

**PRELIMINARY**

TRADEOFF PACKET 2 (CONT)

1/1/96

[SCENARIO #1]

OR

---

[SCENARIO #4]

---

**PROPRIETARY**

\*INCLUDES ADJUSTMENT FOR SWITCHED ACCESS REDUCTION ALREADY REFLECTED

F01C01Z 00365

**PRELIMINARY**

MARK

PLC

PROPRIETARY

8

7

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1

NOTE: IN ORDER TO OBTAIN TRADEOFF PACKET 3, TRADEOFF PACKET 2 MUST BE TAKEN.

1994

TRADEOFF PACKET 3

17

17

SUMMARY  
TRADEOFF PACKET 1  
1993 FIGURES

- 1
- 2
- 3
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- 24
- 25
- 26

27 Annual Net Revenue  
28

**PRELIMINARY**

**PROPRIETARY**

IMPACT OF EXTENDED UBP LOCAL DIAL PLAN WITHIN 40 MILES

2  
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4  
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20  
21

A	B	C	A-B	C-B
<u>Rev w/o Comp</u> <u>No UBP</u>	<u>Rev w/Comp</u> <u>No UBP</u>	<u>Rev w/UBP</u>		

93

94

95

96

\*93 ->  
94 ->  
95 ->  
96 ->

PRELIMINARY

PROPRIETARY



1  
2

ELIMINATE 0+/1+ EXCLUSIVITY BEYOND 40 MI\*

3 93

4 94

5 95

6 96

7  
8

**PRELIMINARY**

PROPRIETARY

TRADEOFF PACKET 1  
COST ANALYSIS

2  
3

4 UBP

5 93 Translation

6 93 Trunking

7 OPERATOR SERVICES - COST SAVINGS

8 93

9 94 Labor Savings  
10 (expense)  
11

12 95

13 96

14 MARKETING COSTS

15 93

(expense)

16 94

17 BILLING COSTS

18 \$2M One time cost for billing (expense)

19 .8M Annual expense for directory (expense)

20 Total

21 93

22 94

23 95

24 96

25 NOTE:

26  
27

PRELIMINARY

F01C01Z 00370

PROPRIETARY

Summary  
Tradeoff Packet 1, Page 2

1  
2  
3  
4  
5  
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10

Costs

	<u>1993</u>	<u>1994</u>	<u>1995</u>	<u>1996</u>
Network Costs				
Marketing Costs				
Balloting Costs				
Dual PIC Promotional & Advertising Costs				
Billing Costs	=====	=====		

11  
12

Cost Offsets

Operator Svcs Labor

13

Total Costs

=====      =====      =====      =====  
=====      =====      =====      =====

14  
15  
16

Independent Companies are not negatively impacted under either scenario, provided that the compensation payment includes both traffic-sensitive and non-traffic sensitive rates.

**PRELIMINARY**

**PROPRIETARY**

FLORIDA BALLOTING COSTS

- 2 ASSUMPTIONS: 1.
- 3 2.
- 4
- 5
- 6 3.
- 7
- 8 4.
- 9
- 10
- 11
- 12
- 13
- 14

- 15 CALCULATIONS: 1. ACCESS LINES -1994 4,910,100
- 16 2.
- 17 3. LINE 1 X LINE 2
- 18 4. COST PER BALLOT \$
- 19 5. TOTAL BALLOTING COST
- 20 LINE 3 X LINE 4

21 DUAL PIC PROMOTIONAL AND ADVERTISING COSTS

22 TWO SIX-WEEK DIRECT MAIL CAMPAIGNS

PRELIMINARY

PROPRIETARY

SUMMARY  
TRADEOFF PACKET 2  
1994 FIGURES

1  
2  
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23  
24  
25  
26  
27  
28

or

Annual revenue impact =

**PRELIMINARY**

**PROPRIETARY**

PROPRIETARY

PRELIMINARY

96	11
95	10
94	9
93	8
	7
96	6
95	5
94	4
93	3
	2
	1



1  
2  
3  
4  
5  
6

EXIT INTRALATA TOLL MARKET WITHIN 40 MILES

93  
94  
95  
96

PRELIMINARY

PROPRIETARY

24

POTENTIAL TRADEOFF PACKETS

S. BELL

OTHERS

TRADEOFF PACKET 1

1993

[SCENARIO #1]

