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BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION

In Re: Petition for emergency relief ) DOCKET NO. 980800-TP  
by Supra Telecommunications & )  
Information Systems against BellSouth )  
Telecommunications, Inc., concerning )  
collocation and interconnection )  
agreements. )

VOLUME 2

Pages 177 through 382

PROCEEDINGS: HEARING  
BEFORE: ACTING CHAIRMAN J. TERRY DEASON  
COMMISSIONER SUSAN F. CLARK  
COMMISSIONER E. LEON JACOBS, JR.  
DATE: Wednesday, October 21, 1998  
TIME: Commenced at 9:30 a.m.  
PLACE: Betty Easley Conference Center  
Room 148  
4075 Esplanade Way  
Tallahassee, Florida  
REPORTED BY: NANCY S. METZKE, RPR, CCR

APPEARANCES:  
(As heretofore noted.)

BUREAU OF REPORTING

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1                   P R O C E E D I N G S

2                   (Transcript continues in sequence from Volume 1)

3                   COMMISSIONER DEASON: Call the hearing back to  
4 order. Ms. White.

5                   MS. WHITE: Yes.

6                   DAVID A. NILSON

7 continues his testimony under oath from Volume.

8                   CONTINUED CROSS EXAMINATION

9 BY MS. WHITE:

10                  Q     Mr. Nilson, I want to try to get a better handle  
11 on this ascent TNT piece of equipment. Now one end would  
12 be the PBX on a customer's premises, correct?

13                  A     I'm sorry, could you say it --

14                  Q     Well, you said that you hook up to a PBX, connect  
15 to a PBX, right?

16                  A     Yes, ma'am.

17                  Q     So you would have a PBX on a customer's premises,  
18 right?

19                  A     Yes.

20                  Q     And then what would that PBX be connected to?

21                  A     The PBX would be directly connected to the ascend  
22 SS7 box, the ascend TNT box which --

23                  Q     Okay. Let me stop you. Where would that box be  
24 located?

25                  A     In the central office.

1 Q Okay. And then what would that be connected to?

2 A It would be connected to unbundled network  
3 elements between the central office and the customer's PBX.

4 Is this microphone working?

5 Q I'm sorry?

6 A I'm not sure if this microphone is working.

7 Q The lights --

8 A The lights are all off.

9 Q No, it's working. Maybe not.

10 COMMISSIONER JACOBS: No, it's not.

11 COMMISSIONER DEASON: You got here just in time  
12 to fix the mikes.

13 Can you hear okay?

14 (Court reporter nodded head affirmatively)

15 COMMISSIONER DEASON: Well, I'm hearing fine too,  
16 so let's go.

17 Q Okay. So the ascend SS7 gateway in the central  
18 office would be connected to unbundled network elements,  
19 correct?

20 A Sure, unbundled 4-wire loops, yes.

21 Q Okay. So where does the switching take place?

22 A The switching takes place within the TNT chassis  
23 itself.

24 Q Okay. And what is the ascent TNT switching? Is  
25 it switching data? Is it switching voice conversations?

1 Which?

2 A It has the capability of switching both, ma'am.

3 Q Okay. What will Supra be using it to switch?

4 A Both, ma'am.

5 Q Okay. The -- So when a customer, where the PBX  
6 is located, picks up their phone and dials a BellSouth  
7 customer 20 miles away, that call will be routed and  
8 switched through the ascent TNT?

9 A Yes, using the SS7 A link connection to make that  
10 call set up and call completion.

11 Q Okay. But the SS7 gateway doesn't actually do  
12 any of the switching, right? It doesn't actually switch  
13 the call, does it?

14 A Yes.

15 Q Okay.

16 A I mean it would be switching it -- in your for  
17 example, you talked about switching between a Supra  
18 customer and a BellSouth customer. The system would switch  
19 the Supra customer from a Supra unbundled network element  
20 on to a trunk heading to a BellSouth tandem.

21 Q Using the ascent TNT?

22 A Correct. Exclusively.

23 Q Okay.

24 A Without requiring the support of the Class 5  
25 switch to perform that function.

1 Q Okay. Now let's just talk for a few brief  
2 minutes about the Cisco remote access concentrators. Is  
3 that a switch?

4 A I'm not certain if it could be classified as a  
5 switch.

6 Q Okay. What does it do?

7 A That's more of a traditional remote access  
8 concentrator in which it, in a space efficient manner,  
9 mounts modems that are then interconnected, and the data  
10 streams from those modems can then be directed to specific  
11 pieces of equipment or data networks that they need to be  
12 connected to.

13 Q Okay. And those modems don't switch calls, do  
14 they?

15 A Not in the case of the Cisco system, ma'am, no.

16 Q Okay. And, again, the remote access, Cisco  
17 remote access concentrator is used to move data from one  
18 place to the other?

19 A Certainly. I mean one of the applications for  
20 that is -- as I pointed out earlier, we haven't asked for  
21 collocation of desks or terminal in the spaces, so that is  
22 one of the methods we are going to be using for doing  
23 maintenance and provisioning of our switches. In addition  
24 to its capability for transmitting data traffic to data  
25 networks, it has the capacity to be connected to every

1 piece of equipment within our central office arrangement.

2 Q Okay. Now let's go back to the ascent TNT for a  
3 second. When you use the ascent TNT to transmit data, you  
4 are transmitting data from the PBX to someplace else,  
5 right?

6 A That's one method of operation, yes.

7 Q Okay. Where would you be transmitting it to?

8 A In that case it could be used to create a virtual  
9 private network between the sites of a corporation that are  
10 remotely located in two different cities. It could be used  
11 to connect data traffic to the Internet, to any major data  
12 network, like Time Net.

13 Q Okay. Now can you tell me the difference between  
14 telecommunications services and enhanced services?

15 A A specific legal definition?

16 Q No, not a legal definition, just in your own  
17 words what your understanding is.

18 A Well, as I understand the contention in this  
19 issue is that telecommunications services are those  
20 services that are capable of providing voice transmission,  
21 dial tone capability similar to what we are all used to  
22 having, for example, in our home or place of business.  
23 Enhanced services would be those services that utilize the  
24 function of a computer processing unit to extend what can  
25 be done over the unbundled network elements and the rest of

1 the telephone network, commonly known as the PSTN.

2 Q Okay. Now one last question on the equipment,  
3 and you may have answered this before, and I apologize if  
4 so; but the ascent TNT, that can also be used to route  
5 Internet protocol, correct?

6 A Well, again, I object to the use of the word  
7 "route" because the specific construction of the equipment  
8 is to switch that type of traffic, but --

9 Q It switches Internet traffic?

10 A Yes, ma'am.

11 Q Now going back to something else you said in your  
12 summary you said you stood in Supra's collocation space at  
13 the Miami Grande office?

14 A Yes, ma'am.

15 Q And there were no firewalls at that place?

16 A That's correct.

17 Q Now the collocation space that's been allotted to  
18 Supra at the Miami Grande office, build-out hasn't begun on  
19 that yet, has it?

20 A They were working on the space the day we were  
21 there.

22 Q On your space, Supra's space?

23 A They were pulling cables up through the cable  
24 access.

25 Q Okay. Has Supra submitted an accurate firm order

1 application for this office?

2 A Yes, ma'am.

3 Q And when was that?

4 A We submitted our first application on that on  
5 September 1st. Nancy Nelson came back with a request for  
6 clarification on a number of items, and we made a second  
7 filing. The date I don't have in my head. It was probably  
8 several weeks ago.

9 Q Was there substantial difference between the  
10 first order, firm order application you filed in that  
11 office and the second?

12 A No.

13 Q There was not a substantial difference in the  
14 number of racks required?

15 A Between the first firm order and the second? No.

16 Q There wasn't a substantial difference in the  
17 amount of wiring requested?

18 A No.

19 Q There wasn't a substantial difference in the  
20 number of bays requested?

21 A No.

22 Q Has BellSouth accepted that firm order  
23 application for the Miami Grande office, do you know?

24 A We have not received any written confirmation at  
25 this point.

1           Q     Now I'd like to ask you a couple of questions on  
2 one of your late-filed deposition exhibits. It's Exhibit  
3 Number 2, and I understand this is proprietary, and we  
4 spoke before we started back to the hearing, so I will do  
5 my best to try not to get into any confidential proprietary  
6 information.

7                     Essentially what this is, is a space requirement  
8 projection for Supra for various central offices and the  
9 backup for that space projection; is that a fair  
10 characterization?

11           A     What the staff requested me to do was submit our  
12 equipment forecasts to explain what we would use the second  
13 two hundred square foot reserve space in the central office  
14 for.

15           Q     Okay.

16           A     This is a projection that would identify that  
17 traffic, those customers, and that equipment necessary to  
18 perform.

19           Q     And it's my understanding you've asked for two  
20 hundred square feet in each office, the Glades and the  
21 Gardens, correct?

22           A     Just a minute.

23                     (WITNESS REVIEWED DOCUMENT)

24                     MS. SUMMERLIN: Nancy --

25           A     That's correct.

1 MS. SUMMERLIN: Can I interject and just ask for  
2 a clarification? Are you talking about for future use?

3 MS. WHITE: No, I was just asking, your initial  
4 application was for two hundred feet in each of these  
5 offices.

6 MS. SUMMERLIN: For the initial. Okay, I'm  
7 sorry.

8 BY MS. WHITE (Continuing):

9 Q Is that right?

10 A Because this projection that you are holding in  
11 your hand now goes beyond what we've currently applied for.

12 Q Right.

13 A Okay.

14 Q So when it says on here your initial collocation,  
15 that's the two hundred square feet you've asked for in  
16 these offices; is that right?

17 A That's correct.

18 Q And what you mean by first growth is that you'd  
19 like an additional two hundred square feet in each of these  
20 offices?

21 A Right, and this is the justification for that.

22 Q Okay. So now after you have four hundred square  
23 feet, this exhibit shows what you would have in that space?

24 A That's correct.

25 Q Okay. And I know this is an aggregate number,

1 but it shows that in the Glades office you'd have 29 total  
2 bays and in the Gardens office you'd have 41 total bays; is  
3 that right?

4 A That's correct.

5 Q Okay. Now there are several columns in this --  
6 on the first page of this exhibit, and there are individual  
7 bay numbers beneath it for each central office, and I don't  
8 want to get into proprietary information. I wondered if  
9 you could tell me what functionality these columns of  
10 equipment represent?

11 A All right. The first five columns represent the  
12 core administration and control of the switch.

13 Q Okay. What does that mean? What does that do?

14 A Well, in order for the switch to operate, there  
15 has to be certain administration functions running on a  
16 computer within a Class 5 switch. The first two columns  
17 both represent the command and control center, if you will,  
18 of the Class 5 switch. There are two columns because in  
19 some offices we chose one particular configuration of  
20 switch, and in the other office we chose a smaller  
21 configured switch which uses a different cabinet  
22 configuration. The third column is, you know, the  
23 networking setup that has been talked about in this case  
24 over in several offices, and the other two cabinets  
25 represent additional support and storage for data within

1 the switch.

2 Q Okay. Could you continue on?

3 A The next column is the power distribution  
4 cabinet. The following two frames represent additional  
5 internal switch communication capabilities. The following  
6 column is the -- represents the cabinet supporting digital  
7 trunk provisioning.

8 Q Okay. And let me stop there a minute because the  
9 numbers under that column are the largest numbers on the  
10 individual sheet of paper, right?

11 A Certainly, and that's understandable.

12 Q Okay. And why is that understandable?

13 A Because those are the circuits that are both used  
14 for provisioning 4-wire circuits out to customer locations  
15 as well as for communicating back to the BellSouth tandem,  
16 to communicating to long distance carriers and to  
17 communicating to our network between our other additional  
18 switches. That's basically the cabinet that provisions the  
19 T1 circuits out of the switch.

20 Q Okay. And would you continue on with the  
21 columns?

22 A The next three columns represent support for  
23 2-wire copper loop circuits. The following cabinet is --  
24 well, it's the DSX panel, which is termination for both  
25 DS-1 and DS-3 type circuits. It provides a demarcation

1 point within the collocation space.

2           The following, the final column represents --  
3 essentially that's digital loop carrier equipment.

4           Q     Okay. Where on this sheet would I find where  
5 you've put the ascent TNT or the Cisco remote access  
6 concentrator?

7           A     That would be on the following page.

8           Q     Oh, okay.

9           A     What you've looked at on that first page is  
10 specifically the configurations of the Class 5 switching  
11 elements we plan to collocate, nothing else other than the  
12 Class 5 switch itself.

13          Q     Okay. What is on this -- I'm looking at the  
14 second page now, and I see where you have the columns of  
15 ascend equipment. You also have a couple of columns called  
16 Paradyne. Is that another manufacturer?

17          A     Correct.

18          Q     What are you obtaining from that manufacturer?

19          A     Is that considered proprietary or --

20          Q     Well, I mean I'm not necessarily looking for the  
21 model number of the equipment. What functionality are you  
22 obtaining out of that equipment?

23          A     All right. Well, this particular division  
24 Paradyne is a spinoff from AT&T, and they are supplying us  
25 with DSL equipment.

1 Q Okay. What does that do?

2 A DSL equipment is equipment that can be used to  
3 provision high-speed data services over regular POTS  
4 lines. It also is used for infrastructure within our  
5 network to support outlying telephone installations, for  
6 example, to support a high-density installation in a strip  
7 mall, things of that nature. The DSL equipment  
8 simultaneously provides voice and data connections over a  
9 single copper pair.

10 Q Now on the third page of the exhibit, I believe  
11 would be the backup for the first two pages?

12 A To a certain extent, but largely it's included  
13 because it shows completely different information relating  
14 to trunk and line usage, but it does -- it does roll up  
15 into the requirements for the switching equipment as well.

16 Q And the -- I think we've already talked about  
17 this, and I know the numbers are definitely proprietary;  
18 but I'm going to ask you about the column at the far left,  
19 the description column. Do you see the section entitled  
20 "ISP Traffic From Supra Subscribers?"

21 A That's correct.

22 Q And the first line under that is, is that minutes  
23 slash --

24 A Minutes per month.

25 Q Minutes per month. Internet service traffic, is

1 that what it is from unbundled loops?

2 A Right. I think you can notice from that it's one  
3 of the smallest categories of traffic in the entire traffic  
4 analysis.

5 Q Well, if you go over -- Explain the difference  
6 between the next to the last column on that and the last  
7 column because the next to the last column is Golden  
8 Glades, right?

9 A Okay. What we have done here is the sheet you  
10 are looking at represents all the offices whose access  
11 tandem is the Golden Glades tandem.

12 Q Okay.

13 A As a natural result of that, the local switching  
14 element in Golden Glades also uses Golden Glades as an  
15 access tandem. That is why Golden Glades is repeated  
16 twice. The far right-hand column represents aggregated  
17 traffic at the tandem location for the purposes of tandem  
18 and interconnection aggregation; whereas, the Golden Glades  
19 column to the left of that represents essentially local  
20 traffic in the Golden Glades' office.

21 Q Let me ask you this: Is that number in the total,  
22 the far right-hand column, is that proprietary?

23 A I would say it was. I'm not sure I'm the  
24 authority on what is proprietary or not, but I assume that  
25 it is.

1           Q     Well, would you agree with me that under minutes  
2 per month Internet service traffic from unbundled loops,  
3 which is from Supra's customers, you're projecting over  
4 seven figures, seven figures per month?

5           A     Yes.

6           Q     Okay. All right. Mr. Ramos also threw a  
7 question to you. He said that the late-filed deposition  
8 exhibit to Mr. Milner's deposition, that that information  
9 showed only a 5% growth rate for these offices, and when I  
10 asked him what that included and how that number was  
11 reached, he said to ask you. So I'm asking you?

12          A     When we -- We've represented that 5% figure  
13 from several different sources. Initially the first place  
14 we keyed into that was on analysis of BellSouth's annual  
15 reports and other publicly filed documents. But in terms  
16 of what Mr. Ramos testified to this morning, that's related  
17 to a summary of the traffic provided in Mr. Milner's  
18 late-filed deposition where we went through and analyzed  
19 that portion of the graph forecast that represented service  
20 to subscribers and took that as a ratio from year to year  
21 to what's currently being served.

22          Q     Okay. So what you base your 5% growth rate on  
23 was just the growth in access lines?

24          A     That's correct.

25          Q     So you didn't take into account the

1 interconnection trunks needed for interexchange carriers,  
2 ALECs or other entities like that?

3 A Well, you have to look at both sides of the  
4 switch to take care of that. We certainly took into  
5 consideration all the large amounts of expansion that are  
6 currently being done in the area of the DLC support.

7 Q Okay.

8 A And that's definitely trunking requirements.

9 Q So is the answer that you did take it into  
10 account or you did not?

11 A I believe we did.

12 Q But you took -- you only looked at the growth  
13 rate of access lines, correct and extrapolated that to the  
14 other companies?

15 A The 5% figure represents growth in customer  
16 circuits, yes.

17 Q Now Mr. Nilson, you're vice president of systems  
18 design and interconnection for Supra; is that correct?

19 A Yes, ma'am.

20 Q Are you an officer of the company?

21 A No, I'm not.

22 Q And who do you report to?

23 A I report to Mr. Lewis Bender.

24 Q And is that as of a week ago, approximately?

25 A Yes.

1 Q Okay. And prior to that, you reported to  
2 Mr. Ramos?

3 A That's correct.

4 Q And you're an electrical engineer not by  
5 educational degree but by experience?

6 A From my studies in college and from my experience  
7 over the past 25 years, yes.

8 Q And your experience has been in the microwave  
9 industry, the heart pacemaker industry, and aircraft  
10 communication systems?

11 A That's correct.

12 Q Do you have any experience in the designer  
13 configuration of a public switch network central office?

14 A If you are asking if I've ever been employed by  
15 BellSouth or any of the other RBOCs, no, I do not.

16 Q No, I'm not asking you if you've been employed by  
17 BellSouth or the other RBOCs. I'm asking if you have any  
18 experience in designing or the configuration of a public  
19 switch network central office?

20 A I've had a good deal of experience interfacing  
21 with that network but not with actually designing the  
22 network itself.

23 Q Okay. Have you had any experience in the actual  
24 configuring of space in a public switch network central  
25 office?

1           A     Configuring space?

2           Q     Uh-huh.

3           A     That's pretty much what I've been attempting to  
4 do the entire time I've been working for Supra.

5           Q     Okay. But that's where your experience has been,  
6 right, with Supra?

7           A     Yes, ma'am.

8           Q     Prior to the walk-throughs through the North  
9 Miami Golden Glades and the West Palm Beach Gardens office,  
10 had you ever physically been inside an incumbent local  
11 exchange company's central office?

12          A     I didn't hear the entire question.

13          Q     Prior to the walk-throughs that we had at the  
14 North Dade Golden Glades office and the West Palm Beach  
15 Gardens office, had you ever physically been inside an  
16 incumbent local exchange company's local office?

17          A     No, ma'am.

18          Q     Okay.

19                MS. WHITE: That's all I have. Thank you.

20                COMMISSIONER DEASON: Staff.

21                                CROSS EXAMINATION

22 BY MS. KEATING:

23           Q     Good afternoon, Mr. Nilson. I've just got a  
24 couple of questions, and they relate to your floor plan  
25 diagram.

1           A     All right.

2           Q     You'd indicated certain areas in blue, and I  
3 believe you said that those were the areas where Supra  
4 preferred to collocate; is that correct?

5           A     Yes, we prepared that per your request.

6           Q     Okay. Could you explain to us what it is about  
7 those areas that you indicated in blue, why they are  
8 preferred by Supra for collocation?

9           A     I'll be glad to. Shall we have the overlays put  
10 back up again?

11          Q     That would be helpful.

12                COMMISSIONER JACOBS: While they are doing that,  
13 Mr. Nilson, I had mentioned -- I'm glad this came up  
14 because you had indicated there had been some, I think it  
15 was frames that had been removed that created some space;  
16 is that correct?

17                WITNESS NILSON: Yes.

18                COMMISSIONER JACOBS: If when you -- as you go  
19 through this, could you just point that out for me? Well,  
20 let me ask you this question: Was any of that space used in  
21 your request for space? Were you looking at that space for  
22 your request?

23                WITNESS NILSON: Specifically in terms of frames  
24 of equipment that were removed from the central office?

25                COMMISSIONER JACOBS: Right. Right. Were you

1 looking at any of that space to fulfill your request, or  
2 was that just going to the point to indicate that those  
3 growth projections had not met their original, the original  
4 requirement?

5 WITNESS NILSON: In some areas we looked at  
6 places where equipment had been removed, and in other  
7 places where equipment was removed it was of a fragmented  
8 nature and was being used by BellSouth then to allow space  
9 to what they call turnaround space where they have put new  
10 equipment in, hook it up, get it working and then take the  
11 old equipment out; and in those cases, no, we did not  
12 approach those particular spaces.

13 COMMISSIONER JACOBS: I see.

14 WITNESS NILSON: So your answer is both yes and  
15 no.

16 COMMISSIONER JACOBS: I understand. Thank you.

17 WITNESS NILSON: One of the places where the  
18 answer is yes is here in this first option. If you refer  
19 to the Option Number 1, I'll go down through some of the  
20 reasons that we identified this area as potentially for  
21 collocation. The first reason is that in quite close  
22 proximity to one another there is access to both the  
23 isolated and integrated ground plains. That allows us to  
24 install both our switching and our transmission equipment  
25 in one physically isolated region. If you notice, it's

1 kind of off in a corner of the central office. It's in  
2 close proximity to the main distribution frame from which  
3 all of the unbundled loops are provisioned from.

4           The fact that it's off to the corner of the  
5 central office leads one to think that there is a potential  
6 for constructing the fire walls if it's deemed they are  
7 necessary in that particular area, and the particular  
8 equipment that was installed in the area, the integrated  
9 ground plane, is of the nature of what Commissioner Jacobs  
10 just asked about. It's largely equipment that's coming to  
11 the end of its life. There are a lot of empty frames in  
12 that area and apparently was a place where some of the  
13 older equipment had been installed at one time and a lot  
14 has been removed.

15           Additionally, one of the reasons we focused on  
16 that particular area to cover the needs of the switching  
17 equipment on the isolated ground plane is that the -- we  
18 were told during the walk through that the MAP terminals  
19 located in that location were duplicated and functioned by  
20 additional terminals located in the upper left-hand corner  
21 of the central office where there are additional terminals  
22 ostensibly used for the same purpose. So we weren't asking  
23 in this case to remove the only means of access to that  
24 switch, just one of the duplicated means.

25 BY MS. KEATING (Continuing):

1           Q     And what about the other areas you've indicated  
2 in blue?

3           A     Okay. In this Option 2 area, we chose the  
4 right-hand blue region which is on the isolated ground  
5 plane because during the Volume 2 Production of Documents  
6 we discovered in POD Number 27 that the space reserved in  
7 that area would account for six to seven years growth on  
8 the tandem switch and up to 25 years growth on the operator  
9 services switch in that area, and we seen that -- we felt  
10 that given that long a projection forward that it would be  
11 reasonable to ask that that space be turned over for the  
12 purposes of collocation.

13                     The blue area to the left is in an area that  
14 BellSouth has identified is available for virtual  
15 collocation. It sits on the integrated ground plane;  
16 therefore, it's suitable for the installation of  
17 transmission equipment; and we chose it predominantly  
18 because it had already previously been identified as one of  
19 the available collocation spaces in the office.

20           Q     Could you explain to me the difference -- you've  
21 got an Option 2 here that you just explained, and then on  
22 your Option 3 for this office, you've just got color coded  
23 the places you just described that has vertical collocation  
24 that is on the integrated ground plane?

25           A     I'd be glad to. I've explained that quite a few

1 times in the last week. It seems to hit everybody the same  
2 way.

3           What Option 3 represents is a choice of two  
4 particular spaces, one on the first floor, one on the  
5 second floor. The one on the first floor to supply the  
6 integrated ground plane, the one on the second floor to  
7 supply the isolated ground plane. So for the purposes of  
8 my Option 3, you actually have to look at two sheets of  
9 paper to see the entire area. The space, again, set aside  
10 on the first floor is that integrated ground plane area  
11 that I already explained in Option 2 why that was chosen.

12           On the second floor -- on the second floor, which  
13 is the next page and is represented by the overlay they are  
14 putting up right now, that area, again, in Volume 2, POD  
15 Number 27 is identified as being four to five years future  
16 growth space for the 01T tandem and the DSO local switch in  
17 that office; and there is also a statement in there that  
18 that time period could be extended considerably beyond that  
19 period by the process of the LM to LCM upgrades that have  
20 previously been testified as already in progress in that  
21 office. So we knew that from that estimate there was  
22 approximately four to five years capacity in that area and  
23 that they had the ability to make that a larger amount of  
24 time, so we selected that for being returned for purposes  
25 of collocation.

1 Q And for the West Palm Beach Gardens office?

2 A Again, in the West Palm Beach Gardens office,  
3 let's take the upper right-hand area. That's space that  
4 sits in the integrated ground plane area suitable for  
5 transmission equipment, close proximity to the main  
6 distribution frame from which the unbundled network  
7 elements need to be provisioned, so we get good close  
8 proximity to make those connections in a clean fashion.  
9 And the other reason is that it's in an area where virtual  
10 collocation has been granted to another customer, so we  
11 didn't think it would be all that unreasonable to ask for  
12 that area. I would point out that there were numerous  
13 other places where that could have been selected. That was  
14 just one suggestion that we've made.

15 Regarding the location of switching down in the  
16 lower left-hand corner, that represents growth in their 04  
17 tandem space. There is three lineups of switching  
18 equipment provided for, and we also noticed during the  
19 walk-through that at least three frames of the lineups that  
20 are currently installed are installed with dummy panels,  
21 which means they are not currently being used for service.

22 Leaving that portion aside, the three lineups of  
23 14 frames each at a rate that has been testified to as  
24 seven frames per year of growth represents a six-year  
25 growth space. So we estimated that where they've reserved

1 six years of growth space that it would be reasonable to  
2 ask that some of that space be returned for collocation  
3 purposes.

4 Q I'd like to direct your attention to the upper  
5 left-hand corner of that chart.

6 A Yes, ma'am.

7 Q And I'm looking at two particular areas, the  
8 first one is the OCC administrative. It looks like  
9 uncrating; is that correct?

10 A Yes, ma'am.

11 Q Okay. And then right next to that, "Equipment  
12 staging."

13 A Yes.

14 Q Is there anything about those two areas that make  
15 them unsuitable for physical collocation?

16 A No, not at all. Quite honestly, these proposals  
17 were produced under a time crunch. We could have gone on  
18 and selected additional spaces within the Gardens office,  
19 but this was the amount of work we were able to prepare and  
20 get it submitted to you by the time limits we had.

21 Q But they're not -- while they may be suitable for  
22 physical collocation, they are not necessarily preferred  
23 like the areas you've indicated in blue?

24 A I don't know if I want to make that statement.  
25 We would like to collocate our equipment in this office.

1 Provided we have a, you know, a technically good place to  
2 mount our equipment, we would be satisfied with  
3 collocation.

4 Q Okay. Well, if I could direct your attention  
5 back to the North Dade Golden Glades floor plan.

6 A Yes, ma'am.

7 Q And over on the left-hand side is the "Work Area  
8 Restoration."

9 A Yes, ma'am.

10 Q Is there anything about that area that makes it  
11 unsuitable.

12 A Not at all. Indeed, that's already surrounded  
13 with -- I can't certify that it's a fire-rated wall, but  
14 it's certainly surrounded by the type of walls that are  
15 similar to a fire-rated wall, and it could be used for  
16 collocation purposes. We did mark it in red, the available  
17 spaces, because we noticed that at some point during the  
18 walk-through process the purpose of that room had been  
19 changed; therefore, we determined, or we assumed that the  
20 original purpose for that room as administrative space had  
21 been decided as not as important as another use.

22 Q Thank you, Mr. Nilson.

23 MS. KEATING: That's all we have.

24 COMMISSIONER DEASON: Commissioners.

25 (NO RESPONSE)

1 THE COURT: Redirect.

2 REDIRECT EXAMINATION

3 BY MS. SUMMERLIN:

4 Q Mr. Nilson, I've got just a few questions. First  
5 of all, let me go back to something that was mentioned by  
6 Ms. White. Do you believe that BellSouth under the  
7 Telecommunications Act has a duty to maximize space  
8 available for physical collocation?

9 A Yes.

10 Q Do you believe that that includes updating  
11 equipment that is obsolete and/or under-utilized?

12 A Yes.

13 Q Okay. On the proprietary exhibit, your  
14 late-filed -- it's identified DAN-2. On the page where you  
15 were going through with Ms. White, I think it's the third  
16 page. She was pointing you to a column under the heading,  
17 "ISP Traffic From Supra Subscribers," under that section.

18 A Yes, ma'am.

19 Q She was talking to you about the far-right figure  
20 for the first category under that, which was the minutes  
21 per month, ISP from unbundled loops, and she was pointing  
22 out that that was a seven-figure aggregate amount; is that  
23 correct?

24 A That's correct.

25 Q Okay. Is it --

1           A     That, by the way, represents traffic that solely  
2 exists on Supra's network. It's not traffic that  
3 interconnects to BellSouth in any way.

4           Q     Okay. On the second line of -- right directly  
5 underneath that category, it's got minutes per month, ISP  
6 from PBX T1s.

7           A     That's correct.

8           Q     Is the figure in that farthest right column, the  
9 aggregate figure, also a seven figure or in excess of seven  
10 figures?

11          A     That's correct.

12          Q     Okay.

13          A     And, again, that's traffic that's strictly from  
14 Supra subscribers to data networks under our control and  
15 doesn't transit BellSouth's network.

16          Q     Okay. Is there -- or let me just ask you a  
17 couple of the things about the ascend TNT to try to follow  
18 it with what Ms. White said. Does the ascend TNT SS7  
19 generate call detail records for billing?

20          A     Yes, it does.

21          Q     Okay. Is there a reason BellSouth should be glad  
22 that Supra wants to deploy the TNT SS7 platform?

23          A     In my opinion, yes. The predominant purpose that  
24 this particular piece of equipment was designed for is to  
25 off load the public switch telephone network from

1 congestion. The particular attributes of this switch allow  
2 calls to be routed through this, either data or voice calls  
3 without burdening the BellSouth access tandems; and for  
4 that purpose, we are actually doing them a service.

5 Q Okay. Does the ascend TNT SS7 support TCAP and  
6 AIN services?

7 A Yes, and Release 3.

8 Q What exactly are these services?

9 A Those are advanced services that are  
10 traditionally supported by Class 5 switching platforms.

11 Q Okay. Does BellSouth provide these services?

12 A Yes, they do.

13 Q What equipment does BellSouth use to provide  
14 these services?

15 A Their Class 5 telephone switches.

16 Q Okay. Does ascend TNT SS7 route voice and fax  
17 and data calls?

18 A Yes, in Release 4 it will. Yes.

19 Q Okay. What are these services exactly when you  
20 talk about voice -- just voice fax and data?

21 A That's the ability for the switch to handle  
22 traditional voice circuits or data circuits transparently  
23 across a broad band rather than a narrow band network for  
24 trunking and space efficiency.

25 Q Okay. Does BellSouth provide these services?

1           A     Yes, they do.

2           Q     What equipment does BellSouth use to provide  
3 these services?

4           A     Their Class 5 switches.

5           Q     Is it your understanding that BellSouth's  
6 position has been that a CLEC can physically collocate any  
7 equipment in an arrangement as long as it provides both  
8 telecommunications services and enhanced services from the  
9 same arrangement?

10          A     Yes, that is provided for by CFR 47.

11          Q     How do you define the term "arrangement?"

12          A     "Arrangement," I would refer back to numerous  
13 documents that we receive on a daily basis from BellSouth  
14 that talks about arrangement in terms of the entire  
15 collocation that we are attempting to make in a given  
16 central office. That would include power frames and  
17 unbundled network elements, basically our entire space in  
18 the equipment that is enclosed within it.

19          Q     Okay. When you talk about the concept of a  
20 one-source provider, does that mean that a company needs to  
21 provide all of the basic telecommunications services?

22          A     Yes.

23          Q     Is that what Supra's business plan is?

24          A     Oh, absolutely.

25          Q     Does that mean that Supra wants to provide local

1 service?

2 A Yes.

3 Q Does BellSouth provide local service?

4 A Yes, they do.

5 Q Does BellSouth provide long distance?

6 A Well, not directly, through BellSouth Long  
7 Distance, and I understand it's provisioned through  
8 BellSouth Mobility using those two affiliates, yes.

9 Q Okay. Does Supra want to provide long distance?

10 A Yes.

11 Q Does Supra want to provide Internet services?

12 A Yes.

13 Q Does BellSouth provide Internet service?

14 A Through BellSouth.net, yes.

15 Q Is it Supra's position that it must be able to  
16 provide these services to be able to compete with  
17 BellSouth?

18 A Yes.

19 Q Okay. You have stated to Ms. White that you  
20 haven't spent a lot of time configuring BellSouth central  
21 offices. Exactly what kind of experience have you had that  
22 gives us authority to be talking about this subject matter?

23 A Most of the work that I've done over the years  
24 has been in project and program management where I have  
25 either been required to plan and forecast requirements of

1 various types, and additionally look at floor space  
2 requirements in manufacturing facilities to support  
3 required needs in advance. This was done under several  
4 industries governed by either the Department of Defense or  
5 the Food and Drug Administration.

6 Q Have you had extensive vendor contact?

7 A All my life, yes.

8 Q Okay. Does having extensive vendor contact give  
9 you an opportunity to get educated on the most  
10 technologically advanced aspects of the areas you are  
11 looking at?

12 A Yes.

13 Q Has that happened in this situation dealing with  
14 the ascend TNT?

15 A Absolutely. Sometimes it's a two-way street.  
16 Sometimes we educate the vendors. It's sometimes a  
17 necessity that information flow from us to them as well.

18 Q Is it true that you've had extensive interaction  
19 with the three major switch vendors?

20 A Absolutely, not only interaction but visits to  
21 numerous of their facilities, discussions with their design  
22 and project planning engineers.

23 MS. SUMMERLIN: I have no further questions.

24 COMMISSIONER DEASON: Exhibits.

25 MS. SUMMERLIN: Supra would like to move the

1 Exhibit 23.

2 COMMISSIONER DEASON: Without objection Exhibit  
3 23 is admitted.

4 MS. SUMMERLIN: Supra would call Mark Graham.  
5 Whereupon,

6 MARK C. GRAHAM  
7 was called as a witness on behalf of Supra and, after being  
8 duly sworn, testified as follows:

9 DIRECT EXAMINATION

10 BY MS. SUMMERLIN:

11 Q Mr. Graham, would you please give your name and  
12 address for the record?

13 A My name is Mark Graham. My address is 2670  
14 Southwest 27th Avenue in Miami, Florida, 33133.

15 Q Did you prefile direct testimony in this  
16 proceeding consisting of 11 pages?

17 A Yes, I did.

18 Q Okay. And would your answers to these questions  
19 be the same if I asked you these questions here today?

20 A Yes, they would.

21 Q Do you have any changes or corrections to your  
22 testimony?

23 A No.

24 MS. SUMMERLIN: I would ask that Mr. Graham's  
25 direct testimony be inserted into the record as though

1 read.

2 COMMISSIONER DEASON: Without objection it shall  
3 be so inserted.

4 MS. SUMMERLIN: Rebuttal, I'm sorry.

5 COMMISSIONER DEASON: I'm sorry?

6 MS. SUMMERLIN: I misspoke and said direct. It  
7 was rebuttal testimony.

8 COMMISSIONER DEASON: Very well.

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1 SUPRA TELECOMMUNICATIONS & INFORMATION SYSTEMS, INC.

2 REBUTTAL TESTIMONY OF MARK C. GRAHAM

3 BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION

4 DOCKET NO. 980800-TP

5 September 21, 1998

6

7 Q. PLEASE STATE YOUR NAME AND ADDRESS.

8 A. My name is Mark C. Graham. My business address is 2620 S.W. 27<sup>th</sup>  
9 Avenue, Miami, Florida 33133.

10

11 Q. BY WHOM ARE YOU EMPLOYED?

12 A. I am employed by Supra Telecommunications and Information Systems,  
13 Inc., as Vice President, Voice Mail.

14

15 Q. WHAT IS YOUR EDUCATIONAL BACKGROUND?

16 A. During my telecommunications career, I have attended numerous technical  
17 courses related to my work with various employers.

18

19 Q. WHAT IS YOUR TECHNICAL EXPERIENCE?

20 A. I have attached as exhibit MCG-RT1 my resume detailing my technical  
21 experience. In 1979, I began my career in the telephone business with GTE  
22 Automatic Electric as a field installer. Automatic Electric was a telephone  
23 company switch manufacturer. That position primarily involved installing  
24 central office additions to older mechanical early electronic switches. My next  
25 position was with GTE of the Southwest based in Bryan, Texas. There I

1 continued working in GTE central offices throughout the region installing  
2 smaller projects such as remote line test equipment.

3 In 1984, I began work for Northern Telecom as a field installer and later  
4 as an installation supervisor based in Richardson, Texas. During this period  
5 I installed a number of DMS250 switches for various long distance companies  
6 including MCI, Sprint and others. The DMS250 is very similar physically to the  
7 DMS100s and DMS200s located at both the North Dade Golden Glades and  
8 the West Palm Beach Gardens central offices. I was the installation  
9 supervisor for the first DMS300 international switch in the United States for  
10 Sprint in New York City.

11 After three years, I took a position in the technical assistance group at  
12 Northern Telecom in Morrisville, North Carolina, supporting their DMS100  
13 product line and requiring occasional on-site support throughout the area from  
14 Virginia to Florida.

15 I left Northern Telecom in 1989 for a position at Siemens Public  
16 Switching in Boca Raton, Florida. My first position there was as an installation  
17 supervisor for Siemens' EWSD product, installing local central office switches  
18 at sites in Illinois, Florida, Pennsylvania and Wisconsin. Although the product  
19 was very different from Northern Telecom's DMS series, the installation  
20 requirements within the central office environment were identical.

21 I was later promoted to First Office Application engineer for Siemens  
22 where I designed test plans for new products and features and then tested  
23 those products in the field.

24 In 1992, I left Siemens to work for Boston Technology, a voicemail  
25 system manufacturer based in Wakefield, Massachusetts. Boston Technology

1 has since been acquired by Comverse and is now known as Comverse  
2 Network Systems. My employment at Comverse for the past eight years has  
3 been as a Senior Field Engineer. Although my headquarters was based in  
4 Massachusetts, my primary responsibility was in the BellSouth region from  
5 North Carolina to Louisiana. The job consisted of installing new systems,  
6 typically five cabinets, within the central offices and upgrading these systems  
7 with additional hardware and software.

8

9 Q. WHAT EXPERIENCE HAVE YOU HAD INSIDE LOCAL EXCHANGE  
10 COMPANY CENTRAL OFFICES?

11 A. I have spent much of my career installing equipment in central offices for  
12 various RBOCs over the past nineteen years. I have also spent a good deal of  
13 time in many BellSouth central offices over the past eight years.

14

15 Q. WHAT IS THE PURPOSE OF YOUR REBUTTAL TESTIMONY BEING  
16 FILED TODAY?

17 A. My testimony is filed in rebuttal to direct testimony filed in this proceeding  
18 by Mr. W. Keith Milner, Mr. James D. Bloomer, Mr. David Thierry, and Mr. T.  
19 Wayne Mayes, on Issues 1-5 in this proceeding.

20

21 Q. DO YOU AGREE WITH MR. MILNER'S CONCLUSION THAT THERE IS  
22 NOT SUFFICIENT SPACE TO PERMIT SUPRA PHYSICAL COLLOCATION  
23 IN THE NORTH DADE GOLDEN GLADES AND WEST PALM BEACH  
24 GARDENS CENTRAL OFFICES?

25

1 A. No. Based on my review of documents and other materials in this  
2 proceeding and my own walk-through of the North Dade Golden Glades and  
3 West Palm Beach Gardens central offices, it is my opinion that BellSouth has  
4 failed to take many actions which could increase the amount of available  
5 space for physical collocation in these central offices.

6

7 Q. WHAT SPECIFIC ACTION COULD BELLSOUTH TAKE IN THESE TWO  
8 CENTRAL OFFICES WHICH COULD INCREASE THE AMOUNT OF  
9 AVAILABLE SPACE FOR PHYSICAL COLLOCATION?

10 A. From my observations during the walk-throughs of both of these central  
11 offices, it is clear that BellSouth is utilizing out-dated arrangements of work  
12 stations that require more space than is necessary. These work stations are  
13 wasteful because the individual employees do not require numerous desks  
14 and terminals to perform the tasks required. The great majority of the time, no  
15 employee will be sitting at most of the terminals in the central office. It is  
16 technically feasible to monitor all of the switches in a central office from a  
17 remote location. Therefore, it is technically feasible to monitor those switches  
18 from a single location in the central office. BellSouth could greatly increase  
19 the amount of available space by consolidating the numerous maintenance  
20 and administrative or "MAP" positions throughout both of these central offices.  
21 There are numerous technical options that can be utilized. One such option is  
22 BellSouth could install computer work stations that are set up to monitor  
23 numerous switches as opposed to having a separate work station and DEC  
24 VT220 or equivalent computer terminal for almost every switch in the central  
25 office. One technology I have seen used to reduce terminal and work station

1 space requirements is a switchbox used to allow one terminal to access  
2 mutiple computers. The specific example I have seen involves the use of  
3 equipment from Black Box corporation. This same configuration could  
4 drastically reduce the space requirements of the terminal and work stations  
5 within these central offices at a minimal expense to BellSouth and resulting in  
6 easier and quicker access by the technicians in the process.

7 BellSouth could also incorporate many more of the monitoring computer  
8 work stations into the frames, which would eliminate the need for so many  
9 MAP positions to be scattered throughout these central offices.

10

11 Q. IS THERE ANY OTHER ACTION BELLSOUTH COULD TAKE TO  
12 INCREASE THE AMOUNT OF SPACE AVAILABLE IN THESE TWO  
13 CENTRAL OFFICES?

14 A. Yes. Based on my observations during the walk-throughs of these two  
15 central offices, BellSouth could remove inoperable equipment and cables to  
16 increase available space.

17

18 Q. ARE THERE STILL OTHER ACTIONS THAT BELLSOUTH COULD TAKE  
19 TO INCREASE THE AVAILABLE SPACE IN THE NORTH DADE GOLDEN  
20 GLADES AND THE WEST PALM BEACH GARDENS CENTRAL OFFICES?

21 A. It is apparent from my observations during the walk-throughs of these two  
22 central offices that BellSouth has scattered supply cabinets and file cabinets  
23 and piles of various equipment and supplies throughout these central offices in  
24 a disorganized fashion. The North Dade Golden Glades central office has a  
25 supply room that could be redesigned to accommodate a much greater

1 amount of storage than the storage for which it is currently being utilized. This  
2 would permit the removal of the clutter and cabinets spread throughout the  
3 central office.

4         The West Palm Beach Gardens central office has an extremely large  
5 supply room with a very high ceiling that could easily be redesigned and  
6 reorganized to accommodate all of the supply storage needs of this central  
7 office. This reorganization and redesign would free up a significant amount of  
8 space in many areas of this central office.

9         BellSouth also stated that several areas of space were being utilized as  
10 "staging" areas for current projects being done by vendors. While working for  
11 Siemens, one of our installations in Pontoon Beach, Illinois, had very little  
12 existing space and no room in the central office for support materials such as  
13 cables, installation hardware, and tools. Our solution was to leave the support  
14 materials in a truck outside the central office until needed. This eliminated the  
15 need for us to maintain space within the central office for such materials. A  
16 similar method could be used by BellSouth to reduce the floorspace  
17 requirements of vendors within the central offices in question.

18

19 Q. HAS IT BEEN YOUR EXPERIENCE THAT MORE TECHNOLOGICALLY  
20 ADVANCED EQUIPMENT REQUIRES LESS AND LESS PHYSICAL SPACE?

21 A. Yes.

22

23 Q. HAS IT BEEN YOUR EXPERIENCE THAT THE NEED FOR SPACE IN  
24 CENTRAL OFFICES HAS INCREASED OR DECREASED IN THE LAST  
25 FEW YEARS GENERALLY SPEAKING?

1 A. It has been my experience over the last nineteen years that the trend in  
2 telecommunications equipment utilized by local exchange carriers is for that  
3 equipment to become smaller and smaller with larger and larger capacity.

4

5 Q. BASED ON THIS EXPERIENCE, WOULD YOU EXPECT THE GROWTH  
6 FIGURES AND THE CONCOMITANT NEED FOR SPACE FOR A LOCAL  
7 EXCHANGE CARRIER TO BE INCREASING OR DECLINING ON A YEARLY  
8 BASIS, SPEAKING IN GENERAL TERMS?

9 A. I would expect growth figures to be declining and, therefore, the local  
10 exchange carrier's need for future space to be decreasing on a yearly basis.

11

12 Q. IN YOUR WALK-THROUGHS OF THE NORTH DADE GOLDEN GLADES  
13 AND THE WEST PALM BEACH GARDENS CENTRAL OFFICES, DID YOU  
14 NOTICE ANY FIRE WALLS BETWEEN BELLSOUTH'S  
15 TELECOMMUNICATIONS EQUIPMENT AND THAT OF ANY OTHER  
16 COMPANY LOCATED IN THESE CENTRAL OFFICES?

17 A. No. I did not observe any fire walls between BellSouth's  
18 telecommunications equipment and that of other companies located in these  
19 central offices.

20 In fact, I have personally observed the equipment of a BellSouth  
21 subsidiary physically collocated in a BellSouth central office within the past  
22 twelve months and I did not observe any fire wall construction of any sort.

23

24 Q. DO YOU HAVE ANY COMMENT BASED ON YOUR EXPERIENCE ON  
25 THE REASONABLENESS OF A THREE MONTH TIME FRAME FOR

1 BELLSOUTH TO COMPLETE THE PREPARATION OF THE SPACE FOR  
2 THE PHYSICAL COLLOCATION OF SUPRA'S TELECOMMUNICATIONS  
3 EQUIPMENT IN THESE TWO CENTRAL OFFICES?

4 A. Supra is not requesting an enclosed space in BellSouth's central offices  
5 and, as I previously stated, I have not observed fire wall construction around  
6 the equipment of other companies in these central offices or in other BellSouth  
7 central offices. Therefore, the preparation of the space for the type of  
8 equipment Supra wishes to physically collocate should not involve  
9 "construction" or other elaborate measures. Therefore, a three month time  
10 frame should be very generous.

11

12 Q. ARE YOU FAMILIAR WITH THE TELECOMMUNICATIONS EQUIPMENT  
13 LOCATED IN CENTRAL OFFICES AND UTILIZED BY LOCAL EXCHANGE  
14 CARRIERS?

15 A. Yes. I have installed and worked with similar equipment for long distance  
16 carriers throughout my career. I have also installed voicemail equipment for  
17 BellSouth in various BellSouth central offices through the nine state BellSouth  
18 territory.

19

20 Q. IN YOUR EXPERIENCE, DO LOCAL EXCHANGE CARRIERS HAVE  
21 REMOTE ACCESS CONCENTRATORS AND ROUTERS LOCATED IN  
22 THEIR CENTRAL OFFICES THAT ARE UTILIZED FOR THE ROUTINE  
23 PROVISION OF LOCAL EXCHANGE TELECOMMUNICATIONS SERVICES?

24 A. Yes.

25

1 Q. WHY WOULD A LOCAL EXCHANGE CARRIER NEED REMOTE  
2 ACCESS CONCENTRATORS AND ROUTERS TO PROVIDE LOCAL  
3 EXCHANGE TELECOMMUNICATIONS SERVICES?

4 A. Local exchange carriers use this equipment to send and receive  
5 information inside central offices for basic local exchange telecommunications  
6 services. Remote access concentrators consist of banks of modems. As an  
7 example, the Boston Technology voicemail systems I installed for BellSouth  
8 typically had a bank of modems installed. These modems were used to  
9 deliver data to and from surrounding central offices for delivery of Message  
10 Waiting Indication (Stutter Dialtone) to the switches from the voicemail system.  
11 Also, these modems were used as remote access ports for remote alarm  
12 monitoring, mailbox provisioning, billing data acquisition and remote  
13 maintenance.

14 The FCC has recognized the importance of national standards for the  
15 attachment of electronic equipment in central offices and has specifically  
16 addressed this issue in Paragraph 163 of the FCC's Order 98-188, as follows:

17 *To facilitate competition in the local loop, we*  
18 *tentatively conclude that there should be*  
19 *uniform national standards for attachment of*  
20 *electronic equipment (such as modems and*  
21 *multiplexers) at the central office end of a loop*  
22 *by incumbent LECs and new entrants. The*  
23 *requirements would apply to both incumbent*  
24 *LEC and new entrant equipment. The*  
25 *requirements would serve the same role, for the*

1           *attachment of equipment to the central office*  
2           *end of a loop, as do the Part 68 – Connection of*  
3           *Terminal Equipment to the Telephone Network*  
4           *– rules for the attachment of customer*  
5           *premises equipment. Currently, each*  
6           *incumbent LEC set its own requirements for*  
7           *central office equipment, and each has its own*  
8           *processes for certifying equipment before it*  
9           *can be connected to loop plant. This increases*  
10           *new entrants' costs and time to market. A*  
11           *simple set of national requirements would*  
12           *reduce new entrants' costs, speed their time to*  
13           *market, and reduce confusion. We seek*  
14           *comment on the content of these requirements.*  
15           *We also seek comment on whether central*  
16           *office equipment complying with these*  
17           *requirements should be certified, and if so,*  
18           *how.*

19   The above quotation indicates that the FCC has recognized the importance of  
20   national standards in how central office equipment is connected. It is apparent  
21   that the FCC recognizes the necessity of modems and multiplexers as  
22   equipment necessary for the provision of local exchange telecommunications  
23   services. If Supra is denied the opportunity to utilize such basic equipment in  
24   the provision of its services, it will not be able to provide useful competition to  
25

1 BellSouth, which is the point of Supra's desire to physically collocate in these  
2 two central offices.

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4 Q. DOES THIS CONCLUDE YOUR TESTIMONY?

