

J. PHILLIP CARVER
General Attorney

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150 South Monroe Street
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June 30, 1997

Mrs. Blanca S. Bayo
Director, Division of Records and Reporting
Florida Public Service Commission
2540 Shumard Oak Boulevard
Tallahassee, Florida 32399

RE: Undocketed - BellSouth Comprehensive Discount
Plan for Business Customers (T-97-0438)

Dear Mrs. Bayo:

Enclosed is an original and fifteen copies of BellSouth Telecommunications, Inc.'s Request for Confidential Classification, 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 on the parties shown on the attached Certificate of Service.

Sincerely,

J. Phillip Carver
J. Phillip Carver (PWC)

Enclosures

cc: All Parties of Record
A. M. Lombardo
R. G. Beatty
W. J. Ellenberg



X-ref DN 05756-97
DOCUMENT NUMBER-DATE
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BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION

ORIGINAL
FILE COPY

In re:)
) Docket No. Undocketed
T-97-0438 - BellSouth Comprehensive)
Discount Plan for Business Customers) Filed: June 30, 1997
)

BELLSOUTH TELECOMMUNICATIONS, INC.'S
REQUEST FOR CONFIDENTIAL CLASSIFICATION

COMES NOW BellSouth Telecommunications, Inc. ("BellSouth"), pursuant to Rule 25-22.006, Florida Administrative Division Code, and files its Request for Confidential Classification, and states the following.

1. On May 29, 1997, the Florida Public Service Commission ("Commission") Staff transmitted to BellSouth a memorandum to request information concerning BellSouth's Comprehensive Discount Plan for Business Customers. On June 9, 1997, BellSouth provided the responsive information to the Staff. On that date, BellSouth also filed a Notice of Intent to Request Confidential Classification for the subject information.

2. BellSouth has appended to this Request for Confidential Classification as Attachment A a listing showing the location in the response of the information designated by BellSouth as confidential.

3. Appended hereto in an envelope designated as Attachment B is one copy of the information with the confidential information deleted.

4. Attached as Attachment C is a sealed envelope containing one copy of the information with the material which is confidential and proprietary.

5. The subject information is entitled to proprietary confidential classification because the information is competitively

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sensitive. This information shows specific revenue thresholds associated with specific discounts. BellSouth's competitors could use this information to analyze and price their products relative to our discount breakpoints.

6. Moreover, Public disclosure of this information would provide BellSouth's competitors with an advantage in that they would know the price or rate below which BellSouth could not provide this service and other services. The data is valuable to competitors and potential competitors in formulating strategic plans for entry, pricing, marketing, and overall business strategies concerning these services. Section 364.183(e), Florida Statutes, expressly classifies as proprietary confidential business information any information relating to the competitive business of the provider. The information provided, as more specifically described above, meets the statutory criteria, and should, therefore, be afforded confidential classification.

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

Respectfully submitted this 30th day of June, 1997.

BELLSOUTH TELECOMMUNICATIONS, INC.

Robert G. Beatty (Pro)

ROBERT G. BEATTY

NANCY B. WHITE

c/o Nancy Sims

150 South Monroe Street, Suite 400

Tallahassee, Florida 32301

(305) 347-5555

William J. Ellenberg II (Pro)

WILLIAM J. ELLENBERG II

J. PHILLIP CARVER

675 W. Peachtree Street

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CERTIFICATE OF SERVICE
UNDOCKETED
BELLSOUTH COMPREHENSIVE DISCOUNT PLAN FOR BUSINESS CUSTOMERS
(T-97-0438)

I HEREBY CERTIFY that a true and correct copy of the foregoing was served by hand-delivery this 30th day of June, 1997 to the following:

Staff Counsel
Florida Public Service
Commission
Division of Legal Services
2540 Shumard Oak Boulevard
Tallahassee, FL 32399-0850



J. Phillip Carver (fw)

ATTACHMENT A

**T-97-0438 - BellSouth Comprehensive
Discount Plan for Business Customers**

1. The information provided is competitively sensitive information. The information shows specific revenue thresholds associated with specific discounts. Our competitors could use this information to analyze and price their products relative to our discount breakpoints. This information is confidential pursuant to Section 364.183(w), Florida Statutes, and Rule 25-22.006, Florida Administrative Code.

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LINE NOS./ COL. NO.

Lines 3 -16, Columns A-H

REASON

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