1  
2  
3  
3  
4  
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11  
12  
13  
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15  
16  
17  
18  
19  
20  
21  
22  
23

TOTAL REVENUE GAINS =

TOTAL REVENUE LOSSES =

REVENUE =

COSTS =

CONTRIBUTION =

PROPRIETARY

PROPRIETARY

TRADEOFF PACKET 2

2 NOTE: TO OBTAIN TRADEOFF PACKET 2, TRADEOFF PACKET 1 MUST BE TAKEN

3 1994

4 [SCENARIO #1]

3

4

5

6

8

9

10

11

12

13

14

15

16

17

18

19

20

21

22

23 TOTAL REVENUE

TOTAL REVENUE

24 REVENUE =

25 COSTS =

26 CONTRIBUTION =

PROPRIETARY

TRADEOFF PACKET 2 (CONT)

1/1/95

[SCENARIO #1]

\*\* INCLUDES BASE CASE ADJUSTMENT

[ PROPRIETARY

CONFIDENTIAL

TRADEOFF PACKET 2 (CONT)

1/1/96

[SCENARIO #1]

T

PROPRIETARY

\*\* INCLUDES BASE CASE ADJUSTMENT

F01C01Z 00379



NO ACTION

SCENARIO 1  
DUAL PIC  
BEYOND 40MI

SCENARIO 3  
EXIT TOLL

SCENARIO 4  
PIC DUAL  
LATA WIDE

PROPRIETARY

DV

26

TRADEOFF PACKET 1  
REVENUES  
1993

- 1
- 2
- 3
- 4
- 5
- 6
- 7
- 8
- 9
- 10
- 11
- 12
- 13
- 14
- 15
- 16
- 17
- 18

TOTAL REVENUE IMPACT =

PRELIMINARY

PROPRIETARY

TRADEOFF PACKET 2  
REVENUES  
1994

1  
2  
3

4  
5  
6

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22

TOTAL REVENUE IMPACT =

DEFINITION

PROPRIETARY

TRADEOFF PACKET 2  
REVENUE  
1/1/95

LF  
S'

CONFIDENTIAL

TRADEOFF PACKET 2  
REVENUE IMPACT  
1996

F

7 11 11

PROHIBITED

QUANTIFICATION  
OTHER ITEMS

- 1
- 2
- 3 1)
- 4
- 5
- 6 2)
- 7
- 8 3)
- 9 4)
- 10
- 11 5)
- 12 6)
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- 14 7)
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- 18 8)
- 19
- 20

**CONFIDENTIAL**

**CONFIDENTIAL**

1  
2  
DUAL PRESUBSCRIPTION COSTS  
NETWORK

3 The Network central office costs to implement dual  
4 presubscription throughout the region are estimated to be in  
5 the range of depending upon the timing associated  
6 with implementation. In Florida specifically, Network plans to  
7 spend (in today's dollars) in the 1995 - 1997 time frame in  
8 order to update generics to provide additional new services,  
9 e.g. ISDN, etc. This is comprised of in capital and  
10 in expense. Including the intralata dual presubscription  
11 feature coincident with the generic upgrades would require an  
12 expenditure of (in today's dollars) spread over the same 3  
13 year period. This is comprised of in capital and  
14 in expense. If the decision were made to expedite the  
15 placement of these generics along with the intralata dual  
16 presubscription feature, the cost would increase to The  
17 is comprised of in capital and in expense. This  
18 figure also assumes that all generic upgrades along with the  
19 intralata feature would be in place 1/1/94.

20 Thus, the hardware and software costs to implement dual  
21 presubscription in Florida ranges from  
22 to



ATTACH B

Lombardo Exhaust

12

920260-TL

PROP. Agency

Postal

2 Copies

1  
2

FLORIDA

TOLL MINUTES OF USE (MOU) DISTRIBUTION BY MILEAGE BAND

	A	B	C	D	E
3 4	MILEAGE BAND	TOLL MOU* BY BAND	% OF TOTAL	CUMULATIVE TOLL MOU	CUMULATIVE % OF TOTAL
5	0-10				
	11-16				
	17-22				
	23-30				
	31-40				
	41-55				
	56-70				
	71-85				
	86-100				
	101-124				
	125-148				
	149-196				
	197-244				
	245-292				
19	293-354				

\*Based on 6/92 MASTERS data for Florida.  
Includes MTS, WATS and OCP.