5 A. Yes.

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1 BY MS. SUMMERLIN (Continuing):

2 Q Mr. Graham, did you also prefile an exhibit that  
3 is your resume that was attached to your rebuttal testimony  
4 and it's identified as MCG-1RT?

5 A Yes, I did.

6 Q So that is basically just your resume that you  
7 prepared.

8 MS. SUMMERLIN: Okay. I would ask that  
9 Mr. Graham's exhibit be identified for the record as Number  
10 24.

11 COMMISSIONER DEASON: It will be so identified.

12 MS. SUMMERLIN: Okay.

13 BY MS. SUMMERLIN (Continuing):

14 Q Okay. Mr. Graham, have you prepared a summary of  
15 your rebuttal testimony?

16 A Yes, I have.

17 Q Okay. Would you give that summary now before you  
18 proceed to go into the video presentation?

19 A Certainly.

20 Q Okay.

21 A Hello. I've been employed by various telephone  
22 switch vendors and voice mail equipment manufacturers for  
23 the past 19 years. During this time I've spent the  
24 majority of my working life installing, testing and  
25 upgrading this equipment inside central offices throughout

1 the country. It is my opinion that the central offices in  
2 question, Golden Glades and West Palm Beach Gardens,  
3 currently have sufficient space to provide physical  
4 collocation for Supra's equipment. In addition, my  
5 testimony presents some reasonable options which could be  
6 used by BellSouth to generate even more space. Were these  
7 central offices not tandem offices through which most of  
8 our customers phone calls will be routed, the issue of  
9 space would not be so critical. But with the current  
10 market share that BellSouth commands, this issue is of  
11 prime importance to my company.

12 My testimony also addresses the requirement of  
13 Supra to be allowed to install modems and routers within  
14 the physical collocation space commonly termed "remote  
15 access concentrators." What I'm referring to here is the  
16 ascend TNT as well as the Cisco equipment. This equipment  
17 can and will be used to provide Supra the ability to  
18 provision, maintain, collect billing information and to  
19 provide alarming capability remotely. Identical in  
20 function to BellSouth's various modems and routers but more  
21 space efficient. It will also be used to provide direct  
22 basic telephony functions to PBX customers and to provide  
23 ISDN basic rate and ISDN primary rate services to  
24 customers. The ability to provide these services and to  
25 access our equipment remotely is simply mandatory to any

1 physical collocator.

2           Finally, my testimony addresses the BellSouth  
3 requirement of installation of fire walls separating  
4 Supra's equipment from BellSouth's. I have seen first-hand  
5 examples of virtual collocator's equipment located within  
6 BellSouth's central office without fire wall construction.  
7 I have seen first hand a separate BellSouth Internet  
8 subsidiary collocated within a BellSouth central office  
9 without fire wall construction. I have heard testimony  
10 from BellSouth that the fire wall requirement is being  
11 required by local municipalities and building codes. Yet,  
12 if this were so, why would BellSouth specifically state in  
13 its company-wide collocation guide that walls will be  
14 constructed? It is interesting that BellSouth will allow  
15 separate collocators to erect equipment without walls  
16 between them yet requires them to be located between their  
17 own equipment and that of the physical collocators. It is,  
18 therefore, my belief that the issue of walls and their  
19 inherent space requirements are a desire of BellSouth, not  
20 one of local ordinances. As such, this desire should be  
21 superseded in cases of restricted space where no codes  
22 require fire walls, and the burden of this expense for any  
23 walls not required by local ordinances should be placed  
24 upon those who desire it.

25           It is for these reasons that I appear here today

1 and present my rebuttal testimony as well as a videotaped  
2 walk-through of the central offices in question. I ask  
3 that the Commission review the testimony of my company and  
4 determine the validity of our arguments which are crucial  
5 to the success of our fledgling company. Thank you very  
6 much.

7 Q Mr. Graham, you've now got your video  
8 presentation to present?

9 A Yes, I'll try to keep it as brief as possible.  
10 Due to not being able to actually edit and cut out things,  
11 I'm going to have to be doing some fast forwarding and  
12 rewinding. Also, I would ask that I have some help in just  
13 demonstrating what areas we are viewing on the tape.

14 I'm going to start with the Golden Glades  
15 walk-through. As I mentioned before, these tapes comprise,  
16 I believe it was seven hours worth of videotape, so we'll  
17 do our best to get through them as quickly as possible. I  
18 ran it through yesterday just to see how long it would  
19 take. I'm anticipating about a half hour.

20 The first area I'm going to be describing is this  
21 area where the old STP is currently located. That is here,  
22 if I can get it to play correctly.

23 (VIDEO PLAYED)

24 A Most sections won't be as long as this one. I  
25 just want to -- this is one of our crucial areas.

1           COMMISSIONER CLARK: Mr. Nilson, will you show us  
2 where we are looking on your --

3           (Mr. Nilson indicates)

4           WITNESS NILSON: The STP is in this area  
5 (indicates). The 03 and 04 --

6           COMMISSIONER DEASON: Mr. Nilson, I'm sorry, you  
7 cannot be testifying at this point. You don't even have a  
8 microphone, unless you want to take another mike.

9           A     As he is saying, the equipment you are looking at  
10 there will be removed. This is the existing STP that is  
11 going to be removed as well as the extra space shown, which  
12 has been described in the tape as being for the 0 -- for  
13 the STP, the 03T and the 04T switches.

14           The next area that we proceeded to was the middle  
15 red block. That's it (indicates) As stated in the tape  
16 here, this is for the 04T switch.

17           (VIDEO PLAYED)

18           A     That's this area here (indicates). That was an  
19 interesting statement right there, this is the only area  
20 open for the 04T switch. We have just seen earlier space  
21 designated for the 04T switch.

22           We will now proceed to --

23           COMMISSIONER JACOBS: So the first area was --

24           WITNESS GRAHAM: The first area was designated as  
25 space for growth of the STP, the 03T, and 04T growth space.

1           COMMISSIONER JACOBS: And then the second is  
2 designated for growth for a separate switch.

3           WITNESS GRAHAM: Just for 04T.

4           COMMISSIONER JACOBS: Tandem? That's the tandem?

5           WITNESS GRAHAM: That's the tandem.

6           COMMISSIONER JACOBS: Okay.

7           A     The next area is the blue area actually currently  
8 shown here, the virtual collocation, slash, future  
9 transmission area.

10           (VIDEO PLAYED)

11           A     That was that area in blue.

12           The next section is an area that we have not got  
13 marked in red. It's above the current air handling unit.  
14 It's similar to the room that will be available for the air  
15 handling unit when it's moved later on.

16           MS. WHITE: Ms. Summerlin, I'm a little confused.  
17 I thought that the portions of the tape that you were going  
18 to show was only going to correspond to the red areas.

19           WITNESS GRAHAM: Because of the limited space  
20 currently in the air handling we felt like it would be  
21 better to show the same amount of space that will be  
22 cleared up when it's moved; however, if you'd like, I can  
23 skip that part. We've certainly got plenty.

24           MS. WHITE: I just wanted to make sure I  
25 understood what we were watching.

1 MS. SUMMERLIN: No, I don't understand that we  
2 had made that representation. We were primarily focusing  
3 on those areas, but also other areas that we thought were  
4 important. We gave you the flagging stops so that you  
5 could know that ahead of time.

6 (VIDEO PLAYED)

7 A The next area we'll be moving on to is what is  
8 marked as "Work Area Restoration OCC Admin." That's this  
9 area here (indicates).

10 (VIDEO PLAYED)

11 A The next area is the DAX terminal area. That's  
12 actually -- yeah, that's within that area. We are just  
13 here demonstrating some of the various terminal equipment  
14 that's located within the office.

15 COMMISSIONER JACOBS: If I recall, in this office  
16 there is one collocator there now, virtual collocator there  
17 now? Not in this office?

18 WITNESS GRAHAM: I think that's in the other  
19 office, if I'm not mistaken.

20 A I'm afraid some of this -- these video tapes  
21 don't tend to be terribly accurate, so my numbering system  
22 isn't always right. This was some of the terminal  
23 equipment I was attempting to show.

24 (VIDEO PLAYED)

25 A Again, this is terminals and work stations within

1 the occupied area. There is obviously quite a bit of this  
2 sort of terminal equipment. I'm just using this as a  
3 demonstration of one of the areas.

4 The next area I'm going to be showing is the  
5 transmission maintenance area. This area is currently  
6 houses a lot of terminal equipment which you'll see  
7 shortly.

8 (VIDEO PLAYED)

9 A As said, there is a monitor for each switch.

10 The next section is the -- is just the  
11 demonstration of some unused space in DSX racks. This  
12 speaks to the issue of fragmented space throughout the  
13 office. Again, I apologize, the timing is not accurate.

14 (VIDEO PLAYED)

15 A What I'm trying to demonstrate is above these DSX  
16 panels there is quite a bit of space open up there that is  
17 not currently being used.

18 The next area I'm going to show is the MAP  
19 positions in the northeast corners. These are where the  
20 current terminals for the tandem and STP switches are.  
21 That's the area.

22 (VIDEO PLAYED)

23 A With a little luck he'll turnaround and start  
24 showing the terminals. That's what I'm trying to show.  
25 Again, this is the area for maintenance of the 03T and

1 04T -- no, no, no, the STP, apparently, switches.

2           The next area I'm going to go to, we traveled  
3 upstairs at this point; and if we can get the second floor  
4 plan put up there. This is the area designated as computer  
5 base training area, CBT area and the southeast area.  
6 That would be this area here.

7           (VIDEO PLAYED)

8           A     I'll now proceed to the MAP positions for the  
9 tandem and local switches. Again, these are -- Actually,  
10 I've lost my tape. I'm going to fast forward to that  
11 part. This is the area here where there are, again,  
12 multiple terminals for controlling the different switches,  
13 tandem switch and the local switch.

14          (VIDEO PLAYED)

15          A     The next area I would like to proceed to is the  
16 staging area in the northwest. The reason I call it the  
17 staging area, there is currently vendors in that location  
18 who have put their equipment for installations physically  
19 located in that area.

20          (VIDEO PLAYED)

21          A     I'm sorry, this is not the part that I was trying  
22 to show. I'm trying to get back to the beginning of this  
23 area. There we go.

24          (VIDEO PLAYED)

25          A     As you can see, there is quite a bit of space

1 there open at the moment. They are showing for 01T  
2 growth. I'm not going to subject you to any more views of  
3 the floor.

4 The last on this tape is just an example of an  
5 internally mounted monitor, which is basically a work  
6 station within the frames as opposed to a separate table  
7 and work station setup. Obviously, my number is off here  
8 again. These were the terminals to which I was referring.

9 (VIDEO PLAYED)

10 A By housing the terminals inside the bays,  
11 obviously that greatly reduces the floor space required for  
12 maintenance areas.

13 Now I'd like to proceed to the West Palm Beach  
14 Gardens video. The first area we'll be seeing here is the  
15 maintenance and administration area.

16 (VIDEO PLAYED)

17 A The next area is the SCP expansion in the  
18 northeast area.

19 (VIDEO PLAYED)

20 A The next scene is a demonstration of some modems  
21 within the BellSouth office which are used for similar  
22 purposes to the ones we'd like to install; however, I think  
23 you'll --

24 (VIDEO PLAYED)

25 A I'm going to back it up.

1 (VIDEO PLAYED)

2 A The next area I'd like to show is more of the SCP  
3 expansion area.

4 (VIDEO PLAYED)

5 A Again, here are some internally mounted  
6 terminals.

7 The next area I'd like to go to is terminal areas  
8 for the STP, which at one point was part of the mainframe  
9 but now is freed up. I believe that's the top right red  
10 area. That's this area.

11 (VIDEO PLAYED)

12 A The next area is for the northeast red area  
13 labeled "Future Transmission, DSX-1 Lineup."

14 (VIDEO PLAYED)

15 A The next area I would like to go to is labeled  
16 "Tightened Expansion," in the center.

17 (VIDEO PLAYED)

18 A The next area I'd like to go to is labeled as  
19 "Future Toll Growth Space." It's basically right beside  
20 the area we just now looked at.

21 (VIDEO PLAYED)

22 A I'm sorry, I don't think I correctly identified  
23 this area. This is over here (indicates). This is the  
24 area I'm referring to.

25 (VIDEO PLAYED)

1           A     I'd now like to continue to another place with  
2 modems within the office. These particular modems are  
3 described as being used for customers to configure the DAX  
4 equipment.

5                   (VIDEO PLAYED)

6           A     Again, obviously this equipment sitting on a  
7 shelf like that is not a very efficient use of space; and,  
8 again, our -- the equipment that we want to put in will  
9 greatly improve that space efficiency.

10                   I'd now like to proceed to the tandem growth area  
11 in the southwest. Overshot.

12                   (VIDEO PLAYED)

13           A     The next area I'd like to show is the MAP area  
14 for the tandem and local switches in the northwest area. I  
15 would also point out the statement concerning the center  
16 area, that this center terminal can monitor every switch in  
17 the building except for the SCP.

18                   (VIDEO PLAYED)

19           A     The next area I'd like to show is labeled as  
20 "Staging and Transmission Administration" areas in the  
21 northwest area. That's it right there (indicates).

22                   (VIDEO PLAYED)

23           A     I'm almost finished here. The next area I'd like  
24 to show is, again, the area where the CO supervisor has his  
25 work space. That is currently identified as just below the

1 future virtual collocation area. I'm hoping to be able to  
2 stop on the virtual collocation area. Unfortunately, the  
3 cameraman doesn't always oblige what I'd like to see.

4 (VIDEO PLAYED)

5 A The next area I'd like to show is, again, an  
6 example of a terminal mounted inside the frames. This is  
7 just within the work space area. Again, an example of much  
8 more efficient work space.

9 (VIDEO PLAYED)

10 A This is what I'm referring to here.

11 (VIDEO PLAYED)

12 A The next area is, again, a demonstration of  
13 internal fragmented space. In this particular case there  
14 are approximately 12 to 14 frames worth of equipment  
15 scattered within the switch.

16 (VIDEO PLAYED)

17 A And the final area I'd like to show is just  
18 another example of modems within the, within BellSouth  
19 office use. "For a Customer to Interface to our Switch" is  
20 the description.

21 (VIDEO PLAYED)

22 A Again, as the tape runs along, the numbering goes  
23 off more.

24 (VIDEO PLAYED)

25 A And that concludes the video testimony.

1 MS. SUMMERLIN: Tender the witness for cross.

2 COMMISSIONER DEASON: Ms. White.

3 MS. WHITE: Yes.

4 CROSS EXAMINATION

5 BY MS. WHITE:

6 Q Good afternoon, Mr. Graham. My name is Nancy  
7 White. I represent BellSouth Telecommunications. Does the  
8 FCC allow an incumbent local exchange company to separate  
9 the collocating carrier's space from the incumbent's  
10 facilities?

11 A The collocator's carrier space from the incumbent  
12 facility. I don't know the answer to that.

13 Q Okay. Have you got the Code of Federal  
14 Regulations with you, particularly Section 51.323(I)?

15 A I do not have that with me.

16 Q Okay. Would you accept, subject to check, that  
17 that reads: "An incumbent LEC may require reasonable  
18 security arrangements to separate a collocating  
19 telecommunications carrier's space from the incumbent LEC's  
20 facilities?"

21 A I will have to take your word on it.

22 Q I can show it to you if you don't want to accept  
23 my word.

24 A I accept your word.

25 Q Okay. Does Supra intend to put voice mail

1 equipment in its physical collocations?

2 A I believe so, yes.

3 Q Does Supra intend to put Internet equipment in  
4 its physical collocations?

5 A I do not believe so.

6 Q Is voice mail considered an enhanced service?

7 A I don't know the answer to that.

8 Q Is Internet service considered an enhanced  
9 service?

10 A I would assume so.

11 Q Now you've had a lot of experience in the voice  
12 mail arena; is that right?

13 A Definitely.

14 Q So with your experience in the voice mail arena,  
15 are you familiar with the FCC orders on when and if and how  
16 a Bell operating company can put enhanced service equipment  
17 in its central office?

18 A No, I am not.

19 Q Now I'm a little confused with the question (sic)  
20 you gave me just a few minutes ago. You said that Supra  
21 did not intend to put Internet equipment in the physical  
22 collocation area.

23 A I guess I would need you to define Internet  
24 equipment.

25 Q Okay. Well, equipment that can provide Internet

1 service.

2 A We are expecting to put equipment in that has the  
3 ability to be able to access Internet services.

4 Q Well, and doesn't Supra intend to be an Internet  
5 service provider?

6 A Yes, but that equipment we don't plan to locate  
7 within the facility.

8 Q Okay. Where are you going to put that equipment?

9 A It's outside of my range, but I would assume we  
10 are going to have servers and that sort of equipment  
11 located somewhere.

12 Q Now one of your ideas for coming up with some  
13 space in these central offices is to take the vendor  
14 staging areas, which we just saw a little bit of, and put  
15 those materials in a truck and park the truck outside the  
16 central office until the vendor needs it; is that right?

17 A This is a method that I've personally used in the  
18 past.

19 Q Okay. And when you used that method, where was  
20 that central office located?

21 A It was in Pontoon Beach, Illinois.

22 Q And would you agree with me that that's a rural  
23 area?

24 A Yes, I will not argue.

25 Q Would you agree me that the Golden Glades office

1 is in a very urban neighborhood?

2 A Yes.

3 Q Your title is vice president of voice mail?

4 A That's right.

5 Q And you report to Mr. Bender now, but a week ago  
6 it was Mr. Ramos?

7 A That's correct.

8 Q Okay. And your experience has been in the  
9 installment of switches for Nortel and Siemens and the  
10 installation of voice mail equipment for Converse  
11 Technology?

12 A That's right.

13 Q Your expertise here today isn't in the equipment  
14 side, is it, the equipment that I spoke to Mr. Nilson  
15 about?

16 A I'm familiar with central offices equipment as of  
17 about ten years ago.

18 Q Okay. And you've never had any experience  
19 designing a public switch network central office, have you?

20 A Installation, yes. Designing, no.

21 Q Okay. Thank you.

22 MS. WHITE: I have nothing further.

23 COMMISSIONER DEASON: Staff.

24 MS. KEATING: Staff has no questions.

25 COMMISSIONER DEASON: Commissioners.

1 (NO RESPONSE)

2 COMMISSIONER DEASON: Redirect.

3 MS. SUMMERLIN: No redirect.

4 COMMISSIONER DEASON: Exhibits.

5 MS. SUMMERLIN: We'd, Supra would move Exhibit  
6 24.

7 COMMISSIONER DEASON: Without objection exhibit  
8 24 is admitted.

9 Thank you, Mr. Graham.

10 We'll take a 10-minute recess at this time.

11 (BRIEF RECESS TAKEN)

12 COMMISSIONER DEASON: Call the hearing back to  
13 order.

14 Ms. White.

15 MS. WHITE: Yes. BellSouth calls David Thierry.  
16 Whereupon,

17 DAVID THIERRY

18 was called as a witness on behalf of BellSouth and, after  
19 being first duly sworn, testified as follows:

20 DIRECT EXAMINATION

21 BY MS. WHITE:

22 Q Mr. Thierry, would you please state your name and  
23 address for the record?

24 A My name is David Thierry. My business address is  
25 675 West Peachtree Street in Atlanta, Georgia.

1 Q By whom are you employed and in what capacity?

2 A I'm employed by BellSouth Telecommunications,  
3 Inc. as manager in the interconnection services pricing  
4 division.

5 Q Have you previously caused to be prepared and  
6 prefiled in this case direct testimony consisting of eight  
7 pages?

8 A Yes, I have.

9 Q Do you have any additions, changes or corrections  
10 to make to that testimony at this time?

11 A Yes, I do.

12 Q Would you please give those?

13 A I've got two minor corrections, one in my direct  
14 testimony, one in my rebuttal testimony.

15 Q Okay. Well, why don't you just give us the  
16 corrections in your direct at this time.

17 A Direct testimony on page 2, line 12, please  
18 insert Issue Number 4 as I omitted that when I was typing  
19 up my testimony. I addressed the issue. I just did not  
20 list it in the introductory section of my testimony.

21 Q What is the other change in your direct  
22 testimony?

23 A Actually, just the one, and then identical change  
24 in rebuttal.

25 Q And did you have two exhibits attached to your

1 direct testimony labeled DT-1 and DT-2?

2 A Yes, I did.

3 Q Do you have any changes to those exhibits?

4 A No, I do not.

5 MS. WHITE: Mr. Deason, I'd like to ask that the  
6 direct testimony of Mr. Thierry be moved into the record.

7 COMMISSIONER DEASON: Without objection it shall  
8 be inserted into the record.

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1 Bellsouth Telecommunications, Inc.

2 Direct Testimony of David Thierry

3 Before the Florida Public Service Commission

4 Docket No. 980800-TP

5 September 10, 1998

6

7 Q. Please state your name, address and position with  
8 Bellsouth Telecommunications, Inc.

9

10 A. My name is David Thierry. My business address is 675 West Peachtree  
11 Street, Atlanta, Georgia 30375. I am employed by BellSouth  
12 Telecommunications, Inc. ("BellSouth" or "the Company") as Manager -  
13 Interconnection Services Pricing.

14

15 Q. Please summarize your background and experience.

16

17 A. My education includes a Bachelor of Arts in Economics from Emory  
18 University, Atlanta, Georgia in June of 1985. My professional career with  
19 BellSouth spans over ten years and includes experience in the  
20 development of service cost studies, the development of tariffs, and  
21 physical collocation contract negotiations. I am also responsible for  
22 developing interpretations of the provisions within physical collocation  
23 contracts.

24

1 Q. HAVE YOU TESTIFIED PREVIOUSLY BEFORE ANY STATE PUBLIC  
2 SERVICE COMMISSION?

3

4 A. No, I have not testified previously in any proceedings.

5

6 Q. WHAT IS THE PURPOSE OF YOUR TESTIMONY?

7

8 A. The purpose of my testimony is to address issues raised resulting from a  
9 joint issue identification meeting between BellSouth and Supra  
10 Telecommunications and Information Systems, Inc. ("Supra") pursuant to  
11 Florida Public Service Commission Docket No. 980800-TP. Specifically, I  
12 will address Issues 1, 3B, 3C,<sup>4</sup> and 5 in this docket. As such, my testimony  
13 will focus on BellSouth's requirement to provide for physical collocation  
14 arrangements to Supra, pursuant to the terms and conditions of the  
15 Collocation Agreement between BellSouth and Supra ("Agreement"),  
16 specifically with regard to the North Dade Golden Glades and West Palm  
17 Beach Gardens BellSouth Central Offices.

18

19 **ISSUE 1. IS BELLSOUTH REQUIRED TO PROVIDE PHYSICAL**  
20 **COLLOCATION IN THE GOLDEN GLADES AND WEST PALM BEACH**  
21 **GARDENS CENTRAL OFFICES PURSUANT TO THE COLLOCATION**  
22 **AGREEMENT BETWEEN BELLSOUTH AND SUPRA?**

23

24 Q. PURSUANT TO THE COLLOCATION AGREEMENT BETWEEN  
25 BELLSOUTH AND SUPRA, IS BELLSOUTH REQUIRED TO PROVIDE

1           PHYSICAL COLLOCATION IN ITS CENTRAL OFFICES IN ALL  
2           CIRCUMSTANCES?

3  
4    A.    No. There is no provision of the Agreement that imposes an obligation on  
5           BellSouth to fulfill each and every request for a physical collocation  
6           arrangement requested by Supra. The terms and conditions of the  
7           Agreement are limited to those instances where BellSouth has adequate  
8           space available to provide physical collocation. The Agreement  
9           specifically contemplates space being available. The introductory  
10          provisions of the Agreement state the conditions under which the  
11          agreement is entered into, specifically "Whereas, BellSouth has space  
12          available in its Central Office(s) which Interconnector desires to utilize." A  
13          copy of the Agreement is attached as Exhibit DT-1.

14  
15   Q.    WHAT OCCURRED WHEN SUPRA SUBMITTED APPLICATIONS FOR  
16          SPACE IN BELLSOUTH'S FLORIDA CENTRAL OFFICES?

17  
18   A.    Between May 2, 1998 and May 16, 1998, Supra submitted applications to  
19          BellSouth for physical collocation arrangements in seventeen (17) Central  
20          Offices in Florida. On May 6, 1998, BellSouth responded to Supra, via  
21          electronic mail, stating that BellSouth did not have space available for  
22          physical collocation in two (2) of the seventeen (17) central offices,  
23          specifically, the North Dade Golden Glades and West Palm Beach  
24          Gardens Central Offices. A copy of this response is attached as Exhibit  
25          DT-2. BellSouth's response was pursuant to the requirements of the

1 Agreement. Section IV.A of the Agreement (Exhibit DT-1) requires the  
2 response to include "space availability." BellSouth's response was also  
3 consistent with the FCC's First Report and Order which states:

4 ¶ 575: "Incumbent LECs are not required to physical collocate  
5 equipment in locations where not practical for technical reasons or  
6 because of space limitations..."

7  
8 **ISSUE 3 (B). IS THERE SUFFICIENT SPACE TO PERMIT PHYSICAL**  
9 **COLLOCATION FOR SUPRA IN THE GOLDEN GLADES AND WEST**  
10 **PALM BEACH GARDENS CENTRAL OFFICES? IF NOT, WHAT**  
11 **OBLIGATION, IF ANY, DOES BELL SOUTH HAVE UNDER THE**  
12 **COLLOCATION AGREEMENT TO MAKE SPACE AVAILABLE AT**  
13 **THESE TWO CENTRAL OFFICES TO PERMIT PHYSICAL**  
14 **COLLOCATION BY SUPRA?**

15  
16 Q. UNDER THE COLLOCATION AGREEMENT, DOES BELL SOUTH HAVE  
17 AN OBLIGATION TO RENOVATE OR ADD TO THE CENTRAL OFFICE  
18 TO MAKE SPACE AVAILABLE TO PERMIT PHYSICAL COLLOCATION  
19 BY SUPRA?

20  
21 A. No. BellSouth is not obligated under the Agreement to renovate or add to  
22 the central office to accommodate Supra's request. As to the section of  
23 the Agreement that speaks to renovation or upgrade to Central Office  
24 space or support mechanisms (Section IV.F of the Agreement), this  
25 renovation or upgrade will only be performed in those Central Offices that

1 have space available for physical collocation. The renovations and  
2 upgrades contemplated in the Agreement are renovation or upgrades,  
3 where space is available, to accommodate the collocation of equipment in  
4 a BellSouth Central Office by a party that is not BellSouth. On the issue  
5 of renovation or construction of additional space, the Agreement is in  
6 compliance with the FCC's First Report and Order which states:

7 ¶ 585: "We [FCC] further conclude that LECs should not be  
8 required to lease or construct additional space to provide physical  
9 collocation to interconnectors when existing space has been  
10 exhausted."

11  
12 **ISSUE 3 (C). IS THERE SUFFICIENT SPACE TO PERMIT PHYSICAL**  
13 **COLLOCATION FOR SUPRA IN THE GOLDEN GLADES AND WEST**  
14 **PALM BEACH GARDENS CENTRAL OFFICES? IF THERE IS AN**  
15 **OBLIGATION TO MAKE SPACE AVAILABLE TO SUPRA, HOW**  
16 **SHOULD THE COSTS BE ALLOCATED?**

17  
18 Q. ISSUE 3 (C) IS CONCERNED WITH HOW COSTS SHOULD BE  
19 ALLOCATED IF BELLSOUTH WERE OBLIGATED UNDER THE  
20 AGREEMENT TO MAKE SPACE AVAILABLE TO SUPRA IN CENTRAL  
21 OFFICES WHERE NO SUCH SPACE EXISTS. HOW DO YOU  
22 RESPOND?

23

1 A. BellSouth has no obligation under the Agreement to provide collocation  
2 space where no such space is available. Therefore, the question of cost  
3 allocation is not relevant.  
4

5 **ISSUE 4. IN WHAT TIME FRAME IS BELL SOUTH REQUIRED TO**  
6 **PROVIDE PHYSICAL COLLOCATION TO SUPRA PURSUANT TO THE**  
7 **COLLOCATION AGREEMENT?**  
8

9 Q. HOW DO YOU RESPOND TO ISSUE 4 REGARDING PHYSICAL  
10 COLLOCATION PROVISIONING TIME FRAMES PURSUANT TO THE  
11 AGREEMENT?  
12

13 A. BellSouth is bound only by the requirement of the Agreement (Section  
14 IV.F of Exhibit DT-1) to "make reasonable efforts to provide for occupancy  
15 of the collocation space on the negotiated date and will advise  
16 Interconnector of delays." BellSouth individually negotiates the specific  
17 interval for each collocation request based on a number of factors. As  
18 discussed in Mr. Mayes and Mr. Milner's written testimony, several  
19 mitigating factors that are outside BellSouth's control, such as permitting  
20 interval, local building code interpretation and unique construction  
21 requirements, affect the provision interval.  
22

23 The Florida Public Service Commission has issued guidelines regarding  
24 the time frames to provide physical collocation space in Florida (Order  
25 No. PSC-96-1579-FOFTP). Although the Commission's Order was an

1 arbitration order between parties that did not include Supra, BellSouth  
2 uses the Commission's Order as a guideline when providing physical  
3 collocation space to all collocators in Florida. BellSouth believes it is  
4 operating within the parameters of the Commission's guidelines by  
5 negotiating time periods on a per request basis. The Commission, in  
6 Order No. PSC-98-0595-PCO-TP, issued on April 27, 1998, stated that:

7 "As stated in the Order, the parties may reach an agreement as to  
8 the time for a particular request. The purpose of the three month  
9 time frame is to serve as a guideline of what we consider  
10 reasonable. We find that our Order is clear as to our intent that the  
11 parties to a request for collocation would attempt to resolve any  
12 problems with that time frame on a case by case basis, and would  
13 only come to use if they were unable to resolve their problems."

14 BellSouth uses best efforts to complete Supra's collocation installations,  
15 and indeed all collocation installations in Florida, as soon as possible  
16 and, when feasible, within the three month interval prescribed in the  
17 Florida Commission's Order.

18  
19 **ISSUE 5. PURSUANT TO THE COLLOCATION AGREEMENT, WHAT**  
20 **TELECOMMUNICATIONS EQUIPMENT CAN AND WHAT**  
21 **TELECOMMUNICATIONS EQUIPMENT CANNOT BE PHYSICALLY**  
22 **COLLOCATED BY SUPRA IN BELLSOUTH'S CENTRAL OFFICES?**

23

1 Q: PURSUANT TO THE COLLOCATION AGREEMENT, WHAT TYPES OF  
2 EQUIPMENT IS SUPRA AUTHORIZED TO PLACE IN ITS PHYSICAL  
3 COLLOCATION ARRANGEMENTS?  
4

5 A: Section III.A of the Agreement, executed by Mr. Ramos (Supra) on July  
6 21, 1998, states that "BellSouth shall permit Interconnector to place,  
7 maintain, and operate in the Collocation Space any equipment that  
8 Interconnector is authorized by BellSouth and by Federal or State  
9 regulators to place, maintain, and operate in collocation space and that is  
10 used by Interconnector to provide services which Interconnector has the  
11 legal authority to provide." BellSouth permits the placement of equipment  
12 in physical collocation arrangements where such equipment is utilized for  
13 the purposes of providing telecommunications services through  
14 interconnection or through access to unbundled network elements. Even  
15 though neither federal nor state regulators require the placement of  
16 switching equipment in physical collocation arrangements, BellSouth has  
17 voluntarily authorized the placement of such equipment in physical  
18 collocation arrangements located within its central offices. As discussed  
19 in Mr. Milner's written testimony, BellSouth does not permit the collocation  
20 of equipment that will be used only to provide enhanced services or  
21 information services.  
22

23 Q. DOES THIS CONCLUDE YOUR TESTIMONY?  
24

25 A. Yes.

1 MS. WHITE: And I would like to ask that the  
2 exhibits attached to Mr. Thierry's direct testimony be  
3 labeled as the next exhibit number.

4 COMMISSIONER DEASON: Exhibit 25.

5 BY MS. WHITE (Continuing):

6 Q Mr. Thierry, you also filed rebuttal testimony in  
7 this case consisting of ten pages?

8 A Yes, I did.

9 Q Do you have any changes, additions or corrections  
10 to make to the rebuttal testimony at this time?

11 A Yes, I do. As I mentioned, on page 2, line 1,  
12 please insert issue number 4.

13 Q If I were to ask you the same questions that are  
14 posed in your prefiled direct and rebuttal testimony today,  
15 would your answers to those questions be the same?

16 A Yes, they would.

17 Q Did you have one exhibit attached to your  
18 rebuttal testimony labeled DT-3?

19 A Yes, I do.

20 Q Do you have any changes to those exhibits?

21 A No, I do not.

22 Q Okay.

23 MS. WHITE: I'd like to have the exhibits --  
24 excuse me, I'd like to have the rebuttal testimony moved  
25 into the record as if read.

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COMMISSIONER DEASON: Without objection it shall  
be inserted into the record.

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BELLSOUTH TELECOMMUNICATIONS, INC.  
REBUTTAL TESTIMONY OF DAVID THIERRY  
BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION  
DOCKET No. 980800-TP  
SEPTEMBER 18, 1998

Q. PLEASE STATE YOUR NAME, ADDRESS AND POSITION WITH  
BELLSOUTH TELECOMMUNICATIONS, INC.

A. My name is David Thierry. My business address is 675 West Peachtree  
Street, Atlanta, Georgia 30375. I am employed by BellSouth  
Telecommunications, Inc. ("BellSouth" or "the Company") as Manager -  
Interconnection Services Pricing.

Q. ARE YOU THE SAME DAVID THIERRY WHO FILED DIRECT  
TESTIMONY IN THIS PROCEEDING?

A. Yes.

Q. WHAT IS THE PURPOSE OF YOUR TESTIMONY?

A. The purpose of my testimony is to rebut the testimony of Olukayode A.  
Ramos and David A. Nilson, witnesses for Supra Telecommunications  
and Information Systems, Inc. ("Supra"). I will rebut their testimony

1 relating to Issues 1, 3B, 3C,<sup>4</sup> and 5 in this docket. As such, my testimony  
2 will focus on BellSouth's requirement to provide for physical collocation  
3 arrangements to Supra, pursuant to the terms and conditions of the  
4 Collocation Agreement between BellSouth and Supra ("Agreement"),  
5 specifically with regard to the North Dade Golden Glades and West Palm  
6 Beach Gardens BellSouth Central Offices.

7  
8 Q. ON PAGES 2 AND 3 OF HIS TESTIMONY, MR. RAMOS STATES THAT  
9 SUPRA "GRUDGINGLY" SIGNED THE COLLOCATION AGREEMENT  
10 WITH BELL SOUTH BECAUSE BELL SOUTH REPRESENTED THAT NO  
11 CHANGES WOULD BE ALLOWED TO THE AGREEMENT. HOW DO  
12 YOU RESPOND?

13  
14 A. Mr. Ramos' statements do not reflect BellSouth's policy toward  
15 negotiating physical collocation agreements. On July 16, 1997, BellSouth  
16 sent Mr. Ramos a copy of the standard physical collocation agreement as  
17 a starting point for our negotiations. I have attached a copy of the letter  
18 BellSouth sent to Mr. Ramos with the standard collocation agreement as  
19 Exhibit DT-3. The letter states in part that "BellSouth [is] pleased to enter  
20 into negotiations with Supra ... with the intent of developing a mutually  
21 acceptable agreement." The letter is dated Wednesday, July 16, 1997.  
22 Mr. Ramos signed the Agreement on the following Monday (July 21,  
23 1997). I am surprised that Mr. Ramos characterizes his signing the  
24 Agreement as "grudgingly" when only two business days elapsed  
25 between the day BellSouth sent the draft agreement to Supra and the day

1 Mr. Ramos signed it. I am further surprised that Mr. Ramos would have  
2 so readily signed any agreement that contains language he so strongly  
3 opposes.

4  
5 **ISSUE 1: IS BELLSOUTH REQUIRED TO PROVIDE PHYSICAL**  
6 **COLLOCATION IN THE GOLDEN GLADES AND WEST PALM BEACH**  
7 **GARDENS CENTRAL OFFICES PURSUANT TO THE COLLOCATION**  
8 **AGREEMENT BETWEEN BELLSOUTH AND SUPRA?**

9  
10 Q: SUPRA'S WITNESSES STATE THAT, PURSUANT TO THE  
11 AGREEMENT, BELLSOUTH IS REQUIRED TO PROVIDE PHYSICAL  
12 COLLOCATION IN THE GOLDEN GLADES AND WEST PALM BEACH  
13 CENTRAL OFFICES. THEY FURTHER STATE THAT BELLSOUTH HAS  
14 NOT CONTESTED THIS ISSUE. HOW DO YOU RESPOND?

15  
16 A. I disagree. As Mr. Bloomer's testimony discusses, BellSouth does not  
17 have space available for physical collocation in the Golden Glades or  
18 West Palm Beach Gardens central offices. BellSouth is, therefore, not  
19 required to provide physical collocation space to Supra at either of these  
20 locations. The terms and conditions of the Collocation Agreement are  
21 limited to those instances where BellSouth has adequate space available  
22 to provide physical collocation. There is no provision in the Agreement  
23 that imposes an obligation on BellSouth to fulfill each and every request  
24 for a physical collocation arrangement requested by Supra. The  
25 Agreement specifically contemplates space being available. The

1 introductory provisions of the Agreement state the conditions under which  
2 the agreement is entered into, specifically "Whereas, BellSouth has  
3 space available in its Central Office(s) which Interconnector desires to  
4 utilize." A copy of the Agreement is attached to my direct testimony as  
5 Exhibit DT-1.

6  
7 **ISSUE 3: IS THERE SUFFICIENT SPACE TO PERMIT PHYSICAL**

8 **COLLOCATION FOR SUPRA IN THE GOLDEN GLADES AND WEST**  
9 **PALM BEACH GARDENS CENTRAL OFFICES?**

10 **B. IF NOT, WHAT OBLIGATION, IF ANY, DOES BELL SOUTH**  
11 **HAVE UNDER THE COLLOCATION AGREEMENT TO MAKE**  
12 **SPACE AVAILABLE AT THESE TWO CENTRAL OFFICES TO**  
13 **PERMIT PHYSICAL COLLOCATION BY SUPRA?**

14 **C. IF THERE IS AN OBLIGATION TO MAKE SPACE AVAILABLE**  
15 **TO SUPRA, HOW SHOULD THE COSTS BE ALLOCATED?**

16  
17 **Q. SUPRA WITNESSES, MR. RAMOS AND MR. NILSON, STATE THAT**  
18 **BELL SOUTH SHOULD MAKE SPACE AVAILABLE FOR PHYSICAL**  
19 **COLLOCATION IN NORTH DADE GOLDEN GLADES AND WEST PALM**  
20 **BEACH GARDENS CENTRAL OFFICES EVEN THOUGH BELL SOUTH**  
21 **HAS DEMONSTRATED THAT NO SUCH SPACE EXISTS. HOW DO**  
22 **YOU RESPOND?**

23  
24 **A. I disagree. As stated above, Mr. Bloomer's testimony establishes that**  
25 **BellSouth does not have adequate space available to provide physical**

1 collocation at these central offices. BellSouth is not obligated under the  
2 Agreement to renovate or add to a central office to accommodate Supra's  
3 request for physical collocation where space for physical collocation is not  
4 available. While Section IV.F of the Agreement speaks to renovation or  
5 upgrade of Central Office space or support mechanisms to provide  
6 physical collocation, this section is applicable only to those Central  
7 Offices that have space available to accommodate the placement of  
8 collocated equipment in a BellSouth Central Office by a party that is not  
9 BellSouth. As I stated in my direct testimony, the Agreement is in  
10 compliance with the FCC's First Report and Order on the issue of  
11 renovation or construction of additional space:

12 ¶ 585: "We [FCC] further conclude that LECs should not be  
13 required to lease or construct additional space to provide physical  
14 collocation to interconnectors when existing space has been  
15 exhausted."  
16

17 Q. ISSUE 3(C) IS CONCERNED WITH HOW COSTS SHOULD BE  
18 ALLOCATED IF BELLSOUTH WERE OBLIGATED UNDER THE  
19 AGREEMENT TO MAKE SPACE AVAILABLE TO SUPRA IN CENTRAL  
20 OFFICES WHERE NO SUCH SPACE EXISTS. SUPRA CONTENDS  
21 THAT BELLSOUTH SHOULD MAKE SPACE AVAILABLE AND  
22 ALLOCATE THE COSTS AS RECOMMENDED BY THE FLORIDA  
23 PUBLIC SERVICE COMMISSION IN THEIR FINAL ORDERS ON THE  
24 FLORIDA PUBLIC SERVICE COMMISSION DOCKETS 960757-TP,  
25 960833-TP, 960846-TP. HOW DO YOU RESPOND?

1

2 A. As stated above, BellSouth has no obligation under the Agreement to  
3 provide space for physical collocation arrangements where no such space  
4 is available. Therefore, the question of cost allocation is not relevant.  
5 However, in those central offices where space for physical collocation is  
6 available, BellSouth will provide physical collocation to Supra at either the  
7 Regional rates listed in the Agreement, or work with Supra to amend the  
8 Agreement to provide physical collocation in Florida at Florida specific  
9 rates.

10

11 **ISSUE 4: IN WHAT TIME FRAME IS BELL SOUTH REQUIRED TO PROVIDE**  
12 **PHYSICAL COLLOCATION TO SUPRA PURSUANT TO THE**  
13 **COLLOCATION AGREEMENT?**

14

15 Q. IN THEIR TESTIMONY, SUPRA WITNESSES MR. RAMOS AND MR.  
16 NILSON STATE THAT BELL SOUTH IS REQUIRED BY THE  
17 AGREEMENT TO PROVIDE PHYSICAL COLLOCATION TO SUPRA  
18 WITHIN THREE (3) MONTHS, AS MANDATED BY THE FLORIDA  
19 PUBLIC SERVICE COMMISSION. HOW DO YOU RESPOND?

20

21 A. BellSouth is only bound by the Agreement to "make reasonable efforts to  
22 provide for occupancy of the collocation space on the negotiated date and  
23 will advise Interconnector of delays" (Section IV.F of Exhibit DT-1). As  
24 cited by Supra's witnesses Mr. Ramos and Mr. Nilson, the Florida Public  
25 Service Commission issued guidelines regarding the time frames

1 BellSouth should provide physical collocation space in Florida (Order No.  
2 PSC-96-1579-FOFTP, issued December 31, 1996). What Mr. Ramos and  
3 Mr. Nilson do not recognize is that the Florida Public Service Commission  
4 further clarified this Order on April 27, 1998 (Order No. PSC-98-0595-  
5 PCO-TP):

6 "As stated in the Order, the parties may reach an agreement as to  
7 the time for a particular request. The purpose of the three month  
8 time frame is to serve as a guideline of what we consider  
9 reasonable. We find that our Order is clear as to our intent that the  
10 parties to a request for collocation would attempt to resolve any  
11 problems with that time frame on a case by case basis, and would  
12 only come to us if they were unable to resolve their problems."

13  
14 BellSouth is operating within the parameters of the Florida Public Service  
15 Commission's guidelines by negotiating time periods on a per request  
16 basis. Furthermore, as I stated in my direct testimony, the Commission's  
17 Order was an arbitration order between parties that did not include Supra.  
18 However, BellSouth uses the Commission's Order as a guideline when  
19 providing physical collocation space to all collocators in Florida, including  
20 Supra. BellSouth will use best efforts to complete Supra's physical  
21 collocation installations in Florida as soon as possible and, when feasible,  
22 within the three month interval outlined in the Commission's Order. There  
23 are, however, circumstances over which BellSouth has no control. This is  
24 discussed in Mr. Mayes' direct testimony.

25

1 Q: IN HIS TESTIMONY, MR. RAMOS CLAIMS BELLSOUTH HAS NOT  
2 DEMONSTRATED TO SUPRA WHY ADDITIONAL TIME IS NECESSARY  
3 IN THE COMPLETION OF SUPRA'S COLLOCATION ARRANGEMENTS.  
4 HOW DO YOU RESPOND?

5

6 A. I disagree with Mr. Ramos. In his statement, I assume Mr. Ramos is  
7 referring to the Florida Public Service Commission's requirement from its  
8 Order PSC-96-1579-FOF-TP which states, in part:

9 "If [the parties] cannot agree to the required time for a particular  
10 request, BellSouth must demonstrate why additional time is  
11 necessary."

12 and, as referenced above from Florida Public Service Commission Order  
13 No. PSC-98-0595-PCO-TP:

14 "We find that our Order [PSC-96-1579-FOF-TP] is clear as to our  
15 intent that the parties to a request for collocation would attempt to  
16 resolve any problems with that time frame on a case by case basis,  
17 and would only come to us if they were unable to resolve their  
18 problems."

19

20 When BellSouth receives an application for physical collocation, it  
21 provides to the requestor a written physical collocation application  
22 response which includes estimated provisioning intervals for planning  
23 purposes. When BellSouth receives a Bona Fide Firm Order, it  
24 negotiates the actual provisioning time frame for each physical collocation  
25 request. At the time of the joint issue identification meeting, Supra had

1 not provided Bona Fide Firm Orders for physical collocation in Florida to  
2 BellSouth. BellSouth had, therefore, not made any commitments as to the  
3 time required to complete work for Supra's requests. Thus, Mr. Ramos'  
4 claims are baseless.

5  
6 **ISSUE 5: PURSUANT TO THE COLLOCATION AGREEMENT, WHAT**  
7 **TELECOMMUNICATIONS EQUIPMENT CAN BE AND WHAT**  
8 **TELECOMMUNICATIONS EQUIPMENT CANNOT BE PHYSICALLY**  
9 **COLLOCATED BY SUPRA IN BELLSOUTH'S CENTRAL OFFICES?**

10  
11 Q. SUPRA'S WITNESS MR. RAMOS STATES THAT "BELLSOUTH HAS NO  
12 RIGHT WHATSOEVER TO LIMIT THE TYPE OF EQUIPMENT THAT  
13 SUPRA CAN COLLOCATE IN BELLSOUTH'S CENTRAL OFFICES..."  
14 HOW DO YOU RESPOND?

15  
16 A. I disagree. Mr. Ramos cites in his testimony Section III.A of the  
17 Agreement, which states in part:

18 "Nature of Use. BellSouth shall permit Interconnector [Supra] to  
19 place, maintain and operate in the Collocation Space any  
20 equipment that Interconnector is authorized by BellSouth and by  
21 Federal or State regulators to place, maintain and operate in  
22 collocation space and that is used by Interconnector to provide  
23 services which Interconnector has the legal authority to provide."  
24

1           The Agreement clearly states the equipment Supra is permitted to place  
2           in a physical collocation space is limited not only by Federal and State  
3           regulators, but by BellSouth policy, as well. As I stated in my direct  
4           testimony, BellSouth permits the placement of equipment in physical  
5           collocation arrangements where such equipment is utilized for the  
6           purposes of providing telecommunications services through  
7           interconnection or through access to unbundled network elements. Mr.  
8           Milner's direct testimony further addresses BellSouth's policy by stating,  
9           in part, "Where [the] equipment can also provide information services, the  
10          telecommunications carrier may offer information services through the  
11          same arrangement, so long as it is also offering telecommunications  
12          services through the same arrangement. ... BellSouth [does] not permit  
13          the collocation of equipment that will be used only to provide enhanced  
14          services or information services" (Page 11).

15

16   Q.    DOES THIS CONCLUDE YOUR TESTIMONY?

17

18   A.    Yes.

1 MS. WHITE: And I'd like to have the exhibit  
2 attached to Mr. Thierry's rebuttal testimony labeled as an  
3 exhibit.

4 COMMISSIONER DEASON: Exhibits 26.

5 BY MS. WHITE (Continuing):

6 Q Mr. Thierry, would you please give your summary?

7 A Yes. Good afternoon. We handed out a summary of  
8 the cites that I'll mention from the collocation agreement  
9 between BellSouth and Supra, from the Telecommunications  
10 Act of 1996, and from the FCC's First Report and Order  
11 released on August 8th, 1996. They are here for your easy  
12 reference. The entire agreement is attached to my direct  
13 testimony.

14 The purpose of my testimony is to address five of  
15 the issues raised during the joint issue identification  
16 meeting between BellSouth and Supra. I am responsible for  
17 the development of contract language that supports  
18 BellSouth policy, and I oversee the negotiation of physical  
19 collocation contracts, so I'll address Issues 1, 3B, 3C, 4,  
20 5, as they relate to the physical collocation agreement  
21 between BellSouth and Supra.

22 Issue 1. The first issue deals with whether  
23 BellSouth is required by the collocation agreement to  
24 provide physical collocation in the North Dade Golden  
25 Glades and the West Palm Beach Gardens central offices.

1 The answer is no. The agreement states that BellSouth is  
2 obligated to provide physical collocation in central  
3 offices where there is adequate space to do so. The  
4 agreement clearly states that BellSouth will provide  
5 physical collocation where, and I quote, BellSouth has  
6 space available in its central offices, end quote. This  
7 position is in compliance with the Telecommunications Act  
8 and the FCC's First Report and Order. Our planners have  
9 reviewed these two offices and have found that there is not  
10 adequate space available for physical collocation.

11 The next issue, Issue 3B, asks what obligation  
12 BellSouth has under the BellSouth/Supra agreement to make  
13 space available for physical collocation in the two central  
14 offices that I mentioned. The collocation agreement does  
15 not obligate BellSouth to provide physical collocation in  
16 central offices where there is no space available. Our  
17 position is in compliance with Paragraph 585 of the FCC's  
18 First Report and Order which states that incumbent LECs are  
19 not required to construct additional space for physical  
20 collocation when existing space has been exhausted.

