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Legal Department

Sidney J. White, Jr.  
General Attorney

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BellSouth Telecommunications, Inc.  
150 South Monroe Street  
Room 400  
Tallahassee, Florida 32301  
(404) 335-0759

RECORDS AND  
REPORTING

October 5, 1998

Mrs. Blanca S. Bayó  
Director, Division of Records and Reporting  
Florida Public Service Commission  
2540 Shumard Oak Boulevard  
Tallahassee, FL 32399-0850

Re: Special Docket 980000B-SP

Dear Ms. Bayó:

Enclosed are an original and fifteen copies of BellSouth Telecommunications, Inc.'s Request For Confidential Classification, which we served today. Please file them 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.

RECEIVED & FILED

Sincerely,

FPSC-BUREAU OF RECORDS

*Sidney J. White Jr.*  
Sidney J. White, Jr. (ps)

Enclosures

cc: A. M. Lombardo  
R. G. Beatty  
William J. Ellenberg II (w/o enclosures)

- ACK \_\_\_\_\_
- AFA \_\_\_\_\_
- APP \_\_\_\_\_
- CAF \_\_\_\_\_
- CML \_\_\_\_\_
- CTR \_\_\_\_\_
- EAG \_\_\_\_\_
- LEG \_\_\_\_\_
- LIN \_\_\_\_\_
- OPC \_\_\_\_\_
- RCH \_\_\_\_\_
- SEC \_\_\_\_\_
- WAS \_\_\_\_\_
- OTH \_\_\_\_\_

DOCUMENT NUMBER-DATE

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FPSC-RECORDS/REPORTING

BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION

In re: Access by Telecommunications )  
Companies to Customers in ) Special Project 980000B-SP  
Multi-Tenant Environments )  
\_\_\_\_\_ ) Filed: October 5, 1998

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

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

1. In Memorandum dated September 4, 1998, the Florida Public Service Commission ("Commission"), issued four data requests to BellSouth on access by telecommunications companies to Multi-Tenant Environments. BellSouth is now filing a Request for Confidential Classification for the subject information.

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

3. Appended hereto as Attachment B are two copies of the subject exhibit with the proprietary information deleted.

4. Appended hereto as Attachment C is a sealed envelope containing one copy of the exhibit, including the material which is proprietary.

DOCUMENT NUMBER-DATE

10955 OCT-5 88

FPSC-RECORDS/REPORTING

5. The subject exhibit contains information related to vendor compensation amounts that BellSouth has negotiated with specific vendors. Specifically, the subject information entails the initial and sales activity-specific compensation amounts that BellSouth offers its vendors on particular items. If this information were publicly disclosed, it would impair BellSouth's ability to obtain favorable compensation arrangements in the future. Accordingly, this information is entitled to confidential classification pursuant to F.S. § 364.183.

6. 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.

7. The original of this Notice has been filed with the Division of Records and Reporting, and a copy has been served on the Division requesting the information.

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 5th day of October, 1998.

BELLSOUTH TELECOMMUNICATIONS, INC.

  
\_\_\_\_\_  
ROBERT G. BEATTY  
NANCY B. WHITE  
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*Sidney J. White Jr.*

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**ATTACHMENT A**

**Special Project 980000B-SP  
BellSouth Response to  
FPSC Division of Research & Regulatory Review  
September 4, 1998  
Item No. 3**

The information reflects BellSouth's marketing and contract negotiation strategy through the disclosure of sales and other compensation to sales and marketing vendors. BST's competitors can use this information to develop their own market/sales compensation strategies in competition with BST's efforts in this area. Thus, the disclosure of this information to BST's competitors would impair BST's ability to compete. In addition, this information is valuable, it is used by BST in conducting its business and BST strives to keep it secret. Therefore, it is a trade secret which should be classified as proprietary, confidential business information exempt from the Open Records Act pursuant to Section 364.183, Florida Statutes.

<b><u>PAGE NO.</u></b>	<b><u>REFERENCE</u></b>
<b>Page 10, Section IV, Paragraph A.3</b>	<b>Unit Compensation</b>
<b>Page 10, Section IV, Paragraph A.4</b>	<b>Unit Compensation Total Unit Compensation</b>
<b>Page 11, Columns A through H</b>	<b>Service Sales Compensation Amounts</b>