BELLSOUTH - MASTERS  
SETTLEMENT CLASS - INTRASTATE  
LATA CLASS - INTRALATA  
ORIG ENTITY - BELL  
SUBSCRIBER TYPE - ALL

ALL  
MILEAGE BAND REPORT - GEOGRAPHICAL STATE  
COMPANY NAME - BELLSOUTH SOUTHERN  
STATE - FLORIDA  
LATA - ALL  
REPORT FOR: JUNE, 1992  
REPORT PRODUCED 08/15/92

PAGE 241

MP-6645

	A	B	C	D	E	F	G
MILEAGE BANDS	(000-010)	(011-016)	(017-022)	(023-030)	(031-040)	(041-055)	(056-070)

DAY

MESSAGES  
MINUTES  
REVENUE  
MILE/MSG  
MIN/MSG  
REV/MSG  
REV/MIN

EVENING

MESSAGES  
MINUTES  
REVENUE  
MILE/MSG  
MIN/MSG  
REV/MSG  
REV/MIN

NIGHT/WKND/OTHER

MESSAGES  
MINUTES  
REVENUE  
MILE/MSG  
MIN/MSG  
REV/MSG  
REV/MIN

TOTAL

MESSAGES  
MINUTES  
REVENUE  
MILE/MSG  
MIN/MSG  
REV/MSG  
REV/MIN

NOTICE: NOT FOR USE OR DISCLOSURE OUTSIDE THE BELLSOUTH COMPANIES EXCEPT UNDER WRITTEN AGREEMENT

2

BELLSOUTH - MASTERS  
SETTLEMENT CLASS - INTRASTATE  
LATA CLASS - INTRALATA  
ORIG ENTITY - BELL  
SUBSCRIBER TYPE - ALL

ALL  
MILEAGE BAND REPORT - GEOGRAPHICAL STATE  
COMPANY NAME - BELLSOUTH/SOUTHERN  
STATE - FLORIDA  
LATA - ALL  
REPORT FOR: JUNE, 1992  
REPORT PRODUCED 08/15/92

PAGE 242

NP-6648

MILEAGE BANDS	A (071-085)	B (086-100)	C (101-124)	D (125-148)	E (149-196)	F (197-244)	G (245-292)
---------------	----------------	----------------	----------------	----------------	----------------	----------------	----------------

DAY

MESSAGES  
MINUTES  
REVENUE  
MILE/MSG  
MIN/MSG  
REV/MSG  
REV/MIN

EVENING

MESSAGES  
MINUTES  
REVENUE  
MILE/MSG  
MIN/MSG  
REV/MSG  
REV/MIN

NIGHT/WKND/OTHER

MESSAGES  
MINUTES  
REVENUE  
MILE/MSG  
MIN/MSG  
REV/MSG  
REV/MIN

TOTAL

MESSAGES  
MINUTES  
REVENUE  
MILE/MSG  
MIN/MSG  
REV/MSG  
REV/MIN

NOTE: NOT FOR USE OR DISCLOSURE OUTSIDE THE BELLSOUTH COMPANIES EXCEPT UNDER WRITTEN AGREEMENT

3

4

NOT FOR USE OR DISCLOSURE OUTSIDE THE BELLSOUTH COMPANIES EXCEPT UNDER WRITTEN AGREEMENT

REV/MIN  
REV/MSG  
MIN/MSG  
MILE/MSG  
REVENUE  
MINUTES  
MESSAGES  
TOTAL

REV/MIN  
REV/MSG  
MIN/MSG  
MILE/MSG  
REVENUE  
MINUTES  
MESSAGES

NIGHT/WKND/OTHER

REV/MIN  
REV/MSG  
MIN/MSG  
MILE/MSG  
REVENUE  
MINUTES  
MESSAGES

EVENING

REV/MIN  
REV/MSG  
MIN/MSG  
MILE/MSG  
REVENUE  
MINUTES  
MESSAGES

DAY

MILEAGE BANDS

(293-354)

(355-392)

(393-499)