21 In their rebuttal testimony, Supra's witnesses  
22 strung together several definitions of "upgrade," "improve"  
23 and "develop." This series of definitions is inconsistent  
24 with the BellSouth/Supra agreement. The bottom line is,  
25 BellSouth is not obligated by the BellSouth/Supra

1 agreement, the Telecommunications Act or the FCC's Order to  
2 add or lease additional space where existing space has been  
3 exhausted.

4 Issue 3. Issue 3 asks how costs should be  
5 allocated if BellSouth were obligated under the agreement  
6 to make physical collocation space available in these  
7 central offices. Because BellSouth is not obligated under  
8 the agreement between BellSouth and Supra to provide  
9 physical collocation where no space is available, the  
10 question of cost allocation is not relevant in these two  
11 central offices; however, in central offices where there is  
12 space available for physical collocation, BellSouth will  
13 build a common collocation area.

14 The renovations or upgrades addressed in Section  
15 4F of the agreement refer to the building of this common  
16 collocation area. This common area separates BellSouth's  
17 equipment from all of the collocators' equipment. The  
18 common area is where the individual collocation spaces are  
19 built for each collocator, whether each individual  
20 collocation space is enclosed or not. The costs of  
21 building the common area are prorated across all the  
22 collocators in the central office based on how much floor  
23 space each collocator occupies. The way we prorate these  
24 costs is described in the agreement, the Section 4F and in  
25 Note 2 of Exhibit A.

1            Issue 4 deals with what time frame BellSouth is  
2 bound by the agreement to provide physical collocation to  
3 Supra. We are bound by Section 4F of the agreement to  
4 negotiate the date which each collocation space will be  
5 made available on a case-by-case basis. We use a  
6 three-month time frame recommended by the Florida Public  
7 Service Commission as our target provisioning interval. By  
8 negotiating each request and by using the three-month  
9 guideline as our target, we are clearly acting within this  
10 Commission's guidelines in the order issued on December  
11 31st, 1996, and then reiterated in the order issued on  
12 April 27th, 1998.

13            The final issue, Issue 5, deals with what types  
14 of equipment Supra is authorized to place in its physical  
15 collocation arrangements pursuant to the agreement.  
16 Section 3A of the agreement states that Supra may only  
17 install equipment that they are authorized by BellSouth and  
18 by state or federal regulators to place.

19            In his testimony, Supra's witness, Mr. Ramos,  
20 states that BellSouth has no right whatsoever to limit the  
21 type of equipment that Supra can collocate in BellSouth's  
22 central offices. This is simply not true. Again, section  
23 3A of the collocation agreement between BellSouth and Supra  
24 limits the equipment Supra can place in its collocation  
25 space to that which is authorized by BellSouth and by

1 federal or state regulators.

2 In summary, BellSouth is acting in compliance  
3 with the agreement entered into with Supra  
4 Telecommunications and Information Systems. Thank you.  
5 This concludes my summary.

6 MS. WHITE: Mr. Thierry is available for cross  
7 examination.

8 COMMISSIONER DEASON: Ms. Summerlin.

9 CROSS EXAMINATION

10 BY MS. SUMMERLIN:

11 Q Good afternoon, Mr. Thierry. I'm Suzanne  
12 Summerlin for Supra.

13 A Good afternoon.

14 Q A few minutes ago in your summary you said  
15 something along the lines of, and correct me if I'm wrong  
16 when I quote this, our planners have reviewed the space and  
17 determined that no space is available. Is that what you  
18 said in your summary?

19 A That is correct, and those planners are here to  
20 testify to that fact.

21 Q Okay. When exactly did they do that review?

22 A I'm not aware of the date of the review.

23 Q Are you aware of whether the application that  
24 Supra filed for physical collocation for these offices was  
25 ever sent to the planners in the normal course of the

1 process that BellSouth follows?

2 A Well, in the normal course of business, the  
3 process, the application is the trigger event for the  
4 planners to be notified to verify whether there is space  
5 available in any particular central office. So I assume,  
6 yes, the application did reach them which triggered the  
7 application response that let Supra know the space  
8 availability situation in those two central offices.

9 Q What exactly, what kind of evaluation took place,  
10 do you know?

11 A I understand there is a rigorous formula that is  
12 followed by our space planners, and they'll be describing  
13 that later today in their testimony.

14 Q Are you aware of whether that rigorous formula  
15 was utilized prior to Supra's applications for physical  
16 collocation being denied?

17 A Prior to or as a result of?

18 Q Prior to the denial.

19 A I am not sure.

20 Q So you're not aware that the individuals who  
21 normally get the application did not get it in this  
22 situation? You're not aware of that?

23 A Whose application would you be addressing?

24 Q I'm talking about Supra's application for  
25 physical collocation at each of the two central offices

1 that we are talking about in this case.

2 A Would you restate? I thought you mentioned a  
3 different application other than the Supra application  
4 going to those central offices to trigger that analysis.

5 Q Okay. What I'm talking about here, or what I'm  
6 trying to address is your statement that your planners have  
7 reviewed the situation and determined that there is no  
8 space available; and I'm just asking: Do you know whether  
9 that rigorous formula was utilized prior to the denial of  
10 Supra's application?

11 A Prior to the denial. I did not hear your  
12 statement of denial. The application would have been  
13 received by those planners. The space would have been  
14 assessed, and the denial would have resulted from the  
15 results of that assessment.

16 Q So it's your testimony that you are aware that  
17 that rigorous review was done before Supra's applications  
18 were denied?

19 A From my understanding of our conversations with  
20 the witnesses that I've had, yes, that application did  
21 trigger the analysis; and, yes, it was done for those  
22 central offices.

23 Q You're not aware of the fact that the FCC waiver  
24 was the basis for the denial?

25 A I know that there was a waiver in place from

1 years gone by that summarized the space available in that  
2 central office, and that was the trigger, or that was --  
3 that was the information that was relied upon in the  
4 application response.

5 Q That was the information that was -- So there  
6 really was no evaluation of Supra's application when it was  
7 filed?

8 MS. WHITE: Well, and I'm going to object from  
9 the standpoint that I believe he has already testified on  
10 several occasions that the people who looked at the space  
11 are here and will be testifying and that those are the  
12 appropriate people to be asked these questions.

13 COMMISSIONER DEASON: Ms. Summerlin.

14 MS. SUMMERLIN: I totally agree that those people  
15 should be asked, and they will be. I am just asking  
16 Mr. Thierry about the statement that he made in his summary  
17 that the planners have reviewed the space and determined  
18 that no space was available, and I'm simply asking at what  
19 point did they do that.

20 COMMISSIONER DEASON: You may answer the  
21 question.

22 WITNESS THIERRY: Pardon me?

23 COMMISSIONER DEASON: You may answer the question  
24 to the extent you have knowledge.

25 A The space analysis was done in, I imagine the

1 last several months. I'm not aware of the actual date that  
2 it was performed.

3 Q So it was performed subsequent to the denials?

4 A I do not know.

5 Q You have testified that you are responsible for  
6 the negotiation of collocation agreements; is that correct?

7 A I am responsible for supervising the negotiation  
8 of collocation agreements. In addition to that, I am  
9 responsible for making sure the language within the  
10 agreements matches BellSouth policy and is in accordance  
11 with regulations.

12 Q Okay. In your knowledge of this agreement, is it  
13 your understanding that BellSouth has a firm requirement  
14 that it needs to meet in terms of preparing space for a  
15 physical collocater within a certain time frame?

16 A What we do is negotiate each central office  
17 collocation space on a case-by-case basis. We let the  
18 collocater know when we can make that space available, and  
19 that is the firm date that we use.

20 In the event that there is a permitting problem,  
21 which will be addressed later by one of our witnesses, that  
22 may delay the production of that collocation space, there  
23 may be some adjustment or modification or negotiations  
24 required to that date. But that is our date that we  
25 provide collocation space.

1           Q     Is there -- what you basically said a minute ago  
2 is that you let the collocator know when the space will be  
3 available; is that right?

4           A     Yes, we do.

5           Q     So if the collocator, such as Supra or another  
6 ALEC or CLEC does not agree that the date that you, or  
7 BellSouth believes is an appropriate date for that space to  
8 be available, what option does the ALEC or CLEC have?

9           A     They can notify us that that date doesn't work,  
10 and our SMEs can go back and check the dates and see if  
11 there are any work efforts that can be run in parallel to  
12 compress the time frame. If that's not possible and the  
13 date that is provided still isn't acceptable to the  
14 collocator, then they can go to the PSC and seek a  
15 resolution of that situation.

16          Q     So, basically, they don't have any option but to  
17 come to the Commission; is that what you're saying?

18          A     That's what the Commission has outlined that we  
19 do; so, yes, that's the procedure.

20          Q     So the 90-day or three-month guideline is not a  
21 firm commitment for BellSouth; is that correct?

22          A     The 90-day guideline is exactly that; it's a  
23 guideline. It's what we shoot for. In best cases we can  
24 beat that date. We can meet that date. In some cases we  
25 have to exceed that date based on what work is required for

1 that particular central office in that particular  
2 collocation space.

3 Q What kind of reasons would put BellSouth in a  
4 position not to meet that three-month deadline?

5 A The reasons that I'm aware of would be  
6 significant work that's required in the central office, but  
7 I would prefer to leave that -- I'd prefer to leave that  
8 question to be responded to by our space planners and our  
9 facility planners as they are the people who are involved  
10 with planning the collocation space and the due dates.

11 Q So you don't really know what kinds of conditions  
12 would cause that to be a problem?

13 A I have a general idea, and I have a working  
14 knowledge of what may cause a problem; and the working  
15 knowledge is basically what I need when I'm negotiating  
16 with a customer. In certain instances, significant  
17 construction requirements such as fire rated walls can  
18 create delays in producing a collocation space.

19 Q Are there any other reasons that the three-month  
20 period couldn't be met?

21 A I'm sure there are, but I'm not aware of them at  
22 this point.

23 Q Is there any place in the contractual agreement,  
24 the collocation agreement, where the collocator is put on  
25 notice as to what those types of things might be?

1           A     We have an application response, and then we have  
2 a firm order response; and in that firm order, that  
3 information is discussed with the collocator on a  
4 case-by-case basis.

5           Q     But that's not included in the collocation  
6 agreement, is it?

7           A     In the collocation agreement we address what we  
8 respond or the information that gets back to -- the  
9 information that is due back to the collocator in a general  
10 sense in that we reply to that response; but, no, we don't  
11 delineate what sorts of delays may occur.

12          Q     Now you've got the collocation agreement attached  
13 to your testimony, don't you?

14          A     Yes, I do.

15          Q     Can you look at Section 2C of the agreement? It  
16 appears to be Page 3 on the document I'm looking at, Page 3  
17 of the collocation agreement.

18          A     One moment. Yes.

19          Q     Okay. That paragraph is titled "Occupancy."  
20 Based on the language in this paragraph, and I'll just read  
21 it very quickly, and then I want to just ask you a question  
22 or two, and then that is pretty much what I'm going to ask  
23 you today; but, "BellSouth will notify interconnector that  
24 the collo --

25                COMMISSIONER DEASON: I'm sorry, do you intend to

1 read this whole paragraph into the record?

2 MS. SUMMERLIN: Well, I didn't want to start  
3 somewhere where it didn't make any sense. I was just going  
4 to read the first part. I'm not going to read the whole  
5 thing.

6 COMMISSIONER DEASON: Okay. Please proceed.

7 MS. SUMMERLIN: I'm trying to be very quick about  
8 this.

9 BY MS. SUMMERLIN (Continuing):

10 Q All right. Let me just say this: "-- the  
11 collocation space is ready for occupancy. "Interconnector  
12 must place operational telecommunications equipment in the  
13 collocation space and connect with BellSouth's network  
14 within 180 days after receipt of such notice. BellSouth  
15 may consent to an extension beyond 180 days upon a  
16 demonstration by interconnector that circumstances beyond  
17 its reasonable control prevented interconnector from  
18 completing installation by the prescribed date. If  
19 interconnector fails to place operational  
20 telecommunications equipment in the collocation space  
21 within 180 days and such failure continues for a period of  
22 30 days after receipt of written notice from BellSouth,  
23 then and in that event, interconnector's right to occupy  
24 the collocation space terminates and BellSouth shall have  
25 no further obligations to interconnector with respect to

1 said collocation space." And I'm not going to go on to  
2 finish the paragraph, but would you agree that that puts a  
3 firm obligation on the physical collocating company?

4 A Yes, I do; however, the collocator is our  
5 customer, and we are not in the business to run them out of  
6 the central office. What we do is have this language in  
7 place to prevent a collocator from taking a lot of space,  
8 not using it, and essentially using up a lot of space,  
9 wasting a lot of space in the central office that another  
10 CLEC could use. What we do is we look to see whether there  
11 has been a good-faith effort to place the equipment within  
12 180 days, and if there has and there is some sort of delay,  
13 say there is a delay in the shipment of some switching  
14 equipment, then we will allow them to extend that another  
15 30 days.

16 Q That's a discretionary decision by BellSouth  
17 though, isn't it?

18 A Yes, it is.

19 Q What is your interpretation of the language in  
20 the collocation agreement that says that the collocator may  
21 place any equipment that the collocator deems desirable for  
22 the conduct of business?

23 A You would be referring to the personalty section  
24 of the agreement?

25 Q Let me locate exactly what I'm referring to here.

1           A     That's 3G.

2           Q     Okay. Yes, personalty is what we are talking  
3 about.

4           A     Right.

5           Q     What is your interpretation of that language?

6           A     That language in my mind allows the physical  
7 collocator to place equipment such as a desk, a computer, a  
8 chair, things that are needed in the everyday business,  
9 everyday running of their little central office space there  
10 within the collocation agreement. This section of the  
11 agreement in no way offsets the equipment language that we  
12 have elsewhere in the agreement. The two work together.  
13 You have to read the entire agreement as a whole and  
14 interpret it as a whole.

15          Q     So it's your testimony that Paragraph G -- 3G  
16 does not deal with the interconnector or the collocator's  
17 equipment and facilities?

18          A     What I'm saying is that this needs to be read  
19 with the equipment language elsewhere in the contract which  
20 restricts certain type of equipment to what is authorized  
21 by BellSouth and federal or state regulators.

22          Q     So it really doesn't mean that it's the  
23 facilities and equipment that the collocator deems  
24 desirable?

25          A     Equipment other than the telecommunications and

1 equipment addressed elsewhere, such as desks and PCs,  
2 chairs, office supplies, things like that.

3 Q You said earlier that the option that the  
4 physical collocator has if the, BellSouth were to say that  
5 the time frame is not met would be to come to the PSC to  
6 file a complaint?

7 A Which time frame was that?

8 Q In other words, if BellSouth doesn't meet the  
9 time frame to -- the three-month guideline, that the only  
10 option that the CLEC really would have would be to come to  
11 the Commission?

12 A Well, the Commission's desire was to have the  
13 parties of the collocation agreement or arrangement work it  
14 out amongst themselves, and if we couldn't come to a  
15 negotiated agreement, then as a last resort we would go to  
16 the PSC.

17 Q Well, I guess what I asked you earlier is what  
18 option -- if BellSouth says that they can't meet the  
19 three-month time frame, what negotiation takes place?

20 A In the firm order process, the response to the  
21 firm order, there is a date given. I believe it's handled  
22 by the account team coordinator and the INAC, and I  
23 probably should provide you the -- that's the abbreviation,  
24 INAC. It stands for interexchange network access  
25 coordination. They work with the collocator to negotiate

1 that date.

2 Q I guess -- I'm just going to ask you one last  
3 time: What negotiation takes place if BellSouth says it  
4 can't meet that time frame? What can the CLEC do?

5 A As I stated earlier, if the date that is  
6 presented to the CLEC isn't amenable to their plans, then  
7 we can go to the PSC and try to resolve our differences  
8 there.

9 Q So that basically means a complaint process for  
10 the CLEC?

11 A I'm not sure what legal steps are taken in that  
12 instance. It may be a complaint, but I'm not sure.

13 Q Okay.

14 MS. SUMMERLIN: No further questions.

15 COMMISSIONER DEASON: Staff.

16 CROSS EXAMINATION

17 BY MS. KEATING:

18 Q Good afternoon, Mr. Thierry. I'm Beth Keating  
19 for Commission staff.

20 A Good afternoon.

21 Q And I would just like to ask you about a  
22 statement that is in both your direct and rebuttal  
23 testimony, and it's the question of cost allocation is not  
24 relevant since there is no space available.

25 A Correct.

1 Q Suppose the Commission did, however, decide that  
2 space were available in these central offices, how do you  
3 think that costs should be allocated?

4 A As I stated in my opening statement, the cost of  
5 the entire collocation common area would be allocated  
6 across those collocators that occupy, in their individual  
7 spaces, that collocation space.

8 Q So if space just had to be prepared only for  
9 Supra, would the cost be split between Supra and BellSouth,  
10 or would Supra bear the burden of all those costs?

11 A Supra would bear the burden of those costs, yes.

12 Q The entire burden or a certain percentage?

13 A The entire burden, which is why we would prefer  
14 to build a large common area to spread those costs across  
15 several collocators if possible.

16 Q Thank you, Mr. Thierry.

17 COMMISSIONER DEASON: Commissioners.

18 (NO RESPONSE)

19 COMMISSIONER DEASON: Redirect.

20 MS. WHITE: I just have one question.

21 REDIRECT EXAMINATION

22 BY MS. WHITE (Continuing):

23 Q With regard to Section 2C of the agreement  
24 concerning the 180 days for the ALEC to place their  
25 equipment, is BellSouth in the business of unreasonably

1 withholding its consent for an extension of time?

2 A I'm sorry, I couldn't hear you.

3 Q In connection with Paragraph 2C of the agreement  
4 concerning the 180 days that a collocater has to put the  
5 equipment in, is BellSouth in the business of unreasonably  
6 withholding its consent for an extension of time?

7 A No, we are not.

8 Q Thank you.

9 MS. WHITE: I have nothing further. May this  
10 witness be excused?

11 COMMISSIONER DEASON: Yes, and --

12 MS. WHITE: And I would move Exhibits 25 and 26.

13 COMMISSIONER DEASON: Without objection Exhibits  
14 25 and 26 are admitted.

15 Ms. Summerlin, are you calling the next witness?

16 MS. WHITE: No, the next witness is --

17 MS. SUMMERLIN: No, sir. I think BellSouth has  
18 got somebody up next. We altered the order of witnesses.  
19 Staff had a list with the new --

20 COMMISSIONER DEASON: Well, it says Witness  
21 Tipton, but it says requested by Supra, according to my  
22 list.

23 MS. WHITE: Well, I think I've agreed to put them  
24 on. I've agreed that they'll --

25 COMMISSIONER DEASON: You are going to sponsor

1 the witness?

2 MS. WHITE: -- that they'll be here and we'll  
3 sponsor them.

4 COMMISSIONER DEASON: Okay. Please proceed.

5 MS. WHITE: Not the usual way, but -- BellSouth  
6 calls Pam Tipton. And it's Tipton, T-i-p-t-o-n.

7 DIRECT EXAMINATION

8 BY MS. WHITE:

9 Q Ms. Tipton, could you please state your name and  
10 address for the record?

11 A My name is Pam Tipton. I'm employed at 675 West  
12 Peachtree Street, Atlanta, Georgia for BellSouth  
13 Telecommunications, Incorporated.

14 Q And what is your job?

15 A I'm currently product manager, interconnection  
16 services.

17 Q And what is the product that you manage?

18 A I manage virtual and physical collocation.

19 Q And you have no prefiled direct or rebuttal  
20 testimony; is that right?

21 A That is correct.

22 Q So would you please give us a little summary of  
23 what your job duties are and why you were deposed in this  
24 case?

25 A Okay. Certainly.

1           Good afternoon. As I said, my name is Pam  
2 Tipton, and I'm here today to address questions regarding  
3 the processes used by CLECs to request collocation  
4 arrangements from BellSouth and the processes BellSouth  
5 uses to respond to those requests and to provide those  
6 collocation arrangements.

7           I have over ten years' experience in the  
8 telecommunications industry, and responsibilities have  
9 varied from developing regional methods and procedures for  
10 special access services, management of customer operation  
11 centers and implementation of large-scale service projects;  
12 but since 1995, I've served as the project manager, and  
13 more recently as the product manager, for virtual and  
14 physical collocation. In this capacity, I have worked  
15 issues at both the state and the federal level.

16           Part of my responsibilities as project manager  
17 was to ensure that BellSouth had adequate procedures in  
18 place to handle and implement customer requests for  
19 collocation. I am completely familiar with the processes  
20 used; that is, the customer -- how the customer request  
21 flows through the process, and I'm generally familiar with  
22 the departments that are involved and their  
23 responsibilities in handling those requests. I led the  
24 team of subject matter experts who developed the  
25 interdepartmental methods and procedures and who wrote the

1 BellSouth collocation handbook.

2           In my current assignment as product manager, I  
3 manage and implement policies established by others within  
4 BellSouth in response to requirements of the Federal  
5 Communications Commission and this Commission for both  
6 virtual and physical collocation. I am familiar with  
7 BellSouth's obligations under the Telecommunications Act  
8 and the FCC's First Report and Order as well as with this  
9 Commission's requirements. On a frequent and regular basis  
10 I interact with and provide guidance to our field forces,  
11 BellSouth's interconnection agreement negotiators and  
12 BellSouth's account teams for its CLEC customers.

13           In regards to this case, I have responded to  
14 interrogatories and data requests. I was also deposed last  
15 week. In addition, I was asked by Keith Milner to assist  
16 in providing a status of Supra's requests at the request of  
17 Commission staff at Keith's deposition.

18           In producing the status report, I reviewed all of  
19 the 15 applications that we are proceeding on where Supra  
20 has placed firm orders for the offices where we have  
21 space. I've also reviewed the bona fide firm orders  
22 which -- or excuse me, the firm orders which are not yet  
23 bona fide that Supra has submitted on those same 15  
24 offices.

25           BellSouth's written response to Supra's initial

1 applications represents a firm commitment from BellSouth to  
2 provision space, power and infrastructure which will  
3 accommodate the specifications that they indicated on their  
4 initial application. But Supra's firm orders represent  
5 significant changes in those specifications, sometimes  
6 doubling the amount of rack space and significantly  
7 increasing the number of wiring terminations requested to  
8 terminate at their point of -- at the point of termination  
9 bay. Thus, these modifications have greatly modified the  
10 terms and conditions under which BellSouth is to offer  
11 space, power and network infrastructure to support these  
12 arrangements. Thus, BellSouth is currently reassessing the  
13 firm orders that have been submitted to BellSouth and will  
14 be re-responding to Supra regarding the requirements for  
15 interval and cost estimates in order to proceed with those  
16 requests.

17 Thank you, and this concludes my summary.

18 MS. WHITE: Ms. Tipton is available for cross  
19 examination.

20 COMMISSIONER DEASON: Ms. Summerlin.

21 MS. SUMMERLIN: Thank you.

22 CROSS EXAMINATION

23 BY MS. SUMMERLIN:

24 Q Ms. Tipton, good afternoon. I'm Suzanne  
25 Summerlin.

1           A     Good afternoon.

2           Q     What is BellSouth's policy regarding the  
3 equipment that can be physically collocated by a CLEC or an  
4 ALEC?

5           A     BellSouth allows in physical collocation the  
6 equipment which is used to provide telecommunications  
7 services that is also used to interconnect to BellSouth's  
8 network or access BellSouth's unbundled network elements.  
9 We include in that both switching equipment and  
10 transmission equipment. For virtual collocation, BellSouth  
11 allows the placement of transmission equipment.

12          Q     Okay. What is the strategic management  
13 organization?

14          A     I do not know what their specific, I guess,  
15 mission is; but the organization, to my knowledge, looks at  
16 overall market conditions, helps evaluate BellSouth's  
17 strategy in meeting market needs. I'm sure that they  
18 perhaps evaluate policy decisions on a global basis, and  
19 I'm not sure if that applies to BellSouth Corporation or  
20 just BellSouth Telecommunications, Inc.

21          Q     Okay. Do you remember attending a meeting on  
22 April -- or actually, I guess, sort of a conference type  
23 thing, a regional INAC meeting, on April 22nd through the  
24 24th of 1997 in Atlanta?

25          A     Yes, vaguely I do remember that we had a meeting

1 during that time frame.

2 Q Okay. I have an exhibit to be identified. It's  
3 called "BellSouth's Physical Collocation Offering," and I  
4 would ask that it be identified as Exhibit 27.

5 COMMISSIONER DEASON: It will be so identified.

6 MS. SUMMERLIN: And we will pass it around so  
7 that everyone can have one.

8 BY MS. SUMMERLIN (Continuing):

9 Q Okay. Ms. Tipton, this exhibit is an item from  
10 the meeting that I just mentioned, a regional INAC meeting,  
11 that occurred April 22nd, 23rd, 24th of 1997, that you said  
12 that you believe you remember attending.

13 A Okay.

14 Q What I'm interested in here is I would assume  
15 that this would have been something you would have attended  
16 and experienced, this particular discussion here?

17 A Yes, probably.

18 Q Does this sound like it would have been something  
19 you would have been in?

20 A Yes, it certainly does.

21 Q Okay. The third page of this exhibit, or this  
22 document, has several bullets up here, and it says up at  
23 the top, "Assumptions."

24 A Okay.

25 Q And you can see the unartfully indicated bullet

1 with the X by it?

2 A Uh-huh.

3 Q This states that the strategic management  
4 organization has recommended expanding the allowable  
5 equipment complement to include routers, switches and modem  
6 pools in addition to the transmission equipment currently  
7 allowed. Can you tell me anything about that? Do you  
8 remember that discussion or what that --

9 A Actually, yes, I can, because I participated with  
10 a few members of the strategic management organization, I  
11 guess over the past three years, on several occasions in  
12 discussions when BellSouth has reevaluated any of its  
13 collocation policies. In this particular case, at this  
14 point in time, the strategic management organization had  
15 come and asked me specifically about the reconsideration of  
16 the policy, expanding the policy.

17 Like with any business, BellSouth reevaluates its  
18 policy decisions sometimes on a frequent basis, depending  
19 on the particular subject. And at this point in time, they  
20 had decided to reevaluate the equipment that we allowed in  
21 collocation spaces, had initially decided to recommend  
22 broadly expanding that equipment complement; and the final  
23 policy decision was that the allowable equipment would be  
24 expanded to include only switching equipment instead of all  
25 of the types of equipment that you see here.

1           Q     Okay. Can you give us some idea of what the  
2 discussion was that came to that conclusion?

3           A     Yes, I can. In general, it, we came to -- and I  
4 say we, because I have been -- I've participated in these  
5 decisions, but I have not been the ultimate authority to  
6 make the decision. But the things that we looked at in  
7 making this evaluation were what our other obligations were  
8 under the FCC's requirements, which really preexisted or  
9 predated the Telecommunications Act; and those specific  
10 requirements that I'm speaking of are the FCC's Open  
11 Network Architecture Guidelines, the Non-Structural  
12 Safeguards and Requirements that BellSouth has as well as  
13 the Computer Inquiry 3 guidelines.

14                 While I'm not specifically familiar with the  
15 actual wording of those particular guidelines, I certainly  
16 have a general understanding of their implications on our  
17 collocation policy. And my understanding of those  
18 requirements is that BellSouth is obligated to treat all  
19 enhanced service providers or information service providers  
20 in a nondiscriminatory fashion and provide a comparably  
21 efficient interconnection to those enhanced service  
22 provider or Internet service provider, information service  
23 provider customers.

24                 The equipment was limited in our collocation  
25 offering because, first of all, BellSouth as a regulated

1 entity may have its enhanced services operations located  
2 within its central offices. Provided that we follow those  
3 non-structural safeguards and requirements by the FCC, part  
4 of those safeguards include price disadvantaging, those  
5 enhanced service operations, because we have to treat them  
6 from a pricing perspective as if they are physically  
7 located two miles outside of our central office. So when  
8 they purchase services from BellSouth, which they are  
9 required to do like any other enhanced provider, they have  
10 to pay a two-mile minimum local channel rate; so they are  
11 not afforded the efficiencies of a collocation arrangement  
12 per se.

13           So to get back to why the equipment was  
14 restricted, we did not want to encourage enhanced services  
15 equipment to be placed in a collocation arrangement because  
16 we are not required by the FCC to allow the collocation of  
17 enhanced services equipment, and because we have these  
18 comparably efficient interconnection requirements, if we  
19 allowed one entity to collocate that was an enhanced  
20 service provider, we would have to provide either the  
21 ability for all enhanced service providers to collocate or  
22 provide a comparably efficient interconnection; so that  
23 means pricing services as if they were inside the CO when  
24 we might not have space to give them at that collocation.

25           BellSouth looks first to its requirements in the

1 Telecommunications Act to provide collocation in all the  
2 central offices where possible for our ALEC customers. We,  
3 therefore, want to ensure that we do not make any business  
4 decisions which might rapidly exhaust the available space  
5 for our ALEC customers. So we had to look at our space  
6 concerns, how allocating space to ESP customers may rapidly  
7 exhaust that space, what types of equipment ESPs may be  
8 placing, not advantaging one category of customers over  
9 another, say an ALEC. We have several ALECs who currently  
10 are collocating in our offices who are providing both  
11 telecommunications services as well as enhanced services or  
12 information services, which is what I understand as well  
13 Supra is interested in doing. And for those customers we  
14 did not want to disregard the requirements we had under the  
15 Computer 3 Comparably Efficient Interconnection ONA rules  
16 and give an advantage to ALECs that were collocated  
17 providing both telecom and enhanced services. We didn't  
18 want to give the advantage to them over the enhanced  
19 service provider who cannot get in our central office  
20 because they are not an ALEC.

21 Q Okay. So let me ask you: What I'm getting from  
22 what you're saying is that BellSouth is concerned that it  
23 not harm enhanced service providers and information service  
24 providers and that that's the reason why BellSouth is  
25 denying this opportunity to all CLECs?

1           A     I would say that our first concern is ensuring  
2 that we meet the requirements of the FCC's regulations that  
3 they've put in place under the Open Network Architecture  
4 and Computer 3 process, and that requirement is providing  
5 the comparably efficient interconnection; and it is also  
6 requiring parity of treatment of all enhanced service  
7 providers and information service providers.

8           Q     Is Supra, to your knowledge, an enhanced service  
9 provider?

10          A     Based on the information that has been told to me  
11 by the account team members who have discussed Supra's  
12 plans, it is my understanding that Supra is both a  
13 telecommunications service provider and an enhanced service  
14 provider. It is my understanding from Mark Cathe and Nancy  
15 Nelson and others who directly participated on calls,  
16 conference calls with Mr. Ramos and also with Mr. Nilson  
17 back in the April, May and June time frame that Supra's  
18 intentions were certainly to provide local exchange service  
19 as well as Internet service; and Internet service is an  
20 enhanced service.

21          Q     So your understanding is that BellSouth's  
22 position is based on its view of Supra as an enhanced  
23 service provider?

24          A     No, that is not what I said.

25          Q     Well, let me just ask you, why would it -- why

1 would what BellSouth allows Supra to physically collocate  
2 have anything to do with enhanced service providers?

3 A Because there is a portion of Supra which is  
4 acting as an enhanced service provider, and we have the  
5 obligation to treat that portion of Supra the same way we  
6 treat all other enhanced service providers. We certainly  
7 are not restricting Supra's ability to compete as a  
8 telecommunications service provider, but we have to keep --  
9 be mindful of our requirements in the treatment of Supra's  
10 enhanced services operations.

11 Q Is it not BellSouth's policy that if a CLEC or an  
12 ALEC provides telecommunications services and enhanced  
13 services from the same arrangement that that's perfectly  
14 appropriate to physically collocate the equipment that will  
15 be in that arrangement?

16 A Oh, certainly. But our policy also states that  
17 we will not allow the collocation of equipment that is used  
18 solely to provide enhanced services, and when performing --  
19 As I stated in my deposition, when we perform an analysis  
20 of the equipment, we look at each piece of equipment  
21 individually; and we do that evaluation for both the  
22 compliance with the NEBS criteria as well as the  
23 functionality of that equipment. So where an arrangement  
24 may constitute the entirety of what is placed in the  
25 central office, we certainly recognize that ALECs may be

1 providing both enhanced and telecommunications services  
2 through that arrangement and utilizing that equipment; but  
3 what we do not allow is the equipment which actually  
4 performs the enhanced functionality to be placed in the  
5 central office.

6 Q Doesn't it hurt Supra in its effort to compete  
7 with BellSouth if BellSouth treats Supra as if it were an  
8 enhanced services provider and denies it the opportunity to  
9 physically collocate the equipment it needs to provide  
10 enhanced services?

11 A No, not in my opinion.

12 Q It does not hurt Supra in its ability to compete  
13 with BellSouth to do that?

14 A In my opinion it does not.

15 Q And explain your answer, please?

16 A First of all, you know, BellSouth has made  
17 available space to place the equipment necessary to compete  
18 with BellSouth's telecommunications services, and that is  
19 my understanding of the intent of the Act. As far as my  
20 involvement in compliance with the Act, I'm required to  
21 provide for collocation space for ALEC customers to  
22 provision telecommunications services.

23 Q Let me ask you, if it does not hurt Supra to deny  
24 this, then are you not basically saying it's irrelevant to  
25 Supra's business that you, that BellSouth denies that

1 opportunity?

2 A No, absolutely not.

3 Q So how can you say it doesn't hurt Supra's  
4 ability to compete?

5 A Well, it's my understanding listening to the  
6 testimony this morning, I believe it was Mr. Graham  
7 indicated that Supra has plans -- does not have plans to  
8 locate their enhanced services equipment in the BellSouth  
9 central office, so I'm kind of confused about what you're  
10 asking because evidently Supra already had made plans, at  
11 least for certain portions of the network, to be placed in  
12 locations other than the central office.

13 Q Okay. Let me clarify my question. Does it hurt  
14 Supra's ability to compete with BellSouth if BellSouth  
15 denies Supra the opportunity to physically collocate  
16 equipment that will help Supra provide Internet service?

17 A You know, I'm sorry, I don't know how else to  
18 answer the question. In my opinion I don't think that it  
19 hurts their ability to compete. I certainly am not  
20 qualified to address the, you know the deployment plans for  
21 enhanced services. I'm not familiar with how BellSouth  
22 actually deploys and markets its enhanced services, so to  
23 the best of my ability, I can simply say that it doesn't  
24 appear to me that it disadvantages Supra in competing --

25 Q Okay.

1           A     -- as an enhanced service provider. I mean, and  
2 I say that because all other enhanced service providers  
3 are not within our central office, so I'm not sure I  
4 understand --

5           Q     Well, are all of the other enhanced service  
6 providers CLECs?

7           A     No, not all of them, but some of them are.

8           Q     Why does the company choose -- why would a  
9 company want to physically collocate its equipment, any  
10 kind of equipment, in BellSouth's central office?

11          A     I would say that companies would choose to  
12 physically collocate because it provides an efficient means  
13 of interconnecting to our network. As I said in my  
14 deposition, most customers, you know, starting back with  
15 the original expanded interconnection orders from the FCC  
16 and the expanded interconnection order from this  
17 Commission, it was to provide a more efficient  
18 interconnection to customers who want to interconnect with  
19 our network and compete directly with our services; and it  
20 provides that efficient interconnection because the  
21 traditional local channel which used to be purchased from  
22 our tariffed services is eliminated and replaced by a  
23 cross-connect element, which is a great reduction in cost  
24 to the competitive provider on a service-by-service basis.

25          Q     So physical collocation of equipment results in a

1 cost savings to a CLEC?

2 A Yes.

3 Q Okay. So if BellSouth denies a CLEC the  
4 opportunity to physically collocate equipment, then that is  
5 going to cause the CLEC's cost to be increased; is that  
6 correct?

7 A Once again, BellSouth is only following the  
8 requirements as laid out by the FCC, which does not require  
9 us to collocate enhanced services equipment and requires us  
10 to comply with the ONA Computer 3 requirements. So in  
11 saying that, it is to no greater disadvantage than any  
12 other -- the method by which any other enhanced services  
13 provider must compete in the industry.

14 Q Okay. Let me just ask you one more time and get  
15 you to say yes or no, please: If BellSouth denies a CLEC  
16 the opportunity to physically collocate certain pieces of  
17 equipment, that is going to increase the cost to that CLEC;  
18 is that correct?

19 A Yes, it will increase the cost only for those  
20 services provided through the arrangement which is not  
21 physically collocated.

22 Q I want to read a sentence to you out of a letter  
23 that was written to Mr. Ramos by Marcus Cathe. It is an  
24 exhibit to Mr. Milner's deposition, I believe. Let's see,  
25 no, direct testimony, I'm sorry. It's Mr. Milner's direct

1 testimony exhibit that is identified here as WKM-1.

2 MS. WHITE: Before you read it, I would like to  
3 give a copy to the witness so that she can see the context  
4 in which the letter is written.

5 MS. SUMMERLIN: Sure. We don't have an extra  
6 copy.

7 MS. WHITE: I'll give her my copy.

8 MS. SUMMERLIN: Okay.

9 BY MS. SUMMERLIN (Continuing):

10 Q All right. Ms. Tipton, have you got this letter?

11 A Yes.

12 Q It's dated July 14th, 1998 at the top.

13 A Yes.

14 Q Mr. Milner's -- I mean Mr. Cathe, Marcus B.

15 Cathe's letter to Mr. Ramos has the statement that clearly  
16 stated BellSouth's policy is as follows: "BellSouth offers  
17 physical collocation arrangements to telecommunications  
18 service providers for the purposes of interconnection as  
19 well as for the purposes of the telecommunications carrier  
20 gaining access to BellSouth's unbundled network elements.  
21 BellSouth will permit the placement of equipment in the  
22 physical collocation arrangement where such equipment is  
23 utilized for the purposes of providing telecommunications  
24 services through interconnection or through access to  
25 unbundled network elements. Where that equipment can also

1 provide information services, the telecommunications  
2 carrier may offer information services through the same  
3 arrangement so long as it is also offering  
4 telecommunications services through the same arrangement."

5           Okay. Do you agree with that statement?

6           A     Yes, I do.

7           Q     If the equipment that Supra wants to physically  
8 collocate meets those requirements, is it your opinion that  
9 BellSouth should be permitting it?

10          A     Yes. To the extent that the equipment that Supra  
11 wants to place is being placed to provision  
12 telecommunications services, if that particular equipment  
13 which provides telecommunications services can also provide  
14 enhanced services, then it can be placed.

15          Q     So what you're doing is placing a further  
16 restriction --

17          A     No, I'm just --

18          Q     -- on that statement?

19          A     No, I'm simply clarifying what the statement  
20 actually says. And if you'll allow me just one moment,  
21 please, to find the sentence again. It says: "BellSouth  
22 will permit the placement of equipment in the physical  
23 collocation arrangement where such equipment is utilized  
24 for the purposes of providing telecommunications services."  
25 The next sentence says: "Where that equipment --" it

1 specifies that equipment "-- can also provide information  
2 services, the telecommunications carrier may offer  
3 information services through the same arrangement."

4           And I'm simply clarifying that to the extent a  
5 particular piece of equipment that is placed for the  
6 purpose of providing telecommunication services can also  
7 provide some enhanced functionality that it can be placed.  
8 And an example of that, in my understanding, the Code of  
9 Federal Regulations delineates enhanced information  
10 services, and part of that definition includes acting on  
11 format or content, storing and retrieval and that type of  
12 thing. And in discussing this policy and ensuring that we  
13 are putting in place policies which also reflect what  
14 BellSouth does for itself, an example of a piece of  
15 equipment which is used for telecommunications services but  
16 also performs enhanced functionalities are ATM equipment.

17           Now I'm certainly not an equipment expert, but  
18 someone explained to me how that is a good example of  
19 equipment that many telecommunications service providers  
20 are using today. And an ATM switch has to necessarily act  
21 on either format or content or protocol or something to  
22 perform its functions that it does to make ATM an efficient  
23 technology in providing telecommunication services.

24           Q     Did you listen to the testimony earlier today  
25 regarding the ascend TNT equipment?

1           A     I was here for parts of that discussion but not  
2 all of it.

3           Q     Well, to the extent that you heard that  
4 testimony, would the ascend equipment not meet the  
5 requirements of providing telecommunications services as  
6 well as enhanced services?

7           A     I'm not qualified to answer that question.

8           Q     How about a remote access concentrator?

9           A     I certainly don't know what that is.

10          Q     You don't know what that is?

11          A     No, I'm sorry.

12          Q     Okay. Just one second. I think I'm through. I  
13 just have to check.

14                    Ms. Tipton, I have a document here that has  
15 already been entered into the record as part of the  
16 production of documents.

17                    MS. SUMMERLIN: Nancy, it's notes from the June  
18 10th, '98 INAC collocation conference call. I believe it's  
19 something we used in the deposition, so I think you've both  
20 already seen it. Let me see if we can -- Let me just --  
21 I'm trying to figure out what the best way to do this is.  
22 Just one second.

23 BY MS. SUMMERLIN (Continuing):

24           Q     We are just looking for a copy so we can show it  
25 to you and I can read this, and then that is all we're

1 using it for.

2 A Okay.

3 (DOCUMENT TENDERED TO THIS WITNESS)

4 Q Okay. Ms. Tipton, do you have that?

5 A Yes, I do.

6 Q Okay. This is like Page 2 of 3 for the notes  
7 from the June 10th, '98, INAC collocation conference call.  
8 Would you have been involved in that conference call?

9 A Most likely I would, and the participant list  
10 indicates that I was on this particular call.

11 Q Okay.

12 A I tend to participate in all of them.

13 Q Okay. Paragraph 6 talks about intervals here,  
14 and what I would like to do is to -- I'll just -- I guess  
15 for want of doing it a better way is just read it very  
16 quickly. It's just a short paragraph, and you have it  
17 there, and then I'm just going to ask you a question. I'll  
18 just pick out the sentence that starts with, "Pam," and I  
19 assume that's you?

20 A Uh-huh.

21 Q "Pam suggested that we develop a tool for  
22 determining the intervals for multiple orders which would  
23 allow for a longer response time for a large volume of  
24 orders. She said that legal has a concern about making a  
25 customer, quote, who wants to take away more of our

1 business, end quote, via multiple collocations wait longer  
2 for our response."

3           And then the next sentence says: "We may have to  
4 respond to all inquiries in 20 or 30 business days and  
5 adjust our work force to handle the demand. The  
6 collocation steering committee will assist --" it says  
7 "will assist will addressing this issue." I guess "in  
8 addressing this issue." What exactly was that discussion  
9 about?

10           A     If you will first allow me to clarify something  
11 as I did in my deposition as well.

12           Q     Sure.

13           A     But for the benefit of the commissioners, there  
14 is a quote that Ms. Summerlin has read which states, quote,  
15 legal had a concern about making a customer, quote, who  
16 wants to take away more of our business, end quote, via  
17 multiple applications, wait longer for a response. And  
18 what I clarified in the deposition is that in our  
19 discussion with our legal counsel that handles collocation,  
20 they were providing that quote as if a customer were  
21 stating that. We were expressing our concerns over how to  
22 best handle customers who are interested in doing a  
23 simultaneous deployment of their network all at once, and  
24 that is indicative as well to what Supra has done. So for  
25 the record, I just wanted to clarify that quote was put in

1 quotes because our counsel was saying it as if she were in  
2 the customer's position so that we would be mindful of how  
3 a customer might feel in developing our methods and  
4 procedures when that process was done.

5 I'm sorry. Would you mind restating your  
6 question? I just wanted to ensure that we got the same  
7 clarification that we discussed in the deposition.

8 Q My question was: What was that about? And I  
9 think you got to what I'm trying to get to.

10 A Most of it, okay.

11 Q As you did as well in the deposition also. Let  
12 me just ask you as the final question: Collocators who want  
13 to deploy multiple collocations will take away more of  
14 BellSouth's business, won't they?

15 A Yes, they will.

16 Q Okay. Thank you.

17 MS. SUMMERLIN: No further questions.

18 COMMISSIONER DEASON: Staff.

19 MS. KEATING: Staff has no questions.

20 COMMISSIONER DEASON: Commissioners.

21 (NO RESPONSE)

22 MS. WHITE: I just have two on redirect.

23 REDIRECT EXAMINATION

24 BY MS. WHITE:

25 Q Ms. Tipton, you said that one of the reasons for

1 analyzing the equipment is to see if it meets NEBS  
2 criteria, N-E-B-S. What does that stand for, and what does  
3 it do?

4 A Oh, okay. And I'm sorry for not clarifying that.  
5 NEBS criteria are network equipment building standards  
6 which are industry standards and I believe have been  
7 established by BellCore. The industry has these network  
8 equipment building standards in place to rate equipment on  
9 various levels, and I believe there are three levels of  
10 NEBS compliance.

11 For collocation BellSouth requires NEBS level one  
12 compliance, which basically means that the equipment must  
13 meet safety and electrical wiring standards. Some other  
14 RBOCs have put in place requirements addressing the actual  
15 performance of the equipment, but BellSouth simply reviews  
16 the equipment that is submitted for collocation to ensure  
17 that it meets, at a minimum, NEBS level one compliance and  
18 has been NEBS level one certified so that it, for example,  
19 can pass the fire spread test. I think the example I used  
20 in my deposition is the NEBS testing sees if a piece of  
21 equipment that is operational for X-number of hours will  
22 not spontaneously burst into flames or something to  
23 introduce a hazard to the central office.

24 Q And my other question is: Where do other ESPs  
25 that are also ALECs put their ESP equipment?



## 1 DIRECT EXAMINATION

2 BY MS. WHITE:

3 Q Ms. Cruit, could you please state your name and  
4 address for the record?5 A My name is Barbara Cruit, and my business address  
6 is 18560 Northwest 27th Avenue in Miami, Florida.

7 Q By whom are you employed and in what capacity?

8 A I'm employed by BellSouth Telecommunications,  
9 Incorporated, and I'm the director of South Florida  
10 capacity management.11 Q Ms. Cruit, you did not file prefiled direct or  
12 rebuttal testimony, so would you please give a short  
13 summary about the issues upon which you were deposed?

14 A I'll do that. Thanks.

15 I'm here to support the process and the results  
16 of BellSouth's forecasted requirements for central office  
17 equipment growth in the Golden Glades and West Palm Beach  
18 Gardens offices. The current environment for projecting  
19 future equipment requirements is significantly different  
20 than it was in the past.21 In the past, the network was relatively stable  
22 and we relied heavily on forecasts received for BST line  
23 growth and interexchange carrier access; however, due to  
24 the following reasons that have occurred over the past 24  
25 months, we have revised our process for projecting

1 equipment requirements. Those changes are: The increased  
2 use of the Internet and the inherent increased demand on  
3 the network. The second one is the introduction of CLEC  
4 networks and the need to interconnect those networks, and  
5 the last is the increased demand for wireless  
6 interconnection. The demand on the network is no longer  
7 stable. It's no longer predictable. Therefore, because of  
8 a lack of a forecast from these influences, BellSouth  
9 capacity managers rely heavily on trended demand to  
10 determine capacity exhaust and equipment relief.

11 We project equipment requirements for the next 12  
12 to 18 months based on the actual demand of the past 12 to  
13 18 months. Of course we use judgment in applying that  
14 trended forecast to the equipment requirements when we are  
15 aware of an unusual occurrence that has taken place.  
16 Another change from the past is that we are deploying  
17 hardware equipment to last approximately 18 months and  
18 deploying the expensive electronics or plug-ins as referred  
19 to them as the demand occurs, approximately every six  
20 months in this volatile access tandem switches. This  
21 allows us to economically and quickly respond to  
22 interconnecting customer demands.

23 I'd like to walk you briefly and at a very high  
24 level through the process that capacity managers use to  
25 determine the equipment requirements in these offices, and

1 I'll start with our switching offices, our switching  
2 systems. The switching systems are in three categories.  
3 We have some access tandems in these offices, local  
4 offices, and then TOPS or operator services switches. I'll  
5 start with the access tandem.

6           The access tandems provide trunks for  
7 interconnection to other carrier networks. The central  
8 offices that we are discussing here house three BellSouth  
9 access tandems. These switches are the primary point of  
10 interconnecting with other carriers, whether they be  
11 interexchange carriers, wireless carriers, CLECs or other  
12 independent companies. It is critical that BellSouth be  
13 able to continue equipment growth in these switches in  
14 order to allow traffic to traverse from one carrier's  
15 network to another.

16           The switch capacity manager trends the projection  
17 of trunks based on the most recent projection of the  
18 demand. DS-1s or trunks are driven by interconnection to  
19 the CLEC networks, the interexchange carrier networks, the  
20 wireless networks, as well as BST own end users access to  
21 interconnect providers. No forecast is provided by any of  
22 these carriers, therefore, trending is used.

23           In the particular offices that we are talking  
24 about, in the West Palm Beach Gardens OT office, we are  
25 seeing four hundred T1s per year growth. That is

1 approximately a 17% growth in that access tandem. In the  
2 Golden Glades O1T which serves South Dade and the Keys, we  
3 are experiencing five hundred T1s of growth per year, which  
4 is approximately 19% growth. And then in the Golden Glades  
5 O4T office, which serves North Dade and Broward, we are  
6 experiencing approximately 370 T1s, approximately 16%  
7 growth.

8           In our local offices, there are two switches, one  
9 in each office, that support the local office  
10 requirements. These are driven by both line requirements,  
11 or access line requirements, and trunk requirements. So  
12 for line requirements, the switch capacity manager receives  
13 a wire center forecast of lines. In addition, the outside  
14 plant loop capacity manager receives that same forecast and  
15 he forecasts the growth of the digital systems for the  
16 outside plant that are to be integrated into the office  
17 based on the forecast of lines and his knowledge of the  
18 wire center growth and the activity. He provides that  
19 forecast to the switch capacity manager who turns that  
20 system forecast into digital lines and assumes the  
21 remainder to be analog line requirement.