TOTAL

A

B

C

D

BELLSOUTH - MASTERS  
SETTLEMENT CLASS - INTRASTATE  
LATA CLASS - INTRALATA  
ORIG ENTITY - BELL  
SUBSCRIBER TYPE - ALL

ALL

REPORT FOR: JUNE, 1992

PAGE 243

MILEAGE BAND REPORT - GEOGRAPHICAL STATE

COMPANY NAME - BELLSOUTH/SOUTHERN

REPORT PRODUCED 08/15/92

78-6648

STATE - FLORIDA

LATA - ALL

5

NOT FOR USE OR DISCLOSURE OUTSIDE THE BELLSOUTH COMPANIES EXCEPT UNDER WRITTEN AGREEMENT

REV/MIN  
REV/MSG  
MIN/MSG  
MILE/MSG  
REVENUE  
MINUTES  
MESSAGES  
TOTAL MTS

REV/MIN  
REV/MSG  
MIN/MSG  
MILE/MSG  
REVENUE  
MINUTES  
MESSAGES

NIGHT/WKND/OTHER

REV/MIN  
REV/MSG  
MIN/MSG  
MILE/MSG  
REVENUE  
MINUTES  
MESSAGES

EVENING

REV/MIN  
REV/MSG  
MIN/MSG  
MILE/MSG  
REVENUE  
MINUTES  
MESSAGES

DAY

MILEAGE BANDS	(000-010)	(011-016)	(017-022)	(023-030)	(031-040)	(041-055)	(056-070)
A	B	C	D	E	F	G	

BELLSOUTH - MASTERS  
SETTLEMENT CLASS - INTRASTATE  
LATA CLASS - INTRALATA  
SPIS ENTITY - BELL  
SUBSCRIBER TYPE - ALL

MIS  
MILEAGE BAND REPORT - GEOGRAPHICAL STATE  
COMPANY NAME - BELLSOUTH/SOUTHERN  
STATE - FLORIDA  
LATA - ALL

REPORT FOR: JUNE, 1992

PAGE 256

MF-664E

REPORT PRODUCED 08/15/92

BELLSOUTH - MASTERS  
SETTLEMENT CLASS - INTRASTATE  
LATA CLASS - INTRALATA  
OPIC ENTITY - BELL  
SUBSCRIBER TYPE - ALL

MTS  
MILEAGE BAND REPORT - GEOGRAPHICAL STATE  
COMPANY NAME - BELLSOUTH/SOUTHERN  
STATE - FLORIDA  
LATA - ALL  
REPORT FOR: JUNE, 1992  
REPORT PRODUCED 09/15/92  
PAGE 257  
MP-6648

MILEAGE BANDS	A (071-085)	B (085-100)	C (101-124)	D (125-148)	E (149-196)	F (197-244)	G (245-292)
---------------	----------------	----------------	----------------	----------------	----------------	----------------	----------------

DAY

MESSAGES  
MINUTES  
REVENUE  
MILE/MSG  
MIN/MSG  
REV/MSG  
REV/MIN

EVENING

MESSAGES  
MINUTES  
REVENUE  
MILE/MSG  
MIN/MSG  
REV/MSG  
REV/MIN

NIGHT/WKND/OTHER

MESSAGES  
MINUTES  
REVENUE  
MILE/MSG  
MIN/MSG  
REV/MSG  
REV/MIN

TOTAL MTS

MESSAGES  
MINUTES  
REVENUE  
MILE/MSG  
MIN/MSG  
REV/MSG  
REV/MIN

NOTICE: NOT FOR USE OR DISCLOSURE OUTSIDE THE BELLSOUTH COMPANIES EXCEPT UNDER WRITTEN AGREEMENT

6

7

TOTAL MTS  
MESSAGES  
MINUTES  
REVENUE  
MILE/MSG  
MIN/MSG  
REV/MSG  
REV/MIN

NIGHT/WKND/OTHER  
MESSAGES  
MINUTES  
REVENUE  
MILE/MSG  
MIN/MSG  
REV/MSG  
REV/MIN

EVENING  
MESSAGES  
MINUTES  
REVENUE  
MILE/MSG  
MIN/MSG  
REV/MSG  
REV/MIN

DAY  
MESSAGES  
MINUTES  
REVENUE  
MILE/MSG  
MIN/MSG  
REV/MSG  
REV/MIN

MILEAGE BANDS

(293-354)

(355-392)

(393-999)

TOTAL

BELLSOUTH - MASTERS  
SETTLEMENT CLASS - INTRASTATE  
LATA CLASS - INTRALATA  
ORIG ENTITY - BELL  
SUBSCRIBER TYPE - ALL

MILEAGE BAND REPORT - GEOGRAPHICAL STATE  
COMPANY NAME - BELLSOUTH/SOUTHERN  
REPORT PERIOD 08/15/92  
STATE - FLORIDA  
LATA - ALL  
MIS  
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A

B

C

D



BELLSOUTH - MASTERS  
SETTLEMENT CLASS - INTRASTATE  
LATA CLASS - INTRALATA  
ORIG ENTITY - BELL  
SUBSCRIBER TYPE - ALL

OCF  
MILEAGE BAND REPORT - GEOGRAPHICAL STATE  
COMPANY NAME - BELLSOUTH/SOUTHERN  
STATE - FLORIDA  
LATA - ALL  
REPORT FOR: JUNE, 1992  
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MILEAGE BANDS	A (000-010)	B (011-016)	C (017-022)	D (023-030)	E (031-040)	F (041-055)	G (056-070)
---------------	----------------	----------------	----------------	----------------	----------------	----------------	----------------

DAY

MESSAGES  
MINUTES  
REVENUE  
MILE/MSG  
MIN/MSG  
REV/MSG  
REV/MIN

EVENING

MESSAGES  
MINUTES  
REVENUE  
MILE/MSG  
MIN/MSG  
REV/MSG  
REV/MIN

NIGHT/WKND/OTHER

MESSAGES  
MINUTES  
REVENUE  
MILE/MSG  
MIN/MSG  
REV/MSG  
REV/MIN

TOTAL OCF

MESSAGES  
MINUTES  
REVENUE  
MILE/MSG  
MIN/MSG  
REV/MSG  
REV/MIN

NOTICE: NOT FOR USE OR DISCLOSURE OUTSIDE THE BELLSOUTH COMPANIES EXCEPT UNDER WRITTEN AGREEMENT

8

BELLSOUTH - MASTERS  
SETTLEMENT CLASS - INTRASTATE  
LATA CLASS - INTRALATA  
ORIG ENTITY - BELL  
SUBSCRIBER TYPE - ALL

OCF  
MILEAGE BAND REPORT - GEOGRAPHICAL STATE  
COMPANY NAME - BELLSOUTH/SOUTHERN  
STATE - FLORIDA  
LATA - ALL

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MILEAGE BANDS	A (071-085)	B (086-100)	C (101-124)	D (125-148)	E (149-196)	F (197-244)	G (245-292)
---------------	----------------	----------------	----------------	----------------	----------------	----------------	----------------

DAY

MESSAGES  
MINUTES  
REVENUE  
MILE/MSG  
MIN/MSG  
REV/MSG  
REV/MIN

EVENING

MESSAGES  
MINUTES  
REVENUE  
MILE/MSG  
MIN/MSG  
REV/MSG  
REV/MIN

NIGHT/WKND/OTHER

MESSAGES  
MINUTES  
REVENUE  
MILE/MSG  
MIN/MSG  
REV/MSG  
REV/MIN

TOTAL OCF

MESSAGES  
MINUTES  
REVENUE  
MILE/MSG  
MIN/MSG  
REV/MSG  
REV/MIN

N O T I C E: NOT FOR USE OR DISCLOSURE OUTSIDE THE BELLSOUTH COMPANIES EXCEPT UNDER WRITTEN AGREEMENT

BELLSOUTH - MASTERS  
SETTLEMENT CLASS - INTRASTATE  
LATA CLASS - INTRALATA  
ORIG ENTITY - BELL  
SUBSCRIBER TYPE - ALL

OCF  
MILEAGE BAND REPORT - GEOGRAPHICAL STATE  
COMPANY NAME - BELLSOUTH/SOUTHERN  
STATE - FLORIDA  
LATA - ALL  
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REPORT PRODUCED 06/15/92

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	A	B	C	D
MILEAGE BANDS	(293-354)	(355-392)	(393-999)	TOTAL