22           The switch capacity manager, his requirements and  
23 projections are trued up based on the most history data and  
24 the knowledge of unusual activities. In addition, the  
25 switch capacity manager considers services to be provided

1 such as caller ID, calling name delivery and others, and  
2 then determines the equipment requirements to satisfy all  
3 those demands. And it's very complicated, and that's the  
4 very high level of summary I'd like to tell you about  
5 lines.

6           For trunk requirements, however, due to the  
7 recent volatility of local trunking demand driven  
8 especially by the Internet service provider access, and  
9 PRI, primary rate interface ISDN hubbing arrangements, the  
10 interoffice trunk requirements are based on most recent  
11 current trends of trunking requirement. And the switch  
12 capacity manager determines those requirements and turns  
13 them into equipment needs. For these particular offices,  
14 we are experiencing approximately a 5% line growth in the  
15 West Palm Beach Gardens local switch and less than a 2%  
16 line growth in the Golden Glades switch.

17           On to the third type of switch that is in these  
18 offices. We call them TOPS, telephone operator position  
19 systems. They serve the operator services requirements.  
20 The demand for these offices is driven by the need to  
21 expand or modernize the operator services network. In  
22 doing that, it requires the replacement of some old  
23 technology with newer technology.

24           The next area beyond switching is circuit and  
25 transport equipment. In these two offices, in the West

1 Palm Beach Gardens office we are projecting 16 bays per  
2 year growth; in Golden Glades 22 bays per year growth.  
3 This is primarily driven by the need to provide carrier  
4 interconnection and customer-driven smart ring sales.

5           In projecting the future needs, the circuit  
6 capacity manager identifies the needs for test access,  
7 metallic repeater equipment, SONET equipment, digital cross  
8 connect system growth and associated cross connect panels.  
9 This person, the capacity manager, considers local and  
10 message trunk growth, ISP trunk growth, interexchange  
11 carrier and CLEC trunk requirements. They also have to  
12 consider the expected growth for customer-driven  
13 SONET-based smart rings as well as interoffice SONET  
14 rings. They are also an interface to the outside plant  
15 capacity manager who provides requirements to them to place  
16 equipment in this area as well for next-generation digital  
17 loop carrier equipment, loop multiplexors and fiber  
18 distribution frames. The circuit capacity managers  
19 considers all of these above requirements, and when they  
20 are requested they provide the common systems capacity  
21 manager with an estimated equipment requirement.

22           My capacity managers also project the needs of  
23 power equipment. Power equipment is identified -- needs  
24 are identified through our Lucent power planner where we  
25 have out-sourced the planning for this equipment for

1 rectifiers and batteries. In addition, the power capacity  
2 manager plans the replacement and the upgrades for optional  
3 standby engines.

4 And lastly, the equipment that is also in this  
5 office is the STPs and SCPs. This equipment is planned by  
6 the regional planning and engineering center and a regional  
7 center that monitors the capacity of these switches and  
8 provides the frame requirements to the common systems  
9 capacity manager.

10 Finally, the common systems capacity manager, of  
11 which two of them are here today, ensure that all the  
12 installed equipment is properly shown on the office floor  
13 plan, that all outstanding orders for adding or removing  
14 equipment are reflected on those plans and that the  
15 equipment bay projections from all these resources are  
16 shown accurately.

17 Thank you. That completes my summary of the  
18 process and the results of the forecasted equipment  
19 requirements.

20 MS. WHITE: Ms. Cruit is available for cross  
21 examination.

22 COMMISSIONER DEASON: Ms. Summerlin.

23 CROSS EXAMINATION

24 BY MS. SUMMERLIN:

25 Q Good afternoon, Ms. Cruit. I'm Suzanne Summerlin

1 for Supra.

2 MS. SUMMERLIN: I have Ms. Cruit's deposition  
3 transcript and the documents that we intend to cross her on  
4 that came from Mr. Milner's confidential exhibits, and we  
5 have that in a confidential envelope to pass out right now,  
6 and so we'll do that. We've already moved all of this into  
7 the record, so this is just for the demonstrative purposes.  
8 And then I also have two other exhibits that I need to get  
9 recognized, but I guess we can do that when we get to  
10 that.

11 I'm going to go ahead and ask that these two  
12 exhibits be identified, and I'll start with them please.  
13 The first one is the petition for waiver filed by BellSouth  
14 for the North Dade Golden Glades office. That is  
15 identified as being in CC Docket 91-141, and it has on it a  
16 received stamp February 16th, 1993. And I would ask that  
17 that be identified as 28, I believe was the next one.

18 COMMISSIONER DEASON: It will be so identified.

19 MS. SUMMERLIN: And then the other exhibit that I  
20 need identified, it would be number 29, would be the West  
21 Palm Beach Gardens petition for waiver which is in CC  
22 docket 91-141 and CC Docket Number 80-286; and that has a  
23 receive stamp in the upper right-hand corner of November  
24 18, 1993.

25 COMMISSIONER DEASON: That will be identified as

1 Exhibit 29.

2 MS. SUMMERLIN: 29, okay.

3 BY MS. SUMMERLIN (Continuing):

4 Q Ms. Cruit, I know from the fact that we deposed  
5 you that you were not responsible for filing these  
6 petitions for waiver in your shop because you weren't  
7 employed in that particular shop, were you, at that point  
8 in time; is that correct?

9 A That's correct.

10 Q But just for purposes of talking about  
11 BellSouth's projections, I want to talk to you about this,  
12 but I'm not going to hold you responsible for knowing what  
13 happened specifically in this situation because I know that  
14 you did not yourself -- you were not in charge of the shop  
15 when this happened.

16 Let's look at the West Palm Beach Gardens  
17 petition for waiver. That will be the one that has got the  
18 November 18th, and that would be Exhibit 29. And in this  
19 petition for waiver that was filed and evidently submitted  
20 November 18th, 1993, on Page 3, Paragraph 3, there is a  
21 discussion regarding the West Palm Beach Gardens central  
22 office, and I want to specifically talk about one statement  
23 in that paragraph, which is technically the second sentence  
24 in the paragraph, and I'll just read it: "BellSouth has  
25 reserved 21 hundred square feet for projected growth of the

1 switches over a two-year period." And the rest of the --  
2 That's basically all there is about future growth for that  
3 office. And, actually, what may be useful for everyone is  
4 to just point out that the entire discussion about this  
5 central office is in that paragraph here. And to be, you  
6 know, fair about what is in there, it says: "There are four  
7 switches and associated peripheral equipment consisting of  
8 polling equipment, circuit equipment, DC power and main  
9 distribution frame located in the Garden CO." And then it  
10 has the sentence I just read: "BellSouth has reserved 21  
11 hundred square feet for projected growth of the switches  
12 over a two-year period." Then it says: "An additional 23  
13 hundred square feet comprised of entrance lobby, bathroom  
14 facilities and a mechanical room for HVAC --" which is  
15 heating ventilation and air conditioning, I assume "-- is  
16 classified as unavailable space.

17           When you look at a sentence like that, basically  
18 this indicates that at this point in time, November 18th,  
19 1993, BellSouth was reserving 21 hundred square feet that  
20 it projected to be needed for a two-year period; is that  
21 correct?

22           A       Apparently that's what it's saying, but I'm  
23 really not your witness for this type of discussion because  
24 I am not in a position to discuss reserved space in terms  
25 of square footage. I can discuss equipment projections

1 for -- to support the projections that the common systems  
2 capacity managers have, so I'm not familiar with this, and  
3 I can't even speak to the 21 hundred square feet or the  
4 additional 23 hundred square feet.

5 Q I understand what you've clarified in your  
6 deposition, that you are not the person who translates  
7 these projections into square feet, I understand that  
8 totally, but isn't it true that the people who do translate  
9 it into square feet rely on your projections?

10 A On the equipment projections, that is true.

11 Q So someone in the shop that you're in, not -- you  
12 were not there then, I recognize that, because you began  
13 that position in '95, so obviously you weren't there; but  
14 somebody in your shop had to provide the projections on  
15 which this statement was based; is that not correct?

16 A I assume that it is. I really don't know how the  
17 process was handled back in this time frame. I cannot  
18 speak to how this was developed back then. I'm sorry, I  
19 can't. I would like to, but I can't.

20 Q Okay. But you have -- do you have any reason to  
21 think that the structure of BellSouth on this issue was  
22 different at that point in time?

23 A I don't have --

24 Q What I mean is, do you have any reason to think  
25 that there wasn't a shop just like the one that you are

1 operating in that provided these projections at that time?

2 A Well, we have been significantly reorganized  
3 since this time, the time frame that you are talking about.  
4 We went through a major reorganization in 1994 and 1995,  
5 so I don't know how it was done back then.

6 Q Okay.

7 A Now I can tell you though that the equipment  
8 projections have increased dramatically since this time  
9 frame. As you will recall in the deposition and in the  
10 production of documents, we looked at the equipment  
11 forecast back in the '92/'93 time frame, and they were  
12 relatively flat; but as I discussed in my summary, the  
13 explosion of equipment requirements has taken off in the  
14 last 18 to 24 months. So I can see why there would be a  
15 significant difference between what is required for space  
16 now as compared to then.

17 Q Okay.

18 A I mean that's all I can say.

19 Q And I appreciate -- Are you through?

20 (WITNESS NODDED HEAD AFFIRMATIVELY)

21 Q I appreciate what you're saying, and I understand  
22 where you're coming from on that. I guess what I'm trying  
23 to get you to tell me, since you are the witness BellSouth  
24 has put on -- or, no, I'm sorry, you are the witness --

25 A For equipment.

1 Q No, I'm sorry, let me restate it. I surrender  
2 already before you get up and yell.

3 You are the witness that BellSouth identified  
4 when Supra asked for someone who was a projections or  
5 forecasting expert?

6 A For equipment, yes.

7 Q For the company for equipment?

8 A Yes.

9 Q And for that reason, that's why I'm asking you.

10 A Okay.

11 Q Because nobody else here today will tell me that  
12 they can tell me about projections.

13 A I can't tell you how that 21 hundred square feet  
14 was projected, what it was based on. I don't know.

15 Q Okay. But let me just ask this question: Is it  
16 fair to say that somebody at BellSouth made that  
17 projection?

18 A I think that's probably fair to say.

19 Q Okay. Okay.

20 A How they did it, or who did it, I don't know.

21 Q Okay.

22 MS. SUMMERLIN: Okay. We have located one other  
23 exhibit that relates to this, and I would ask that this be  
24 identified as Number 30.

25 COMMISSIONER DEASON: It will be so identified.

1 BY MS. SUMMERLIN (Continuing):

2 Q This one -- this order has a stamped date of  
3 February '94 at the top, and it's a Memorandum Opinion and  
4 Order of the Federal Communications Commission issued in CC  
5 Docket Number 91-141.

6 Ms. Tipton, do you have this exhibit yet?

7 A Ms. Cruit? No, I don't.

8 Q I'm sorry, I'm calling you the wrong name. I'm  
9 sorry. Ms. Cruit, you didn't get it yet?

10 A No.

11 Q I'm sorry, we thought we were handing them out.  
12 I miscommunicated.

13 (DOCUMENT DISTRIBUTED)

14 Q Okay. Do you have it, Ms. Cruit?

15 A I do.

16 Q Okay. If you look at page 2 of this FCC order,  
17 this order granted BellSouth's request for the waiver, and  
18 on Page 2 there is a Section 2 that deals with pleadings,  
19 Paragraph A talks about BellSouth. What I need to point to  
20 is what it says about: "At its Gardens central office in  
21 Palm Beach Florida, BellSouth alleges that 23 hundred  
22 square feet of office space are unavailable for physical  
23 collocation because this space is used for entrance and  
24 bathroom facilities and a mechanical room containing  
25 heating, ventilation and air-conditioning equipment.

1 BellSouth also has reserved 21 hundred square feet within  
2 that office for projected growth."

3           In its reply BellSouth states that six hundred of  
4 this 21 hundred square feet are needed for three years of  
5 growth for a DMS-200 access tandem switch and a DMS-100  
6 switch to provide local switching. BellSouth asserts that  
7 another six hundred feet are needed for a DMS-200, a TOPS  
8 operator switch and a DMS signal transfer point, STP.  
9 Finally, BellSouth claims that the remaining 900 square  
10 feet must be reserved for main distribution frame growth  
11 and maintenance administration.

12           I guess what I would ask you if you can respond  
13 to it at all: Does this appear to be the same kind of  
14 projection that you would make now in terms of you would be  
15 saying that a certain amount of equipment is going to be  
16 needed for a certain period of time?

17           A     I would tell -- as a switch capacity manager or a  
18 circuit capacity manager or a power capacity manager, I  
19 would tell the common systems capacity managers how many  
20 frames of growth I project in the next two to three years.

21           Q     Okay. And someone like that would have been  
22 behind this request basically in terms of in the --

23           A     That's what I would do now.

24           Q     Yeah, okay. Okay. So you don't have any  
25 knowledge specifically about what happened with all these

1 specific items, and we'll have to ask somebody else to know  
2 whether or not these projections panned out the way  
3 BellSouth proposed that they thought they would? You don't  
4 know that; is that --

5 A No.

6 Q That's what you're saying.

7 A Right, I don't know how -- what these were based  
8 upon.

9 Q Okay.

10 A I do know that the dynamics of these offices are  
11 great, and I know that -- and, in fact, you have observed  
12 in your tours that the offices change week to week.  
13 Equipment is added. Equipment is removed. Space is  
14 reorganized, so it is not a surprise to me that in four or  
15 five years that there are significant changes in this  
16 office.

17 Q Okay. So --

18 A Because they are volatile dynamic offices.

19 Q Okay.

20 A And the forecasts have changed significantly.

21 Q Okay. So that means that sometimes space gets  
22 freed up; is that right?

23 A Yes, as --

24 Q In a dynamic situation?

25 A As equipment is modernized, it does, yes.

1 Q Okay. Are you aware of whether Supra's request  
2 for physical collocation was evaluated in light of that  
3 dynamic environment?

4 A I am not aware of that.

5 Q Okay. I guess just to make one sentence on this  
6 other Exhibit 28, and just simply to point out that there  
7 was a specific projection made for the North Dade Golden  
8 Glades office. If you look at the first attachment to this  
9 petition for waiver, there is a chart at the top that says  
10 "Expanded Interconnection, Docket Number 91-141, Central  
11 Office Inventory for BellSouth Telecommunications," and  
12 it -- on the locations, it lists North Dade, and then it  
13 says Golden Glades for the central office name?

14 A I don't know where you are. Can you --

15 Q Okay. I'm sorry.

16 A Which, where --

17 Q If you will look at the petition for waiver that  
18 has the date February 16th, 1993, at the top --

19 A Okay.

20 Q -- that deals with North Dade Golden Glades, so  
21 just look to the first attachment.

22 MS. WHITE: Well, if it will hurry things along,  
23 BellSouth will stipulate that attached to the petition for  
24 waiver is a projection, if that will help.

25 MS. SUMMERLIN: That's all I'm going to do, is

1 ask -- just point out that one statement, okay?

2 BY MS. SUMMERLIN (Continuing):

3 Q Have you found it?

4 A I am at an attachment. Is it this one?

5 Q Yes.

6 A Okay.

7 Q All I'm trying to point out is that there is on  
8 this document for the North Dade Golden Glades central  
9 office under the column "Vacant Reserve Space," the figure  
10 one thousand square feet, okay?

11 A Yes, I see that.

12 Q Okay. And consistent with what you've just  
13 testified on the other petition for waiver, you have no  
14 idea where that came from or what has happened or anything  
15 else about it?

16 A That is correct.

17 Q Okay. If it's true that today in Mr. Bloomer's  
18 testimony he had stated that BellSouth is reserving  
19 substantially more space than that thousand square feet  
20 today, does that not indicate that something was -- some  
21 kind of problem occurred with the projections that were  
22 made when this petition for waiver was filed?

23 A No, I don't assume that because I told you that  
24 the conditions have changed dramatically; and I would  
25 expect, because we have seen the growth rates that I stated

1 in my summary, that we would be reserving more space for  
2 future growth than we did in this time frame. So that  
3 doesn't tell me that there was anything wrong with the  
4 projections at the time.

5 Q Okay.

6 A As you've seen on the documents that we've  
7 produced, the growth rate in that time frame was much less  
8 than it is today, significantly less.

9 Q Okay. If it was significantly less and one  
10 thousand square feet was said to be needed for the  
11 immediate future at that point in time, if a great deal  
12 more space than that is left now, doesn't that suggest a  
13 problem with that projection?

14 A No, because that time frame that you are  
15 projecting was the '93/'94 time frame. We are now  
16 projecting '98/'99, 2000; so, no, it doesn't.

17 Q If there has been no change to the building that  
18 we are talking about in terms of any additions of space,  
19 doesn't it suggest that the projections that were made at  
20 that time may have been faulty?

21 A The equipment projections?

22 Q Yes.

23 A No, it doesn't.

24 Q What could have happened, to answer that  
25 question?

1           A     What could have happened to what?

2           Q     What I am saying to you is that at that point in  
3 time -- we have just looked at two petitions for waiver  
4 filed by, BellSouth, both of which indicate that five years  
5 ago, approximately five years ago BellSouth believed that  
6 substantially less space was left and available for future  
7 use than it says is now available today?

8           A     Well, as I indicated just a minute ago, the  
9 office is dynamic, there are always changes. There is  
10 equipment being removed. There is equipment being added.  
11 We are modernizing. We are replacing equipment.

12          Q     Okay. Modernizing would mean that the  
13 equipment -- the more advanced technology would require  
14 smaller or less equipment maybe?

15          A     Well, by modernizing I meant that we are putting  
16 in equipment that will provide additional functionality  
17 than the equipment that is being replaced.

18          Q     Does that mean that the equipment, the space  
19 needed for the equipment to serve the same demand is less?

20          A     Not necessarily.

21          Q     Well, then how do you answer the question of the  
22 fact that there is more space available in these offices  
23 now than there was -- that BellSouth claimed there was when  
24 they filed these petitions for waiver? Something has --  
25 Do you not concede that something has to be an explanation

1 for this?

2 MS. WHITE: Okay. All right. I'm going to have  
3 to object at this point. She has answered this question  
4 fives times, that no she doesn't think anything is wrong.  
5 She said what she bases her answer on. She said that she  
6 doesn't know what the projections were based on in '93 and  
7 she is doing the best can. Ms. Summerlin obviously wants  
8 this witness to say something that she either doesn't --  
9 that either Ms. Cruit doesn't agree with or doesn't know  
10 the answer to.

11 COMMISSIONER DEASON: Ms. White, you can stop.  
12 The objection is sustained. The question has been asked  
13 and answered.

14 Ms. Summerlin, you may move on.

15 MS. SUMMERLIN: I'll be happy to move on.

16 BY MS. SUMMERLIN (Continuing):

17 Q Ms. Cruit, I passed out our deposition transcript  
18 and a couple of confidential exhibits and hopefully you  
19 have that.

20 A No.

21 Q You do not have that?

22 A No, I do not. Oh, here it is.

23 Q Okay. I just have a few questions on a couple of  
24 the things that we talked about at your deposition. There  
25 are two -- there should be two items there.

1 A Okay.

2 Q That are two different stapled sections of  
3 several charts.

4 A Okay.

5 Q These are -- do you recognize these charts from  
6 Mr. Milner's exhibit --

7 A Yes.

8 Q -- that is already in the record now?

9 A Yes, I do.

10 Q Okay. One of these sets of charts has in the  
11 bottom right-hand corner an identifier of NDAD, obviously  
12 North Dade, Florida, Golden Glades central office. Do you  
13 recognize which one I'm talking about?

14 A Yes.

15 Q Okay. And the first one is labeled 32.1.

16 A Okay.

17 Q And I guess -- I just want to ask you a couple  
18 of questions about the forecasts. These are forecasts that  
19 you -- your shop made; is that right?

20 A Well, we used the forecast, and these charts  
21 are -- this is a mechanized tool that my organization uses,  
22 these charts.

23 Q Okay.

24 A So when you say forecasts, we need to talk about  
25 which forecasts you are talking about, but I am familiar

1 with this, and we can walk through it if you'd like.

2 Q Well, I guess what I'm asking is did your group  
3 generate these?

4 A The charts?

5 Q Yeah.

6 A Yes.

7 Q Okay. That's all I was trying to get.

8 A Not necessarily the forecasts, but the charts,  
9 yes.

10 Q Okay. Who generated the forecasts?

11 A Well, we need to -- I need to know which one you  
12 are talking about because if it's line forecasts for the  
13 overall office, that is developed by one organization. If  
14 it's a forecast of digital systems, that's developed by  
15 another. If it's the remaining analog, that's another.

16 Q Okay. Are these --

17 A So if you'll tell me more, I'll be glad to answer  
18 your question.

19 Q Okay. I was under the impression that you were  
20 above those various groups; is that not correct?

21 A No. No, I don't have a forecasting  
22 organization.

23 Q Okay. So you take --

24 A Where we do not receive a forecast we develop our  
25 own, and it's based on projections of the last 12 to 18

1 months' history.

2 Q Okay. So --

3 A So where we do receive a projection, or a  
4 forecast, we use it; and that's what's plotted on some of  
5 these charts.

6 Q Okay. So all -- what you can tell me is what the  
7 forecasting approach is that's being used at this time?  
8 Can you tell me that?

9 A Yeah, I can talk to you about that.

10 Q Okay. I know that you said earlier today that  
11 the forecasting approach that BellSouth is using has  
12 dramatically changed in the last couple of years; is that  
13 right?

14 A That is right.

15 Q And what is the basis -- what is the basic idea  
16 of that change? I mean how has it changed?

17 A The basic -- Well, in the past, we used to  
18 receive forecasts for lines and trunks. Today, we re --  
19 I receive a forecast for lines, network access lines from  
20 the forecasting organization. We do not receive a forecast  
21 for trunks because of the demand of the interconnection and  
22 the demands coming from the interconnecting carriers. They  
23 consider that market intelligence, competitive information;  
24 and, therefore, especially on trunks and, you know, that's  
25 where we are doing our own forecasting and basing it on

1 current most recent history, we are developing our own  
2 because we cannot get a forecast of interconnecting trunks  
3 from the carriers.

4 Q Okay. But is it true that at some point  
5 BellSouth has to come up with a projection?

6 A Absolutely.

7 Q For each of these items?

8 A Yes. Yes.

9 Q Okay. Whether you get something from somebody  
10 else or not; is that right?

11 A Yes. Uh-huh.

12 Q Okay. Is it true that what has really happened  
13 is that now instead of using several years worth of data  
14 you use 12 to 18 months worth of data to project what your  
15 situation is going to be?

16 A Well, rather than using an input of a forecast,  
17 we now base trunking demands on the most recent 12 to 18  
18 months.

19 Q Is that what was done back -- you told me in '95  
20 and '96, I think, that there was a different approach  
21 used. How does this approach differ from that?

22 A We would receive forecasts from interexchange  
23 carriers -- See, the change is that we are  
24 interconnecting now with many more players than we used to  
25 interconnect with, and so we had established a relationship

1 of sharing information with the interexchange carriers.  
2 They would provide to us a forecast of what they would  
3 expect to need to turn up. That we would plow into our  
4 forecasts, and we would know what demand to project.

5 In today's world, because of the explosion of the  
6 Internet and not having a forecast of that demand, because  
7 of the interconnection with other CLECs where we haven't  
8 developed that relationship yet, because of the  
9 interconnection of wireless and their marketing strategies,  
10 we do not receive a forecast from all of those various  
11 players. And so based on that, we are projecting our  
12 current trends for the next 12 to 18 months and purchasing  
13 equipment based on our most current 12 to 18 months, in  
14 light of not having anything else. For trunking I'm  
15 talking about.

16 Q Okay. What do you use for lines right now?

17 A We have a forecasting organization that provides  
18 us a forecast of network access lines on our local  
19 switches, not on the access tandems, because I told you the  
20 tandems are just trunking interconnection; but on the local  
21 switches, we receive a line forecast. And in my summary I  
22 said that line forecast goes to both the switch capacity  
23 manager and the loop capacity manager who is planning the  
24 outside plant. They take those forecasts, the loop  
25 capacity manager turns that into systems that need to be

1 deployed in the field that they plan to integrate into the  
2 switch. They provide that to the switch capacity manager  
3 who takes that information along with the knowledge of the  
4 overall forecast and determines the analog and digital  
5 requirements.

6 Q Okay. So is it fair to say that your forecasts  
7 today are based on less information than your forecasts  
8 were in '93 and '94?

9 A Could you be more specific what kind of switch  
10 your talking about? Are you talking --

11 Q For any of your switches.

12 A No, I don't think that's fair to say for the  
13 local switches. For the access tandems, yes, it is based  
14 on the -- we are trending our data based on the most recent  
15 12 to 18 months worth of history for the access tandems.  
16 For the local switches I just went through the process that  
17 we are using.

18 Q The local switch forecasting is exactly the same  
19 as it was when you first got involved in that organization  
20 in '95?

21 A For lines.

22 Q For lines?

23 A For lines, and for trunks we are utilizing a  
24 trended demand because of the Internet explosion and the  
25 access from the end user to their Internet service

1 provider.

2 Q Okay. So you said that it was correct to say  
3 that your forecast for trunks are based on less  
4 information?

5 A Trended. They are trended. I don't know if it's  
6 less or more. I mean it's what has recently happened in  
7 the current past, and we have nothing else to go on other  
8 than history. We don't get a forecast from our end users  
9 of who they are going to access for their Internet  
10 provider. We don't know what they are going to use their  
11 access lines for. We do know that they are accessing  
12 Internet service providers, and so we have to have demand  
13 -- we have to have capacity in that office to carry their  
14 access requirements, regardless of where it's going to.

15 Q Yeah. I understand what you're saying. I'm just  
16 trying to clear up for my understanding that what you're  
17 saying is that the trunk forecasting that you do now as  
18 opposed to the trunk forecasting you did in '95 is based on  
19 less information?

20 A It's based on different information, how about  
21 that? We can agree on that.

22 Q Not necessarily. I'm trying to understand.

23 A Well, in the past --

24 Q You said before that it was less information. I  
25 believe earlier in your statement today you said that, and

1 I just wanted to --

2 A I don't know that I said less. I just said it's  
3 different. I said it's different. I said that demand on  
4 the network is no longer stable and predictable;  
5 therefore, because of a lack of a forecast for the  
6 influences that I discussed, we rely heavily on trended  
7 demand to determine capacity exhaust.

8 Q Okay. In '95 when you did a trunk forecast, how  
9 much historical data did you use? Did you go back three or  
10 four years at that time?

11 A We had as much data as we have today, and in '95  
12 when we were doing trunk forecasts, they would look at the  
13 access line increase, and they would project that into a  
14 trunk requirement; and the network was stable, and so they  
15 used about the same number of trunks to lines to project as  
16 they had in service. Today, the usage on the network is  
17 increasing substantially, and so they cannot use that same  
18 trunk-to-line ratio, so we are projecting the demand of the  
19 trunk network.

20 Q Okay. You just said then you had as much data as  
21 you have today; is that what you just said?

22 A We have -- Yes. Data in terms of history; is  
23 that what you mean, history data?

24 Q Yeah, my understanding of what you have said  
25 today is that you now use 12 to 18 months of data; whereas,

1 in the past, you used substantially more data in terms of  
2 more period of time, historical period of time.

3 A No, not period of time. It has nothing to do  
4 with the period of time. The reason that we've changed is  
5 that the influences on the network changed significantly 12  
6 to 18 to 24 months ago, and that's why we are using the  
7 most recent demand rather than trying to look back and use  
8 an average of the last four years or use the old process  
9 where we were using a line-to-trunk ratio. We are using  
10 current history to try to project, to stay ahead of  
11 customer demand.

12 Q Okay. Did you use an average of the last four  
13 years back in '95 to do this forecasting?

14 A No, we didn't use an average.

15 Q Okay. Did you use --

16 A We used --

17 Q I'm sorry. Go ahead.

18 A For trunks we used a line-to-trunk ratio. We  
19 projected the number -- we knew the number of lines  
20 projected for the forecast. We applied that line to trunk  
21 ratio and any other known changes that were occurring in  
22 that office, and they developed -- we developed a trunk  
23 forecast based on that.

24 Q Okay. I'm going to end this real quick, but I  
25 just want to ask you one more time: In 1995 when you

1 started in this position, did you use only 12 to 18 months  
2 worth of data to make your forecasts for trunks?

3 A No.

4 Q What did you use?

5 MS. WHITE: Again, this question has been asked  
6 and answered.

7 COMMISSIONER DEASON: The question has been asked  
8 and answered, Ms. Summerlin. You can move on.

9 COMMISSIONER CLARK: Then if it is, I'm not clear  
10 of the answer, and I apologize.

11 COMMISSIONER DEASON: Well, I apologize, when we  
12 get to you asking questions, you can ask your question at  
13 that point.

14 COMMISSIONER CLARK: Okay. All right.

15 COMMISSIONER DEASON: But it's clear to me.  
16 Ms. Summerlin, you need to move along.

17 COMMISSIONER CLARK: Let me follow up on that  
18 point. Would it be fair to say that you have -- with  
19 regard to your trunks and lines, you used to be able to  
20 rely on your projections of lines to determine your trunks  
21 because you were, generally speaking, the sole provider of  
22 those lines?

23 WITNESS CRUIT: Yes.

24 COMMISSIONER CLARK: All right. Now you are no  
25 longer the sole provider of those lines; is that correct?

1           WITNESS CRUIT: Well, the lines that are being  
2 served by our local office we are the sole provider of  
3 those, but the difference is the usage of those lines is  
4 extremely different than it was then. Then it was  
5 traditionally voice traffic. Now a lot of that usage is  
6 data traffic. It's access to the Internet. That  
7 started --

8           COMMISSIONER CLARK: All right. Do you know --

9           WITNESS CRUIT: I'm sorry, go ahead.

10          COMMISSIONER CLARK: Do you know what is coming  
11 in over a line?

12          WITNESS CRUIT: No, we do not. It is a, 1FR, 1F,  
13 1F -- 1FB. It's a line. A line is a line. It comes into  
14 the office, and it uses the network equipment in that  
15 office. When the line is up or being used much longer  
16 today than it was in the past, it requires additional  
17 trunking facilities.

18          COMMISSIONER CLARK: And it's that information  
19 that you don't have so you can project the number of  
20 trunks; is that correct?

21          WITNESS CRUIT: That's correct, and so, because  
22 we don't know how much the subscribers in these particular  
23 offices are utilizing or going to utilize their lines for  
24 Internet access or any other data demand, we are projecting  
25 the demand of trunks based on the most current 12 to 18

1 months worth of history because we think that more  
2 accurately reflects the demand of the future.

3           COMMISSIONER CLARK: Okay. Do you think it would  
4 be fair to say that because you are not -- you don't have  
5 the information about what is coming in on those lines now  
6 that your projection of trunks will be less reliable than  
7 if you did have all that information on the lines?

8           WITNESS CRUIT: It's probably less reliable, but  
9 it's the only method that we have of projecting trunking  
10 today.

11           COMMISSIONER CLARK: I'm not faulting your  
12 method. I'm just trying to get --

13           WITNESS CRUIT: Yes, it's not as reliable as we  
14 would like it to be. We would like customers to have a  
15 separate line and know that it's going to be used for  
16 Internet access and know when it's going to be used and  
17 have an average projection, but we don't know. All we know  
18 is that they have a line. They might have an additional  
19 line, but as they come into the office, I don't even know  
20 which ones are additional lines, which ones are primary  
21 lines. I just know a line is a line. Traditionally it's  
22 been used for voice. It's being used much, much more today  
23 for data generating a lot more traffic usage on the network  
24 and, therefore, I have the trunks -- I need to have the  
25 trunks, or we incur blocking in the office.

1 COMMISSIONER CLARK: Right.

2 WITNESS CRUIT: And we don't want to do that, so  
3 we are really trying to stay ahead of the demand.

4 COMMISSIONER CLARK: But you say -- and I  
5 understand the reason you don't have that information is  
6 your competitors don't want to provide it to you, and I  
7 think that's understandable. But it does make your ability  
8 to project what you need more volatile?

9 WITNESS CRUIT: Absolutely, it does.

10 BY MS. SUMMERLIN (Continuing):

11 Q Ms. Cruit, I would like to look just a couple of  
12 seconds at these two different charts on the North Dade  
13 Golden Glades and the one set that starts with the 32.1 in  
14 the bottom right-hand corner. Can you describe for me, or  
15 explain to me, I guess, what the dotted line is the  
16 projection for -- or the forecast; is that right?

17 A Yeah.

18 Q Okay. Is that basically a flat growth projection  
19 or a very close to flat?

20 A You are talking about on the first page?

21 Q Yes, it should say North Dade Golden Glades 32.1  
22 at the bottom right.

23 A Yes. That's -- remember when I was talking about  
24 the lines being served in the office, I said that some of  
25 them are served on an analog.

1 Q Yes. I --

2 A -- like analog terminations, others are served by  
3 digital. So these particular ones that you are looking at  
4 on the front page are analog line terminations. This is  
5 made up of equipment types that are LMs, which are old  
6 peripherals; and LCMs, which are new peripherals.

7 Q Okay. So when we look at what you are currently  
8 experiencing as demand, that's the lower line to the left,  
9 the solid line?

10 A Demand is the solid line. The projection is the  
11 dotted line.

12 Q Okay. And then your capacity is the line above?

13 A The upper line.

14 Q The upper line?

15 A Uh-huh.

16 Q So does that indicate that you have greater  
17 capacity than is needed for your current business as well  
18 as the projection?

19 A Yes, it does.

20 Q Okay.

21 A In this particular case, but I would like to  
22 explain that because that excess capacity is the old type  
23 of equipment, what we call line modules. Those line  
24 modules cannot provide caller ID type services, so we are  
25 replacing those line modules as the caller ID service

1 requirements or the forecasts for caller ID lines. At that  
2 growth rate we are providing additional new modules to  
3 support the conversion of the old to the new, and as we do  
4 that, we add new modules and pull out the old.

5 Q Okay.

6 A So that capacity is required until we are able to  
7 replace the old modules.

8 Q Okay. The second sheet -- the second sheet in  
9 this group has got 32.1 in the bottom right-hand corner.

10 A Yes.

11 Q This projection is a rising up in the future  
12 apparently, the dotted line. Does this show that you have  
13 a lot more capacity that is planned than what the forecast  
14 seems to indicate will be needed?

15 A No, I don't think so. In '99 it indicates about  
16 what, three months prior to the demand actually  
17 materializing that the equipment is being installed. And  
18 as I told you in my deposition, this is made up of several  
19 different kinds of equipment. It's made up of -- I hate to  
20 get into this -- TR008 equipment requirements, which is a  
21 BellCore standard and TR303 requirements. That's defined  
22 by the outside plant in how they plan to administer the  
23 allocation area or the serving area that they are treating,  
24 and so depending on how they plan equipment growth, I take  
25 it into the central office to terminate whatever their

1 equipment requirements are; so I really plan it based on  
2 systems, which I don't believe you have included here, and  
3 turn it into digital lines that that's going to serve.

4 Q Okay. Ms. Cruit, let's move past the next one to  
5 the one that says at the very top, "SLC96, dash, Working."

6 A It says on the top "SLC96-Working?"

7 Q Yeah, and --

8 A Oh, I'm sorry. Okay, I see that.

9 Q Okay. You see what I'm talking about?

10 A Uh-huh.

11 Q Okay. Where this dotted line is, it appears to  
12 be leaping up from where your demand, your current demand  
13 line is. Can you explain where that's coming from, or what  
14 that --

15 A Well, I can explain that the dotted line  
16 indicated that we needed relief where we provided it. The  
17 solid line indicates that the demand on these particular  
18 systems is not as great as they thought it would be.

19 Q Okay. Let's move to the next one. Up at the top  
20 it says is "SLC96-Assigned?"

21 A Right, that is the same as the previous one. One  
22 is just systems that are assigned; the other is systems  
23 that are working.

24 Q All right. And so it's the same basic reasoning?

25 A Well, it's the same equipment.

1 Q All right. Let's see, on the last sheet in this  
2 section, up at the top it's got "DS-1 Trunks."

3 A Yes.

4 Q Okay. When I talked with you at the deposition,  
5 you said that this very high or steep increase in demand  
6 was due to two anomalies; is that correct?

7 A It was due to switch replacements that we are  
8 installing new offices that are digital offices and we need  
9 to turn up trunks to both of those offices during a  
10 conver -- during the conversion time frame. We have trunks  
11 going from, in this case, Golden Glades to the old analog  
12 switch and to the new digital switch. And so, yes, this  
13 is -- the steep rise is because we have those trunks turned  
14 up simultaneously, and then it comes back down. You see it  
15 coming back down in one case. In the other it will go back  
16 up and then come back down. So I think my point in the  
17 deposition was that in this case we wouldn't use that steep  
18 riser to project our future requirements for DS-1 trunks in  
19 this office. We would use the lower points on that curve  
20 to determine when we needed future relief.

21 Q You don't really show a forecast on this one?

22 A I don't show a forecast here, no.

23 Q Okay. On the next sheet that at the top says --  
24 well, actually it says "Units Divisions Equals 40," but I  
25 don't see --

1           A     On the side, ISDN, BRI; is that the one you are  
2 looking at?

3           Q     Yeah. Can you explain exactly what -- This  
4 forecast appears to be eventually going in a downward  
5 trend, but the capacity seems to be very high.

6           A     Well, and that's based on the current demand.  
7 This is ISDN lines. We know that customers are buying BRI,  
8 which is basic rate interface ISDN lines for computer  
9 access. We think that, in fact, this drives the trunks as  
10 well. So, you know, based on the forecast or based on the  
11 demand, the forecast is significantly understated. That  
12 would also account for the under run on the other one.  
13 We've over run the forecast in basic rate interface, but  
14 yet we have under run the other; so we have provisioned  
15 based on the demand, the most recent demand.

16          Q     So the forecast -- the demand line ends at a  
17 certain location, and obviously the demand has gone over  
18 what your forecast was, but your forecast is not -- you  
19 don't seem to have changed the forecast upwards, but the  
20 capacity level seems to be very high in comparison?

21          A     Well, that's what -- well, very high compared to  
22 what?

23          Q     To the forecast.

24          A     Well, but that's because this forecast we  
25 received from that forecasting organization, which we have

1 not gotten an updated one, so that's why I say we are  
2 trending based on history so that we can make sure we have  
3 the capacity and not have to deny customers' requests for  
4 service.

5 Q Okay. On the next page, which we have written in  
6 nice scrawled handwriting, primary rate interface, this  
7 forecast seems to be quite extreme here. Can you explain  
8 how that, where that comes from when the demand curve does  
9 not seem to be nearly that steep?

10 A The demand has not materialized here as the  
11 forecast indicated that it would, and so as a result, we  
12 have not provisioned the equipment. I guess the point to  
13 learn from all of this is that we are trying to provision  
14 based on the current demand. We are not putting equipment  
15 in our offices. We are not filling up space just because  
16 we have a forecast that tells us to do so. We are using  
17 judgment. We are applying it on the most recent history so  
18 that we can use our capital efficiently as well as our  
19 floor space.

20 Q Isn't this an example of where your forecasts  
21 have been pretty way off?

22 A Yes, this is an example of where the forecast is  
23 off by about 20, I mean if you call 20 units significant.  
24 I don't. But apparently it looks like it is because of the  
25 scale, but it's really not.

1 Q I don't have any further questions.

2 A Okay.

3 MS. SUMMERLIN: Thank you.

4 COMMISSIONER DEASON: Staff, how much do you have  
5 for this witness?

6 MS. KEATING: Staff has no questions.

7 COMMISSIONER DEASON: Commissioners.

8 COMMISSIONER CLARK: I'm sorry, but I did not  
9 understand. What did you do to come up -- did you say you  
10 knew that with respect to the 21 hundred square feet for  
11 projected growth that was in your petition -- I guess it is  
12 in '93 -- how did you say that was arrived at, or how you  
13 think it was arrived at?

14 WITNESS CRUIT: I said I didn't know because I  
15 wasn't there. I am not aware of the process that was used  
16 to develop that.

17 COMMISSIONER CLARK: I'm sorry, I thought I heard  
18 four years somewhere for something. No?

19 WITNESS CRUIT: No, I don't think so.

20 COMMISSIONER CLARK: That's fine. I may have  
21 misheard. But this, but the way you used to do it was you  
22 had information about the lines and you could make  
23 projections?

24 WITNESS CRUIT: Right.

25 COMMISSIONER CLARK: When did you no longer use

1 that type of projection, at what point?

2 WITNESS CRUIT: In the last 18 to 24 months, and  
3 the real driver for that -- that's what you need to  
4 understand -- the real driver for that is the change in the  
5 environment, the explosive Internet, the CLEC, the wireless  
6 interconnection. All of those things have changed the way  
7 that we plan. If we were using those old planning  
8 processes, we would not be meeting service requirements  
9 today. So we have changed it in reaction to the  
10 environment, and that happened 18 to 24 months ago when all  
11 of those things started happening.

12 COMMISSIONER CLARK: Okay. When did you start  
13 doing trending?

14 WITNESS CRUIT: In the past 12 to 18 months.  
15 When we started -- really we started when we saw the  
16 Internet access, which was in late -- two years ago -- '96.  
17 Late '96 when all of the Internet service providers went to  
18 a flat-rate pricing, that's what really caused the usage on  
19 the network to increase dramatically. We saw that in early  
20 '97, and we began using this other process as we saw the  
21 demand increasing significantly. And as we got more  
22 history and we saw that it wasn't a one-time event, that it  
23 was going to continue to occur, we decided that in light of  
24 the environment we needed to change our process. And  
25 that's when we went to a trend rather than using, you

1 know --

2 COMMISSIONER CLARK: Describe to me how you do  
3 the trending.

4 WITNESS CRUIT: Well, I wish I had a -- Can we  
5 give them a chart that was in the deposition on like one of  
6 tandems so they can see that? Can we share that with them?  
7 Because then you would be able to see the past.

8 MS. WHITE: Ms. Summerlin, did you handout the --

9 MS. SUMMERLIN: We handed out some of your charts  
10 in that confidential exhibit.

11 WITNESS CRUIT: Oh, okay, let me find one. Well,  
12 no, this is just my transcript, right?

13 MS. SUMMERLIN: No, the charts that we were  
14 talking about; is that what --

15 WITNESS CRUIT: Oh, but those are just the local  
16 offices. They really have very little influence on the  
17 space requirements in these offices. What really is  
18 driving the space requirements in these offices are the  
19 access tandems which we haven't talked about at all. I'll  
20 answer your question. A picture says a thousand words, but  
21 we are looking at -- If you could see this picture that I  
22 have, you could see that the demand in the '94, '95, '96  
23 time frame was relatively stable, but then in late '96 and  
24 '97, it --

25 COMMISSIONER CLARK: When you say it was stable,

1 was it flat or --

2 WITNESS CRUIT: It wasn't flat, but it was  
3 growing slightly.

4 COMMISSIONER CLARK: Okay.

5 WITNESS CRUIT: Like probably 4 or 5%.

6 COMMISSIONER CLARK: Each year it grew by about  
7 the same amount?

8 WITNESS CRUIT: Right.

9 COMMISSIONER CLARK: Okay.

10 WITNESS CRUIT: And then in '97 you can see the  
11 steep of the curve, which is the demand, increases  
12 significantly. So we are taking -- because we want to  
13 anticipate that increased demand due to the changing  
14 environment, we take the last 12 to 18 months, whatever  
15 looks appropriate in the particular situation, and we are  
16 projecting that another 12 to 18 months, and we are  
17 provisioning equipment based on the most current history.

18 COMMISSIONER CLARK: You just assumed the curve  
19 is going to be, have the same --

20 COMMISSIONER JACOBS: Slope.

21 COMMISSIONER CLARK: -- slope? Thank you.

22 WITNESS CRUIT: Yes, we are, until we see  
23 something different. So far that's what it looks like, but  
24 until we see the conditions change again, that's what we  
25 are doing.

1           Now I say we are provisioning for about a  
2 12-month, 12- to 18-month window. We are providing the  
3 expensive plug-ins on six-month intervals. We are putting  
4 in the hardware for about a 12-month, 12- to 18-month  
5 period, providing the plug-ins on a six-month interval. If  
6 we see the demand take a downward trend, that job, rather  
7 than being a 12- or 18-month hardwire job, may be a  
8 24-month job, which is still well within our planning  
9 guidelines for economically provisioning offices.

10           COMMISSIONER CLARK: Is it your testimony that  
11 what is driving -- and tell me what is -- I just was  
12 trying to look for my prehearing order, but I don't see  
13 it. What is your projected -- What have you reserved for  
14 projected growth in the Garden central office?

15           WITNESS CRUIT: In West Palm Beach Gardens?

16           COMMISSIONER CLARK: Right.

17           WITNESS CRUIT: It is my understanding that the  
18 testimony of the space reserved for the Gardens' tandem is  
19 six to eight frames per year, and what we are actually  
20 experiencing is more like 10, 10 to 11 frames per year  
21 based on this most current trend. In the local office, I  
22 believe the trend is based on six frames per year. For the  
23 TOPS it's based on one or two frames a year.

24           COMMISSIONER CLARK: Now let me just ask you, is  
25 the local or the TOPS, are your projections for those, the

1 space or the frames you need for that, very different than  
2 what you were projecting in 19 --

3 WITNESS CRUIT: In the earlier period?

4 COMMISSIONER CLARK: In 1993, yeah.

5 WITNESS CRUIT: Not significantly because this  
6 new projection mainly applies to the access tandems. It is  
7 slightly impacted, but our line projections are what's  
8 really driving the frame requirements for the local switch;  
9 and in the top switch it's basically the modernization of  
10 that equipment to provide additional services for operator  
11 services.

12 COMMISSIONER CLARK: Let me maybe ask Ms. White.  
13 How much are you projecting in reserve space for the West  
14 Palm Beach Gardens central office for growth? What have  
15 you -- What is your number there? I just don't remember.

16 MS. WHITE: I believe it's 31 hundred.

17 COMMISSIONER CLARK: Okay. And how many years  
18 growth do you think the 31 hundred -- I mean, Ms. Cruit,  
19 do you know how many years growth that is supposed to  
20 cover?

21 WITNESS CRUIT: Two to three is my understanding,  
22 and I need to look over at my -- our experts over there  
23 that will be testifying on space requirements.

24 COMMISSIONER CLARK: Let me ask you this: In 1993  
25 your petition says you were reserving 21 hundred square

1 feet for projected growth of the switches over a two-year  
2 period. Now I take it you are projecting 31 hundred for a  
3 two- to three-year period.

4 WITNESS CRUIT: You said the first number was for  
5 how much growth, how many years?

6 COMMISSIONER CLARK: No, two years.

7 WITNESS CRUIT: For two years? I think probably  
8 what you're saying is correct, but I'm not sure. I'm not  
9 real familiar with all those square footage numbers,  
10 sorry. I can tell you that I know for a fact that the  
11 floor space and the equipment requirements in these offices  
12 has increased mainly due to the access tandem requirements.

13 COMMISSIONER CLARK: You can tell me that?

14 WITNESS CRUIT: I can tell you that.

15 COMMISSIONER CLARK: Okay. Thank you.

16 COMMISSIONER DEASON: Redirect.

17 MS. WHITE: I have no redirect.

18 COMMISSIONER DEASON: Exhibits.

19 COMMISSIONER JACOBS: I'm sorry, I did have --

20 COMMISSIONER DEASON: Oh, I'm sorry.

21 COMMISSIONER JACOBS: I had a question.

22 Actually, Suzanne took care of part of it, but there was  
23 another one that I had.

24 When you -- first of all, do you adjust? It  
25 sounds like from your responses to Commissioner Clark once

1 you have that curve in place you don't really go back and  
2 adjust it until you have some subsequent events to indicate  
3 that the demand is changing.

4 WITNESS CRUIT: Well, for trunks. That's what we  
5 are talking about primarily, on the trunks. As we relook  
6 at provisioning every six months, we look at that trend.  
7 As we are approaching exhaust of that equipment, we relook  
8 at the trend and we determine whether that is still  
9 appropriate, whether it -- how much we should provision on  
10 that relief job. So about every six months we are looking  
11 at our trunking projection so that we can provision  
12 accordingly.

13 COMMISSIONER JACOBS: Now is it appropriate to  
14 ask you about the actual physical equipment in the office?  
15 What I'm thinking of --

16 WITNESS CRUIT: You can ask and I'll try.

17 COMMISSIONER JACOBS: Okay. What I'm thinking of  
18 is how would that demand cor -- We've had testimony that  
19 because of upgrades in technology that you can handle  
20 higher capacities with equipment that takes up less  
21 physical space, and my question is not so much about the  
22 details of that, but do you consider that in your planning?

23 WITNESS CRUIT: Yes, we do consider that, but  
24 that is not always a fact, what you just stated, that new  
25 equipment has a smaller footprint or higher density. We do

1 try to do that when that equipment is available, but  
2 sometimes the newer equipment is providing additional  
3 functionality and, therefore, is not denser.