DAY

MESSAGES  
MINUTES  
REVENUE  
MILE/MSG  
MIN/MSG  
REV/MSG  
REV/MIN

EVENING

MESSAGES  
MINUTES  
REVENUE  
MILE/MSG  
MIN/MSG  
REV/MSG  
REV/MIN

NIGHT/WKND/OTHER

MESSAGES  
MINUTES  
REVENUE  
MILE/MSG  
MIN/MSG  
REV/MSG  
REV/MIN

TOTAL OCF

MESSAGES  
MINUTES  
REVENUE  
MILE/MSG  
MIN/MSG  
REV/MSG  
REV/MIN

NOTICE: NOT FOR USE OR DISCLOSURE OUTSIDE THE BELLSOUTH COMPANIES EXCEPT UNDER WRITTEN AGREEMENT

BELLSOUTH - MASTERS  
SETTLEMENT CLASS - INTRASTATE  
LATA CLASS - INTRALATA  
ORIG ENTITY - BELL  
SUBSCRIBER TYPE - ALL

WATS  
MILEAGE BAND REPORT - GEOGRAPHICAL STATE  
COMPANY NAME - BELLSOUTH/SOUTHERN  
STATE - FLORIDA  
LATA - ALL  
REPORT FOR: JUNE, 1992  
REPORT PRODUCED: 08/15/92

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MILEAGE BANDS	A (000-010)	B (011-016)	C (017-022)	D (023-030)	E (031-040)	F (041-055)	G (056-070)
---------------	----------------	----------------	----------------	----------------	----------------	----------------	----------------

DAY

MESSAGES  
MINUTES  
REVENUE  
MILE/MSG  
MIN/MSG  
REV/MSG  
REV/MIN

EVENING

MESSAGES  
MINUTES  
REVENUE  
MILE/MSG  
MIN/MSG  
REV/MSG  
REV/MIN

NIGHT/WKND/OTHER

MESSAGES  
MINUTES  
REVENUE  
MILE/MSG  
MIN/MSG  
REV/MSG  
REV/MIN

TOTAL WATS

MESSAGES  
MINUTES  
REVENUE  
MILE/MSG  
MIN/MSG  
REV/MSG  
REV/MIN

NOT FOR USE OR DISCLOSURE OUTSIDE THE BELL SOUTH COMPANIES EXCEPT UNDER WRITTEN AGREEMENT

REV/MIN  
REV/MSG  
MIN/MSG  
MILE/MSG  
REVENUE  
MINUTES  
MESSAGES  
TOTAL WATS

REV/MIN  
REV/MSG  
MIN/MSG  
MILE/MSG  
REVENUE  
MINUTES  
MESSAGES

NIGHT/WKND/OTHER

REV/MIN  
REV/MSG  
MIN/MSG  
MILE/MSG  
REVENUE  
MINUTES  
MESSAGES

EVENING

REV/MIN  
REV/MSG  
MIN/MSG  
MILE/MSG  
REVENUE  
MINUTES  
MESSAGES

DAY

MILEAGE BANDS	(071-985)	(088-100)	(101-124)	(125-148)	(149-196)	(197-244)	(245-292)
A	B	C	D	E	F	G	

BELLSOUTH - MASTERS SETTLEMENT CLASS - INTRASTATE  
 DATA CLASS - INTRALATA  
 OSIS ENTITY - BELL  
 SUBSCRIBER TYPE - ALL  
 MILEAGE BAND REPORT - GEOGRAPHICAL STATE  
 COMPANY NAME - BELLSOUTH/SOUTHERN  
 REPORT PRODUCED 08/15/92  
 STATE - FLORIDA  
 DATA - ALL  
 WATS  
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BELLSOUTH - MASTERS  
SETTLEMENT CLASS - INTRASTATE  
LATA CLASS - INTRALATA  
ORIG ENTITY - BELL  
SUBSCRIBER TYPE - ALL

WATS  
MILEAGE BAND REPORT - GEOGRAPHICAL STATE  
COMPANY NAME - BELLSOUTH/SOUTHERN  
STATE - FLORIDA  
LATA - ALL

REPORT FOR: JUNE, 1992

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MILEAGE BANDS	A (293-354)	B (355-392)	C (393-999)	D TOTAL
---------------	----------------	----------------	----------------	------------