4 COMMISSIONER JACOBS: Okay.

5 WITNESS CRUIT: Or does not have a smaller  
6 footprint.

7 COMMISSIONER JACOBS: Okay.

8 WITNESS CRUIT: But we do consider it, yes.

9 COMMISSIONER JACOBS: Thank you.

10 COMMISSIONER DEASON: Exhibits.

11 MS. SUMMERLIN: Supra would move 28, 29 and 30.

12 COMMISSIONER DEASON: Without objection Exhibits  
13 28, 29 and 30 are admitted.

14 MS. SUMMERLIN: And I'm not sure if I moved 27  
15 earlier or not.

16 COMMISSIONER DEASON: I believe you did, and if  
17 not, it's admitted without objection.

18 MS. WHITE: May Ms. Cruit be excused?

19 COMMISSIONER DEASON: Yes, she may. We are going  
20 to take a 10-minute recess.

21 (BRIEF RECESS)

22 COMMISSIONER DEASON: Call the hearing back to  
23 order.

24 Ms. White.

25 MS. WHITE: Yes, Commissioner Deason, in order

1 to -- in the hopes of moving things along, we are going to  
2 put up Mr. Ream and Mr. Rubin. They'll each give their  
3 summary and their presentation using the floor plans that  
4 have been handed out, and then Ms. Summerlin and staff can  
5 cross examine each individually, so it's a panel kind of  
6 for presentation purposes but still individual cross  
7 examination.

8 Whereupon,

9 GUY J. REAM

10 JEROME RUBIN

11 were called as witnesses on behalf of BellSouth and, after  
12 being previously sworn, testified as follows:

13 DIRECT EXAMINATION

14 BY MS. WHITE:

15 Q So with that, Mr. Ream would you please state  
16 your name and address for the record.

17 A (Witness Ream) Yes. My name is Guy Ream, and my  
18 work address is 6451 North Federal Highway, Ft. Lauderdale.

19 Q And by whom are you employed and in what  
20 capacity?

21 A (Witness Ream) I'm employed by BellSouth  
22 Telecommunications, and I'm a common systems capacity  
23 manager.

24 Q And have you caused to be prefiled in this case  
25 rebuttal testimony consisting of seven pages and no

1 exhibits.

2 A (Witness Ream) Yes.

3 Q Do you have any changes to your testimony at this  
4 time?

5 A (Witness Ream) Yes, I do.

6 Q Would you please give those changes?

7 A (Witness Ream) Okay. On Page 2 -- these are  
8 typos -- on Page 2, Line 17, it says "signal transformer  
9 point." That should say "transfer point," "signal transfer  
10 point."

11 On line 18 where it says "signal control point,"  
12 and then in parentheses it says "STP," that should be  
13 "SCP." And then on line 19 where it says, "This office  
14 also houses three virtual collocators," it should be "two  
15 virtual collocators."

16 Then on the next page, on Page 3, Line 24, there  
17 is a sentence that starts, "It is located in the middle of  
18 this ground plane." That should be crossed out and should  
19 be replaced with the words, "This space is not suitable for  
20 collocation."

21 I apologize for that. I didn't have a chance to  
22 proof read it before it was sent to the Commission.

23 Q With those changes, if I were to ask you the  
24 questions that are in your direct -- in your rebuttal  
25 testimony today, would your answers be the same?

1           A       (Witness Ream)   Yes.

2                   MS. WHITE:   And I'd like for Mr. Ream's rebuttal  
3 testimony to be inserted into the record.

4                   COMMISSIONER DEASON:   Without objection it shall  
5 be so inserted.

6  
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1 BELL SOUTH TELECOMMUNICATIONS, INC.  
2 REBUTTAL TESTIMONY OF JEROME RUBIN  
3 BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION  
4 DOCKET NO. 980800- TP  
5 September 18, 1998  
6

7 Q. PLEASE STATE YOUR NAME, COMPANY NAME, AND ADDRESS.

8

9 A. My name is Jerome Rubin. I am employed by BellSouth Telecommunications,  
10 Inc. as a Common Systems Capacity Manager – Network Operations – South  
11 Florida Capacity Management. My business address is 18560 NW 27<sup>th</sup> Avenue  
12 Room 330, OpaLocka Florida, 33056

13

14 Q. PLEASE SUMMARIZE YOUR BACKGROUND AND EXPERIENCE.

15

16 A. I graduated from the University of Miami in Miami, Florida in 1971 with a  
17 Bachelor of Science degree in Electrical Engineering. I began employment with  
18 BellSouth in 1972 as a 1A Electronic Switching System (1AESS), Equipment  
19 Engineer. In 1977 I transferred into the Maintenance Engineering group,  
20 responsible for Mini Computer support. In 1986, I transferred into the  
21 Network Special Assembly group as the South Florida Special Assembly  
22 Coordinator. In 1996, I transferred into the Common Systems Capacity  
23 Manger (CSCM) group. In this present position as a CSCM, I am responsible  
24 for generating Central Office Profiles that specifies plans for the orderly growth  
25

1 of equipment in the Central Office. One of the central offices I am responsible  
2 for is the North Miami Golden Glades Central Office.

3

4

5 Q. HAVE YOU TESTIFIED PREVIOUSLY?

6

7 A. No. I have not testified previously in any proceedings.

8

9 Q. WHAT IS THE PURPOSE OF YOUR TESTIMONY?

10

11 A. I will support BellSouth's reservations of space for future growth of the  
12 equipment in the Golden Glades Central Office..

13

14 Q. WHAT EQUIPMENT IS LOCATED IN THE GOLDEN GLADES OFFICE?

15

16 A. The Golden Glades building houses a Local Switch, Designated DS0; Two Toll  
17 Tandems designated 01T, and 04T; One Operator Service Switch designated  
18 03T; one Signal Transfer Point Switch designated STP; and various  
19 Transmission circuit and Power equipment.

20

21 Q. HOW DOES BELLSOUTH DETERMINE THE AMOUNT OF FLOOR  
22 SPACE NEEDED TO BE RESERVED FOR EQUIPMENT GROWTH?

23

24 A. *Switch capacity managers use wire center forecasts*  
~~Wire Center Forecasts, which specify the number of subscriber lines to be~~  
25 ~~served in an office, and Demand and Facility Charts are used for determining~~  
*and demand and facility charts for determining*

1 switch center equipment additions. Circuit capacity managers use  
 2 Switch Center equipment additions. A mechanized planning tool, "Facility  
 3 a mechanized planning tool, facility equipment planning  
 4 Equipment Planning System (FEPS) generates "Planning Work Station  
 5 Systems, or FEPS, to generate planning work station reports  
 6 Reports", that are used for determining circuit equipment additions.  
 7 that are used for determining circuit equipment additions.  
 8 Equipment additions are based on historical data, current usage, and future

9 projections. Equipment needs are subject to change due to changes in demand,  
 10 marketing plan philosophy, as well as, funding.

11

12

13 Q. BELLSOUTH HAS RESERVED 3596 SQUARE FEET FOR FUTURE  
 14 GROWTH OF THE SWITCH, CIRCUIT, AND POWER EQUIPMENT IN  
 15 GOLDEN GLADES. WHAT IS THE JUSTIFICATION FOR THIS  
 16 GROWTH NUMBER?

17 A. The first floor of the central office houses an Operator Services Toll switch  
 18 designated O3T, a Toll Tandem designated 04T, Transmission Circuit <sup>it also includes a signal transfe</sup>  
 19 equipment, and Power equipment. There are 987 square feet reserved for <sup>point switch</sup>  
 20 future growth of the O3T and 04T. <sup>designated STP</sup>  
 21 There are 1576.5 square feet reserved for  
 22 future growth of Transmission circuit equipment, and 142 square feet reserved  
 23 for future growth of power equipment.  
 24

25

26 The second floor at Golden Glades houses a Local Switch, designated DS0, a  
 27 Toll Tandem designated 01T, and Power equipment. There are 890.5 square  
 28 feet reserved for future growth of the DS0 and 01T. The power room is full  
 29 and does not have space to add battery stings.

30

1 The anticipated growth for the entities listed is as follows:

2

3 162 square feet are reserved for future growth of the DSO(Local Switch).

4 This growth is primarily predicated on the growth of Calling Number Delivery.

5 The older existing Line Modules do not support Caller Identification (CID),

6 and, therefore, in order for this office to keep pace with the demands for this

7 service, new equipment is required.

8

9 378 square feet have been reserved for future growth of the 01T (Toll

10 Tandem). This growth is a result of increased interoffice calling, and increased

11 demands from Internet Service Providers and Alternative Local Exchange

12 Carriers. This growth will reduce the overall future space on the second floor

13 by 540 square feet. It does not take into account the end aisles, or fire aisle

14 requirements.

15

16 54 square feet have been reserved for future growth of the 03T(Operator

17 Services Toll Tandem). Equipment supplying data links to the Host Switch in

18 West Palm Beach was obsolete and was replaced.

19

20 297 square feet are reserved for future growth of the 04T(Toll Tandem).

21 This growth is a result of increased interoffice calling, and increased demands

22 from Internet Service Providers and Alternative Local Exchange Carriers.

23

24 42 square feet are reserved for future growth of the STP(Signal Transfer Point).

25 The STP switch provides routing instructions to the central office switches for

1 virtually all calls from a centralized, redundant data base. This reserved growth  
2 for O3T, O4T, and the STP will reduce the overall future space on the first  
3 floor switch area by 393 square feet. It does not take into account the end  
4 aisles, or fire aisle requirements.

5

6 <sup>707</sup>~~502~~ square feet have been reserved for future growth of Transmission Circuit.

7 This is a combination of Fiber Optic Terminal frames, Digital and fiber cross  
8 connect frames, Multiplex frames and Miscellaneous Transmission frames.

9

10 228 square feet have been reserved for future growth of virtual collocation  
11 arrangements. Equipment to be placed in these arrangements consists of  
12 miscellaneous transmission equipment frames. Firm orders have been received  
13 for installation of 10 equipment frames in 1998.

14

15 142 square feet have been reserved for future growth of power equipment.  
16 This addition is planned to make sure that the office has sufficient power  
17 reserves in case of a commercial power failure, hurricane, or any natural  
18 disaster.

19

20 This growth will reduce the overall future space on the first floor by <sup>1470</sup>~~1265~~  
21 square feet. It does not take into account the end aisles, fire aisle requirements,  
22 or ground plane restrictions.

23

24 Q. DOES THE CENTRAL OFFICE HAVE ANY LIMITATIONS FOR  
25 ADDING EQUIPMENT?

1

2 A. Yes. It should be understood that there are areas and equipment lineups in the  
3 central office that do not lend themselves to adding equipment frames. This can  
4 be due to Fire Aisles, wide access aisles for bringing equipment into the building  
5 and placing it where it is needed, ground plane restrictions, (which dictate a 7  
6 foot separation from isolated and integrated ground plans), and cable rack  
7 congestion, which prevent any cabling from reaching the equipment. There  
8 are also situations that prevent equipment lineups from growing the entire  
9 length of an aisle, because placing equipment will not leave sufficient space in  
10 the front or back of the equipment for access by personnel.

11

12 Q. DOES THIS CONCLUDE YOUR TESTIMONY?

13

14 A. Yes

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1 BY MS. WHITE (Continuing):

2 Q Mr. Rubin, would you please state your name and  
3 address for the record?

4 A (Witness Rubin) It's Jerome Rubin, and my work  
5 address is 18560 Northwest 27th Avenue, Opa Locka, Florida.

6 Q And by whom are you employed and in what  
7 capacity?

8 A (Witness Rubin) BellSouth Telecommunications.  
9 Capacity, as a common systems capacity manager.

10 Q Okay. And have you caused to be prefiled in this  
11 case rebuttal testimony consisting of six pages and no  
12 exhibits?

13 A (Witness Rubin) Yes.

14 Q And if I were to ask you -- Do you have any  
15 changes to that testimony?

16 A (Witness Rubin) Yes, I do.

17 Q Okay. Could you give those changes?

18 A (Witness Rubin) On Page 2, Line 24, the answer,  
19 I would like to change that to read "Switch capacity  
20 managers use wire center forecasts and demand and facility  
21 charts for determining switch center equipment additions.  
22 Circuit capacity managers use a mechanized planning tool,  
23 facility equipment planning systems or FEPS to generate  
24 planning work station reports that are used for determining  
25 circuit equipment additions."

1           And then on Page 3, Line 15, I want to add after  
2 04T, "that it also includes a signal transfer point switch  
3 designated STP."

4           And then on line 17 where it says there are 987  
5 square feet reserved for future growth of the 03T, 04T,  
6 after that I want to add "and STP."

7           Q     And Mr. Rubin, could you move a little closer to  
8 your microphone?

9           A     (Witness Rubin)   Sorry.

10          Q     Thank you.

11          A     (Witness Rubin) And then on Page 5, Line 8, the  
12 first entry, change that to 707 square feet. And then on  
13 Line 21, the end of the sentence, change that to 1470. And  
14 that is all the changes.

15          Q     Okay. If I were to ask you the questions that  
16 were asked in your prefiled rebuttal testimony today, with  
17 the changes that you've just made, would your answers be  
18 the same?

19          A     (Witness Rubin)   Yes, they would.

20                MS. WHITE: And I would like to have Mr. Rubin's  
21 testimony, rebuttal testimony inserted into the record as  
22 though read.

23                COMMISSIONER DEASON: Without objection it shall  
24 be so inserted.

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BELLSOUTH TELECOMMUNICATIONS, INC.  
REBUTTAL TESTIMONY OF GUY REAM  
BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION  
DOCKET NO. 980800-TP  
SEPTEMBER 18, 1998

Q. PLEASE STATE YOUR NAME, COMPANY NAME, AND ADDRESS.

A. My name is Guy Ream. I am employed by BellSouth Telecommunications, Inc. Common System Capacity Manager- Network Operations. My business address is 6451 North Federal Highway, Ft. Lauderdale, Florida 33308.

Q. HAVE YOU TESTIFIED PREVIOUSLY ?

A. No, I have not testified previously in any proceedings.

Q. PLEASE SUMMARIZE YOUR BACKGROUND AND EXPERIENCE.

A. I began employment with Bell Telephone Laboratories in 1966 as a technician. I relocated to Florida and began working for BellSouth in 1972 as central office craft employee. In 1984, I was promoted to management in the Network Department. I have held various positions

1 in circuit design, equipment planning and ordering and for the last four  
2 years I have been a Common Systems Capacity Manager. I monitor  
3 and coordinate plans for equipment additions or removals in 12 central  
4 offices, one of which is the West Palm Beach Gardens Central Office.

5

6

7 Q. WHAT IS THE PURPOSE OF YOUR TESTIMONY?

8

9 A. The purpose of my testimony is to rebut testimony filed in this docket  
10 by Supra Telecommunications and Information Systems witnesses,  
11 David A. Nilson and Olukayode A. Ramos.

12

13 Q. WHAT EQUIPMENT IS LOCATED IN THE WEST PALM BEACH  
14 GARDEN CENTRAL OFFICE?

15

16 A. The West Palm Beach Central Office houses a local switch, a tandem  
17 switch, an operator services switch, a Signal ~~Transformer~~<sup>Transfer</sup> Point Switch  
18 (STP), Signal Control Point ~~(STP)~~<sup>SCP</sup> Switch, and various transmission  
19 circuit and power equipment. This office also houses ~~three~~<sup>two</sup> virtual  
20 collocation arrangements.

21

22

23 Q. HOW DOES BELLSOUTH DETERMINE THE AMOUNT OF FLOOR  
24 SPACE NEEDED TO BE RESERVED FOR EQUIPMENT GROWTH?

25

1 A. Wire Center Forecasts, which estimate the number of subscriber lines  
 2 to be added in an office, and Demand and Facility Charts are used for  
 3 determining switching equipment additions. A computerized planning  
 4 tool called Facility Equipment Planning System (FEPS) is used to  
 5 track and plan transport facilities, trunk terminations and the circuit  
 6 equipment that is required to support them. Equipment additions are  
 7 based on historical data, current usage, and future projections.  
 8 Equipment needs are subject to change due to changes in demand,  
 9 marketing plan philosophy, as well as, funding.

10

11 Q. BELLSOUTH HAS RESERVED 3197 SQUARE FEET IN THE WEST  
 12 PALM BEACH GARDENS CENTRAL OFFICE FOR FUTURE  
 13 GROWTH. WHAT JUSTIFICATION DO YOU HAVE FOR  
 14 RESERVING THIS AMOUNT OF SPACE?

15

16 A. The 3197 square feet in the West Palm Beach Gardens Central Office  
 17 are distributed across the central office in eight separate locations,  
 18 ranging from some as small as 68 square feet to as large as 712  
 19 square feet. The following paragraphs describe each of those eight  
 20 areas .

21

22 712 square feet have been reserved for the Tandem switch for growth.

23 This growth space reserved is in the middle of the isolated ground  
 24 plane of the existing switch equipment . ~~It is located in the middle of this~~  
 25 ~~ground plane~~ <sup>This space is not suitable</sup> because the collocator's equipment uses integrated  
<sup>for collocation</sup>

1 grounding and BellSouth does not place integrated equipment within  
2 isolated switch grounding. BellSouth projects that 12 to 16 bays will be  
3 added in this area in the 1999-2000 time frame. This would make the  
4 dimensions of the remaining space too small for collocation. In addition,  
5 an exit aisle runs through this area that would reduce the square  
6 footage.

7  
8 246 square feet are reserved in the power area. A new 48 volt battery  
9 string is being added next year. After this addition, the remaining  
10 space will only support one more 48 volt battery string. These  
11 additions are planned by BellSouth's power vendor to make sure that  
12 the office has sufficient reserves in case of a commercial power failure

13  
14  
15 68 square feet are reserved for miscellaneous toll equipment that does  
16 not have to be placed next to each other or in close proximity to  
17 existing toll equipment. This area is too small for collocation for  
18 reasons that Mr. Bloomer discusses in his testimony.

19  
20 143 square feet are reserved for fiber optic frame growth. This amount  
21 of space is also too small for collocation. This area is too small for  
22 collocation for reasons that Mr. Bloomer discusses in his rebuttal  
23 testimony

24  
25

1           403 square feet are reserved for STP and SCP growth. Equipment  
2           additions are planned to augment the existing equipment in 1999 and  
3           2000 which require that the space not be blocked by a co-locators  
4           equipment.

5

6           686 square feet have been reserved for toll growth. This area  
7           presently has a virtual collocator in the middle of the space, creating  
8           two separate areas. One area is occupied by the Central Office  
9           Supervisor and the other area is reserved for a new DSX1 line up to  
10          be installed in 1998. In both areas, the existing overhead racking  
11          prevents a collocation area from being walled off.

12

13          329 square feet have been reserved for a TOPS DMS switch which is  
14          used for Operator Services. This space is next to the existing switch  
15          and is required for growth. This area is also used as a temporary  
16          vendor staging area for new equipment additions to the office.

17

18          526 square feet have been reserved for the local DMS switch. This  
19          area is in two sections that abut the existing switch. The growth of the  
20          local switch is projected to be about 12 frames per year. This space  
21          temporarily is being used as an administrative and installation vendor  
22          staging area until such time as the space is required for needed switch  
23          growth.

24

25

1           In each of the preceding eight cases, the unoccupied space is  
2           adjacent to a type of technology that is continuing to grow or space  
3           that is planned for use by BellSouth in the next two years.

4

5 Q.       ARE THERE OTHER FACTORS IN THE CENTRAL OFFICE THAT  
6       LIMIT THE SPACE AVAILABLE?

7

8 A.       Yes. It should be understood that not every square foot of space can  
9       hold a piece of equipment and that space must be provided in front of  
10       and behind the equipment for access by installation and service  
11       personnel. For example, a DMS switch frame that has a foot print of  
12       three square feet actually requires nine square feet of space because a  
13       two foot aisle is standard on the rear side of the equipment and a three  
14       foot aisle is standard on the front side of equipment. Wider cross  
15       aisles are required in certain parts of the office. These aisles are  
16       required by local fire codes for emergency egress of the office  
17       personnel. These wider aisles are also required so installation  
18       vendors can move large equipment bays in the office without causing  
19       service outage by hitting working equipment. Also it must be pointed  
20       out that certain types of equipment cannot be placed next to dissimilar  
21       types of technology. For example , batteries cannot be placed in toll  
22       equipment lineups and or transport equipment cannot be placed in  
23       switch equipment line ups. This is because different types of  
24       equipment could cause blocked aisles and equipment variances  
25       require unique power and grounding.

1 Q. DOES THIS CONCLUDE YOUR TESTIMONY?  
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3 A. Yes.  
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1 BY MS. WHITE (Continuing):

2 Q Okay. Mr. Ream, would you proceed with your  
3 presentation? And for your presentation, the commissioners  
4 and the parties should look at the floor plan labeled "West  
5 Palm Gardens Central Office Floor Plan."

6 A (Witness Ream) Good evening. My name is Guy  
7 Ream, and I'm a common systems capacity manager for 12  
8 offices in West Palm Beach and Broward County, one of which  
9 is West Palm Beach Gardens Central Office. In the capacity  
10 of the common systems capacity manager, my duties are to  
11 plan equipment additions and removals, to gather forecasts  
12 from the switch planners, our circuit planners, power  
13 planners and loop planners; and along with that is then to  
14 maintain a space study plan which is the blueprint that you  
15 have in front of you.

16 Along with that, I manage removals by identifying  
17 the equipment to the circuit or switch capacity manager via  
18 the central office personnel on equipment that should be  
19 removed from the central office and identifying equipment  
20 for that, which allows for, you know, space for new  
21 equipment to be added and also to modernize. In some  
22 instances where we have obsolete equipment, I will identify  
23 it and get it pulled out of the office. With respect to  
24 that, in our Gardens central office, there are no unused  
25 bays in that particular office. We are in good shape that

1 way.

2           One of my other duties that I have is I identify  
3 potential problems in the central office. Because I have  
4 so many -- or I have 12 offices, that sometimes a problem  
5 will creep up in one office, and you can apply it to the  
6 other 11 offices before it becomes costly or service  
7 affecting; so that's one of the things that I do. I'm out  
8 in the field all the time talking to the various people; so  
9 as a common systems capacity manager, that is one of my  
10 duties.

11           I work with the different work groups that we  
12 have as a kind of liaison between them. I work with the  
13 planners, the central office personnel, the ALECs and our  
14 installation vendors. Because they all speak different  
15 languages and have different requirements, I'm kind of a  
16 general contractor and am able to help them get their work  
17 done. And that's basically what a common systems capacity  
18 manager does.

19           I'm here today to explain to the Commission why I  
20 believe there is not sufficient space available in the  
21 Gardens central office for physical collocation. You have  
22 the handout, the space study plan, and we'll -- I want to  
23 go around to the different locations within the central  
24 office and explain the space that's there that doesn't  
25 have, presently have equipment in it and why that

1 particular space is not available for collocation.

2           In this office, when you look at this print, and  
3 this is something that I maintain, is the green squares and  
4 blocks within the office is actual equipment that is there  
5 today, presently there. The red indicates areas that we  
6 intend to grow new equipment in the future, so our offices  
7 are blocked out in such a manner so they can have orderly  
8 growth. And, if you will -- I know it's kind of difficult  
9 even for us to understand sometimes. If you can think of a  
10 central office as a parking lot, we have areas in this  
11 parking lot or in our central office that are fire lanes,  
12 just like any other place, that you can't park equipment in  
13 because you have to get emergency vehicles through, or in  
14 this case, get personnel through or equipment. We have  
15 areas within this central office that are -- take frames or  
16 base that are smaller than others, and that would be for  
17 compact car parking, if you will. And you know that if you  
18 have a compact car that is ten feet long and somebody parks  
19 a Lincoln next to it that the aisles get blocked, and we  
20 run into the same problem in our central offices if we try  
21 to put a dissimilar size equipment within an area. Our  
22 aisles are very narrow, and our personnel get -- the  
23 majority of the equipment aisles are very narrow, and our  
24 personnel have to get behind the equipment bays to check on  
25 wiring and things like that, and they have to get in front

1 of them to be able to place new plug-ins or do testing and  
2 things like that.

3 Our power area, I refer to as our bus and RV  
4 parking area. In the power room, or in this case the  
5 batteries, they are big, and they are extremely heavy; and  
6 you'll notice -- I skipped a point, and I apologize.

7 This also, this print also reads like a map.  
8 There are letters across the top, A, B, C, D, E, F and L --  
9 through L, and there are numbers down the right-hand side,  
10 one, two, three, four. So if I could direct you to, in  
11 this case, to look at F-3, and that will take you down  
12 about in the middle of the office, and there are some long  
13 green blocks that say LO. I honestly don't -- Well the  
14 LO is actually and upside down 01. But those are battery  
15 strings, and you'll notice that they are spaced out a  
16 little more than other equipment; and the reason for that  
17 is they are so heavy that if we bunch them together they'll  
18 actually crack the floor, and so we have to space them  
19 out. Mr. Bloomer can talk to more to that if you have  
20 questions about that because he understands floor loading  
21 and, you know, concrete and how strong that is.

22 We also have what I would refer to as reserved  
23 parking. Just like out in front here, commissioners have  
24 reserved parking because it's the most efficient way for  
25 you to get in and out to conduct business. And we have

1 reserved parking, and that happens to be our maintenance  
2 positions. They are placed there so that our central  
3 office personnel can do the most efficient job in clearing  
4 troubles and analyzing our switches and things of that  
5 nature. And I'll talk more about these things.

6 We have loading zones which are our uncrating  
7 rooms and our vendor staging areas. It's just like at the  
8 mall, if you can't get new equipment into the stores, you  
9 can't sell anything. So we have loading zones for that,  
10 and that's sort of my analogy to a central office.

11 Now if you'll be patient with me, I'll try and go  
12 around the specific areas that were identified as spare --  
13 on the original charts that were red, which means we are  
14 vacant presently and also on the blue that Supra has  
15 suggested that we could collocate them, and I'll go along,  
16 and I have the coordinates here, and if you can follow me,  
17 we'll try it. If not, let me know, okay?

18 I would like to start you at C-1, and that is the  
19 lobby. That's the front door of the building. That's  
20 where our taped video tour started, so it's kind of a  
21 natural point for me to start. When we go through the  
22 lobby there, right into the area which would be B-3, this  
23 is our TOPS switch, and this is the TOPS host for the whole  
24 State of Florida. When somebody presses zero or operator  
25 on your phone, you go through this switch to get routed to

1 the correct operator services position. So this is the  
2 main host for that. In Gardens there is a remote that is  
3 remoted off of this, and there are remotes in other places  
4 in the state. But this is the host for that.

5 The growth pattern for this, you'll notice is in  
6 red there to the left. I have blocked out in red the  
7 intended growth pattern. Now in testimony, we said that  
8 this switch is slow growing and only grows one to two  
9 frames a year, and certainly I have more area blocked out  
10 here than -- you know, it would be several years before  
11 that gets used up. But this is a study plan. It's a  
12 document that changes weekly, monthly and everything like  
13 that. We try and lay out an orderly progression for our  
14 offices to grow for the reason that we need to identify up  
15 front if we are running out of a specific area, so that's  
16 why that that's laid out that way.

17 Also, I would say that right to the bottom of  
18 that area called the TOPS switch growth, there is an air  
19 conditioner, AC pad it says, which is really at C-2. There  
20 is a big air duct there for the cold air return for the  
21 central office. It's, you know, it's eight by eight. And  
22 so that's the cold air return for that area.

23 Now this is one of the areas that we have  
24 identified as future switch and things like that and Supra  
25 has felt that we could collocate there or one of those

1 areas that when we had our walk through. The fact of the  
2 matter is that we could not erect the walls that they  
3 needed without blocking the air return for that office, and  
4 there's also an aisle that runs along that wall. So if we  
5 were to build a physical collocation space, there really is  
6 not enough room to create their two hundred square feet  
7 that they require.

8 To give you a little more perspective, and then  
9 hopefully I can move on faster, if you see a red square  
10 with a plus sign in it scattered through the office, and  
11 there is one right in that C-3 area -- there's actually two  
12 of them -- those are columns in the office, and they are on  
13 20-foot centers, if you will. And that's typical of all  
14 our central offices because they're built to withstand, you  
15 know, bombs. They are very strong. So every 20 feet  
16 through the building you'll have one of these red squares  
17 with a plus inside, and those are columns, and so they are  
18 20 foot -- they are 20 foot on center. So if you were to  
19 make a box out of four of them, that would be four hundred  
20 square feet; so maybe that will help you realize or  
21 understand what type of space we are talking about within  
22 the central office.

23 (Transcript continues in sequence in Volume 3)

24

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1  
2 BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION  
3  
4 In Re: Petition for emergency relief ) DOCKET NO. 980800-TP  
5 by Supra Telecommunications & )  
6 Information Systems against BellSouth )  
7 Telecommunications, Inc., concerning )  
8 collocation and interconnection )  
9 agreements. )

10 VOLUME 2  
11 Pages 177 through 382

12 PROCEEDINGS: HEARING  
13 BEFORE: ACTING CHAIRMAN J. TERRY DEASON  
14 COMMISSIONER SUSAN F. CLARK  
15 COMMISSIONER E. LEON JACOBS, JR.  
16 DATE: Wednesday, October 21, 1998  
17 TIME: Commenced at 9:30 a.m.  
18 PLACE: Betty Easley Conference Center  
19 Room 148  
20 4075 Esplanade Way  
21 Tallahassee, Florida  
22 REPORTED BY: NANCY S. METZKE, RPR, CCR  
23 APPEARANCES:  
24 (As heretofore noted.)  
25

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1 PROCEEDINGS  
2 (Transcript continues in sequence from Volume 1)  
3 COMMISSIONER DEASON: Call the hearing back to  
4 order. Ms. White.  
5 MS. WHITE: Yes.  
6 DAVID A. NILSON  
7 continues his testimony under oath from Volume.  
8 CONTINUED CROSS EXAMINATION  
9 BY MS. WHITE:  
10 Q Mr. Nilson, I want to try to get a better handle  
11 on this ascend TNT piece of equipment. Now one end would  
12 be the PBX on a customer's premises, correct?  
13 A I'm sorry, could you say it --  
14 Q Well, you said that you hook up to a PBX, connect  
15 to a PBX, right?  
16 A Yes, ma'am.  
17 Q So you would have a PBX on a customer's premises,  
18 right?  
19 A Yes.  
20 Q And then what would that PBX be connected to?  
21 A The PBX would be directly connected to the ascend  
22 SS7 box, the ascend TNT box which --  
23 Q Okay. Let me stop you. Where would that box be  
24 located?  
25 A In the central office.

1 Q Okay. And then what would that be connected to?

2 A It would be connected to unbundled network

3 elements between the central office and the customer's PBX.

4 Is this microphone working?

5 Q I'm sorry?

6 A I'm not sure if this microphone is working.

7 Q The lights --

8 A The lights are all off.

9 Q No, it's working. Maybe not.

10 COMMISSIONER JACOBS: No, it's not.

11 COMMISSIONER DEASON: You got here just in time

12 to fix the mikes.

13 Can you hear okay?

14 (Court reporter nodded head affirmatively)

15 COMMISSIONER DEASON: Well, I'm hearing fine too,

16 so let's go.

17 Q Okay. So the ascend SS7 gateway in the central

18 office would be connected to unbundled network elements,

19 correct?

20 A Sure, unbundled 4-wire loops, yes.

21 Q Okay. So where does the switching take place?

22 A The switching takes place within the TNT chassis

23 itself.

24 Q Okay. And what is the ascent TNT switching? Is

25 it switching data? Is it switching voice conversations?

1 Q Okay. Now let's just talk for a few brief

2 minutes about the Cisco remote access concentrators. Is

3 that a switch?

4 A I'm not certain if it could be classified as a

5 switch.

6 Q Okay. What does it do?

7 A That's more of a traditional remote access

8 concentrator in which it, in a space efficient manner,

9 mounts modems that are then interconnected, and the data

10 streams from those modems can then be directed to specific

11 pieces of equipment or data networks that they need to be

12 connected to.

13 Q Okay. And those modems don't switch calls, do

14 they?

15 A Not in the case of the Cisco system, ma'am, no.

16 Q Okay. And, again, the remote access, Cisco

17 remote access concentrator is used to move data from one

18 place to the other?

19 A Certainly. I mean one of the applications for

20 that is -- as I pointed out earlier, we haven't asked for

21 collocation of desks or terminal in the spaces, so that is

22 one of the methods we are going to be using for doing

23 maintenance and provisioning of our switches. In addition

24 to its capability for transmitting data traffic to data

25 networks, it has the capacity to be connected to every

1 Which?

2 A It has the capability of switching both, ma'am.

3 Q Okay. What will Supra be using it to switch?

4 A Both, ma'am.

5 Q Okay. The -- So when a customer, where the PBX

6 is located, picks up their phone and dials a BellSouth

7 customer 20 miles away, that call will be routed and

8 switched through the ascent TNT?

9 A Yes, using the SS7 A Link connection to make that

10 call set up and call completion.

11 Q Okay. But the SS7 gateway doesn't actually do

12 any of the switching, right? It doesn't actually switch

13 the call, does it?

14 A Yes.

15 Q Okay.

16 A I mean it would be switching it -- in your for

17 example, you talked about switching between a Supra

18 customer and a BellSouth customer. The system would switch

19 the Supra customer from a Supra unbundled network element

20 on to a trunk heading to a BellSouth tandem.

21 Q Using the ascent TNT?

22 A Correct. Exclusively.

23 Q Okay.

24 A Without requiring the support of the Class 5

25 switch to perform that function.

1 piece of equipment within our central office arrangement.

2 Q Okay. Now let's go back to the ascent TNT for a

3 second. When you use the ascent TNT to transmit data, you

4 are transmitting data from the PBX to someplace else,

5 right?

6 A That's one method of operation, yes.

7 Q Okay. Where would you be transmitting it to?

8 A In that case it could be used to create a virtual

9 private network between the sites of a corporation that are

10 remotely located in two different cities. It could be used

11 to connect data traffic to the Internet, to any major data

12 network, like Time Net.

13 Q Okay. Now can you tell me the difference between

14 telecommunications services and enhanced services?

15 A A specific legal definition?

16 Q No, not a legal definition, just in your own

17 words what your understanding is.

18 A Well, as I understand the contention in this

19 issue is that telecommunications services are those

20 services that are capable of providing voice transmission,

21 dial tone capability similar to what we are all used to

22 having, for example, in our home or place of business.

23 Enhanced services would be those services that utilize the

24 function of a computer processing unit to extend what can

25 be done over the unbundled network elements and the rest of

1 the telephone network, commonly known as the PSTN.  
 2 Q Okay. Now one last question on the equipment,  
 3 and you may have answered this before, and I apologize if  
 4 so; but the ascent TNT, that can also be used to route  
 5 Internet protocol, correct?  
 6 A Well, again, I object to the use of the word  
 7 "route" because the specific construction of the equipment  
 8 is to switch that type of traffic, but --  
 9 Q It switches Internet traffic?  
 10 A Yes, ma'am.  
 11 Q Now going back to something else you said in your  
 12 summary you said you stood in Supra's collocation space at  
 13 the Miami Grande office?  
 14 A Yes, ma'am.  
 15 Q And there were no firewalls at that place?  
 16 A That's correct.  
 17 Q Now the collocation space that's been allotted to  
 18 Supra at the Miami Grande office, build-out hasn't begun on  
 19 that yet, has it?  
 20 A They were working on the space the day we were  
 21 there.  
 22 Q On your space, Supra's space?  
 23 A They were pulling cables up through the cable  
 24 access.  
 25 Q Okay. Has Supra submitted an accurate firm order

1 application for this office?  
 2 A Yes, ma'am.  
 3 Q And when was that?  
 4 A We submitted our first application on that on  
 5 September 1st. Nancy Nelson came back with a request for  
 6 clarification on a number of items, and we made a second  
 7 filing. The date I don't have in my head. It was probably  
 8 several weeks ago.  
 9 Q Was there substantial difference between the  
 10 first order, firm order application you filed in that  
 11 office and the second?  
 12 A No.  
 13 Q There was not a substantial difference in the  
 14 number of racks required?  
 15 A Between the first firm order and the second? No.  
 16 Q There wasn't a substantial difference in the  
 17 amount of wiring requested?  
 18 A No.  
 19 Q There wasn't a substantial difference in the  
 20 number of bays requested?  
 21 A No.  
 22 Q Has BellSouth accepted that firm order  
 23 application for the Miami Grande office, do you know?  
 24 A We have not received any written confirmation at  
 25 this point.

1 Q Now I'd like to ask you a couple of questions on  
 2 one of your late-filed deposition exhibits. It's Exhibit  
 3 Number 2, and I understand this is proprietary, and we  
 4 spoke before we started back to the hearing, so I will do  
 5 my best to try not to get into any confidential proprietary  
 6 information.  
 7 Essentially what this is, is a space requirement  
 8 projection for Supra for various central offices and the  
 9 backup for that space projection; is that a fair  
 10 characterization?  
 11 A What the staff requested me to do was submit our  
 12 equipment forecasts to explain what we would use the second  
 13 two hundred square foot reserve space in the central office  
 14 for.  
 15 Q Okay.  
 16 A This is a projection that would identify that  
 17 traffic, those customers, and that equipment necessary to  
 18 perform.  
 19 Q And it's my understanding you've asked for two  
 20 hundred square feet in each office, the Glades and the  
 21 Gardens, correct?  
 22 A Just a minute.  
 23 (WITNESS REVIEWED DOCUMENT)  
 24 MS. SUMMERLIN: Nancy --  
 25 A That's correct.

1 MS. SUMMERLIN: Can I interject and just ask for  
 2 a clarification? Are you talking about for future use?  
 3 MS. WHITE: No, I was just asking, your initial  
 4 application was for two hundred feet in each of these  
 5 offices.  
 6 MS. SUMMERLIN: For the initial. Okay, I'm  
 7 sorry.  
 8 BY MS. WHITE (Continuing):  
 9 Q Is that right?  
 10 A Because this projection that you are holding in  
 11 your hand now goes beyond what we've currently applied for.  
 12 Q Right.  
 13 A Okay.  
 14 Q So when it says on here your initial collocation,  
 15 that's the two hundred square feet you've asked for in  
 16 these offices; is that right?  
 17 A That's correct.  
 18 Q And what you mean by first growth is that you'd  
 19 like an additional two hundred square feet in each of these  
 20 offices?  
 21 A Right, and this is the justification for that.  
 22 Q Okay. So now after you have four hundred square  
 23 feet, this exhibit shows what you would have in that space?  
 24 A That's correct.  
 25 Q Okay. And I know this is an aggregate number,

1 but it shows that in the Glades office you'd have 29 total  
2 bays and in the Gardens office you'd have 41 total bays; is  
3 that right?

4 A That's correct.

5 Q Okay. Now there are several columns in this --  
6 on the first page of this exhibit, and there are individual  
7 bay numbers beneath it for each central office, and I don't  
8 want to get into proprietary information. I wondered if  
9 you could tell me what functionality these columns of  
10 equipment represent?

11 A All right. The first five columns represent the  
12 core administration and control of the switch.

13 Q Okay. What does that mean? What does that do?

14 A Well, in order for the switch to operate, there  
15 has to be certain administration functions running on a  
16 computer within a Class 5 switch. The first two columns  
17 both represent the command and control center, if you will,  
18 of the Class 5 switch. There are two columns because in  
19 some offices we chose one particular configuration of  
20 switch, and in the other office we chose a smaller  
21 configured switch which uses a different cabinet  
22 configuration. The third column is, you know, the  
23 networking setup that has been talked about in this case  
24 over in several offices, and the other two cabinets  
25 represent additional support and storage for data within

1 the switch.

2 Q Okay. Could you continue on?

3 A The next column is the power distribution  
4 cabinet. The following two frames represent additional  
5 internal switch communication capabilities. The following  
6 column is the -- represents the cabinet supporting digital  
7 trunk provisioning.

8 Q Okay. And let me stop there a minute because the  
9 numbers under that column are the largest numbers on the  
10 individual sheet of paper, right?

11 A Certainly, and that's understandable.

12 Q Okay. And why is that understandable?

13 A Because those are the circuits that are both used  
14 for provisioning 4-wire circuits out to customer locations  
15 as well as for communicating back to the BellSouth tandem,  
16 to communicating to long distance carriers and to  
17 communicating to our network between our other additional  
18 switches. That's basically the cabinet that provisions the  
19 T1 circuits out of the switch.

20 Q Okay. And would you continue on with the  
21 columns?

22 A The next three columns represent support for  
23 2-wire copper loop circuits. The following cabinet is --  
24 well, it's the DSX panel, which is termination for both  
25 DS-1 and DS-3 type circuits. It provides a demarcation

1 point within the collocation space.

2 The following, the final column represents --  
3 essentially that's digital loop carrier equipment.

4 Q Okay. Where on this sheet would I find where  
5 you've put the ascent TNT or the Cisco remote access  
6 concentrator?

7 A That would be on the following page.

8 Q Oh, okay.

9 A What you've looked at on that first page is  
10 specifically the configurations of the Class 5 switching  
11 elements we plan to collocate, nothing else other than the  
12 Class 5 switch itself.

13 Q Okay. What is on this -- I'm looking at the  
14 second page now, and I see where you have the columns of  
15 ascend equipment. You also have a couple of columns called  
16 Paradyne. Is that another manufacturer?

17 A Correct.

18 Q What are you obtaining from that manufacturer?

19 A Is that considered proprietary or --

20 Q Well, I mean I'm not necessarily looking for the  
21 model number of the equipment. What functionality are you  
22 obtaining out of that equipment?

23 A All right. Well, this particular division  
24 Paradyne is a spinoff from AT&T, and they are supplying us  
25 with DSL equipment.

1 Q Okay. What does that do?

2 A DSL equipment is equipment that can be used to  
3 provision high-speed data services over regular POTS  
4 lines. It also is used for infrastructure within our  
5 network to support outlying telephone installations, for  
6 example, to support a high-density installation in a strip  
7 mall, things of that nature. The DSL equipment  
8 simultaneously provides voice and data connections over a  
9 single copper pair.

10 Q Now on the third page of the exhibit, I believe  
11 would be the backup for the first two pages?

12 A To a certain extent, but largely it's included  
13 because it shows completely different information relating  
14 to trunk and line usage, but it does -- it does roll up  
15 into the requirements for the switching equipment as well.

16 Q And the -- I think we've already talked about  
17 this, and I know the numbers are definitely proprietary;  
18 but I'm going to ask you about the column at the far left,  
19 the description column. Do you see the section entitled  
20 "ISP Traffic From Supra Subscribers?"

21 A That's correct.

22 Q And the first line under that is, is that minutes  
23 slash --

24 A Minutes per month.

25 Q Minutes per month. Internet service traffic, is

1 that what it is from unbundled loops?

2 A Right. I think you can notice from that it's one  
3 of the smallest categories of traffic in the entire traffic  
4 analysis.

5 Q Well, if you go over -- Explain the difference  
6 between the next to the last column on that and the last  
7 column because the next to the last column is Golden  
8 Glades, right?

9 A Okay. What we have done here is the sheet you  
10 are looking at represents all the offices whose access  
11 tandem is the Golden Glades tandem.

12 Q Okay.

13 A As a natural result of that, the local switching  
14 element in Golden Glades also uses Golden Glades as an  
15 access tandem. That is why Golden Glades is repeated  
16 twice. The far right-hand column represents aggregated  
17 traffic at the tandem location for the purposes of tandem  
18 and interconnection aggregation; whereas, the Golden Glades  
19 column to the left of that represents essentially local  
20 traffic in the Golden Glades' office.

21 Q Let me ask you this: Is that number in the total,  
22 the far right-hand column, is that proprietary?

23 A I would say it was. I'm not sure I'm the  
24 authority on what is proprietary or not, but I assume that  
25 it is.

1 Q Well, would you agree with me that under minutes  
2 per month Internet service traffic from unbundled loops,  
3 which is from Supra's customers, you're projecting over  
4 seven figures, seven figures per month?

5 A Yes.

6 Q Okay. All right. Mr. Ramos also threw a  
7 question to you. He said that the late-filed deposition  
8 exhibit to Mr. Milner's deposition, that that information  
9 showed only a 5% growth rate for these offices, and when I  
10 asked him what that included and how that number was  
11 reached, he said to ask you. So I'm asking you?

12 A When we -- We've represented that 5% figure  
13 from several different sources. Initially the first place  
14 we keyed into that was on analysis of BellSouth's annual  
15 reports and other publicly filed documents. But in terms  
16 of what Mr. Ramos testified to this morning, that's related  
17 to a summary of the traffic provided in Mr. Milner's  
18 late-filed deposition where we went through and analyzed  
19 that portion of the graph forecast that represented service  
20 to subscribers and took that as a ratio from year to year  
21 to what's currently being served.

22 Q Okay. So what you base your 5% growth rate on  
23 was just the growth in access lines?

24 A That's correct.

25 Q So you didn't take into account the

1 interconnection trunks needed for interexchange carriers,  
2 ALECs or other entities like that?

3 A Well, you have to look at both sides of the  
4 switch to take care of that. We certainly took into  
5 consideration all the large amounts of expansion that are  
6 currently being done in the area of the DLC support.

7 Q Okay.

8 A And that's definitely trunking requirements.

9 Q So is the answer that you did take it into  
10 account or you did not?

11 A I believe we did.

12 Q But you took -- you only looked at the growth  
13 rate of access lines, correct and extrapolated that to the  
14 other companies?

15 A The 5% figure represents growth in customer  
16 circuits, yes.

17 Q Now Mr. Nilson, you're vice president of systems  
18 design and interconnection for Supra; is that correct?

19 A Yes, ma'am.

20 Q Are you an officer of the company?

21 A No, I'm not.

22 Q And who do you report to?

23 A I report to Mr. Lewis Bender.

24 Q And is that as of a week ago, approximately?

25 A Yes.

1 Q Okay. And prior to that, you reported to  
2 Mr. Ramos?

3 A That's correct.

4 Q And you're an electrical engineer not by  
5 educational degree but by experience?

6 A From my studies in college and from my experience  
7 over the past 25 years, yes.

8 Q And your experience has been in the microwave  
9 industry, the heart pacemaker industry, and aircraft  
10 communication systems?

11 A That's correct.

12 Q Do you have any experience in the designer  
13 configuration of a public switch network central office?

14 A If you are asking if I've ever been employed by  
15 BellSouth or any of the other RBOCs, no, I do not.

16 Q No, I'm not asking you if you've been employed by  
17 BellSouth or the other RBOCs. I'm asking if you have any  
18 experience in designing or the configuration of a public  
19 switch network central office?

20 A I've had a good deal of experience interfacing  
21 with that network but not with actually designing the  
22 network itself.

23 Q Okay. Have you had any experience in the actual  
24 configuring of space in a public switch network central  
25 office?

1 A Configuring space?  
 2 Q Uh-huh.  
 3 A That's pretty much what I've been attempting to  
 4 do the entire time I've been working for Supra.  
 5 Q Okay. But that's where your experience has been,  
 6 right, with Supra?  
 7 A Yes, ma'am.  
 8 Q Prior to the walk-throughs through the North  
 9 Miami Golden Glades and the West Palm Beach Gardens office,  
 10 had you ever physically been inside an incumbent local  
 11 exchange company's central office?  
 12 A I didn't hear the entire question.  
 13 Q Prior to the walk-throughs that we had at the  
 14 North Dade Golden Glades office and the West Palm Beach  
 15 Gardens office, had you ever physically been inside an  
 16 incumbent local exchange company's local office?  
 17 A No, ma'am.  
 18 Q Okay.  
 19 MS. WHITE: That's all I have. Thank you.  
 20 COMMISSIONER DEASON: Staff.  
 21 CROSS EXAMINATION  
 22 BY MS. KEATING:  
 23 Q Good afternoon, Mr. Nilson. I've just got a  
 24 couple of questions, and they relate to your floor plan  
 25 diagram.

1 A All right.  
 2 Q You'd indicated certain areas in blue, and I  
 3 believe you said that those were the areas where Supra  
 4 preferred to collocate; is that correct?  
 5 A Yes, we prepared that per your request.  
 6 Q Okay. Could you explain to us what it is about  
 7 those areas that you indicated in blue, why they are  
 8 preferred by Supra for collocation?  
 9 A I'll be glad to. Shall we have the overlays put  
 10 back up again?  
 11 Q That would be helpful.  
 12 COMMISSIONER JACOBS: While they are doing that,  
 13 Mr. Nilson, I had mentioned -- I'm glad this came up  
 14 because you had indicated there had been some, I think it  
 15 was frames that had been removed that created some space;  
 16 is that correct?  
 17 WITNESS NILSON: Yes.  
 18 COMMISSIONER JACOBS: If when you -- as you go  
 19 through this, could you just point that out for me? Well,  
 20 let me ask you this question: Was any of that space used in  
 21 your request for space? Were you looking at that space for  
 22 your request?  
 23 WITNESS NILSON: Specifically in terms of frames  
 24 of equipment that were removed from the central office?  
 25 COMMISSIONER JACOBS: Right. Right. Were you

1 looking at any of that space to fulfill your request, or  
 2 was that just going to the point to indicate that those  
 3 growth projections had not met their original, the original  
 4 requirement?  
 5 WITNESS NILSON: In some areas we looked at  
 6 places where equipment had been removed, and in other  
 7 places where equipment was removed it was of a fragmented  
 8 nature and was being used by BellSouth then to allow space  
 9 to what they call turnaround space where they have put new  
 10 equipment in, hook it up, get it working and then take the  
 11 old equipment out; and in those cases, no, we did not  
 12 approach those particular spaces.  
 13 COMMISSIONER JACOBS: I see.  
 14 WITNESS NILSON: So your answer is both yes and  
 15 no.  
 16 COMMISSIONER JACOBS: I understand. Thank you.  
 17 WITNESS NILSON: One of the places where the  
 18 answer is yes is here in this first option. If you refer  
 19 to the Option Number 1, I'll go down through some of the  
 20 reasons that we identified this area as potentially for  
 21 collocation. The first reason is that in quite close  
 22 proximity to one another there is access to both the  
 23 isolated and integrated ground plains. That allows us to  
 24 install both our switching and our transmission equipment  
 25 in one physically isolated region. If you notice, it's

1 kind of off in a corner of the central office. It's in  
 2 close proximity to the main distribution frame from which  
 3 all of the unbundled loops are provisioned from.  
 4 The fact that it's off to the corner of the  
 5 central office leads one to think that there is a potential  
 6 for constructing the fire walls if it's deemed they are  
 7 necessary in that particular area, and the particular  
 8 equipment that was installed in the area, the integrated  
 9 ground plane, is of the nature of what Commissioner Jacobs  
 10 just asked about. It's largely equipment that's coming to  
 11 the end of its life. There are a lot of empty frames in  
 12 that area and apparently was a place where some of the  
 13 older equipment had been installed at one time and a lot  
 14 has been removed.  
 15 Additionally, one of the reasons we focused on  
 16 that particular area to cover the needs of the switching  
 17 equipment on the isolated ground plane is that the -- we  
 18 were told during the walk through that the MAP terminals  
 19 located in that location were duplicated and functioned by  
 20 additional terminals located in the upper left-hand corner  
 21 of the central office where there are additional terminals  
 22 ostensibly used for the same purpose. So we weren't asking  
 23 in this case to remove the only means of access to that  
 24 switch, just one of the duplicated means.  
 25 BY MS. KEATING (Continuing):

1 Q And what about the other areas you've indicated  
2 in blue?

3 A Okay. In this Option 2 area, we chose the  
4 right-hand blue region which is on the isolated ground  
5 plane because during the Volume 2 Production of Documents  
6 we discovered in POD Number 27 that the space reserved in  
7 that area would account for six to seven years growth on  
8 the tandem switch and up to 25 years growth on the operator  
9 services switch in that area, and we seen that -- we felt  
10 that given that long a projection forward that it would be  
11 reasonable to ask that that space be turned over for the  
12 purposes of collocation.

13 The blue area to the left is in an area that  
14 BellSouth has identified is available for virtual  
15 collocation. It sits on the integrated ground plane;  
16 therefore, it's suitable for the installation of  
17 transmission equipment; and we chose it predominantly  
18 because it had already previously been identified as one of  
19 the available collocation spaces in the office.

20 Q Could you explain to me the difference -- you've  
21 got an Option 2 here that you just explained, and then on  
22 your Option 3 for this office, you've just got color coded  
23 the places you just described that has vertical collocation  
24 that is on the integrated ground plane?

25 A I'd be glad to. I've explained that quite a few

1 times in the last week. It seems to hit everybody the same  
2 way.

3 What Option 3 represents is a choice of two  
4 particular spaces, one on the first floor, one on the  
5 second floor. The one on the first floor to supply the  
6 integrated ground plane, the one on the second floor to  
7 supply the isolated ground plane. So for the purposes of  
8 my Option 3, you actually have to look at two sheets of  
9 paper to see the entire area. The space, again, set aside  
10 on the first floor is that integrated ground plane area  
11 that I already explained in Option 2 why that was chosen.

12 On the second floor -- on the second floor, which  
13 is the next page and is represented by the overlay they are  
14 putting up right now, that area, again, in Volume 2, POD  
15 Number 27 is identified as being four to five years future  
16 growth space for the 01T tandem and the DSO local switch in  
17 that office; and there is also a statement in there that  
18 that time period could be extended considerably beyond that  
19 period by the process of the LM to LCM upgrades that have  
20 previously been testified as already in progress in that  
21 office. So we knew that from that estimate there was  
22 approximately four to five years capacity in that area and  
23 that they had the ability to make that a larger amount of  
24 time, so we selected that for being returned for purposes  
25 of collocation.

1 Q And for the West Palm Beach Gardens office?

2 A Again, in the West Palm Beach Gardens office,  
3 let's take the upper right-hand area. That's space that  
4 sits in the integrated ground plane area suitable for  
5 transmission equipment, close proximity to the main  
6 distribution frame from which the unbundled network  
7 elements need to be provisioned, so we get good close  
8 proximity to make those connections in a clean fashion.  
9 And the other reason is that it's in an area where virtual  
10 collocation has been granted to another customer, so we  
11 didn't think it would be all that unreasonable to ask for  
12 that area. I would point out that there were numerous  
13 other places where that could have been selected. That was  
14 just one suggestion that we've made.

15 Regarding the location of switching down in the  
16 lower left-hand corner, that represents growth in their 04  
17 tandem space. There is three lineups of switching  
18 equipment provided for, and we also noticed during the  
19 walk-through that at least three frames of the lineups that  
20 are currently installed are installed with dummy panels,  
21 which means they are not currently being used for service.

22 Leaving that portion aside, the three lineups of  
23 14 frames each at a rate that has been testified to as  
24 seven frames per year of growth represents a six-year  
25 growth space. So we estimated that where they've reserved

1 six years of growth space that it would be reasonable to  
2 ask that some of that space be returned for collocation  
3 purposes.

4 Q I'd like to direct your attention to the upper  
5 left-hand corner of that chart.

6 A Yes, ma'am.

7 Q And I'm looking at two particular areas, the  
8 first one is the OCC administrative. It looks like  
9 uncrating; is that correct?

10 A Yes, ma'am.

11 Q Okay. And then right next to that, "Equipment  
12 staging."

13 A Yes.

14 Q Is there anything about those two areas that make  
15 them unsuitable for physical collocation?

16 A No, not at all. Quite honestly, these proposals  
17 were produced under a time crunch. We could have gone on  
18 and selected additional spaces within the Gardens office,  
19 but this was the amount of work we were able to prepare and  
20 get it submitted to you by the time limits we had.

21 Q But they're not -- while they may be suitable for  
22 physical collocation, they are not necessarily preferred  
23 like the areas you've indicated in blue?

24 A I don't know if I want to make that statement.  
25 We would like to collocate our equipment in this office.

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1 Provided we have a, you know, a technically good place to  
2 mount our equipment, we would be satisfied with  
3 collocation.

4 Q Okay. Well, if I could direct your attention  
5 back to the North Dade Golden Glades floor plan.

6 A Yes, ma'am.

7 Q And over on the left-hand side is the "Work Area  
8 Restoration."

9 A Yes, ma'am.

10 Q Is there anything about that area that makes it  
11 unsuitable.

12 A Not at all. Indeed, that's already surrounded  
13 with -- I can't certify that it's a fire-rated wall, but  
14 it's certainly surrounded by the type of walls that are  
15 similar to a fire-rated wall, and it could be used for  
16 collocation purposes. We did mark it in red, the available  
17 spaces, because we noticed that at some point during the  
18 walk-through process the purpose of that room had been  
19 changed; therefore, we determined, or we assumed that the  
20 original purpose for that room as administrative space had  
21 been decided as not as important as another use.

22 Q Thank you, Mr. Nilson.

23 MS. KEATING: That's all we have.

24 COMMISSIONER DEASON: Commissioners.

25 (NO RESPONSE)

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1 THE COURT: Redirect.

2 REDIRECT EXAMINATION

3 BY MS. SUMMERLIN:

4 Q Mr. Nilson, I've got just a few questions. First  
5 of all, let me go back to something that was mentioned by  
6 Ms. White. Do you believe that BellSouth under the  
7 Telecommunications Act has a duty to maximize space  
8 available for physical collocation?

9 A Yes.

10 Q Do you believe that that includes updating  
11 equipment that is obsolete and/or under-utilized?

12 A Yes.

13 Q Okay. On the proprietary exhibit, your  
14 late-filed -- it's identified DAN-2. On the page where you  
15 were going through with Ms. White, I think it's the third  
16 page. She was pointing you to a column under the heading,  
17 "ISP Traffic From Supra Subscribers," under that section.

18 A Yes, ma'am.

19 Q She was talking to you about the far-right figure  
20 for the first category under that, which was the minutes  
21 per month, ISP from unbundled loops, and she was pointing  
22 out that that was a seven-figure aggregate amount; is that  
23 correct?

24 A That's correct.

25 Q Okay. Is it --

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1 A That, by the way, represents traffic that solely  
2 exists on Supra's network. It's not traffic that  
3 interconnects to BellSouth in any way.

4 Q Okay. On the second line of -- right directly  
5 underneath that category, it's got minutes per month, ISP  
6 from PBX T1s.

7 A That's correct.

8 Q Is the figure in that farthest right column, the  
9 aggregate figure, also a seven figure or in excess of seven  
10 figures?

11 A That's correct.

12 Q Okay.

13 A And, again, that's traffic that's strictly from  
14 Supra subscribers to data networks under our control and  
15 doesn't transit BellSouth's network.

16 Q Okay. Is there -- or let me just ask you a  
17 couple of the things about the ascend TNT to try to follow  
18 it with what Ms. White said. Does the ascend TNT SS7  
19 generate call detail records for billing?

20 A Yes, it does.

21 Q Okay. Is there a reason BellSouth should be glad  
22 that Supra wants to deploy the TNT SS7 platform?

23 A In my opinion, yes. The predominant purpose that  
24 this particular piece of equipment was designed for is to  
25 off load the public switch telephone network from

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1 congestion. The particular attributes of this switch allow  
2 calls to be routed through this, either data or voice calls  
3 without burdening the BellSouth access tandems; and for  
4 that purpose, we are actually doing them a service.

5 Q Okay. Does the ascend TNT SS7 support TCAP and  
6 AIN services?

7 A Yes, and Release 3.

8 Q What exactly are these services?

9 A Those are advanced services that are  
10 traditionally supported by Class 5 switching platforms.

11 Q Okay. Does BellSouth provide these services?

12 A Yes, they do.

13 Q What equipment does BellSouth use to provide  
14 these services?

15 A Their Class 5 telephone switches.

16 Q Okay. Does ascend TNT SS7 route voice and fax  
17 and data calls?

18 A Yes, in Release 4 it will. Yes.

19 Q Okay. What are these services exactly when you  
20 talk about voice -- just voice fax and data?

21 A That's the ability for the switch to handle  
22 traditional voice circuits or data circuits transparently  
23 across a broad band rather than a narrow band network for  
24 trunking and space efficiency.

25 Q Okay. Does BellSouth provide these services?

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1 A Yes, they do.

2 Q What equipment does BellSouth use to provide

3 these services?

4 A Their Class 5 switches.

5 Q Is it your understanding that BellSouth's

6 position has been that a CLEC can physically collocate any

7 equipment in an arrangement as long as it provides both

8 telecommunications services and enhanced services from the

9 same arrangement?

10 A Yes, that is provided for by CFR 47.

11 Q How do you define the term "arrangement?"

12 A "Arrangement," I would refer back to numerous

13 documents that we receive on a daily basis from BellSouth

14 that talks about arrangement in terms of the entire

15 collocation that we are attempting to make in a given

16 central office. That would include power frames and

17 unbundled network elements, basically our entire space in

18 the equipment that is enclosed within it.

19 Q Okay. When you talk about the concept of a

20 one-source provider, does that mean that a company needs to

21 provide all of the basic telecommunications services?

22 A Yes.

23 Q Is that what Supra's business plan is?

24 A Oh, absolutely.

25 Q Does that mean that Supra wants to provide local

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1 service?

2 A Yes.

3 Q Does BellSouth provide local service?

4 A Yes, they do.

5 Q Does BellSouth provide long distance?

6 A Well, not directly, through BellSouth Long

7 Distance, and I understand it's provisioned through

8 BellSouth Mobility using those two affiliates, yes.

9 Q Okay. Does Supra want to provide long distance?

10 A Yes.

11 Q Does Supra want to provide Internet services?

12 A Yes.

13 Q Does BellSouth provide Internet service?

14 A Through BellSouth.net, yes.

15 Q Is it Supra's position that it must be able to

16 provide these services to be able to compete with

17 BellSouth?

18 A Yes.

19 Q Okay. You have stated to Ms. White that you

20 haven't spent a lot of time configuring BellSouth central

21 offices. Exactly what kind of experience have you had that

22 gives us authority to be talking about this subject matter?

23 A Most of the work that I've done over the years

24 has been in project and program management where I have

25 either been required to plan and forecast requirements of

211

1 various types, and additionally look at floor space

2 requirements in manufacturing facilities to support

3 required needs in advance. This was done under several

4 industries governed by either the Department of Defense or

5 the Food and Drug Administration.

6 Q Have you had extensive vendor contact?

7 A All my life, yes.

8 Q Okay. Does having extensive vendor contact give

9 you an opportunity to get educated on the most

10 technologically advanced aspects of the areas you are

11 looking at?

12 A Yes.

13 Q Has that happened in this situation dealing with

14 the ascend TNT?

15 A Absolutely. Sometimes it's a two-way street.

16 Sometimes we educate the vendors. It's sometimes a

17 necessity that information flow from us to them as well.

18 Q Is it true that you've had extensive interaction

19 with the three major switch vendors?

20 A Absolutely, not only interaction but visits to

21 numerous of their facilities, discussions with their design

22 and project planning engineers.

23 MS. SUMMERLIN: I have no further questions.

24 COMMISSIONER DEASON: Exhibits.

25 MS. SUMMERLIN: Supra would like to move the

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1 Exhibit 23.

2 COMMISSIONER DEASON: Without objection Exhibit

3 23 is admitted.

4 MS. SUMMERLIN: Supra would call Mark Graham.

5 Whereupon,

6 MARK C. GRAHAM

7 was called as a witness on behalf of Supra and, after being

8 duly sworn, testified as follows:

9 DIRECT EXAMINATION

10 BY MS. SUMMERLIN:

11 Q Mr. Graham, would you please give your name and

12 address for the record?

13 A My name is Mark Graham. My address is 2670

14 Southwest 27th Avenue in Miami, Florida, 33133.

15 Q Did you prefile direct testimony in this

16 proceeding consisting of 11 pages?

17 A Yes, I did.

18 Q Okay. And would your answers to these questions

19 be the same if I asked you these questions here today?

20 A Yes, they would.

21 Q Do you have any changes or corrections to your

22 testimony?

23 A No.

24 MS. SUMMERLIN: I would ask that Mr. Graham's

25 direct testimony be inserted into the record as though

1 read.

2 COMMISSIONER DEASON: Without objection it shall  
3 be so inserted.

4 MS. SUMMERLIN: Rebuttal, I'm sorry.

5 COMMISSIONER DEASON: I'm sorry?

6 MS. SUMMERLIN: I misspoke and said direct. It  
7 was rebuttal testimony.

8 COMMISSIONER DEASON: Very well.

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1 BY MS. SUMMERLIN (Continuing):

2 Q Mr. Graham, did you also prefile an exhibit that  
3 is your resume that was attached to your rebuttal testimony  
4 and it's identified as MCG-1RT?

5 A Yes, I did.

6 Q So that is basically just your resume that you  
7 prepared.

8 MS. SUMMERLIN: Okay. I would ask that  
9 Mr. Graham's exhibit be identified for the record as Number  
10 24.

11 COMMISSIONER DEASON: It will be so identified.

12 MS. SUMMERLIN: Okay.

13 BY MS. SUMMERLIN (Continuing):

14 Q Okay. Mr. Graham, have you prepared a summary of  
15 your rebuttal testimony?

16 A Yes, I have.

17 Q Okay. Would you give that summary now before you  
18 proceed to go into the video presentation?

19 A Certainly.

20 Q Okay.

21 A Hello. I've been employed by various telephone  
22 switch vendors and voice mail equipment manufacturers for  
23 the past 19 years. During this time I've spent the  
24 majority of my working life installing, testing and  
25 upgrading this equipment inside central offices throughout

1 the country. It is my opinion that the central offices in  
2 question, Golden Glades and West Palm Beach Gardens,  
3 currently have sufficient space to provide physical  
4 collocation for Supra's equipment. In addition, my  
5 testimony presents some reasonable options which could be  
6 used by BellSouth to generate even more space. Were these  
7 central offices not tandem offices through which most of  
8 our customers phone calls will be routed, the issue of  
9 space would not be so critical. But with the current  
10 market share that BellSouth commands, this issue is of  
11 prime importance to my company.

12 My testimony also addresses the requirement of  
13 Supra to be allowed to install modems and routers within  
14 the physical collocation space commonly termed "remote  
15 access concentrators." What I'm referring to here is the  
16 ascend TNT as well as the Cisco equipment. This equipment  
17 can and will be used to provide Supra the ability to  
18 provision, maintain, collect billing information and to  
19 provide alarming capability remotely. Identical in  
20 function to BellSouth's various modems and routers but more  
21 space efficient. It will also be used to provide direct  
22 basic telephony functions to PBX customers and to provide  
23 ISDN basic rate and ISDN primary rate services to  
24 customers. The ability to provide these services and to  
25 access our equipment remotely is simply mandatory to any

1 physical collocator.

2 Finally, my testimony addresses the BellSouth  
3 requirement of installation of fire walls separating  
4 Supra's equipment from BellSouth's. I have seen first-hand  
5 examples of virtual collocator's equipment located within  
6 BellSouth's central office without fire wall construction.  
7 I have seen first hand a separate BellSouth Internet  
8 subsidiary collocated within a BellSouth central office  
9 without fire wall construction. I have heard testimony  
10 from BellSouth that the fire wall requirement is being  
11 required by local municipalities and building codes. Yet,  
12 if this were so, why would BellSouth specifically state in  
13 its company-wide collocation guide that walls will be  
14 constructed? It is interesting that BellSouth will allow  
15 separate collocators to erect equipment without walls  
16 between them yet requires them to be located between their  
17 own equipment and that of the physical collocators. It is,  
18 therefore, my belief that the issue of walls and their  
19 inherent space requirements are a desire of BellSouth, not  
20 one of local ordinances. As such, this desire should be  
21 superseded in cases of restricted space where no codes  
22 require fire walls, and the burden of this expense for any  
23 walls not required by local ordinances should be placed  
24 upon those who desire it.

25 It is for these reasons that I appear here today

1 and present my rebuttal testimony as well as a videotaped  
2 walk-through of the central offices in question. I ask  
3 that the Commission review the testimony of my company and  
4 determine the validity of our arguments which are crucial  
5 to the success of our fledgling company. Thank you very  
6 much.

7 Q Mr. Graham, you've now got your video  
8 presentation to present?

9 A Yes, I'll try to keep it as brief as possible.  
10 Due to not being able to actually edit and cut out things,  
11 I'm going to have to be doing some fast forwarding and  
12 rewinding. Also, I would ask that I have some help in just  
13 demonstrating what areas we are viewing on the tape.

14 I'm going to start with the Golden Glades  
15 walk-through. As I mentioned before, these tapes comprise,  
16 I believe it was seven hours worth of videotape, so we'll  
17 do our best to get through them as quickly as possible. I  
18 ran it through yesterday just to see how long it would  
19 take. I'm anticipating about a half hour.

20 The first area I'm going to be describing is this  
21 area where the old STP is currently located. That is here,  
22 if I can get it to play correctly.

23 (VIDEO PLAYED)

24 A Most sections won't be as long as this one. I  
25 just want to -- this is one of our crucial areas.

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1 COMMISSIONER CLARK: Mr. Nilson, will you show us  
2 where we are looking on your --

3 (Mr. Nilson indicates)

4 WITNESS NILSON: The STP is in this area  
5 (indicates). The 03 and 04 --

6 COMMISSIONER DEASON: Mr. Nilson, I'm sorry, you  
7 cannot be testifying at this point. You don't even have a  
8 microphone, unless you want to take another mike.

9 A As he is saying, the equipment you are looking at  
10 there will be removed. This is the existing STP that is  
11 going to be removed as well as the extra space shown, which  
12 has been described in the tape as being for the 0 -- for  
13 the STP, the 03T and the 04T switches.

14 The next area that we proceeded to was the middle  
15 red block. That's it (indicates) As stated in the tape  
16 here, this is for the 04T switch.

17 (VIDEO PLAYED)

18 A That's this area here (indicates). That was an  
19 interesting statement right there, this is the only area  
20 open for the 04T switch. We have just seen earlier space  
21 designated for the 04T switch.

22 We will now proceed to --

23 COMMISSIONER JACOBS: So the first area was --

24 WITNESS GRAHAM: The first area was designated as  
25 space for growth of the STP, the 03T, and 04T growth space.

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1 COMMISSIONER JACOBS: And then the second is  
2 designated for growth for a separate switch.

3 WITNESS GRAHAM: Just for 04T.

4 COMMISSIONER JACOBS: Tandem? That's the tandem?

5 WITNESS GRAHAM: That's the tandem.

6 COMMISSIONER JACOBS: Okay.

7 A The next area is the blue area actually currently  
8 shown here, the virtual collocation, slash, future  
9 transmission area.

10 (VIDEO PLAYED)

11 A That was that area in blue.

12 The next section is an area that we have not got  
13 marked in red. It's above the current air handling unit.  
14 It's similar to the room that will be available for the air  
15 handling unit when it's moved later on.

16 MS. WHITE: Ms. Summerlin, I'm a little confused.  
17 I thought that the portions of the tape that you were going  
18 to show was only going to correspond to the red areas.

19 WITNESS GRAHAM: Because of the limited space  
20 currently in the air handling we felt like it would be  
21 better to show the same amount of space that will be  
22 cleared up when it's moved; however, if you'd like, I can  
23 skip that part. We've certainly got plenty.

24 MS. WHITE: I just wanted to make sure I  
25 understood what we were watching.

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1 MS. SUMMERLIN: No, I don't understand that we  
2 had made that representation. We were primarily focusing  
3 on those areas, but also other areas that we thought were  
4 important. We gave you the flagging stops so that you  
5 could know that ahead of time.

6 (VIDEO PLAYED)

7 A The next area we'll be moving on to is what is  
8 marked as "Work Area Restoration OCC Admin." That's this  
9 area here (indicates).

10 (VIDEO PLAYED)

11 A The next area is the DAX terminal area. That's  
12 actually -- yeah, that's within that area. We are just  
13 here demonstrating some of the various terminal equipment  
14 that's located within the office.

15 COMMISSIONER JACOBS: If I recall, in this office  
16 there is one collocater there now, virtual collocater there  
17 now? Not in this office?

18 WITNESS GRAHAM: I think that's in the other  
19 office, if I'm not mistaken.

20 A I'm afraid some of this -- these video tapes  
21 don't tend to be terribly accurate, so my numbering system  
22 isn't always right. This was some of the terminal  
23 equipment I was attempting to show.

24 (VIDEO PLAYED)

25 A Again, this is terminals and work stations within

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1 the occupied area. There is obviously quite a bit of this  
2 sort of terminal equipment. I'm just using this as a  
3 demonstration of one of the areas.

4 The next area I'm going to be showing is the  
5 transmission maintenance area. This area is currently  
6 houses a lot of terminal equipment which you'll see  
7 shortly.

8 (VIDEO PLAYED)

9 A As said, there is a monitor for each switch.

10 The next section is the -- is just the  
11 demonstration of some unused space in DSX racks. This  
12 speaks to the issue of fragmented space throughout the  
13 office. Again, I apologize, the timing is not accurate.

14 (VIDEO PLAYED)

15 A What I'm trying to demonstrate is above these DSX  
16 panels there is quite a bit of space open up there that is  
17 not currently being used.

18 The next area I'm going to show is the MAP  
19 positions in the northeast corners. These are where the  
20 current terminals for the tandem and STP switches are.  
21 That's the area.

22 (VIDEO PLAYED)

23 A With a little luck he'll turnaround and start  
24 showing the terminals. That's what I'm trying to show.  
25 Again, this is the area for maintenance of the 03T and

1 04T -- no, no, no, the STP, apparently, switches.  
 2 The next area I'm going to go to, we traveled  
 3 upstairs at this point; and if we can get the second floor  
 4 plan put up there. This is the area designated as computer  
 5 base training area, CBT area and the southeast area.

6 That would be this area here.

7 (VIDEO PLAYED)

8 A I'll now proceed to the MAP positions for the  
 9 tandem and local switches. Again, these are -- Actually,  
 10 I've lost my tape. I'm going to fast forward to that  
 11 part. This is the area here where there are, again,  
 12 multiple terminals for controlling the different switches,  
 13 tandem switch and the local switch.

14 (VIDEO PLAYED)

15 A The next area I would like to proceed to is the  
 16 staging area in the northwest. The reason I call it the  
 17 staging area, there is currently vendors in that location  
 18 who have put their equipment for installations physically  
 19 located in that area.

20 (VIDEO PLAYED)

21 A I'm sorry, this is not the part that I was trying  
 22 to show. I'm trying to get back to the beginning of this  
 23 area. There we go.

24 (VIDEO PLAYED)

25 A As you can see, there is quite a bit of space

1 there open at the moment. They are showing for 01T  
 2 growth. I'm not going to subject you to any more views of  
 3 the floor.

4 The last on this tape is just an example of an  
 5 internally mounted monitor, which is basically a work  
 6 station within the frames as opposed to a separate table  
 7 and work station setup. Obviously, my number is off here  
 8 again. These were the terminals to which I was referring.

9 (VIDEO PLAYED)

10 A By housing the terminals inside the bays,  
 11 obviously that greatly reduces the floor space required for  
 12 maintenance areas.

13 Now I'd like to proceed to the West Palm Beach  
 14 Gardens video. The first area we'll be seeing here is the  
 15 maintenance and administration area.

16 (VIDEO PLAYED)

17 A The next area is the SCP expansion in the  
 18 northeast area.

19 (VIDEO PLAYED)

20 A The next scene is a demonstration of some modems  
 21 within the BellSouth office which are used for similar  
 22 purposes to the ones we'd like to install; however, I think  
 23 you'll --

24 (VIDEO PLAYED)

25 A I'm going to back it up.

1 (VIDEO PLAYED)

2 A The next area I'd like to show is more of the SCP  
 3 expansion area.

4 (VIDEO PLAYED)

5 A Again, here are some internally mounted  
 6 terminals.

7 The next area I'd like to go to is terminal areas  
 8 for the STP, which at one point was part of the mainframe  
 9 but now is freed up. I believe that's the top right red  
 10 area. That's this area.

11 (VIDEO PLAYED)

12 A The next area is for the northeast red area  
 13 labeled "Future Transmission, DSX-1 Lineup."

14 (VIDEO PLAYED)

15 A The next area I would like to go to is labeled  
 16 "Tightened Expansion," in the center.

17 (VIDEO PLAYED)

18 A The next area I'd like to go to is labeled as  
 19 "Future Toll Growth Space." It's basically right beside  
 20 the area we just now looked at.

21 (VIDEO PLAYED)

22 A I'm sorry, I don't think I correctly identified  
 23 this area. This is over here (indicates). This is the  
 24 area I'm referring to.

25 (VIDEO PLAYED)

1 A I'd now like to continue to another place with  
 2 modems within the office. These particular modems are  
 3 described as being used for customers to configure the DAX  
 4 equipment.

5 (VIDEO PLAYED)

6 A Again, obviously this equipment sitting on a  
 7 shelf like that is not a very efficient use of space; and,  
 8 again, our -- the equipment that we want to put in will  
 9 greatly improve that space efficiency.

10 I'd now like to proceed to the tandem growth area  
 11 in the southwest. Overshot.

12 (VIDEO PLAYED)

13 A The next area I'd like to show is the MAP area  
 14 for the tandem and local switches in the northwest area. I  
 15 would also point out the statement concerning the center  
 16 area, that this center terminal can monitor every switch in  
 17 the building except for the SCP.

18 (VIDEO PLAYED)

19 A The next area I'd like to show is labeled as  
 20 "Staging and Transmission Administration" areas in the  
 21 northwest area. That's it right there (indicates).

22 (VIDEO PLAYED)

23 A I'm almost finished here. The next area I'd like  
 24 to show is, again, the area where the CO supervisor has his  
 25 work space. That is currently identified as just below the

1 future virtual collocation area. I'm hoping to be able to  
2 stop on the virtual collocation area. Unfortunately, the  
3 cameraman doesn't always oblige what I'd like to see.

4 (VIDEO PLAYED)

5 A The next area I'd like to show is, again, an  
6 example of a terminal mounted inside the frames. This is  
7 just within the work space area. Again, an example of much  
8 more efficient work space.

9 (VIDEO PLAYED)

10 A This is what I'm referring to here.

11 (VIDEO PLAYED)

12 A The next area is, again, a demonstration of  
13 internal fragmented space. In this particular case there  
14 are approximately 12 to 14 frames worth of equipment  
15 scattered within the switch.

16 (VIDEO PLAYED)

17 A And the final area I'd like to show is just  
18 another example of modems within the, within BellSouth  
19 office use. "For a Customer to Interface to our Switch" is  
20 the description.

21 (VIDEO PLAYED)

22 A Again, as the tape runs along, the numbering goes  
23 off more.

24 (VIDEO PLAYED)

25 A And that concludes the video testimony.

1 MS. SUMMERLIN: Tender the witness for cross.

2 COMMISSIONER DEASON: Ms. White.

3 MS. WHITE: Yes.

4 CROSS EXAMINATION

5 BY MS. WHITE:

6 Q Good afternoon, Mr. Graham. My name is Nancy  
7 White. I represent BellSouth Telecommunications. Does the  
8 FCC allow an incumbent local exchange company to separate  
9 the collocating carrier's space from the incumbent's  
10 facilities?

11 A The collocator's carrier space from the incumbent  
12 facility. I don't know the answer to that.

13 Q Okay. Have you got the Code of Federal  
14 Regulations with you, particularly Section 51.323(I)?

15 A I do not have that with me.

16 Q Okay. Would you accept, subject to check, that  
17 that reads: "An incumbent LEC may require reasonable  
18 security arrangements to separate a collocating  
19 telecommunications carrier's space from the incumbent LEC's  
20 facilities?"

21 A I will have to take your word on it.

22 Q I can show it to you if you don't want to accept  
23 my word.

24 A I accept your word.

25 Q Okay. Does Supra intend to put voice mail

1 equipment in its physical collocations?

2 A I believe so, yes.

3 Q Does Supra intend to put Internet equipment in  
4 its physical collocations?

5 A I do not believe so.

6 Q Is voice mail considered an enhanced service?

7 A I don't know the answer to that.

8 Q Is Internet service considered an enhanced  
9 service?

10 A I would assume so.

11 Q Now you've had a lot of experience in the voice  
12 mail arena; is that right?

13 A Definitely.

14 Q So with your experience in the voice mail arena,  
15 are you familiar with the FCC orders on when and if and how  
16 a Bell operating company can put enhanced service equipment  
17 in its central office?

18 A No, I am not.

19 Q Now I'm a little confused with the question (sic)  
20 you gave me just a few minutes ago. You said that Supra  
21 did not intend to put Internet equipment in the physical  
22 collocation area.

23 A I guess I would need you to define Internet  
24 equipment.

25 Q Okay. Well, equipment that can provide Internet

1 service.

2 A We are expecting to put equipment in that has the  
3 ability to be able to access Internet services.

4 Q Well, and doesn't Supra intend to be an Internet  
5 service provider?

6 A Yes, but that equipment we don't plan to locate  
7 within the facility.

8 Q Okay. Where are you going to put that equipment?

9 A It's outside of my range, but I would assume we  
10 are going to have servers and that sort of equipment  
11 located somewhere.

12 Q Now one of your ideas for coming up with some  
13 space in these central offices is to take the vendor  
14 staging areas, which we just saw a little bit of, and put  
15 those materials in a truck and park the truck outside the  
16 central office until the vendor needs it; is that right?

17 A This is a method that I've personally used in the  
18 past.

19 Q Okay. And when you used that method, where was  
20 that central office located?

21 A It was in Pontoon Beach, Illinois.

22 Q And would you agree with me that that's a rural  
23 area?

24 A Yes, I will not argue.

25 Q Would you agree me that the Golden Glades office

1 is in a very urban neighborhood?  
 2 A Yes.  
 3 Q Your title is vice president of voice mail?  
 4 A That's right.  
 5 Q And you report to Mr. Bender now, but a week ago  
 6 it was Mr. Ramos?  
 7 A That's correct.  
 8 Q Okay. And your experience has been in the  
 9 installment of switches for Nortel and Siemens and the  
 10 installation of voice mail equipment for Converse  
 11 Technology?  
 12 A That's right.  
 13 Q Your expertise here today isn't in the equipment  
 14 side, is it, the equipment that I spoke to Mr. Nilson  
 15 about?  
 16 A I'm familiar with central offices equipment as of  
 17 about ten years ago.  
 18 Q Okay. And you've never had any experience  
 19 designing a public switch network central office, have you?  
 20 A Installation, yes. Designing, no.  
 21 Q Okay. Thank you.  
 22 MS. WHITE: I have nothing further.  
 23 COMMISSIONER DEASON: Staff.  
 24 MS. KEATING: Staff has no questions.  
 25 COMMISSIONER DEASON: Commissioners.

1 (NO RESPONSE)  
 2 COMMISSIONER DEASON: Redirect.  
 3 MS. SUMMERLIN: No redirect.  
 4 COMMISSIONER DEASON: Exhibits.  
 5 MS. SUMMERLIN: We'd, Supra would move Exhibit  
 6 24.  
 7 COMMISSIONER DEASON: Without objection exhibit  
 8 24 is admitted.  
 9 Thank you, Mr. Graham.  
 10 We'll take a 10-minute recess at this time.  
 11 (BRIEF RECESS TAKEN)  
 12 COMMISSIONER DEASON: Call the hearing back to  
 13 order.  
 14 Ms. White.  
 15 MS. WHITE: Yes. BellSouth calls David Thierry.  
 16 Whereupon,  
 17 DAVID THIERRY  
 18 was called as a witness on behalf of BellSouth and, after  
 19 being first duly sworn, testified as follows:  
 20 DIRECT EXAMINATION  
 21 BY MS. WHITE:  
 22 Q Mr. Thierry, would you please state your name and  
 23 address for the record?  
 24 A My name is David Thierry. My business address is  
 25 675 West Peachtree Street in Atlanta, Georgia.

1 Q By whom are you employed and in what capacity?  
 2 A I'm employed by BellSouth Telecommunications,  
 3 Inc. as manager in the interconnection services pricing  
 4 division.  
 5 Q Have you previously caused to be prepared and  
 6 prefiled in this case direct testimony consisting of eight  
 7 pages?  
 8 A Yes, I have.  
 9 Q Do you have any additions, changes or corrections  
 10 to make to that testimony at this time?  
 11 A Yes, I do.  
 12 Q Would you please give those?  
 13 A I've got two minor corrections, one in my direct  
 14 testimony, one in my rebuttal testimony.  
 15 Q Okay. Well, why don't you just give us the  
 16 corrections in your direct at this time.  
 17 A Direct testimony on page 2, line 12, please  
 18 insert Issue Number 4 as I omitted that when I was typing  
 19 up my testimony. I addressed the issue. I just did not  
 20 list it in the introductory section of my testimony.  
 21 Q What is the other change in your direct  
 22 testimony?  
 23 A Actually, just the one, and then identical change  
 24 in rebuttal.  
 25 Q And did you have two exhibits attached to your

1 direct testimony labeled DT-1 and DT-2?  
 2 A Yes, I did.  
 3 Q Do you have any changes to those exhibits?  
 4 A No, I do not.  
 5 MS. WHITE: Mr. Deason, I'd like to ask that the  
 6 direct testimony of Mr. Thierry be moved into the record.  
 7 COMMISSIONER DEASON: Without objection it shall  
 8 be inserted into the record.  
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1 MS. WHITE: And I would like to ask that the  
 2 exhibits attached to Mr. Thierry's direct testimony be  
 3 labeled as the next exhibit number.  
 4 COMMISSIONER DEASON: Exhibit 25.  
 5 BY MS. WHITE (Continuing):  
 6 Q Mr. Thierry, you also filed rebuttal testimony in  
 7 this case consisting of ten pages?  
 8 A Yes, I did.  
 9 Q Do you have any changes, additions or corrections  
 10 to make to the rebuttal testimony at this time?  
 11 A Yes, I do. As I mentioned, on page 2, line 1,  
 12 please insert issue number 4.  
 13 Q If I were to ask you the same questions that are  
 14 posed in your prefiled direct and rebuttal testimony today,  
 15 would your answers to those questions be the same?  
 16 A Yes, they would.  
 17 Q Did you have one exhibit attached to your  
 18 rebuttal testimony labeled DT-37?  
 19 A Yes, I do.  
 20 Q Do you have any changes to those exhibits?  
 21 A No, I do not.  
 22 Q Okay.  
 23 MS. WHITE: I'd like to have the exhibits --  
 24 excuse me, I'd like to have the rebuttal testimony moved  
 25 into the record as if read.

1 COMMISSIONER DEASON: Without objection it shall  
 2 be inserted into the record.  
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1 MS. WHITE: And I'd like to have the exhibit  
2 attached to Mr. Thierry's rebuttal testimony labeled as an  
3 exhibit.

4 COMMISSIONER DEASON: Exhibits 26.

5 BY MS. WHITE (Continuing):

6 Q Mr. Thierry, would you please give your summary?

7 A Yes. Good afternoon. We handed out a summary of  
8 the cites that I'll mention from the collocation agreement  
9 between BellSouth and Supra, from the Telecommunications  
10 Act of 1996, and from the FCC's First Report and Order  
11 released on August 8th, 1996. They are here for your easy  
12 reference. The entire agreement is attached to my direct  
13 testimony.

14 The purpose of my testimony is to address five of  
15 the issues raised during the joint issue identification  
16 meeting between BellSouth and Supra. I am responsible for  
17 the development of contract language that supports  
18 BellSouth policy, and I oversee the negotiation of physical  
19 collocation contracts, so I'll address issues 1, 3B, 3C, 4,  
20 5, as they relate to the physical collocation agreement  
21 between BellSouth and Supra.

22 Issue 1. The first issue deals with whether  
23 BellSouth is required by the collocation agreement to  
24 provide physical collocation in the North Dade Golden  
25 Glades and the West Palm Beach Gardens central offices.

1 agreement, the Telecommunications Act or the FCC's Order to  
2 add or lease additional space where existing space has been  
3 exhausted.

4 Issue 3. Issue 3 asks how costs should be  
5 allocated if BellSouth were obligated under the agreement  
6 to make physical collocation space available in these  
7 central offices. Because BellSouth is not obligated under  
8 the agreement between BellSouth and Supra to provide  
9 physical collocation where no space is available, the  
10 question of cost allocation is not relevant in these two  
11 central offices; however, in central offices where there is  
12 space available for physical collocation, BellSouth will  
13 build a common collocation area.

14 The renovations or upgrades addressed in Section  
15 4F of the agreement refer to the building of this common  
16 collocation area. This common area separates BellSouth's  
17 equipment from all of the collocators' equipment. The  
18 common area is where the individual collocation spaces are  
19 built for each collocator, whether each individual  
20 collocation space is enclosed or not. The costs of  
21 building the common area are prorated across all the  
22 collocators in the central office based on how much floor  
23 space each collocator occupies. The way we prorate these  
24 costs is described in the agreement, the Section 4F and in  
25 Note 2 of Exhibit A.

1 The answer is no. The agreement states that BellSouth is  
2 obligated to provide physical collocation in central  
3 offices where there is adequate space to do so. The  
4 agreement clearly states that BellSouth will provide  
5 physical collocation where, and I quote, BellSouth has  
6 space available in its central offices, end quote. This  
7 position is in compliance with the Telecommunications Act  
8 and the FCC's First Report and Order. Our planners have  
9 reviewed these two offices and have found that there is not  
10 adequate space available for physical collocation.

11 The next issue, Issue 3B, asks what obligation  
12 BellSouth has under the BellSouth/Supra agreement to make  
13 space available for physical collocation in the two central  
14 offices that I mentioned. The collocation agreement does  
15 not obligate BellSouth to provide physical collocation in  
16 central offices where there is no space available. Our  
17 position is in compliance with Paragraph 5B5 of the FCC's  
18 First Report and Order which states that incumbent LECs are  
19 not required to construct additional space for physical  
20 collocation when existing space has been exhausted.

21 In their rebuttal testimony, Supra's witnesses  
22 strung together several definitions of "upgrade," "improve"  
23 and "develop." This series of definitions is inconsistent  
24 with the BellSouth/Supra agreement. The bottom line is,  
25 BellSouth is not obligated by the BellSouth/Supra

1 Issue 4 deals with what time frame BellSouth is  
2 bound by the agreement to provide physical collocation to  
3 Supra. We are bound by Section 4F of the agreement to  
4 negotiate the date which each collocation space will be  
5 made available on a case-by-case basis. We use a  
6 three-month time frame recommended by the Florida Public  
7 Service Commission as our target provisioning interval. By  
8 negotiating each request and by using the three-month  
9 guideline as our target, we are clearly acting within this  
10 Commission's guidelines in the order issued on December  
11 31st, 1996, and then reiterated in the order issued on  
12 April 27th, 1998.

13 The final issue, Issue 5, deals with what types  
14 of equipment Supra is authorized to place in its physical  
15 collocation arrangements pursuant to the agreement.  
16 Section 3A of the agreement states that Supra may only  
17 install equipment that they are authorized by BellSouth and  
18 by state or federal regulators to place.

19 In his testimony, Supra's witness, Mr. Ramos,  
20 states that BellSouth has no right whatsoever to limit the  
21 type of equipment that Supra can collocate in BellSouth's  
22 central offices. This is simply not true. Again, section  
23 3A of the collocation agreement between BellSouth and Supra  
24 limits the equipment Supra can place in its collocation  
25 space to that which is authorized by BellSouth and by

1 federal or state regulators.

2 In summary, BellSouth is acting in compliance  
3 with the agreement entered into with Supra  
4 Telecommunications and Information Systems. Thank you.  
5 This concludes my summary.

6 MS. WHITE: Mr. Thierry is available for cross  
7 examination.

8 COMMISSIONER DEASON: Ms. Summerlin.

9 CROSS EXAMINATION

10 BY MS. SUMMERLIN:

11 Q Good afternoon, Mr. Thierry. I'm Suzanne  
12 Summerlin for Supra.

13 A Good afternoon.

14 Q A few minutes ago in your summary you said  
15 something along the lines of, and correct me if I'm wrong  
16 when I quote this, our planners have reviewed the space and  
17 determined that no space is available. Is that what you  
18 said in your summary?

19 A That is correct, and those planners are here to  
20 testify to that fact.

21 Q Okay. When exactly did they do that review?

22 A I'm not aware of the date of the review.

23 Q Are you aware of whether the application that  
24 Supra filed for physical collocation for these offices was  
25 ever sent to the planners in the normal course of the

1 process that BellSouth follows?

2 A Well, in the normal course of business, the  
3 process, the application is the trigger event for the  
4 planners to be notified to verify whether there is space  
5 available in any particular central office. So I assume,  
6 yes, the application did reach them which triggered the  
7 application response that let Supra know the space  
8 availability situation in those two central offices.

9 Q What exactly, what kind of evaluation took place,  
10 do you know?

11 A I understand there is a rigorous formula that is  
12 followed by our space planners, and they'll be describing  
13 that later today in their testimony.

14 Q Are you aware of whether that rigorous formula  
15 was utilized prior to Supra's applications for physical  
16 collocation being denied?

17 A Prior to or as a result of?

18 Q Prior to the denial.

19 A I am not sure.

20 Q So you're not aware that the individuals who  
21 normally get the application did not get it in this  
22 situation? You're not aware of that?

23 A Whose application would you be addressing?

24 Q I'm talking about Supra's application for  
25 physical collocation at each of the two central offices

1 that we are talking about in this case.

2 A Would you restate? I thought you mentioned a  
3 different application other than the Supra application  
4 going to those central offices to trigger that analysis.

5 Q Okay. What I'm talking about here, or what I'm  
6 trying to address is your statement that your planners have  
7 reviewed the situation and determined that there is no  
8 space available; and I'm just asking: Do you know whether  
9 that rigorous formula was utilized prior to the denial of  
10 Supra's application?

11 A Prior to the denial. I did not hear your  
12 statement of denial. The application would have been  
13 received by those planners. The space would have been  
14 assessed, and the denial would have resulted from the  
15 results of that assessment.

16 Q So it's your testimony that you are aware that  
17 that rigorous review was done before Supra's applications  
18 were denied?

19 A From my understanding of our conversations with  
20 the witnesses that I've had, yes, that application did  
21 trigger the analysis; and, yes, it was done for those  
22 central offices.

23 Q You're not aware of the fact that the FCC waiver  
24 was the basis for the denial?

25 A I know that there was a waiver in place from

1 years gone by that summarized the space available in that  
2 central office, and that was the trigger, or that was --  
3 that was the information that was relied upon in the  
4 application response.

5 Q That was the information that was -- So there  
6 really was no evaluation of Supra's application when it was  
7 filed?

8 MS. WHITE: Well, and I'm going to object from  
9 the standpoint that I believe he has already testified on  
10 several occasions that the people who looked at the space  
11 are here and will be testifying and that those are the  
12 appropriate people to be asked these questions.

13 COMMISSIONER DEASON: Ms. Summerlin.

14 MS. SUMMERLIN: I totally agree that those people  
15 should be asked, and they will be. I am just asking  
16 Mr. Thierry about the statement that he made in his summary  
17 that the planners have reviewed the space and determined  
18 that no space was available, and I'm simply asking at what  
19 point did they do that.

20 COMMISSIONER DEASON: You may answer the  
21 question.

22 WITNESS THIERRY: Pardon me?

23 COMMISSIONER DEASON: You may answer the question  
24 to the extent you have knowledge.

25 A The space analysis was done in, I imagine the

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1 last several months. I'm not aware of the actual date that  
2 it was performed.

3 Q So it was performed subsequent to the denials?

4 A I do not know.

5 Q You have testified that you are responsible for  
6 the negotiation of collocation agreements; is that correct?

7 A I am responsible for supervising the negotiation  
8 of collocation agreements. In addition to that, I am  
9 responsible for making sure the language within the  
10 agreements matches BellSouth policy and is in accordance  
11 with regulations.

12 Q Okay. In your knowledge of this agreement, is it  
13 your understanding that BellSouth has a firm requirement  
14 that it needs to meet in terms of preparing space for a  
15 physical collocator within a certain time frame?

16 A What we do is negotiate each central office  
17 collocation space on a case-by-case basis. We let the  
18 collocator know when we can make that space available, and  
19 that is the firm date that we use.

20 In the event that there is a permitting problem,  
21 which will be addressed later by one of our witnesses, that  
22 may delay the production of that collocation space, there  
23 may be some adjustment or modification or negotiations  
24 required to that date. But that is our date that we  
25 provide collocation space.

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1 that particular central office in that particular  
2 collocation space.

3 Q What kind of reasons would put BellSouth in a  
4 position not to meet that three-month deadline?

5 A The reasons that I'm aware of would be  
6 significant work that's required in the central office, but  
7 I would prefer to leave that -- I'd prefer to leave that  
8 question to be responded to by our space planners and our  
9 facility planners as they are the people who are involved  
10 with planning the collocation space and the due dates.

11 Q So you don't really know what kinds of conditions  
12 would cause that to be a problem?

13 A I have a general idea, and I have a working  
14 knowledge of what may cause a problem; and the working  
15 knowledge is basically what I need when I'm negotiating  
16 with a customer. In certain instances, significant  
17 construction requirements such as fire rated walls can  
18 create delays in producing a collocation space.

19 Q Are there any other reasons that the three-month  
20 period couldn't be met?

21 A I'm sure there are, but I'm not aware of them at  
22 this point.

23 Q Is there any place in the contractual agreement,  
24 the collocation agreement, where the collocator is put on  
25 notice as to what those types of things might be?

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1 Q Is there -- what you basically said a minute ago  
2 is that you let the collocator know when the space will be  
3 available; is that right?

4 A Yes, we do.

5 Q So if the collocator, such as Supra or another  
6 ALEC or CLEC does not agree that the date that you, or  
7 BellSouth believes is an appropriate date for that space to  
8 be available, what option does the ALEC or CLEC have?

9 A They can notify us that that date doesn't work,  
10 and our SMEs can go back and check the dates and see if  
11 there are any work efforts that can be run in parallel to  
12 compress the time frame. If that's not possible and the  
13 date that is provided still isn't acceptable to the  
14 collocator, then they can go to the PSC and seek a  
15 resolution of that situation.

16 Q So, basically, they don't have any option but to  
17 come to the Commission; is that what you're saying?

18 A That's what the Commission has outlined that we  
19 do; so, yes, that's the procedure.

20 Q So the 90-day or three-month guideline is not a  
21 firm commitment for BellSouth; is that correct?

22 A The 90-day guideline is exactly that; it's a  
23 guideline. It's what we shoot for. In best cases we can  
24 beat that date. We can meet that date. In some cases we  
25 have to exceed that date based on what work is required for

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1 A We have an application response, and then we have  
2 a firm order response; and in that firm order, that  
3 information is discussed with the collocator on a  
4 case-by-case basis.

5 Q But that's not included in the collocation  
6 agreement, is it?

7 A In the collocation agreement we address what we  
8 respond on the information that gets back to -- the  
9 information that is due back to the collocator in a general  
10 sense in that we reply to that response; but, no, we don't  
11 delineate what sorts of delays may occur.

12 Q Now you've got the collocation agreement attached  
13 to your testimony, don't you?

14 A Yes, I do.

15 Q Can you look at Section 2C of the agreement? It  
16 appears to be Page 3 on the document I'm looking at, Page 3  
17 of the collocation agreement.

18 A One moment. Yes.

19 Q Okay. That paragraph is titled "Occupancy."  
20 Based on the language in this paragraph, and I'll just read  
21 it very quickly, and then I want to just ask you a question  
22 or two, and then that is pretty much what I'm going to ask  
23 you today; but, "BellSouth will notify interconnector that  
24 the collo --

25 COMMISSIONER DEASON: I'm sorry, do you intend to

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1 read this whole paragraph into the record?

2 MS. SUMMERLIN: Well, I didn't want to start  
3 somewhere where it didn't make any sense. I was just going  
4 to read the first part. I'm not going to read the whole  
5 thing.