DAY

MESSAGES  
MINUTES  
REVENUE  
MILE/MSG  
MIN/MSG  
REV/MSG  
REV/MIN

EVENING

MESSAGES  
MINUTES  
REVENUE  
MILE/MSG  
MIN/MSG  
REV/MSG  
REV/MIN

NIGHT/WKND/OTHER

MESSAGES  
MINUTES  
REVENUE  
MILE/MSG  
MIN/MSG  
REV/MSG  
REV/MIN

TOTAL WATS

MESSAGES  
MINUTES  
REVENUE  
MILE/MSG  
MIN/MSG  
REV/MSG  
REV/MIN

NOTE: NOT FOR USE OR DISCLOSURE OUTSIDE THE BELLSOUTH COMPANIES EXCEPT UNDER WRITTEN AGREEMENT

# Average CIF for Florida Southern Bell Routes By Mileage Band

CIF

0 - 10 11 - 20 21 - 30 31 - 40 41 - 50 51 - 60 61 - 70 71 - 80 81 - 90 91 - 100 100+

Mileage Band

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or its affiliated companies except under written agreement.

Source: 1990 CIF Study updated to 1991 calling levels  
and exchange access lines

1  
2  
3  
4  
5

**Average CIF for Florida Southern Bell Routes  
By Cumulative Mileage Bands**

<b>A</b> MILEAGE BAND	<b>B</b> AVERAGE CIF	<b>C</b> NUMBER OF ROUTES
0 - 10		13
0 - 20		178
0 - 30		514
0 - 40		918
0 - 50		1327
0 - 60		1680
0 - 70		1992
0 - 80		2221
0 - 90		2391
0 - 100		2510
100+		2863

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Source: 1990 CIF Study updated to 1991 calling levels and exchange access lines



1  
2  
3  
4

**Average CIF for Florida Southern Bell Routes  
By Mileage Band**

<u>A</u> MILEAGE BAND	<u>B</u> AVERAGE CIF	<u>C</u> NUMBER OF ROUTES
0 - 10		13
11 - 20		165
21 - 30		336
31 - 40		404
41 - 50		409
51 - 60		353
61 - 70		312
71 - 80		229
81 - 90		170
91 - 100		119
<u>100+</u>		<u>353</u>

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Source: 1990 CIF Study updated to 1991 calling levels and exchange access lines

1 **Number of Florida Southern Bell Routes With CIF  $\geq$  3**  
 2 **By Mileage Band**

A MILEAGE BAND	B NUMBER OF ROUTES W/CIF $\geq$ 3	C TOTAL ROUTES PER BAND	D PERCENT OF ROUTES W/CIF $\geq$ 3
6 0 - 10		13	
7 11 - 20		165	
8 21 - 30		336	
9 31 - 40		404	
10 41 - 50		409	
11 50+		1536	

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Source: 1990 CIF Study updated to 1991 calling levels and exchange access lines

1  
2  
3  
4  
5  
6  
11

**Number of Florida Southern Bell Routes With CIF  $\geq$  2  
By Mileage Band**

<b>A</b>	<b>B</b>	<b>C</b>	<b>D</b>
<b>MILEAGE BAND</b>	<b>NUMBER OF ROUTES W/CIF <math>\geq</math> 2</b>	<b>TOTAL ROUTES PER BAND</b>	<b>PERCENT OF ROUTES W/CIF <math>\geq</math> 2</b>
0 - 10		13	
11 - 20		165	
21 - 30		336	
31 - 40		404	
41 - 50		409	
50+		1536	

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Source: 1990 CIF Study updated to 1991 calling levels and exchange access lines

ATTACHMENT B

Lombardo Exhibit 32

920260-TL

PROPRIETARY

2 COPIES

**PUBLIC SWITCHED  
NETWORK SERVICES**

**COMBINED LOCAL,  
TOLL RESPONSE**

(000) 1991 1991.5 1992 1992.5 1993 1993.5 1994 1994.5 1995 1995.5 1996

**PROPRIETARY  
THE INFORMATION CONTAINED HEREIN SHOULD NOT BE DISCLOSED  
TO UNAUTHORIZED PERSONS. IT IS MEANT SOLELY FOR USE BY  
BELLSOUTH AND ITS SUBSIDIARIES**

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