6 COMMISSIONER DEASON: Okay. Please proceed.

7 MS. SUMMERLIN: I'm trying to be very quick about  
8 this.

9 BY MS. SUMMERLIN (Continuing):

10 Q ALL right. Let me just say this: "-- the  
11 collocation space is ready for occupancy. "Interconnector  
12 must place operational telecommunications equipment in the  
13 collocation space and connect with BellSouth's network  
14 within 180 days after receipt of such notice. BellSouth  
15 may consent to an extension beyond 180 days upon a  
16 demonstration by interconnector that circumstances beyond  
17 its reasonable control prevented interconnector from  
18 completing installation by the prescribed date. If  
19 interconnector fails to place operational  
20 telecommunications equipment in the collocation space  
21 within 180 days and such failure continues for a period of  
22 30 days after receipt of written notice from BellSouth,  
23 then and in that event, interconnector's right to occupy  
24 the collocation space terminates and BellSouth shall have  
25 no further obligations to interconnector with respect to

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1 said collocation space." And I'm not going to go on to  
2 finish the paragraph, but would you agree that that puts a  
3 firm obligation on the physical collocating company?

4 A Yes, I do; however, the collocator is our  
5 customer, and we are not in the business to run them out of  
6 the central office. What we do is have this language in  
7 place to prevent a collocator from taking a lot of space,  
8 not using it, and essentially using up a lot of space,  
9 wasting a lot of space in the central office that another  
10 CLEC could use. What we do is we look to see whether there  
11 has been a good-faith effort to place the equipment within  
12 180 days, and if there has and there is some sort of delay,  
13 say there is a delay in the shipment of some switching  
14 equipment, then we will allow them to extend that another  
15 30 days.

16 Q That's a discretionary decision by BellSouth  
17 though, isn't it?

18 A Yes, it is.

19 Q What is your interpretation of the language in  
20 the collocation agreement that says that the collocator may  
21 place any equipment that the collocator deems desirable for  
22 the conduct of business?

23 A You would be referring to the personalty section  
24 of the agreement?

25 Q Let me locate exactly what I'm referring to here.

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1 A That's 3G.

2 Q Okay. Yes, personalty is what we are talking  
3 about.

4 A Right.

5 Q What is your interpretation of that language?

6 A That language in my mind allows the physical  
7 collocator to place equipment such as a desk, a computer, a  
8 chair, things that are needed in the everyday business,  
9 everyday running of their little central office space there  
10 within the collocation agreement. This section of the  
11 agreement in no way offsets the equipment language that we  
12 have elsewhere in the agreement. The two work together.  
13 You have to read the entire agreement as a whole and  
14 interpret it as a whole.

15 Q So it's your testimony that Paragraph G -- 3G  
16 does not deal with the interconnector or the collocator's  
17 equipment and facilities?

18 A What I'm saying is that this needs to be read  
19 with the equipment language elsewhere in the contract which  
20 restricts certain type of equipment to what is authorized  
21 by BellSouth and federal or state regulators.

22 Q So it really doesn't mean that it's the  
23 facilities and equipment that the collocator deems  
24 desirable?

25 A Equipment other than the telecommunications and

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1 equipment addressed elsewhere, such as desks and PCs,  
2 chairs, office supplies, things like that.

3 Q You said earlier that the option that the  
4 physical collocator has if the, BellSouth were to say that  
5 the time frame is not met would be to come to the PSC to  
6 file a complaint?

7 A Which time frame was that?

8 Q In other words, if BellSouth doesn't meet the  
9 time frame to -- the three-month guideline, that the only  
10 option that the CLEC really would have would be to come to  
11 the Commission?

12 A Well, the Commission's desire was to have the  
13 parties of the collocation agreement or arrangement work it  
14 out amongst themselves, and if we couldn't come to a  
15 negotiated agreement, then as a last resort we would go to  
16 the PSC.

17 Q Well, I guess what I asked you earlier is what  
18 option -- if BellSouth says that they can't meet the  
19 three-month time frame, what negotiation takes place?

20 A In the firm order process, the response to the  
21 firm order, there is a date given. I believe it's handled  
22 by the account team coordinator and the INAC, and I  
23 probably should provide you the -- that's the abbreviation,  
24 INAC. It stands for interexchange network access  
25 coordination. They work with the collocator to negotiate

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1 that date.

2 Q I guess -- I'm just going to ask you one last  
3 time: What negotiation takes place if BellSouth says it  
4 can't meet that time frame? What can the CLEC do?

5 A As I stated earlier, if the date that is  
6 presented to the CLEC isn't amenable to their plans, then  
7 we can go to the PSC and try to resolve our differences  
8 there.

9 Q So that basically means a complaint process for  
10 the CLEC?

11 A I'm not sure what legal steps are taken in that  
12 instance. It may be a complaint, but I'm not sure.

13 Q Okay.

14 MS. SUMMERLIN: No further questions.

15 COMMISSIONER DEASON: Staff.

16 CROSS EXAMINATION

17 BY MS. KEATING:

18 Q Good afternoon, Mr. Thierry. I'm Beth Keating  
19 for Commission staff.

20 A Good afternoon.

21 Q And I would just like to ask you about a  
22 statement that is in both your direct and rebuttal  
23 testimony, and it's the question of cost allocation is not  
24 relevant since there is no space available.

25 A Correct.

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1 Q Suppose the Commission did, however, decide that  
2 space were available in these central offices, how do you  
3 think that costs should be allocated?

4 A As I stated in my opening statement, the cost of  
5 the entire collocation common area would be allocated  
6 across those collocators that occupy, in their individual  
7 spaces, that collocation space.

8 Q So if space just had to be prepared only for  
9 Supra, would the cost be split between Supra and BellSouth,  
10 or would Supra bear the burden of all those costs?

11 A Supra would bear the burden of those costs, yes.

12 Q The entire burden or a certain percentage?

13 A The entire burden, which is why we would prefer  
14 to build a large common area to spread those costs across  
15 several collocators if possible.

16 Q Thank you, Mr. Thierry.

17 COMMISSIONER DEASON: Commissioners.

18 (NO RESPONSE)

19 COMMISSIONER DEASON: Redirect.

20 MS. WHITE: I just have one question.

21 REDIRECT EXAMINATION

22 BY MS. WHITE (Continuing):

23 Q With regard to Section 2C of the agreement  
24 concerning the 180 days for the ALEC to place their  
25 equipment, is BellSouth in the business of unreasonably

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1 withholding its consent for an extension of time?

2 A I'm sorry, I couldn't hear you.

3 Q In connection with Paragraph 2C of the agreement  
4 concerning the 180 days that a collocator has to put the  
5 equipment in, is BellSouth in the business of unreasonably  
6 withholding its consent for an extension of time?

7 A No, we are not.

8 Q Thank you.

9 MS. WHITE: I have nothing further. May this  
10 witness be excused?

11 COMMISSIONER DEASON: Yes, and --

12 MS. WHITE: And I would move Exhibits 25 and 26.

13 COMMISSIONER DEASON: Without objection Exhibits  
14 25 and 26 are admitted.

15 Ms. Summerlin, are you calling the next witness?

16 MS. WHITE: No, the next witness is --

17 MS. SUMMERLIN: No, sir. I think BellSouth has  
18 got somebody up next. We altered the order of witnesses.  
19 Staff had a list with the new --

20 COMMISSIONER DEASON: Well, it says Witness  
21 Tipton, but it says requested by Supra, according to my  
22 list.

23 MS. WHITE: Well, I think I've agreed to put them  
24 on. I've agreed that they'll --

25 COMMISSIONER DEASON: You are going to sponsor

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1 the witness?

2 MS. WHITE: -- that they'll be here and we'll  
3 sponsor them.

4 COMMISSIONER DEASON: Okay. Please proceed.

5 MS. WHITE: Not the usual way, but -- BellSouth  
6 calls Pam Tipton. And it's Tipton, T-i-p-t-o-n.

7 DIRECT EXAMINATION

8 BY MS. WHITE:

9 Q Ms. Tipton, could you please state your name and  
10 address for the record?

11 A My name is Pam Tipton. I'm employed at 675 West  
12 Peachtree Street, Atlanta, Georgia for BellSouth  
13 Telecommunications, Incorporated.

14 Q And what is your job?

15 A I'm currently product manager, interconnection  
16 services.

17 Q And what is the product that you manage?

18 A I manage virtual and physical collocation.

19 Q And you have no prefiled direct or rebuttal  
20 testimony; is that right?

21 A That is correct.

22 Q So would you please give us a little summary of  
23 what your job duties are and why you were deposed in this  
24 case?

25 A Okay. Certainly.

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1 Good afternoon. As I said, my name is Pan  
2 Tipton, and I'm here today to address questions regarding  
3 the processes used by CLECs to request collocation  
4 arrangements from BellSouth and the processes BellSouth  
5 uses to respond to those requests and to provide those  
6 collocation arrangements.

7 I have over ten years' experience in the  
8 telecommunications industry, and responsibilities have  
9 varied from developing regional methods and procedures for  
10 special access services, management of customer operation  
11 centers and implementation of large-scale service projects;  
12 but since 1995, I've served as the project manager, and  
13 more recently as the product manager, for virtual and  
14 physical collocation. In this capacity, I have worked  
15 issues at both the state and the federal level.

16 Part of my responsibilities as project manager  
17 was to ensure that BellSouth had adequate procedures in  
18 place to handle and implement customer requests for  
19 collocation. I am completely familiar with the processes  
20 used; that is, the customer -- how the customer request  
21 flows through the process, and I'm generally familiar with  
22 the departments that are involved and their  
23 responsibilities in handling those requests. I led the  
24 team of subject matter experts who developed the  
25 interdepartmental methods and procedures and who wrote the

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1 BellSouth collocation handbook.

2 In my current assignment as product manager, I  
3 manage and implement policies established by others within  
4 BellSouth in response to requirements of the Federal  
5 Communications Commission and this Commission for both  
6 virtual and physical collocation. I am familiar with  
7 BellSouth's obligations under the Telecommunications Act  
8 and the FCC's First Report and Order as well as with this  
9 Commission's requirements. On a frequent and regular basis  
10 I interact with and provide guidance to our field forces,  
11 BellSouth's interconnection agreement negotiators and  
12 BellSouth's account teams for its CLEC customers.

13 In regards to this case, I have responded to  
14 interrogatories and data requests. I was also deposed last  
15 week. In addition, I was asked by Keith Milner to assist  
16 in providing a status of Supra's requests at the request of  
17 Commission staff at Keith's deposition.

18 In producing the status report, I reviewed all of  
19 the 15 applications that we are proceeding on where Supra  
20 has placed firm orders for the offices where we have  
21 space. I've also reviewed the bona fide firm orders  
22 which -- or excuse me, the firm orders which are not yet  
23 bona fide that Supra has submitted on those same 15  
24 offices.

25 BellSouth's written response to Supra's initial

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1 applications represents a firm commitment from BellSouth to  
2 provision space, power and infrastructure which will  
3 accommodate the specifications that they indicated on their  
4 initial application. But Supra's firm orders represent  
5 significant changes in those specifications, sometimes  
6 doubling the amount of rack space and significantly  
7 increasing the number of wiring terminations requested to  
8 terminate at their point of -- at the point of termination  
9 bay. Thus, these modifications have greatly modified the  
10 terms and conditions under which BellSouth is to offer  
11 space, power and network infrastructure to support these  
12 arrangements. Thus, BellSouth is currently reassessing the  
13 firm orders that have been submitted to BellSouth and will  
14 be re-responding to Supra regarding the requirements for  
15 interval and cost estimates in order to proceed with those  
16 requests.

17 Thank you, and this concludes my summary.

18 MS. WHITE: Ms. Tipton is available for cross  
19 examination.

20 COMMISSIONER DEASON: Ms. Summerlin.

21 MS. SUMMERLIN: Thank you.

22 CROSS EXAMINATION

23 BY MS. SUMMERLIN:

24 Q Ms. Tipton, good afternoon. I'm Suzanne  
25 Summerlin.

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1 A Good afternoon.

2 Q What is BellSouth's policy regarding the  
3 equipment that can be physically collocated by a CLEC or an  
4 ALEC?

5 A BellSouth allows in physical collocation the  
6 equipment which is used to provide telecommunications  
7 services that is also used to interconnect to BellSouth's  
8 network or access BellSouth's unbundled network elements.  
9 We include in that both switching equipment and  
10 transmission equipment. For virtual collocation, BellSouth  
11 allows the placement of transmission equipment.

12 Q Okay. What is the strategic management  
13 organization?

14 A I do not know what their specific, I guess,  
15 mission is; but the organization, to my knowledge, looks at  
16 overall market conditions, helps evaluate BellSouth's  
17 strategy in meeting market needs. I'm sure that they  
18 perhaps evaluate policy decisions on a global basis, and  
19 I'm not sure if that applies to BellSouth Corporation or  
20 just BellSouth Telecommunications, Inc.

21 Q Okay. Do you remember attending a meeting on  
22 April -- or actually, I guess, sort of a conference type  
23 thing, a regional INAC meeting, on April 22nd through the  
24 24th of 1997 in Atlanta?

25 A Yes, vaguely I do remember that we had a meeting

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1 during that time frame.

2 Q Okay. I have an exhibit to be identified. It's  
3 called "BellSouth's Physical Collocation Offering," and I  
4 would ask that it be identified as Exhibit 27.

5 COMMISSIONER DEASON: It will be so identified.

6 MS. SUMMERLIN: And we will pass it around so  
7 that everyone can have one.

8 BY MS. SUMMERLIN (Continuing):

9 Q Okay. Ms. Tipton, this exhibit is an item from  
10 the meeting that I just mentioned, a regional INAC meeting,  
11 that occurred April 22nd, 23rd, 24th of 1997, that you said  
12 that you believe you remember attending.

13 A Okay.

14 Q What I'm interested in here is I would assume  
15 that this would have been something you would have attended  
16 and experienced, this particular discussion here?

17 A Yes, probably.

18 Q Does this sound like it would have been something  
19 you would have been in?

20 A Yes, it certainly does.

21 Q Okay. The third page of this exhibit, or this  
22 document, has several bullets up here, and it says up at  
23 the top, "Assumptions."

24 A Okay.

25 Q And you can see the unartfully indicated bullet

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1 with the X by it?

2 A Uh-huh.

3 Q This states that the strategic management  
4 organization has recommended expanding the allowable  
5 equipment complement to include routers, switches and modem  
6 pools in addition to the transmission equipment currently  
7 allowed. Can you tell me anything about that? Do you  
8 remember that discussion or what that --

9 A Actually, yes, I can, because I participated with  
10 a few members of the strategic management organization, I  
11 guess over the past three years, on several occasions in  
12 discussions when BellSouth has reevaluated any of its  
13 collocation policies. In this particular case, at this  
14 point in time, the strategic management organization had  
15 come and asked me specifically about the reconsideration of  
16 the policy, expanding the policy.

17 Like with any business, BellSouth reevaluates its  
18 policy decisions sometimes on a frequent basis, depending  
19 on the particular subject. And at this point in time, they  
20 had decided to reevaluate the equipment that we allowed in  
21 collocation spaces, had initially decided to recommend  
22 broadly expanding that equipment complement; and the final  
23 policy decision was that the allowable equipment would be  
24 expanded to include only switching equipment instead of all  
25 of the types of equipment that you see here.

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1 Q Okay. Can you give us some idea of what the  
2 discussion was that came to that conclusion?

3 A Yes, I can. In general, it, we came to -- and I  
4 say we, because I have been -- I've participated in these  
5 decisions, but I have not been the ultimate authority to  
6 make the decision. But the things that we looked at in  
7 making this evaluation were what our other obligations were  
8 under the FCC's requirements, which really preexisted or  
9 predated the Telecommunications Act; and those specific  
10 requirements that I'm speaking of are the FCC's Open  
11 Network Architecture Guidelines, the Non-Structural  
12 Safeguards and Requirements that BellSouth has as well as  
13 the Computer Inquiry 3 guidelines.

14 While I'm not specifically familiar with the  
15 actual wording of those particular guidelines, I certainly  
16 have a general understanding of their implications on our  
17 collocation policy. And my understanding of those  
18 requirements is that BellSouth is obligated to treat all  
19 enhanced service providers or information service providers  
20 in a nondiscriminatory fashion and provide a comparably  
21 efficient interconnection to those enhanced service  
22 provider or Internet service provider, information service  
23 provider customers.

24 The equipment was limited in our collocation  
25 offering because, first of all, BellSouth as a regulated

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1 entity may have its enhanced services operations located  
2 within its central offices. Provided that we follow those  
3 non-structural safeguards and requirements by the FCC, part  
4 of those safeguards include price disadvantaging, those  
5 enhanced service operations, because we have to treat them  
6 from a pricing perspective as if they are physically  
7 located two miles outside of our central office. So when  
8 they purchase services from BellSouth, which they are  
9 required to do like any other enhanced provider, they have  
10 to pay a two-mile minimum local channel rate; so they are  
11 not afforded the efficiencies of a collocation arrangement  
12 per se.

13 So to get back to why the equipment was  
14 restricted, we did not want to encourage enhanced services  
15 equipment to be placed in a collocation arrangement because  
16 we are not required by the FCC to allow the collocation of  
17 enhanced services equipment, and because we have these  
18 comparably efficient interconnection requirements, if we  
19 allowed one entity to collocate that was an enhanced  
20 service provider, we would have to provide either the  
21 ability for all enhanced service providers to collocate or  
22 provide a comparably efficient interconnection; so that  
23 means pricing services as if they were inside the CO when  
24 we might not have space to give them at that collocation.  
25 BellSouth looks first to its requirements in the

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1 Telecommunications Act to provide collocation in all the  
2 central offices where possible for our ALEC customers. We,  
3 therefore, want to ensure that we do not make any business  
4 decisions which might rapidly exhaust the available space  
5 for our ALEC customers. So we had to look at our space  
6 concerns, how allocating space to ESP customers may rapidly  
7 exhaust that space, what types of equipment ESPs may be  
8 placing, not advantaging one category of customers over  
9 another, say an ALEC. We have several ALECs who currently  
10 are collocating in our offices who are providing both  
11 telecommunications services as well as enhanced services or  
12 information services, which is what I understand as well  
13 Supra is interested in doing. And for those customers we  
14 did not want to disregard the requirements we had under the  
15 Computer 3 Comparably Efficient Interconnection ONA rules  
16 and give an advantage to ALECs that were collocated  
17 providing both telecom and enhanced services. We didn't  
18 want to give the advantage to them over the enhanced  
19 service provider who cannot get in our central office  
20 because they are not an ALEC.

21 Q Okay. So let me ask you: What I'm getting from  
22 what you're saying is that BellSouth is concerned that it  
23 not harm enhanced service providers and information service  
24 providers and that that's the reason why BellSouth is  
25 denying this opportunity to all CLECs?

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1 would what BellSouth allows Supra to physically collocate  
2 have anything to do with enhanced service providers?

3 A Because there is a portion of Supra which is  
4 acting as an enhanced service provider, and we have the  
5 obligation to treat that portion of Supra the same way we  
6 treat all other enhanced service providers. We certainly  
7 are not restricting Supra's ability to compete as a  
8 telecommunications service provider, but we have to keep --  
9 be mindful of our requirements in the treatment of Supra's  
10 enhanced services operations.

11 Q Is it not BellSouth's policy that if a CLEC or an  
12 ALEC provides telecommunications services and enhanced  
13 services from the same arrangement that that's perfectly  
14 appropriate to physically collocate the equipment that will  
15 be in that arrangement?

16 A Oh, certainly. But our policy also states that  
17 we will not allow the collocation of equipment that is used  
18 solely to provide enhanced services, and when performing --  
19 As I stated in my deposition, when we perform an analysis  
20 of the equipment, we look at each piece of equipment  
21 individually; and we do that evaluation for both the  
22 compliance with the NEBS criteria as well as the  
23 functionality of that equipment. So where an arrangement  
24 may constitute the entirety of what is placed in the  
25 central office, we certainly recognize that ALECs may be

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1 A I would say that our first concern is ensuring  
2 that we meet the requirements of the FCC's regulations that  
3 they've put in place under the Open Network Architecture  
4 and Computer 3 process, and that requirement is providing  
5 the comparably efficient interconnection; and it is also  
6 requiring parity of treatment of all enhanced service  
7 providers and information service providers.

8 Q Is Supra, to your knowledge, an enhanced service  
9 provider?

10 A Based on the information that has been told to me  
11 by the account team members who have discussed Supra's  
12 plans, it is my understanding that Supra is both a  
13 telecommunications service provider and an enhanced service  
14 provider. It is my understanding from Mark Cathe and Nancy  
15 Nelson and others who directly participated on calls,  
16 conference calls with Mr. Ramos and also with Mr. Nilson  
17 back in the April, May and June time frame that Supra's  
18 intentions were certainly to provide local exchange service  
19 as well as Internet service; and Internet service is an  
20 enhanced service.

21 Q So your understanding is that BellSouth's  
22 position is based on its view of Supra as an enhanced  
23 service provider?

24 A No, that is not what I said.

25 Q Well, let me just ask you, why would it -- why

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1 providing both enhanced and telecommunications services  
2 through that arrangement and utilizing that equipment; but  
3 what we do not allow is the equipment which actually  
4 performs the enhanced functionality to be placed in the  
5 central office.

6 Q Doesn't it hurt Supra in its effort to compete  
7 with BellSouth if BellSouth treats Supra as if it were an  
8 enhanced services provider and denies it the opportunity to  
9 physically collocate the equipment it needs to provide  
10 enhanced services?

11 A No, not in my opinion.

12 Q It does not hurt Supra in its ability to compete  
13 with BellSouth to do that?

14 A In my opinion it does not.

15 Q And explain your answer, please?

16 A First of all, you know, BellSouth has made  
17 available space to place the equipment necessary to compete  
18 with BellSouth's telecommunications services, and that is  
19 my understanding of the intent of the Act. As far as my  
20 involvement in compliance with the Act, I'm required to  
21 provide for collocation space for ALEC customers to  
22 provision telecommunications services.

23 Q Let me ask you, if it does not hurt Supra to deny  
24 this, then are you not basically saying it's irrelevant to  
25 Supra's business that you, that BellSouth denies that

1 opportunity?

2 A No, absolutely not.

3 Q So how can you say it doesn't hurt Supra's  
4 ability to compete?

5 A Well, it's my understanding listening to the  
6 testimony this morning, I believe it was Mr. Graham  
7 indicated that Supra has plans -- does not have plans to  
8 locate their enhanced services equipment in the BellSouth  
9 central office, so I'm kind of confused about what you're  
10 asking because evidently Supra already had made plans, at  
11 least for certain portions of the network, to be placed in  
12 locations other than the central office.

13 Q Okay. Let me clarify my question. Does it hurt  
14 Supra's ability to compete with BellSouth if BellSouth  
15 denies Supra the opportunity to physically collocate  
16 equipment that will help Supra provide Internet service?

17 A You know, I'm sorry, I don't know how else to  
18 answer the question. In my opinion I don't think that it  
19 hurts their ability to compete. I certainly am not  
20 qualified to address the, you know the deployment plans for  
21 enhanced services. I'm not familiar with how BellSouth  
22 actually deploys and markets its enhanced services, so to  
23 the best of my ability, I can simply say that it doesn't  
24 appear to me that it disadvantages Supra in competing --

25 Q Okay.

1 A -- as an enhanced service provider. I mean, and  
2 I say that because all other enhanced service providers  
3 are not within our central office, so I'm not sure I  
4 understand --

5 Q Well, are all of the other enhanced service  
6 providers CLECs?

7 A No, not all of them, but some of them are.

8 Q Why does the company choose -- why would a  
9 company want to physically collocate its equipment, any  
10 kind of equipment, in BellSouth's central office?

11 A I would say that companies would choose to  
12 physically collocate because it provides an efficient means  
13 of interconnecting to our network. As I said in my  
14 deposition, most customers, you know, starting back with  
15 the original expanded interconnection orders from the FCC  
16 and the expanded interconnection order from this  
17 Commission, it was to provide a more efficient  
18 interconnection to customers who want to interconnect with  
19 our network and compete directly with our services; and it  
20 provides that efficient interconnection because the  
21 traditional local channel which used to be purchased from  
22 our tariffed services is eliminated and replaced by a  
23 cross-connect element, which is a great reduction in cost  
24 to the competitive provider on a service-by-service basis.

25 Q So physical collocation of equipment results in a

1 cost savings to a CLEC?

2 A Yes.

3 Q Okay. So if BellSouth denies a CLEC the  
4 opportunity to physically collocate equipment, then that is  
5 going to cause the CLEC's cost to be increased; is that  
6 correct?

7 A Once again, BellSouth is only following the  
8 requirements as laid out by the FCC, which does not require  
9 us to collocate enhanced services equipment and requires us  
10 to comply with the ONA Computer 3 requirements. So in  
11 saying that, it is to no greater disadvantage than any  
12 other -- the method by which any other enhanced services  
13 provider must compete in the industry.

14 Q Okay. Let me just ask you one more time and get  
15 you to say yes or no, please: If BellSouth denies a CLEC  
16 the opportunity to physically collocate certain pieces of  
17 equipment, that is going to increase the cost to that CLEC;  
18 is that correct?

19 A Yes, it will increase the cost only for those  
20 services provided through the arrangement which is not  
21 physically collocated.

22 Q I want to read a sentence to you out of a letter  
23 that was written to Mr. Ramos by Marcus Cathe. It is an  
24 exhibit to Mr. Milner's deposition, I believe. Let's see,  
25 no, direct testimony, I'm sorry. It's Mr. Milner's direct

1 testimony exhibit that is identified here as WKM-1.

2 MS. WHITE: Before you read it, I would like to  
3 give a copy to the witness so that she can see the context  
4 in which the letter is written.

5 MS. SUMMERLIN: Sure. We don't have an extra  
6 copy.

7 MS. WHITE: I'll give her my copy.

8 MS. SUMMERLIN: Okay.

9 BY MS. SUMMERLIN (Continuing):

10 Q All right. Ms. Tipton, have you got this letter?

11 A Yes.

12 Q It's dated July 14th, 1998 at the top.

13 A Yes.

14 Q Mr. Milner's -- I mean Mr. Cathe, Marcus B.

15 Cathe's letter to Mr. Ramos has the statement that clearly  
16 stated BellSouth's policy is as follows: "BellSouth offers  
17 physical collocation arrangements to telecommunications  
18 service providers for the purposes of interconnection as  
19 well as for the purposes of the telecommunications carrier  
20 gaining access to BellSouth's unbundled network elements.  
21 BellSouth will permit the placement of equipment in the  
22 physical collocation arrangement where such equipment is  
23 utilized for the purposes of providing telecommunications  
24 services through interconnection or through access to  
25 unbundled network elements. Where that equipment can also

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1 provide information services, the telecommunications  
 2 carrier may offer information services through the same  
 3 arrangement so long as it is also offering  
 4 telecommunications services through the same arrangement."  
 5 Okay. Do you agree with that statement?  
 6 A Yes, I do.  
 7 Q If the equipment that Supra wants to physically  
 8 collocate meets those requirements, is it your opinion that  
 9 BellSouth should be permitting it?  
 10 A Yes. To the extent that the equipment that Supra  
 11 wants to place is being placed to provision  
 12 telecommunications services, if that particular equipment  
 13 which provides telecommunications services can also provide  
 14 enhanced services, then it can be placed.  
 15 Q So what you're doing is placing a further  
 16 restriction --  
 17 A No, I'm just --  
 18 Q -- on that statement?  
 19 A No, I'm simply clarifying what the statement  
 20 actually says. And if you'll allow me just one moment,  
 21 please, to find the sentence again. It says: "BellSouth  
 22 will permit the placement of equipment in the physical  
 23 collocation arrangement where such equipment is utilized  
 24 for the purposes of providing telecommunications services."  
 25 The next sentence says: "Where that equipment --" it

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1 specifies that equipment "-- can also provide information  
 2 services, the telecommunications carrier may offer  
 3 information services through the same arrangement."  
 4 And I'm simply clarifying that to the extent a  
 5 particular piece of equipment that is placed for the  
 6 purpose of providing telecommunication services can also  
 7 provide some enhanced functionality that it can be placed.  
 8 And an example of that, in my understanding, the Code of  
 9 Federal Regulations delineates enhanced information  
 10 services, and part of that definition includes acting on  
 11 format or content, storing and retrieval and that type of  
 12 thing. And in discussing this policy and ensuring that we  
 13 are putting in place policies which also reflect what  
 14 BellSouth does for itself, an example of a piece of  
 15 equipment which is used for telecommunications services but  
 16 also performs enhanced functionalities are ATM equipment.  
 17 Now I'm certainly not an equipment expert, but  
 18 someone explained to me how that is a good example of  
 19 equipment that many telecommunications service providers  
 20 are using today. And an ATM switch has to necessarily act  
 21 on either format or content or protocol or something to  
 22 perform its functions that it does to make ATM an efficient  
 23 technology in providing telecommunication services.  
 24 Q Did you listen to the testimony earlier today  
 25 regarding the ascend TNT equipment?

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1 A I was here for parts of that discussion but not  
 2 all of it.  
 3 Q Well, to the extent that you heard that  
 4 testimony, would the ascend equipment not meet the  
 5 requirements of providing telecommunications services as  
 6 well as enhanced services?  
 7 A I'm not qualified to answer that question.  
 8 Q How about a remote access concentrator?  
 9 A I certainly don't know what that is.  
 10 Q You don't know what that is?  
 11 A No, I'm sorry.  
 12 Q Okay. Just one second. I think I'm through. I  
 13 just have to check.  
 14 Ms. Tipton, I have a document here that has  
 15 already been entered into the record as part of the  
 16 production of documents.  
 17 MS. SUMMERLIN: Nancy, it's notes from the June  
 18 10th, '98 INAC collocation conference call. I believe it's  
 19 something we used in the deposition, so I think you've both  
 20 already seen it. Let me see if we can -- Let me just --  
 21 I'm trying to figure out what the best way to do this is.  
 22 Just one second.  
 23 BY MS. SUMMERLIN (Continuing):  
 24 Q We are just looking for a copy so we can show it  
 25 to you and I can read this, and then that is all we're

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1 using it for.  
 2 A Okay.  
 3 (DOCUMENT TENDERED TO THIS WITNESS)  
 4 Q Okay. Ms. Tipton, do you have that?  
 5 A Yes, I do.  
 6 Q Okay. This is like Page 2 of 3 for the notes  
 7 from the June 10th, '98, INAC collocation conference call.  
 8 Would you have been involved in that conference call?  
 9 A Most likely I would, and the participant list  
 10 indicates that I was on this particular call.  
 11 Q Okay.  
 12 A I tend to participate in all of them.  
 13 Q Okay. Paragraph 6 talks about intervals here,  
 14 and what I would like to do is to -- I'll just -- I guess  
 15 for want of doing it a better way is just read it very  
 16 quickly. It's just a short paragraph, and you have it  
 17 there, and then I'm just going to ask you a question. I'll  
 18 just pick out the sentence that starts with, "Pam," and I  
 19 assume that's you?  
 20 A Uh-huh.  
 21 Q "Pam suggested that we develop a tool for  
 22 determining the intervals for multiple orders which would  
 23 allow for a longer response time for a large volume of  
 24 orders. She said that legal has a concern about making a  
 25 customer, quote, who wants to take away more of our

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1 business, end quote, via multiple collocations wait longer  
2 for our response."

3 And then the next sentence says: "We may have to  
4 respond to all inquiries in 20 or 30 business days and  
5 adjust our work force to handle the demand. The  
6 collocation steering committee will assist --" it says  
7 "will assist will addressing this issue." I guess "in  
8 addressing this issue." What exactly was that discussion  
9 about?

10 A If you will first allow me to clarify something  
11 as I did in my deposition as well.

12 Q Sure.

13 A But for the benefit of the commissioners, there  
14 is a quote that Ms. Summerlin has read which states, quote,  
15 legal had a concern about making a customer, quote, who  
16 wants to take away more of our business, end quote, via  
17 multiple applications, wait longer for a response. And  
18 what I clarified in the deposition is that in our  
19 discussion with our legal counsel that handles collocation,  
20 they were providing that quote as if a customer were  
21 stating that. We were expressing our concerns over how to  
22 best handle customers who are interested in doing a  
23 simultaneous deployment of their network all at once, and  
24 that is indicative as well to what Supra has done. So for  
25 the record, I just wanted to clarify that quote was put in

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1 quotes because our counsel was saying it as if she were in  
2 the customer's position so that we would be mindful of how  
3 a customer might feel in developing our methods and  
4 procedures when that process was done.

5 I'm sorry. Would you mind restating your  
6 question? I just wanted to ensure that we got the same  
7 clarification that we discussed in the deposition.

8 Q My question was: What was that about? And I  
9 think you got to what I'm trying to get to.

10 A Most of it, okay.

11 Q As you did as well in the deposition also. Let  
12 me just ask you as the final question: Collocators who want  
13 to deploy multiple collocations will take away more of  
14 BellSouth's business, won't they?

15 A Yes, they will.

16 Q Okay. Thank you.

17 MS. SUMMERLIN: No further questions.

18 COMMISSIONER DEASON: Staff.

19 MS. KEATING: Staff has no questions.

20 COMMISSIONER DEASON: Commissioners.

21 (NO RESPONSE)

22 MS. WHITE: I just have two on redirect.

23 REDIRECT EXAMINATION

24 BY MS. WHITE:

25 Q Ms. Tipton, you said that one of the reasons for

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1 analyzing the equipment is to see if it meets NEBS  
2 criteria, N-E-B-S. What does that stand for, and what does  
3 it do?

4 A Oh, okay. And I'm sorry for not clarifying that.  
5 NEBS criteria are network equipment building standards  
6 which are industry standards and I believe have been  
7 established by BellCore. The industry has these network  
8 equipment building standards in place to rate equipment on  
9 various levels, and I believe there are three levels of  
10 NEBS compliance.

11 For collocation BellSouth requires NEBS level one  
12 compliance, which basically means that the equipment must  
13 meet safety and electrical wiring standards. Some other  
14 RBOCs have put in place requirements addressing the actual  
15 performance of the equipment, but BellSouth simply reviews  
16 the equipment that is submitted for collocation to ensure  
17 that it meets, at a minimum, NEBS level one compliance and  
18 has been NEBS level one certified so that it, for example,  
19 can pass the fire spread test. I think the example I used  
20 in my deposition is the NEBS testing sees if a piece of  
21 equipment that is operational for X-number of hours will  
22 not spontaneously burst into flames or something to  
23 introduce a hazard to the central office.

24 Q And my other question is: Where do other ESPs  
25 that are also ALECs put their ESP equipment?

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1 A I don't know specifically, but they are locating  
2 them in a site outside of the central office. In some  
3 cases, it is in a property that is very close to the  
4 central office. One of our ALEC customers has actually  
5 been able to acquire some retail space directly across the  
6 street from our central office in Atlanta.

7 Q Thank you.

8 MS. WHITE: I have nothing further. May  
9 Ms. Tipton be excused?

10 COMMISSIONER DEASON: Yes, you may.

11 MS. SUMMERLIN: Supra would move Exhibit 27.

12 COMMISSIONER DEASON: Without objection Exhibit  
13 27 is admitted.

14 Ms. White, you may call your next witness.

15 MS. WHITE: We would call Barbara Cruit,

16 C-r-u-i-t.

17 COMMISSIONER CLARK: Ms. Summerlin, do you want  
18 to pick up this confidential exhibit here?

19 MS. SUMMERLIN: We can do it now. I was going to  
20 do it either now or at the end of the day, but we'll get it  
21 now if you all are through with it.

22 Whereupon,

23 BARBARA CRUIT

24 was called as a witness on behalf of BellSouth and, after  
25 being duly sworn, testified as follows:

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## DIRECT EXAMINATION

1 BY MS. WHITE:

2 Q Ms. Cruit, could you please state your name and  
3 address for the record?

4 A My name is Barbara Cruit, and my business address  
5 is 18560 Northwest 27th Avenue in Miami, Florida.

6 Q By whom are you employed and in what capacity?

7 A I'm employed by BellSouth Telecommunications,  
8 Incorporated, and I'm the director of South Florida  
9 capacity management.

10 Q Ms. Cruit, you did not file prefiled direct or  
11 rebuttal testimony, so would you please give a short  
12 summary about the issues upon which you were deposed?

13 A I'll do that. Thanks.

14 I'm here to support the process and the results  
15 of BellSouth's forecasted requirements for central office  
16 equipment growth in the Golden Glades and West Palm Beach  
17 Gardens offices. The current environment for projecting  
18 future equipment requirements is significantly different  
19 than it was in the past.

20 In the past, the network was relatively stable  
21 and we relied heavily on forecasts received for BST Line  
22 growth and interexchange carrier access; however, due to  
23 the following reasons that have occurred over the past 24  
25 months, we have revised our process for projecting

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1 equipment requirements. Those changes are: The increased  
2 use of the Internet and the inherent increased demand on  
3 the network. The second one is the introduction of CLEC  
4 networks and the need to interconnect those networks, and  
5 the last is the increased demand for wireless  
6 interconnection. The demand on the network is no longer  
7 stable. It's no longer predictable. Therefore, because of  
8 a lack of a forecast from these influences, BellSouth  
9 capacity managers rely heavily on trended demand to  
10 determine capacity exhaust and equipment relief.

11 We project equipment requirements for the next 12  
12 to 18 months based on the actual demand of the past 12 to  
13 18 months. Of course we use judgment in applying that  
14 trended forecast to the equipment requirements when we are  
15 aware of an unusual occurrence that has taken place.  
16 Another change from the past is that we are deploying  
17 hardware equipment to last approximately 18 months and  
18 deploying the expensive electronics or plug-ins as referred  
19 to them as the demand occurs, approximately every six  
20 months in this volatile access tandem switches. This  
21 allows us to economically and quickly respond to  
22 interconnecting customer demands.

23 I'd like to walk you briefly and at a very high  
24 level through the process that capacity managers use to  
25 determine the equipment requirements in these offices, and

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1 I'll start with our switching offices, our switching  
2 systems. The switching systems are in three categories.  
3 We have some access tandems in these offices, local  
4 offices, and then TOPS or operator services switches. I'll  
5 start with the access tandem.

6 The access tandems provide trunks for  
7 interconnection to other carrier networks. The central  
8 offices that we are discussing here house three BellSouth  
9 access tandems. These switches are the primary point of  
10 interconnecting with other carriers, whether they be  
11 interexchange carriers, wireless carriers, CLECs or other  
12 independent companies. It is critical that BellSouth be  
13 able to continue equipment growth in these switches in  
14 order to allow traffic to traverse from one carrier's  
15 network to another.

16 The switch capacity manager trends the projection  
17 of trunks based on the most recent projection of the  
18 demand. DS-1s or trunks are driven by interconnection to  
19 the CLEC networks, the interexchange carrier networks, the  
20 wireless networks, as well as BST own end users access to  
21 interconnect providers. No forecast is provided by any of  
22 these carriers, therefore, trending is used.

23 In the particular offices that we are talking  
24 about, in the West Palm Beach Gardens OT office, we are  
25 seeing four hundred T1s per year growth. That is

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1 approximately a 17% growth in that access tandem. In the  
2 Golden Glades OT which serves South Dade and the Keys, we  
3 are experiencing five hundred T1s of growth per year, which  
4 is approximately 19% growth. And then in the Golden Glades  
5 04T office, which serves North Dade and Broward, we are  
6 experiencing approximately 370 T1s, approximately 16%  
7 growth.

8 In our local offices, there are two switches, one  
9 in each office, that support the local office  
10 requirements. These are driven by both line requirements,  
11 or access line requirements, and trunk requirements. So  
12 for line requirements, the switch capacity manager receives  
13 a wire center forecast of lines. In addition, the outside  
14 plant loop capacity manager receives that same forecast and  
15 he forecasts the growth of the digital systems for the  
16 outside plant that are to be integrated into the office  
17 based on the forecast of lines and his knowledge of the  
18 wire center growth and the activity. He provides that  
19 forecast to the switch capacity manager who turns that  
20 system forecast into digital lines and assumes the  
21 remainder to be analog line requirement.

22 The switch capacity manager, his requirements and  
23 projections are trended up based on the most history data and  
24 the knowledge of unusual activities. In addition, the  
25 switch capacity manager considers services to be provided

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1 such as caller ID, calling name delivery and others, and  
2 then determines the equipment requirements to satisfy all  
3 those demands. And it's very complicated, and that's the  
4 very high level of summary I'd like to tell you about  
5 lines.

6 For trunk requirements, however, due to the  
7 recent volatility of local trunking demand driven  
8 especially by the Internet service provider access, and  
9 PRI, primary rate interface ISDN hubbing arrangements, the  
10 interoffice trunk requirements are based on most recent  
11 current trends of trunking requirement. And the switch  
12 capacity manager determines those requirements and turns  
13 them into equipment needs. For these particular offices,  
14 we are experiencing approximately a 5% line growth in the  
15 West Palm Beach Gardens local switch and less than a 2%  
16 line growth in the Golden Glades switch.

17 On to the third type of switch that is in these  
18 offices. We call them TOPS, telephone operator position  
19 systems. They serve the operator services requirements.  
20 The demand for these offices is driven by the need to  
21 expand or modernize the operator services network. In  
22 doing that, it requires the replacement of some old  
23 technology with newer technology.

24 The next area beyond switching is circuit and  
25 transport equipment. In these two offices, in the West

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1 Palm Beach Gardens office we are projecting 16 bays per  
2 year growth; in Golden Glades 22 bays per year growth.  
3 This is primarily driven by the need to provide carrier  
4 interconnection and customer-driven smart ring sales.

5 In projecting the future needs, the circuit  
6 capacity manager identifies the needs for test access,  
7 metallic repeater equipment, SONET equipment, digital cross  
8 connect system growth and associated cross connect panels.  
9 This person, the capacity manager, considers local and  
10 message trunk growth, ISP trunk growth, interexchange  
11 carrier and CLEC trunk requirements. They also have to  
12 consider the expected growth for customer-driven  
13 SONET-based smart rings as well as interoffice SONET  
14 rings. They are also an interface to the outside plant  
15 capacity manager who provides requirements to them to place  
16 equipment in this area as well for next-generation digital  
17 loop carrier equipment, loop multiplexors and fiber  
18 distribution frames. The circuit capacity managers  
19 considers all of these above requirements, and when they  
20 are requested they provide the common systems capacity  
21 manager with an estimated equipment requirement.

22 My capacity managers also project the needs of  
23 power equipment. Power equipment is identified -- needs  
24 are identified through our Lucent power planner where we  
25 have out-sourced the planning for this equipment for

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1 rectifiers and batteries. In addition, the power capacity  
2 manager plans the replacement and the upgrades for optional  
3 standby engines.

4 And lastly, the equipment that is also in this  
5 office is the STPs and SCPs. This equipment is planned by  
6 the regional planning and engineering center and a regional  
7 center that monitors the capacity of these switches and  
8 provides the frame requirements to the common systems  
9 capacity manager.

10 Finally, the common systems capacity manager, of  
11 which two of them are here today, ensure that all the  
12 installed equipment is properly shown on the office floor  
13 plan, that all outstanding orders for adding or removing  
14 equipment are reflected on those plans and that the  
15 equipment bay projections from all these resources are  
16 shown accurately.

17 Thank you. That completes my summary of the  
18 process and the results of the forecasted equipment  
19 requirements.

20 MS. WHITE: Ms. Cruit is available for cross  
21 examination.

22 COMMISSIONER DEASON: Ms. Summerlin.

23 CROSS EXAMINATION

24 BY MS. SUMMERLIN:

25 Q Good afternoon, Ms. Cruit. I'm Suzanne Summerlin

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1 for supra.

2 MS. SUMMERLIN: I have Ms. Cruit's deposition  
3 transcript and the documents that we intend to cross her on  
4 that came from Mr. Milner's confidential exhibits, and we  
5 have that in a confidential envelope to pass out right now,  
6 and so we'll do that. We've already moved all of this into  
7 the record, so this is just for the demonstrative purposes.  
8 And then I also have two other exhibits that I need to get  
9 recognized, but I guess we can do that when we get to  
10 that.

11 I'm going to go ahead and ask that these two  
12 exhibits be identified, and I'll start with them please.  
13 The first one is the petition for waiver filed by BellSouth  
14 for the North Dade Golden Glades office. That is  
15 identified as being in CC Docket 91-141, and it has on it a  
16 received stamp February 16th, 1993. And I would ask that  
17 that be identified as 28, I believe was the next one.

18 COMMISSIONER DEASON: It will be so identified.

19 MS. SUMMERLIN: And then the other exhibit that I  
20 need identified, it would be number 29, would be the West  
21 Palm Beach Gardens petition for waiver which is in CC  
22 docket 91-141 and CC Docket Number 80-286; and that has a  
23 receive stamp in the upper right-hand corner of November  
24 18, 1993.

25 COMMISSIONER DEASON: That will be identified as

1 Exhibit 29.

2 MS. SUMMERLIN: 29, okay.

3 BY MS. SUMMERLIN (Continuing):

4 Q Ms. Cruitt, I know from the fact that we deposed  
5 you that you were not responsible for filing these  
6 petitions for waiver in your shop because you weren't  
7 employed in that particular shop, were you, at that point  
8 in time; is that correct?

9 A That's correct.

10 Q But just for purposes of talking about  
11 BellSouth's projections, I want to talk to you about this,  
12 but I'm not going to hold you responsible for knowing what  
13 happened specifically in this situation because I know that  
14 you did not yourself -- you were not in charge of the shop  
15 when this happened.

16 Let's look at the West Palm Beach Gardens  
17 petition for waiver. That will be the one that has got the  
18 November 18th, and that would be Exhibit 29. And in this  
19 petition for waiver that was filed and evidently submitted  
20 November 18th, 1993, on Page 3, Paragraph 3, there is a  
21 discussion regarding the West Palm Beach Gardens central  
22 office, and I want to specifically talk about one statement  
23 in that paragraph, which is technically the second sentence  
24 in the paragraph, and I'll just read it: "BellSouth has  
25 reserved 21 hundred square feet for projected growth of the

1 switches over a two-year period." And the rest of the --  
2 That's basically all there is about future growth for that  
3 office. And, actually, what may be useful for everyone is  
4 to just point out that the entire discussion about this  
5 central office is in that paragraph here. And to be, you  
6 know, fair about what is in there, it says: "There are four  
7 switches and associated peripheral equipment consisting of  
8 polling equipment, circuit equipment, DC power and main  
9 distribution frame located in the Garden CO." And then it  
10 has the sentence I just read: "BellSouth has reserved 21  
11 hundred square feet for projected growth of the switches  
12 over a two-year period." Then it says: "An additional 23  
13 hundred square feet comprised of entrance lobby, bathroom  
14 facilities and a mechanical room for HVAC --" which is  
15 heating ventilation and air conditioning, I assume "-- is  
16 classified as unavailable space.

17 When you look at a sentence like that, basically  
18 this indicates that at this point in time, November 18th,  
19 1993, BellSouth was reserving 21 hundred square feet that  
20 it projected to be needed for a two-year period; is that  
21 correct?

22 A Apparently that's what it's saying, but I'm  
23 really not your witness for this type of discussion because  
24 I am not in a position to discuss reserved space in terms  
25 of square footage. I can discuss equipment projections

1 for -- to support the projections that the common systems  
2 capacity managers have, so I'm not familiar with this, and  
3 I can't even speak to the 21 hundred square feet or the  
4 additional 23 hundred square feet.

5 Q I understand what you've clarified in your  
6 deposition, that you are not the person who translates  
7 these projections into square feet, I understand that  
8 totally, but isn't it true that the people who do translate  
9 it into square feet rely on your projections?

10 A On the equipment projections, that is true.

11 Q So someone in the shop that you're in, not -- you  
12 were not there then, I recognize that, because you began  
13 that position in '95, so obviously you weren't there; but  
14 somebody in your shop had to provide the projections on  
15 which this statement was based; is that not correct?

16 A I assume that it is. I really don't know how the  
17 process was handled back in this time frame. I cannot  
18 speak to how this was developed back then. I'm sorry, I  
19 can't. I would like to, but I can't.

20 Q Okay. But you have -- do you have any reason to  
21 think that the structure of BellSouth on this issue was  
22 different at that point in time?

23 A I don't have --

24 Q What I mean is, do you have any reason to think  
25 that there wasn't a shop just like the one that you are

1 operating in that provided these projections at that time?

2 A Well, we have been significantly reorganized  
3 since this time, the time frame that you are talking about.  
4 We went through a major reorganization in 1994 and 1995,  
5 so I don't know how it was done back then.

6 Q Okay.

7 A Now I can tell you though that the equipment  
8 projections have increased dramatically since this time  
9 frame. As you will recall in the deposition and in the  
10 production of documents, we looked at the equipment  
11 forecast back in the '92/'93 time frame, and they were  
12 relatively flat; but as I discussed in my summary, the  
13 explosion of equipment requirements has taken off in the  
14 last 18 to 24 months. So I can see why there would be a  
15 significant difference between what is required for space  
16 now as compared to then.

17 Q Okay.

18 A I mean that's all I can say.

19 Q And I appreciate -- Are you through?

20 (WITNESS NODDED HEAD AFFIRMATIVELY)

21 Q I appreciate what you're saying, and I understand  
22 where you're coming from on that. I guess what I'm trying  
23 to get you to tell me, since you are the witness BellSouth  
24 has put on -- or, no, I'm sorry, you are the witness --

25 A For equipment.

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1 Q No, I'm sorry, let me restate it. I surrender  
2 already before you get up and yell.

3 You are the witness that BellSouth identified  
4 when Supra asked for someone who was a projections or  
5 forecasting expert?

6 A For equipment, yes.

7 Q For the company for equipment?

8 A Yes.

9 Q And for that reason, that's why I'm asking you.

10 A Okay.

11 Q Because nobody else here today will tell me that  
12 they can tell me about projections.

13 A I can't tell you how that 21 hundred square feet  
14 was projected, what it was based on. I don't know.

15 Q Okay. But let me just ask this question: Is it  
16 fair to say that somebody at BellSouth made that  
17 projection?

18 A I think that's probably fair to say.

19 Q Okay. Okay.

20 A How they did it, or who did it, I don't know.

21 Q Okay.

22 MS. SUMMERLIN: Okay. We have located one other  
23 exhibit that relates to this, and I would ask that this be  
24 identified as Number 30.

25 COMMISSIONER DEASON: It will be so identified.

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1 BY MS. SUMMERLIN (Continuing):

2 Q This one -- this order has a stamped date of  
3 February '94 at the top, and it's a Memorandum Opinion and  
4 Order of the Federal Communications Commission issued in CC  
5 Docket Number 91-141.

6 Ms. Tipton, do you have this exhibit yet?

7 A Ms. Cruitt? No, I don't.

8 Q I'm sorry, I'm calling you the wrong name. I'm  
9 sorry. Ms. Cruitt, you didn't get it yet?

10 A No.

11 Q I'm sorry, we thought we were handing them out.  
12 I miscommunicated.

13 (DOCUMENT DISTRIBUTED)

14 Q Okay. Do you have it, Ms. Cruitt?

15 A I do.

16 Q Okay. If you look at page 2 of this FCC order,  
17 this order granted BellSouth's request for the waiver, and  
18 on Page 2 there is a Section 2 that deals with pleadings,  
19 Paragraph A talks about BellSouth. What I need to point to  
20 is what it says about: "At its Gardens central office in  
21 Palm Beach Florida, BellSouth alleges that 23 hundred  
22 square feet of office space are unavailable for physical  
23 collocation because this space is used for entrance and  
24 bathroom facilities and a mechanical room containing  
25 heating, ventilation and air-conditioning equipment.

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1 BellSouth also has reserved 21 hundred square feet within  
2 that office for projected growth."

3 In its reply BellSouth states that six hundred of  
4 this 21 hundred square feet are needed for three years of  
5 growth for a DMS-200 access tandem switch and a DMS-100  
6 switch to provide local switching. BellSouth asserts that  
7 another six hundred feet are needed for a DMS-200, a TOPS  
8 operator switch and a DMS signal transfer point, STP.  
9 Finally, BellSouth claims that the remaining 900 square  
10 feet must be reserved for main distribution frame growth  
11 and maintenance administration.

12 I guess what I would ask you if you can respond  
13 to it at all: Does this appear to be the same kind of  
14 projection that you would make now in terms of you would be  
15 saying that a certain amount of equipment is going to be  
16 needed for a certain period of time?

17 A I would tell -- as a switch capacity manager or a  
18 circuit capacity manager or a power capacity manager, I  
19 would tell the common systems capacity managers how many  
20 frames of growth I project in the next two to three years.

21 Q Okay. And someone like that would have been  
22 behind this request basically in terms of in the --

23 A That's what I would do now.

24 Q Yeah, okay. Okay. So you don't have any  
25 knowledge specifically about what happened with all these

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1 specific items, and we'll have to ask somebody else to know  
2 whether or not these projections panned out the way  
3 BellSouth proposed that they thought they would? You don't  
4 know that; is that --

5 A No.

6 Q That's what you're saying.

7 A Right, I don't know how -- what these were based  
8 upon.

9 Q Okay.

10 A I do know that the dynamics of these offices are  
11 great, and I know that -- and, in fact, you have observed  
12 in your tours that the offices change week to week.  
13 Equipment is added. Equipment is removed. Space is  
14 reorganized, so it is not a surprise to me that in four or  
15 five years that there are significant changes in this  
16 office.

17 Q Okay. So --

18 A Because they are volatile dynamic offices.

19 Q Okay.

20 A And the forecasts have changed significantly.

21 Q Okay. So that means that sometimes space gets  
22 freed up; is that right?

23 A Yes, as --

24 Q In a dynamic situation?

25 A As equipment is modernized, it does, yes.

1 Q Okay. Are you aware of whether Supra's request  
 2 for physical collocation was evaluated in light of that  
 3 dynamic environment?  
 4 A I am not aware of that.  
 5 Q Okay. I guess just to make one sentence on this  
 6 other Exhibit 28, and just simply to point out that there  
 7 was a specific projection made for the North Dade Golden  
 8 Glades office. If you look at the first attachment to this  
 9 petition for waiver, there is a chart at the top that says  
 10 "Expanded Interconnection, Docket Number 91-141, Central  
 11 Office Inventory for BellSouth Telecommunications," and  
 12 it -- on the locations, it lists North Dade, and then it  
 13 says Golden Glades for the central office name?  
 14 A I don't know where you are. Can you --  
 15 Q Okay. I'm sorry.  
 16 A Which, where --  
 17 Q If you will look at the petition for waiver that  
 18 has the date February 16th, 1993, at the top --  
 19 A Okay.  
 20 Q -- that deals with North Dade Golden Glades, so  
 21 just look to the first attachment.  
 22 MS. WHITE: Well, if it will hurry things along,  
 23 BellSouth will stipulate that attached to the petition for  
 24 waiver is a projection, if that will help.  
 25 MS. SUMMERLIN: That's all I'm going to do, is

1 ask -- just point out that one statement, okay?  
 2 BY MS. SUMMERLIN (Continuing):  
 3 Q Have you found it?  
 4 A I am at an attachment. Is it this one?  
 5 Q Yes.  
 6 A Okay.  
 7 Q All I'm trying to point out is that there is on  
 8 this document for the North Dade Golden Glades central  
 9 office under the column "Vacant Reserve Space," the figure  
 10 one thousand square feet, okay?  
 11 A Yes, I see that.  
 12 Q Okay. And consistent with what you've just  
 13 testified on the other petition for waiver, you have no  
 14 idea where that came from or what has happened or anything  
 15 else about it?  
 16 A That is correct.  
 17 Q Okay. If it's true that today in Mr. Bloomer's  
 18 testimony he had stated that BellSouth is reserving  
 19 substantially more space than that thousand square feet  
 20 today, does that not indicate that something was -- some  
 21 kind of problem occurred with the projections that were  
 22 made when this petition for waiver was filed?  
 23 A No, I don't assume that because I told you that  
 24 the conditions have changed dramatically; and I would  
 25 expect, because we have seen the growth rates that I stated

1 in my summary, that we would be reserving more space for  
 2 future growth than we did in this time frame. So that  
 3 doesn't tell me that there was anything wrong with the  
 4 projections at the time.  
 5 Q Okay.  
 6 A As you've seen on the documents that we've  
 7 produced, the growth rate in that time frame was much less  
 8 than it is today, significantly less.  
 9 Q Okay. If it was significantly less and one  
 10 thousand square feet was said to be needed for the  
 11 immediate future at that point in time, if a great deal  
 12 more space than that is left now, doesn't that suggest a  
 13 problem with that projection?  
 14 A No, because that time frame that you are  
 15 projecting was the '93/'94 time frame. We are now  
 16 projecting '98/'99, 2000; so, no, it doesn't.  
 17 Q If there has been no change to the building that  
 18 we are talking about in terms of any additions of space,  
 19 doesn't it suggest that the projections that were made at  
 20 that time may have been faulty?  
 21 A The equipment projections?  
 22 Q Yes.  
 23 A No, it doesn't.  
 24 Q What could have happened, to answer that  
 25 question?

1 A What could have happened to what?  
 2 Q What I am saying to you is that at that point in  
 3 time -- we have just looked at two petitions for waiver  
 4 filed by, BellSouth, both of which indicate that five years  
 5 ago, approximately five years ago BellSouth believed that  
 6 substantially less space was left and available for future  
 7 use than it says is now available today?  
 8 A Well, as I indicated just a minute ago, the  
 9 office is dynamic, there are always changes. There is  
 10 equipment being removed. There is equipment being added.  
 11 We are modernizing. We are replacing equipment.  
 12 Q Okay. Modernizing would mean that the  
 13 equipment -- the more advanced technology would require  
 14 smaller or less equipment maybe?  
 15 A Well, by modernizing I meant that we are putting  
 16 in equipment that will provide additional functionality  
 17 than the equipment that is being replaced.  
 18 Q Does that mean that the equipment, the space  
 19 needed for the equipment to serve the same demand is less?  
 20 A Not necessarily.  
 21 Q Well, then how do you answer the question of the  
 22 fact that there is more space available in these offices  
 23 now than there was -- that BellSouth claimed there was when  
 24 they filed these petitions for waiver? Something has --  
 25 Do you not concede that something has to be an explanation

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1 for this?

2 MS. WHITE: Okay. ALL right. I'm going to have  
3 to object at this point. She has answered this question  
4 fives times, that no she doesn't think anything is wrong.  
5 She said what she bases her answer on. She said that she  
6 doesn't know what the projections were based on in '93 and  
7 she is doing the best can. Ms. Summerlin obviously wants  
8 this witness to say something that she either doesn't --  
9 that either Ms. Cruit doesn't agree with or doesn't know  
10 the answer to.

11 COMMISSIONER DEASON: Ms. White, you can stop.  
12 The objection is sustained. The question has been asked  
13 and answered.

14 Ms. Summerlin, you may move on.

15 MS. SUMMERLIN: I'll be happy to move on.

16 BY MS. SUMMERLIN (Continuing):  
17 Q Ms. Cruit, I passed out our deposition transcript  
18 and a couple of confidential exhibits and hopefully you  
19 have that.

20 A No.

21 Q You do not have that?

22 A No, I do not. Oh, here it is.

23 Q Okay. I just have a few questions on a couple of  
24 the things that we talked about at your deposition. There  
25 are two -- there should be two items there.

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1 with this, and we can walk through it if you'd like.

2 Q Well, I guess what I'm asking is did your group  
3 generate these?

4 A The charts?

5 Q Yeah.

6 A Yes.

7 Q Okay. That's all I was trying to get.

8 A Not necessarily the forecasts, but the charts,  
9 yes.

10 Q Okay. Who generated the forecasts?

11 A Well, we need to -- I need to know which one you  
12 are talking about because if it's line forecasts for the  
13 overall office, that is developed by one organization. If  
14 it's a forecast of digital systems, that's developed by  
15 another. If it's the remaining analog, that's another.

16 Q Okay. Are these --

17 A So if you'll tell me more, I'll be glad to answer  
18 your question.

19 Q Okay. I was under the impression that you were  
20 above those various groups; is that not correct?

21 A No. No, I don't have a forecasting  
22 organization.

23 Q Okay. So you take --

24 A Where we do not receive a forecast we develop our  
25 own, and it's based on projections of the last 12 to 18

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1 A Okay.

2 Q That are two different stapled sections of  
3 several charts.

4 A Okay.

5 Q These are -- do you recognize these charts from  
6 Mr. Milner's exhibit --

7 A Yes.

8 Q -- that is already in the record now?

9 A Yes, I do.

10 Q Okay. One of these sets of charts has in the  
11 bottom right-hand corner an identifier of NDAD, obviously  
12 North Dade, Florida, Golden Glades central office. Do you  
13 recognize which one I'm talking about?

14 A Yes.

15 Q Okay. And the first one is labeled 32.1.

16 A Okay.

17 Q And I guess -- I just want to ask you a couple  
18 of questions about the forecasts. These are forecasts that  
19 you -- your shop made; is that right?

20 A Well, we used the forecast, and these charts  
21 are -- this is a mechanized tool that my organization uses,  
22 these charts.

23 Q Okay.

24 A So when you say forecasts, we need to talk about  
25 which forecasts you are talking about, but I am familiar

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1 months' history.

2 Q Okay. So --

3 A So where we do receive a projection, or a  
4 forecast, we use it; and that's what's plotted on some of  
5 these charts.

6 Q Okay. So all -- what you can tell me is what the  
7 forecasting approach is that's being used at this time?  
8 Can you tell me that?

9 A Yeah, I can talk to you about that.

10 Q Okay. I know that you said earlier today that  
11 the forecasting approach that BellSouth is using has  
12 dramatically changed in the last couple of years; is that  
13 right?

14 A That is right.

15 Q And what is the basis -- what is the basic idea  
16 of that change? I mean how has it changed?

17 A The basic -- Well, in the past, we used to  
18 receive forecasts for lines and trunks. Today, we re --  
19 I receive a forecast for lines, network access lines from  
20 the forecasting organization. We do not receive a forecast  
21 for trunks because of the demand of the interconnection and  
22 the demands coming from the interconnecting carriers. They  
23 consider that market intelligence, competitive information;  
24 and, therefore, especially on trunks and, you know, that's  
25 where we are doing our own forecasting and basing it on

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1 current most recent history, we are developing our own  
2 because we cannot get a forecast of interconnecting trunks  
3 from the carriers.

4 Q Okay. But is it true that at some point  
5 BellSouth has to come up with a projection?

6 A Absolutely.

7 Q For each of these items?

8 A Yes. Yes.

9 Q Okay. Whether you get something from somebody  
10 else or not; is that right?

11 A Yes. Uh-huh.

12 Q Okay. Is it true that what has really happened  
13 is that now instead of using several years worth of data  
14 you use 12 to 18 months worth of data to project what your  
15 situation is going to be?

16 A Well, rather than using an input of a forecast,  
17 we now base trunking demands on the most recent 12 to 18  
18 months.

19 Q Is that what was done back -- you told me in '95  
20 and '96, I think, that there was a different approach  
21 used. How does this approach differ from that?

22 A We would receive forecasts from interexchange  
23 carriers -- See, the change is that we are  
24 interconnecting now with many more players than we used to  
25 interconnect with, and so we had established a relationship

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1 of sharing information with the interexchange carriers.  
2 They would provide to us a forecast of what they would  
3 expect to need to turn up. That we would plow into our  
4 forecasts, and we would know what demand to project.

5 In today's world, because of the explosion of the  
6 Internet and not having a forecast of that demand, because  
7 of the interconnection with other CLECs where we haven't  
8 developed that relationship yet, because of the  
9 interconnection of wireless and their marketing strategies,  
10 we do not receive a forecast from all of those various  
11 players. And so based on that, we are projecting our  
12 current trends for the next 12 to 18 months and purchasing  
13 equipment based on our most current 12 to 18 months, in  
14 light of not having anything else. For trunking I'm  
15 talking about.

16 Q Okay. What do you use for Lines right now?

17 A We have a forecasting organization that provides  
18 us a forecast of network access Lines on our local  
19 switches, not on the access tandems, because I told you the  
20 tandems are just trunking interconnection; but on the local  
21 switches, we receive a line forecast. And in my summary I  
22 said that line forecast goes to both the switch capacity  
23 manager and the loop capacity manager who is planning the  
24 outside plant. They take those forecasts, the loop  
25 capacity manager turns that into systems that need to be

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1 deployed in the field that they plan to integrate into the  
2 switch. They provide that to the switch capacity manager  
3 who takes that information along with the knowledge of the  
4 overall forecast and determines the analog and digital  
5 requirements.

6 Q Okay. So is it fair to say that your forecasts  
7 today are based on less information than your forecasts  
8 were in '93 and '94?

9 A Could you be more specific what kind of switch  
10 your talking about? Are you talking --

11 Q For any of your switches.

12 A No, I don't think that's fair to say for the  
13 local switches. For the access tandems, yes, it is based  
14 on the -- we are trending our data based on the most recent  
15 12 to 18 months worth of history for the access tandems.  
16 For the local switches I just went through the process that  
17 we are using.

18 Q The local switch forecasting is exactly the same  
19 as it was when you first got involved in that organization  
20 in '95?

21 A For Lines.

22 Q For Lines?

23 A For Lines, and for trunks we are utilizing a  
24 trended demand because of the Internet explosion and the  
25 access from the end user to their Internet service

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1 provider.

2 Q Okay. So you said that it was correct to say  
3 that your forecast for trunks are based on less  
4 information?

5 A Trended. They are trended. I don't know if it's  
6 less or more. I mean it's what has recently happened in  
7 the current past, and we have nothing else to go on other  
8 than history. We don't get a forecast from our end users  
9 of who they are going to access for their Internet  
10 provider. We don't know what they are going to use their  
11 access lines for. We do know that they are accessing  
12 Internet service providers, and so we have to have demand  
13 -- we have to have capacity in that office to carry their  
14 access requirements, regardless of where it's going to.

15 Q Yeah. I understand what you're saying. I'm just  
16 trying to clear up for my understanding that what you're  
17 saying is that the trunk forecasting that you do now as  
18 opposed to the trunk forecasting you did in '95 is based on  
19 less information?

20 A It's based on different information, how about  
21 that? We can agree on that.

22 Q Not necessarily. I'm trying to understand.

23 A Well, in the past --

24 Q You said before that it was less information. I  
25 believe earlier in your statement today you said that, and

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1 I just wanted to --

2 A I don't know that I said less. I just said it's  
3 different. I said it's different. I said that demand on  
4 the network is no longer stable and predictable;  
5 therefore, because of a lack of a forecast for the  
6 influences that I discussed, we rely heavily on trended  
7 demand to determine capacity exhaust.

8 Q Okay. In '95 when you did a trunk forecast, how  
9 much historical data did you use? Did you go back three or  
10 four years at that time?

11 A We had as much data as we have today, and in '95  
12 when we were doing trunk forecasts, they would look at the  
13 access line increase, and they would project that into a  
14 trunk requirement; and the network was stable, and so they  
15 used about the same number of trunks to lines to project as  
16 they had in service. Today, the usage on the network is  
17 increasing substantially, and so they cannot use that same  
18 trunk-to-line ratio, so we are projecting the demand of the  
19 trunk network.

20 Q Okay. You just said then you had as much data as  
21 you have today; is that what you just said?

22 A We have -- Yes. Data in terms of history; is  
23 that what you mean, history data?

24 Q Yeah, my understanding of what you have said  
25 today is that you now use 12 to 18 months of data; whereas,

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1 in the past, you used substantially more data in terms of  
2 more period of time, historical period of time.

3 A No, not period of time. It has nothing to do  
4 with the period of time. The reason that we've changed is  
5 that the influences on the network changed significantly 12  
6 to 18 to 24 months ago, and that's why we are using the  
7 most recent demand rather than trying to look back and use  
8 an average of the last four years or use the old process  
9 where we were using a line-to-trunk ratio. We are using  
10 current history to try to project, to stay ahead of  
11 customer demand.

12 Q Okay. Did you use an average of the last four  
13 years back in '95 to do this forecasting?

14 A No, we didn't use an average.

15 Q Okay. Did you use --

16 A We used --

17 Q I'm sorry. Go ahead.

18 A For trunks we used a line-to-trunk ratio. We  
19 projected the number -- we knew the number of lines  
20 projected for the forecast. We applied that line to trunk  
21 ratio and any other known changes that were occurring in  
22 that office, and they developed -- we developed a trunk  
23 forecast based on that.

24 Q Okay. I'm going to end this real quick, but I  
25 just want to ask you one more time: In 1995 when you

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1 started in this position, did you use only 12 to 18 months  
2 worth of data to make your forecasts for trunks?

3 A No.

4 Q What did you use?

5 MS. WHITE: Again, this question has been asked  
6 and answered.

7 COMMISSIONER DEASON: The question has been asked  
8 and answered, Ms. Summerlin. You can move on.

9 COMMISSIONER CLARK: Then if it is, I'm not clear  
10 of the answer, and I apologize.

11 COMMISSIONER DEASON: Well, I apologize, when we  
12 get to you asking questions, you can ask your question at  
13 that point.

14 COMMISSIONER CLARK: Okay. All right.

15 COMMISSIONER DEASON: But it's clear to me.  
16 Ms. Summerlin, you need to move along.

17 COMMISSIONER CLARK: Let me follow up on that  
18 point. Would it be fair to say that you have -- with  
19 regard to your trunks and lines, you used to be able to  
20 rely on your projections of lines to determine your trunks  
21 because you were, generally speaking, the sole provider of  
22 those lines?

23 WITNESS CRUIT: Yes.

24 COMMISSIONER CLARK: All right. Now you are no  
25 longer the sole provider of those lines; is that correct?

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1 WITNESS CRUIT: Well, the lines that are being  
2 served by our local office we are the sole provider of  
3 those, but the difference is the usage of those lines is  
4 extremely different than it was then. Then it was  
5 traditionally voice traffic. Now a lot of that usage is  
6 data traffic. It's access to the Internet. That  
7 started --

8 COMMISSIONER CLARK: All right. Do you know --

9 WITNESS CRUIT: I'm sorry, go ahead.

10 COMMISSIONER CLARK: Do you know what is coming  
11 in over a line?

12 WITNESS CRUIT: No, we do not. It is a 1FR, 1F,  
13 1F -- 1FB. It's a line. A line is a line. It comes into  
14 the office, and it uses the network equipment in that  
15 office. When the line is up or being used much longer  
16 today than it was in the past, it requires additional  
17 trunking facilities.

18 COMMISSIONER CLARK: And it's that information  
19 that you don't have so you can project the number of  
20 trunks; is that correct?

21 WITNESS CRUIT: That's correct, and so, because  
22 we don't know how much the subscribers in these particular  
23 offices are utilizing or going to utilize their lines for  
24 Internet access or any other data demand, we are projecting  
25 the demand of trunks based on the most current 12 to 18

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1 months worth of history because we think that more  
2 accurately reflects the demand of the future.

3 COMMISSIONER CLARK: Okay. Do you think it would  
4 be fair to say that because you are not -- you don't have  
5 the information about what is coming in on those lines now  
6 that your projection of trunks will be less reliable than  
7 if you did have all that information on the lines?

8 WITNESS CRUIT: It's probably less reliable, but  
9 it's the only method that we have of projecting trunking  
10 today.

11 COMMISSIONER CLARK: I'm not faulting your  
12 method. I'm just trying to get --

13 WITNESS CRUIT: Yes, it's not as reliable as we  
14 would like it to be. We would like customers to have a  
15 separate line and know that it's going to be used for  
16 Internet access and know when it's going to be used and  
17 have an average projection, but we don't know. All we know  
18 is that they have a line. They might have an additional  
19 line, but as they come into the office, I don't even know  
20 which ones are additional lines, which ones are primary  
21 lines. I just know a line is a line. Traditionally it's  
22 been used for voice. It's being used much, much more today  
23 for data generating a lot more traffic usage on the network  
24 and, therefore, I have the trunks -- I need to have the  
25 trunks, or we incur blocking in the office.

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1 COMMISSIONER CLARK: Right.

2 WITNESS CRUIT: And we don't want to do that, so  
3 we are really trying to stay ahead of the demand.

4 COMMISSIONER CLARK: But you say -- and I  
5 understand the reason you don't have that information is  
6 your competitors don't want to provide it to you, and I  
7 think that's understandable. But it does make your ability  
8 to project what you need more volatile?

9 WITNESS CRUIT: Absolutely, it does.

10 BY MS. SUMMERLIN (Continuing):

11 Q Ms. Cruit, I would like to look just a couple of  
12 seconds at these two different charts on the North Dade  
13 Golden Glades and the one set that starts with the 32.1 in  
14 the bottom right-hand corner. Can you describe for me, or  
15 explain to me, I guess, what the dotted line is the  
16 projection for -- or the forecast; is that right?

17 A Yeah.

18 Q Okay. Is that basically a flat growth projection  
19 or a very close to flat?

20 A You are talking about on the first page?

21 Q Yes, it should say North Dade Golden Glades 32.1  
22 at the bottom right.

23 A Yes. That's -- remember when I was talking about  
24 the lines being served in the office, I said that some of  
25 them are served on an analog.

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1 Q Yes. I --

2 A -- Like analog terminations, others are served by  
3 digital. So these particular ones that you are looking at  
4 on the front page are analog line terminations. This is  
5 made up of equipment types that are LMs, which are old  
6 peripherals; and LCMs, which are new peripherals.

7 Q Okay. So when we look at what you are currently  
8 experiencing as demand, that's the lower line to the left,  
9 the solid line?

10 A Demand is the solid line. The projection is the  
11 dotted line.

12 Q Okay. And then your capacity is the line above?

13 A The upper line.

14 Q The upper line?

15 A Uh-huh.

16 Q So does that indicate that you have greater  
17 capacity than is needed for your current business as well  
18 as the projection?

19 A Yes, it does.

20 Q Okay.

21 A In this particular case, but I would like to  
22 explain that because that excess capacity is the old type  
23 of equipment, what we call line modules. Those line  
24 modules cannot provide caller ID type services, so we are  
25 replacing those line modules as the caller ID service

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1 requirements or the forecasts for caller ID lines. At that  
2 growth rate we are providing additional new modules to  
3 support the conversion of the old to the new, and as we do  
4 that, we add new modules and pull out the old.

5 Q Okay.

6 A So that capacity is required until we are able to  
7 replace the old modules.

8 Q Okay. The second sheet -- the second sheet in  
9 this group has got 32.1 in the bottom right-hand corner.

10 A Yes.

11 Q This projection is a rising up in the future  
12 apparently, the dotted line. Does this show that you have  
13 a lot more capacity that is planned than what the forecast  
14 seems to indicate will be needed?

15 A No, I don't think so. In '99 it indicates about  
16 what, three months prior to the demand actually  
17 materializing that the equipment is being installed. And  
18 as I told you in my deposition, this is made up of several  
19 different kinds of equipment. It's made up of -- I hate to  
20 get into this -- TR008 equipment requirements, which is a  
21 BellCore standard and TR303 requirements. That's defined  
22 by the outside plant in how they plan to administer the  
23 allocation area or the serving area that they are treating,  
24 and so depending on how they plan equipment growth, I take  
25 it into the central office to terminate whatever their

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1 equipment requirements are; so I really plan it based on  
2 systems, which I don't believe you have included here, and  
3 turn it into digital lines that that's going to serve.  
4 Q Okay. Ms. Cruitt, let's move past the next one to  
5 the one that says at the very top, "SLC96, dash, Working."  
6 A It says on the top "SLC96-Working?"  
7 Q Yeah, and --  
8 A Oh, I'm sorry. Okay, I see that.  
9 Q Okay. You see what I'm talking about?  
10 A Uh-huh.  
11 Q Okay. Where this dotted line is, it appears to  
12 be leaping up from where your demand, your current demand  
13 line is. Can you explain where that's coming from, or what  
14 that --  
15 A Well, I can explain that the dotted line  
16 indicated that we needed relief where we provided it. The  
17 solid line indicates that the demand on these particular  
18 systems is not as great as they thought it would be.  
19 Q Okay. Let's move to the next one. Up at the top  
20 it says is "SLC96-Assigned?"  
21 A Right, that is the same as the previous one. One  
22 is just systems that are assigned; the other is systems  
23 that are working.  
24 Q All right. And so it's the same basic reasoning?  
25 A Well, it's the same equipment.

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1 Q All right. Let's see, on the last sheet in this  
2 section, up at the top it's got "DS-1 Trunks."  
3 A Yes.  
4 Q Okay. When I talked with you at the deposition,  
5 you said that this very high or steep increase in demand  
6 was due to two anomalies; is that correct?  
7 A It was due to switch replacements that we are  
8 installing new offices that are digital offices and we need  
9 to turn up trunks to both of those offices during a  
10 conver -- during the conversion time frame. We have trunks  
11 going from, in this case, Golden Glades to the old analog  
12 switch and to the new digital switch. And so, yes, this  
13 is -- the steep rise is because we have those trunks turned  
14 up simultaneously, and then it comes back down. You see it  
15 coming back down in one case. In the other it will go back  
16 up and then come back down. So I think my point in the  
17 deposition was that in this case we wouldn't use that steep  
18 riser to project our future requirements for DS-1 trunks in  
19 this office. We would use the lower points on that curve  
20 to determine when we needed future relief.  
21 Q You don't really show a forecast on this one?  
22 A I don't show a forecast here, no.  
23 Q Okay. On the next sheet that at the top says --  
24 well, actually it says "Units Divisions Equals 40," but I  
25 don't see --

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1 A On the side, ISDN, BRI; is that the one you are  
2 looking at?  
3 Q Yeah. Can you explain exactly what -- This  
4 forecast appears to be eventually going in a downward  
5 trend, but the capacity seems to be very high.  
6 A Well, and that's based on the current demand.  
7 This is ISDN Lines. We know that customers are buying BRI,  
8 which is basic rate interface ISDN Lines for computer  
9 access. We think that, in fact, this drives the trunks as  
10 well. So, you know, based on the forecast or based on the  
11 demand, the forecast is significantly understated. That  
12 would also account for the under run on the other one.  
13 We've over run the forecast in basic rate interface, but  
14 yet we have under run the other; so we have provisioned  
15 based on the demand, the most recent demand.  
16 Q So the forecast -- the demand line ends at a  
17 certain location, and obviously the demand has gone over  
18 what your forecast was, but your forecast is not -- you  
19 don't seem to have changed the forecast upwards, but the  
20 capacity level seems to be very high in comparison?  
21 A Well, that's what -- well, very high compared to  
22 what?  
23 Q To the forecast.  
24 A Well, but that's because this forecast we  
25 received from that forecasting organization, which we have

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1 not gotten an updated one, so that's why I say we are  
2 trending based on history so that we can make sure we have  
3 the capacity and not have to deny customers' requests for  
4 service.  
5 Q Okay. On the next page, which we have written in  
6 nice scrawled handwriting, primary rate interface, this  
7 forecast seems to be quite extreme here. Can you explain  
8 how that, where that comes from when the demand curve does  
9 not seem to be nearly that steep?  
10 A The demand has not materialized here as the  
11 forecast indicated that it would, and so as a result, we  
12 have not provisioned the equipment. I guess the point to  
13 learn from all of this is that we are trying to provision  
14 based on the current demand. We are not putting equipment  
15 in our offices. We are not filling up space just because  
16 we have a forecast that tells us to do so. We are using  
17 judgment. We are applying it on the most recent history so  
18 that we can use our capital efficiently as well as our  
19 floor space.  
20 Q Isn't this an example of where your forecasts  
21 have been pretty way off?  
22 A Yes, this is an example of where the forecast is  
23 off by about 20, I mean if you call 20 units significant.  
24 I don't. But apparently it looks like it is because of the  
25 scale, but it's really not.

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1 Q I don't have any further questions.  
 2 A Okay.  
 3 MS. SUMMERLIN: Thank you.  
 4 COMMISSIONER DEASON: Staff, how much do you have  
 5 for this witness?  
 6 MS. KEATING: Staff has no questions.  
 7 COMMISSIONER DEASON: Commissioners.  
 8 COMMISSIONER CLARK: I'm sorry, but I did not  
 9 understand. What did you do to come up -- did you say you  
 10 knew that with respect to the 21 hundred square feet for  
 11 projected growth that was in your petition -- I guess it is  
 12 in '93 -- how did you say that was arrived at, or how you  
 13 think it was arrived at?  
 14 WITNESS CRUIT: I said I didn't know because I  
 15 wasn't there. I am not aware of the process that was used  
 16 to develop that.  
 17 COMMISSIONER CLARK: I'm sorry, I thought I heard  
 18 four years somewhere for something. No?  
 19 WITNESS CRUIT: No, I don't think so.  
 20 COMMISSIONER CLARK: That's fine. I may have  
 21 misheard. But this, but the way you used to do it was you  
 22 had information about the lines and you could make  
 23 projections?  
 24 WITNESS CRUIT: Right.  
 25 COMMISSIONER CLARK: When did you no longer use

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1 that type of projection, at what point?  
 2 WITNESS CRUIT: In the last 18 to 24 months, and  
 3 the real driver for that -- that's what you need to  
 4 understand -- the real driver for that is the change in the  
 5 environment, the explosive Internet, the CLEC, the wireless  
 6 interconnection. ALL of those things have changed the way  
 7 that we plan. If we were using those old planning  
 8 processes, we would not be meeting service requirements  
 9 today. So we have changed it in reaction to the  
 10 environment, and that happened 18 to 24 months ago when all  
 11 of those things started happening.  
 12 COMMISSIONER CLARK: Okay. When did you start  
 13 doing trending?  
 14 WITNESS CRUIT: In the past 12 to 18 months.  
 15 When we started -- really we started when we saw the  
 16 Internet access, which was in late -- two years ago -- '96.  
 17 Late '96 when all of the Internet service providers went to  
 18 a flat-rate pricing, that's what really caused the usage on  
 19 the network to increase dramatically. We saw that in early  
 20 '97, and we began using this other process as we saw the  
 21 demand increasing significantly. And as we got more  
 22 history and we saw that it wasn't a one-time event, that it  
 23 was going to continue to occur, we decided that in light of  
 24 the environment we needed to change our process. And  
 25 that's when we went to a trend rather than using, you

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1 know --  
 2 COMMISSIONER CLARK: Describe to me how you do  
 3 the trending.  
 4 WITNESS CRUIT: Well, I wish I had a -- Can we  
 5 give them a chart that was in the deposition on like one of  
 6 tandems so they can see that? Can we share that with them?  
 7 Because then you would be able to see the past.  
 8 MS. WHITE: Ms. Summerlin, did you handout the --  
 9 MS. SUMMERLIN: We handed out some of your charts  
 10 in that confidential exhibit.  
 11 WITNESS CRUIT: Oh, okay. Let me find one. Well,  
 12 no, this is just my transcript, right?  
 13 MS. SUMMERLIN: No, the charts that we were  
 14 talking about; is that what --  
 15 WITNESS CRUIT: Oh, but those are just the local  
 16 offices. They really have very little influence on the  
 17 space requirements in these offices. What really is  
 18 driving the space requirements in these offices are the  
 19 access tandems which we haven't talked about at all. I'll  
 20 answer your question. A picture says a thousand words, but  
 21 we are looking at -- If you could see this picture that I  
 22 have, you could see that the demand in the '94, '95, '96  
 23 time frame was relatively stable, but then in late '96 and  
 24 '97, it --  
 25 COMMISSIONER CLARK: When you say it was stable,

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1 was it flat or --  
 2 WITNESS CRUIT: It wasn't flat, but it was  
 3 growing slightly.  
 4 COMMISSIONER CLARK: Okay.  
 5 WITNESS CRUIT: Like probably 4 or 5%.  
 6 COMMISSIONER CLARK: Each year it grew by about  
 7 the same amount?  
 8 WITNESS CRUIT: Right.  
 9 COMMISSIONER CLARK: Okay.  
 10 WITNESS CRUIT: And then in '97 you can see the  
 11 steep of the curve, which is the demand, increases  
 12 significantly. So we are taking -- because we want to  
 13 anticipate that increased demand due to the changing  
 14 environment, we take the last 12 to 18 months, whatever  
 15 looks appropriate in the particular situation, and we are  
 16 projecting that another 12 to 18 months, and we are  
 17 provisioning equipment based on the most current history.  
 18 COMMISSIONER CLARK: You just assumed the curve  
 19 is going to be, have the same --  
 20 COMMISSIONER JACOBS: Slope.  
 21 COMMISSIONER CLARK: -- slope? Thank you.  
 22 WITNESS CRUIT: Yes, we are, until we see  
 23 something different. So far that's what it looks like, but  
 24 until we see the conditions change again, that's what we  
 25 are doing.

1 Now I say we are provisioning for about a  
2 12-month, 12- to 18-month window. We are providing the  
3 expensive plug-ins on six-month intervals. We are putting  
4 in the hardware for about a 12-month, 12- to 18-month  
5 period, providing the plug-ins on a six-month interval. If  
6 we see the demand take a downward trend, that job, rather  
7 than being a 12- or 18-month hardware job, may be a  
8 24-month job, which is still well within our planning  
9 guidelines for economically provisioning offices.

10 COMMISSIONER CLARK: Is it your testimony that  
11 what is driving -- and tell me what is -- I just was  
12 trying to look for my prehearing order, but I don't see  
13 it. What is your projected -- What have you reserved for  
14 projected growth in the Garden central office?

15 WITNESS CRUIT: In West Palm Beach Gardens?

16 COMMISSIONER CLARK: Right.

17 WITNESS CRUIT: It is my understanding that the  
18 testimony of the space reserved for the Gardens' tandem is  
19 six to eight frames per year, and what we are actually  
20 experiencing is more like 10, 10 to 11 frames per year  
21 based on this most current trend. In the local office, I  
22 believe the trend is based on six frames per year. For the  
23 TOPS it's based on one or two frames a year.

24 COMMISSIONER CLARK: Now let me just ask you, is  
25 the local or the TOPS, are your projections for those, the

1 space or the frames you need for that, very different than  
2 what you were projecting in 19 --

3 WITNESS CRUIT: In the earlier period?

4 COMMISSIONER CLARK: In 1993, yeah.

5 WITNESS CRUIT: Not significantly because this  
6 new projection mainly applies to the access tandems. It is  
7 slightly impacted, but our line projections are what's  
8 really driving the frame requirements for the local switch;  
9 and in the top switch it's basically the modernization of  
10 that equipment to provide additional services for operator  
11 services.

12 COMMISSIONER CLARK: Let me maybe ask Ms. White.  
13 How much are you projecting in reserve space for the West  
14 Palm Beach Gardens central office for growth? What have  
15 you -- What is your number there? I just don't remember.

16 MS. WHITE: I believe it's 31 hundred.

17 COMMISSIONER CLARK: Okay. And how many years  
18 growth do you think the 31 hundred -- I mean, Ms. Cruit,  
19 do you know how many years growth that is supposed to  
20 cover?

21 WITNESS CRUIT: Two to three is my understanding,  
22 and I need to look over at my -- our experts over there  
23 that will be testifying on space requirements.

24 COMMISSIONER CLARK: Let me ask you this: In 1993  
25 your petition says you were reserving 21 hundred square

1 feet for projected growth of the switches over a two-year  
2 period. Now I take it you are projecting 31 hundred for a  
3 two- to three-year period.

4 WITNESS CRUIT: You said the first number was for  
5 how much growth, how many years?

6 COMMISSIONER CLARK: No, two years.

7 WITNESS CRUIT: For two years? I think probably  
8 what you're saying is correct, but I'm not sure. I'm not  
9 real familiar with all those square footage numbers,  
10 sorry. I can tell you that I know for a fact that the  
11 floor space and the equipment requirements in these offices  
12 has increased mainly due to the access tandem requirements.

13 COMMISSIONER CLARK: You can tell me that?

14 WITNESS CRUIT: I can tell you that.

15 COMMISSIONER CLARK: Okay. Thank you.

16 COMMISSIONER DEASON: Redirect.

17 MS. WHITE: I have no redirect.

18 COMMISSIONER DEASON: Exhibits.

19 COMMISSIONER JACOBS: I'm sorry, I did have --

20 COMMISSIONER DEASON: Oh, I'm sorry.

21 COMMISSIONER JACOBS: I had a question.

22 Actually, Suzanne took care of part of it, but there was  
23 another one that I had.

24 When you -- first of all, do you adjust? It  
25 sounds like from your responses to Commissioner Clark once

1 you have that curve in place you don't really go back and  
2 adjust it until you have some subsequent events to indicate  
3 that the demand is changing.

4 WITNESS CRUIT: Well, for trunks. That's what we  
5 are talking about primarily, on the trunks. As we relook  
6 at provisioning every six months, we look at that trend.  
7 As we are approaching exhaust of that equipment, we relook  
8 at the trend and we determine whether that is still  
9 appropriate, whether it -- how much we should provision on  
10 that relief job. So about every six months we are looking  
11 at our trunking projection so that we can provision  
12 accordingly.

13 COMMISSIONER JACOBS: Now is it appropriate to  
14 ask you about the actual physical equipment in the office?  
15 What I'm thinking of --

16 WITNESS CRUIT: You can ask and I'll try.

17 COMMISSIONER JACOBS: Okay. What I'm thinking of  
18 is how would that demand cor -- We've had testimony that  
19 because of upgrades in technology that you can handle  
20 higher capacities with equipment that takes up less  
21 physical space, and my question is not so much about the  
22 details of that, but do you consider that in your planning?

23 WITNESS CRUIT: Yes, we do consider that, but  
24 that is not always a fact, what you just stated, that new  
25 equipment has a smaller footprint or higher density. We do

1 BY MS. WHITE (Continuing):

2 Q Mr. Rubin, would you please state your name and  
3 address for the record?

4 A (Witness Rubin) It's Jerome Rubin, and my work  
5 address is 18560 Northwest 27th Avenue, Opa Locka, Florida.

6 Q And by whom are you employed and in what  
7 capacity?

8 A (Witness Rubin) BellSouth Telecommunications.  
9 Capacity, as a common systems capacity manager.

10 Q Okay. And have you caused to be prefiled in this  
11 case rebuttal testimony consisting of six pages and no  
12 exhibits?

13 A (Witness Rubin) Yes.

14 Q And if I were to ask you -- Do you have any  
15 changes to that testimony?

16 A (Witness Rubin) Yes, I do.

17 Q Okay. Could you give those changes?

18 A (Witness Rubin) On Page 2, Line 24, the answer,  
19 I would like to change that to read "Switch capacity  
20 managers use wire center forecasts and demand and facility  
21 charts for determining switch center equipment additions.  
22 Circuit capacity managers use a mechanized planning tool,  
23 facility equipment planning systems or FEPS to generate  
24 planning work station reports that are used for determining  
25 circuit equipment additions."

1 And then on Page 3, Line 15, I want to add after  
2 04T, "that it also includes a signal transfer point switch  
3 designated STP."

4 And then on Line 17 where it says there are 987  
5 square feet reserved for future growth of the 03T, 04T,

6 after that I want to add "and STP."

7 Q And Mr. Rubin, could you move a little closer to  
8 your microphone?

9 A (Witness Rubin) Sorry.

10 Q Thank you.

11 A (Witness Rubin) And then on Page 5, Line 8, the  
12 first entry, change that to 707 square feet. And then on  
13 Line 21, the end of the sentence, change that to 1470. And  
14 that is all the changes.

15 Q Okay. If I were to ask you the questions that  
16 were asked in your prefiled rebuttal testimony today, with  
17 the changes that you've just made, would your answers be  
18 the same?

19 A (Witness Rubin) Yes, they would.

20 MS. WHITE: And I would like to have Mr. Rubin's  
21 testimony, rebuttal testimony inserted into the record as  
22 though read.

23 COMMISSIONER DEASON: Without objection it shall  
24 be so inserted.

25

1 BY MS. WHITE (Continuing):

2 Q Okay. Mr. Ream, would you proceed with your  
3 presentation? And for your presentation, the commissioners  
4 and the parties should look at the floor plan labeled "West  
5 Palm Gardens Central Office Floor Plan."

6 A (Witness Ream) Good evening. My name is Guy  
7 Ream, and I'm a common systems capacity manager for 12  
8 offices in West Palm Beach and Broward County, one of which  
9 is West Palm Beach Gardens Central Office. In the capacity  
10 of the common systems capacity manager, my duties are to  
11 plan equipment additions and removals, to gather forecasts  
12 from the switch planners, our circuit planners, power  
13 planners and loop planners; and along with that is then to  
14 maintain a space study plan which is the blueprint that you  
15 have in front of you.

16 Along with that, I manage removals by identifying  
17 the equipment to the circuit or switch capacity manager via  
18 the central office personnel on equipment that should be  
19 removed from the central office and identifying equipment  
20 for that, which allows for, you know, space for new  
21 equipment to be added and also to modernize. In some  
22 instances where we have obsolete equipment, I will identify  
23 it and get it pulled out of the office. With respect to  
24 that, in our Gardens central office, there are no unused  
25 bays in that particular office. We are in good shape that

1 particular space is not available for collocation.

2 In this office, when you look at this print, and  
3 this is something that I maintain, is the green squares and  
4 blocks within the office is actual equipment that is there  
5 today, presently there. The red indicates areas that we  
6 intend to grow new equipment in the future, so our offices  
7 are blocked out in such a manner so they can have orderly  
8 growth. And, if you will -- I know it's kind of difficult  
9 even for us to understand sometimes. If you can think of a  
10 central office as a parking lot, we have areas in this  
11 parking lot or in our central office that are fire lanes,  
12 just like any other place, that you can't park equipment in  
13 because you have to get emergency vehicles through, or in  
14 this case, get personnel through or equipment. We have  
15 areas within this central office that are -- take frames or  
16 base that are smaller than others, and that would be for  
17 compact car parking, if you will. And you know that if you  
18 have a compact car that is ten feet long and somebody parks  
19 a Lincoln next to it that the aisles get blocked, and we  
20 run into the same problem in our central offices if we try  
21 to put a dissimilar size equipment within an area. Our  
22 aisles are very narrow, and our personnel get -- the  
23 majority of the equipment aisles are very narrow, and our  
24 personnel have to get behind the equipment bays to check on  
25 wiring and things like that, and they have to get in front

1 way.

2 One of my other duties that I have is I identify  
3 potential problems in the central office. Because I have  
4 so many -- or I have 12 offices, that sometimes a problem  
5 will creep up in one office, and you can apply it to the  
6 other 11 offices before it becomes costly or service  
7 affecting; so that's one of the things that I do. I'm out  
8 in the field all the time talking to the various people; so  
9 as a common systems capacity manager, that is one of my  
10 duties.

11 I work with the different work groups that we  
12 have as a kind of liaison between them. I work with the  
13 planners, the central office personnel, the ALECs and our  
14 installation vendors. Because they all speak different  
15 languages and have different requirements, I'm kind of a  
16 general contractor and am able to help them get their work  
17 done. And that's basically what a common systems capacity  
18 manager does.

19 I'm here today to explain to the Commission why I  
20 believe there is not sufficient space available in the  
21 Gardens central office for physical collocation. You have  
22 the handout, the space study plan, and we'll -- I want to  
23 go around to the different locations within the central  
24 office and explain the space that's there that doesn't  
25 have, presently have equipment in it and why that

1 of them to be able to place new plug-ins or do testing and  
2 things like that.

3 Our power area, I refer to as our bus and RV  
4 parking area. In the power room, or in this case the  
5 batteries, they are big, and they are extremely heavy; and  
6 you'll notice -- I skipped a point, and I apologize.

7 This also, this print also reads like a map.  
8 There are letters across the top, A, B, C, D, E, F and L --  
9 through L, and there are numbers down the right-hand side,  
10 one, two, three, four. So if I could direct you to, in  
11 this case, to look at F-3, and that will take you down  
12 about in the middle of the office, and there are some long  
13 green blocks that say L0. I honestly don't -- Well the  
14 L0 is actually and upside down 01. But those are battery  
15 strings, and you'll notice that they are spaced out a  
16 little more than other equipment; and the reason for that  
17 is they are so heavy that if we bunch them together they'll  
18 actually crack the floor, and so we have to space them  
19 out. Mr. Bloomer can talk to more to that if you have  
20 questions about that because he understands floor loading  
21 and, you know, concrete and how strong that is.

22 We also have what I would refer to as reserved  
23 parking. Just like out in front here, commissioners have  
24 reserved parking because it's the most efficient way for  
25 you to get in and out to conduct business. And we have

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1 reserved parking, and that happens to be our maintenance  
2 positions. They are placed there so that our central  
3 office personnel can do the most efficient job in clearing  
4 troubles and analyzing our switches and things of that  
5 nature. And I'll talk more about these things.

6 We have loading zones which are our uncrating  
7 rooms and our vendor staging areas. It's just like at the  
8 mall, if you can't get new equipment into the stores, you  
9 can't sell anything. So we have loading zones for that,  
10 and that's sort of my analogy to a central office.

11 Now if you'll be patient with me, I'll try and go  
12 around the specific areas that were identified as spare --  
13 on the original charts that were red, which means we are  
14 vacant presently and also on the blue that Supra has  
15 suggested that we could collocate them, and I'll go along,  
16 and I have the coordinates here, and if you can follow me,  
17 we'll try it. If not, let me know, okay?

18 I would like to start you at C-1, and that is the  
19 lobby. That's the front door of the building. That's  
20 where our taped video tour started, so it's kind of a  
21 natural point for me to start. When we go through the  
22 lobby there, right into the area which would be B-3, this  
23 is our TOPS switch, and this is the TOPS host for the whole  
24 State of Florida. When somebody presses zero or operator  
25 on your phone, you go through this switch to get routed to

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1 the correct operator services position. So this is the  
2 main host for that. In Gardens there is a remote that is  
3 remoted off of this, and there are remotes in other places  
4 in the state. But this is the host for that.

5 The growth pattern for this, you'll notice is in  
6 red there to the left. I have blocked out in red the  
7 intended growth pattern. Now in testimony, we said that  
8 this switch is slow growing and only grows one to two  
9 frames a year, and certainly I have more area blocked out  
10 here than -- you know, it would be several years before  
11 that gets used up. But this is a study plan. It's a  
12 document that changes weekly, monthly and everything like  
13 that. We try and lay out an orderly progression for our  
14 offices to grow for the reason that we need to identify up  
15 front if we are running out of a specific area, so that's  
16 why that that's laid out that way.

17 Also, I would say that right to the bottom of  
18 that area called the TOPS switch growth, there is an air  
19 conditioner, AC pad it says, which is really at C-2. There  
20 is a big air duct there for the cold air return for the  
21 central office. It's, you know, it's eight by eight. And  
22 so that's the cold air return for that area.

23 Now this is one of the areas that we have  
24 identified as future switch and things like that and Supra  
25 has felt that we could collocate there or one of those

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1 areas that when we had our walk through. The fact of the  
2 matter is that we could not erect the walls that they  
3 needed without blocking the air return for that office, and  
4 there's also an aisle that runs along that wall. So if we  
5 were to build a physical collocation space, there really is  
6 not enough room to create their two hundred square feet  
7 that they require.

8 To give you a little more perspective, and then  
9 hopefully I can move on faster, if you see a red square  
10 with a plus sign in it scattered through the office, and  
11 there is one right in that C-3 area -- there's actually two  
12 of them -- those are columns in the office, and they are on  
13 20-foot centers, if you will. And that's typical of all  
14 our central offices because they're built to withstand, you  
15 know, bombs. They are very strong. So every 20 feet  
16 through the building you'll have one of these red squares  
17 with a plus inside, and those are columns, and so they are  
18 20 foot -- they are 20 foot on center. So if you were to  
19 make a box out of four of them, that would be four hundred  
20 square feet; so maybe that will help you realize or  
21 understand what type of space we are talking about within  
22 the central office.

23 (Transcript continues in sequence in Volume 3)

24

25