



ORIGINAL

February 17, 2003

Ms. Blanca Bayó, Director
Division of the Commission Clerk
& Administrative Services
Florida Public Service Commission
2540 Shumard Oak Blvd.
Tallahassee, FL 32399-0850

via Overnight Mail

RECEIVED - FPSC
FEB 18 PM 2:14
COMMISSION CLERK

Re: Docket No. 020119 - Petition for Expedited Review and Cancellation Of BellSouth Telecommunications, Inc.'s Key Customer Promotional Tariffs and For an Investigation Of BellSouth's Promotional Pricing And Marketing Practices by Florida Digital Network, Inc.

Re: Docket No. 020578 - Petition of the Florida Competitive Carriers Association for Expedited Review and Cancellation of BellSouth Telecommunications, Inc.'s Key Customer Promotional Tariffs.

Re: Docket No. 020578-TP Petition of the Florida Competitive Carriers Association for Expedited Review and Cancellation of BellSouth Telecommunications, Inc.'s Key Customer Promotional Tariffs.

Dear Ms. Bayó,

AUS
CAE
CMP
COM
CTR
ECR
GCL
OPC
MMS
SEC
OTH

Please find enclosed for filing in the above dockets an original and twenty (20) copies of the substitute for Exhibit No. (MPG-1). The original Exhibit No. (MPG-1) was filed on October 23, 2002, with the pre-filed direct testimony of Mr. Michael P. Gallagher. A revision to the exhibit was filed on November 7, 2002.

The attached substitute exhibits revises and replaces the original and the November 7 versions. A copy of this letter and the attachment has been sent to all of the parties and staff.

If you have any questions regarding this letter or the one attached, please call me at 407-835-0460.

Sincerely,

Handwritten signature of Matthew Feil

Matthew Feil
Florida Digital Network
General Counsel

DOCUMENT NUMBER - DATE
01628 FEB 18 03
FPSC-COMMISSION CLERK

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03 FEB 18 AM 10:47

LOCAL LONG DISTANCE INTERNET

BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION

In Re: Petition for Expedited Review }
and Cancellation of BellSouth }
Telecommunications, Inc.'s Key Customer }
Promotional Tariffs and For an }
Investigation Of BellSouth's Promotional }
Pricing And Marketing Practices by }
Florida Digital Network, Inc. }
_____ }

Docket No. 020119-TP

In Re: Petition for Expedited Review }
and Cancellation of BellSouth }
Telecommunications, Inc.'s Key Customer }
Promotional Tariffs by the Florida }
Competitive Carrier's Association }
_____ }

Docket No. 020578-TP

REVISED EXHIBIT MPG-4

FILED WITH THE DIRECT TESTIMONY OF
MICHAEL P. GALLAGHER

FILED ON BEHALF OF
FLORIDA DIGITAL NETWORK, INC.

DOCUMENT NUMBER-DATE
01628 FEB 18 83
FPSC-COMMISSION CLERK

Retail
ALLAPATTAH - MIAMFLAL (RG12) - ZONE 1

BellSouth Tariff-Customer

Business lines x 3 lines	\$110.85			
Hunting x 3 lines	\$30.00			
Total MRC:	<u>\$140.85</u>	Per line:	<u>\$46.95</u>	vs Key Customer \$17.39
				Percentage Diff 58.83%
Total NRC:	<u>\$80.00</u>			

FDN Tariff-Customer*

Business lines x 3 lines	\$88.68			
Hunting x 3 lines	\$22.50			
Total MRC:	<u>\$111.18</u>	Per line:	<u>\$37.06</u>	vs Key Customer \$7.50
				Percentage Diff 25.37%
Total NRC:	<u>\$150.00</u>			

BellSouth Key Customer**

Business lines x 3 lines	\$88.68			
Hunting x 3 lines	\$0.00			
Total MRC:	<u>\$88.68</u>	Per line:	<u>\$29.56</u>	
Total NRC:	<u>\$0.00</u>			

*Customer signs a 36 month commitment with Florida Digital Network.

**Customer signs a 36 month commitment with BellSouth.

Wholesale

ALLAPATTAH - MIAMFLAL (RG12) - ZONE 1

FDN Resale-Standard

Business lines x 3 lines	\$92.22			
Hunting x 3 lines	\$24.96			
Total MRC:	<u>\$117.17</u>	Per line:	<u>\$39.06</u>	vs Key Customer \$9.50
				Percentage Diff 32.13%

FDN Resale-Key Customer

Business lines x 3 lines	\$73.77			
Hunting x 3 lines	\$0.00			
Total MRC:	<u>\$73.77</u>	Per line:	<u>\$24.59</u>	vs Key Customer -\$4.97
				Percentage Diff -16.81%

FDN UNE-P-Zone 1***

Total MRC:	<u>\$65.46</u>	Per line:	<u>\$21.82</u>	vs Key Customer -\$2.77
				Percentage Diff -11.27%

ALLAPATTAH - MIAMFLAL (RG12) - ZONE 2

FDN UNE-P-Zone 2***

Total MRC:	<u>\$73.05</u>	Per line:	<u>\$24.35</u>	vs Key Customer -\$0.24
				Percentage Diff -0.98%

***Includes features, usage, SL-1 / SL-2 NRC, and SOME.C.

Retail
HAVERHILL - WPBHFLHH (RG 9) - ZONE 2

BellSouth Tariff-Customer

Business lines x 3 lines	\$110.85			
Hunting x 3 lines	\$30.00			
Total MRC:	<u>\$140.85</u>	Per line: <u>\$46.95</u>	vs Key Customer	\$17.39
			Percentage Diff	58.83%
Total NRC:	<u>\$80.00</u>			

FDN Tariff-Customer*

Business lines x 3 lines	\$88.68			
Hunting x 3 lines	\$22.50			
Total MRC:	<u>\$111.18</u>	Per line: <u>\$37.06</u>	vs Key Customer	\$7.50
			Percentage Diff	25.37%
Total NRC:	<u>\$150.00</u>			

BellSouth Key Customer**

Business lines x 3 lines	\$88.68			
Hunting x 3 lines	\$0.00			
Total MRC:	<u>\$88.68</u>	Per line: <u>\$29.56</u>		
Total NRC:	<u>\$0.00</u>			

*Customer signs a 36 month commitment with Florida Digital Network

**Customer signs a 36 month commitment with BellSouth.

Wholesale

HAVERHILL - WPBHFLHH (RG 9) - ZONE 2

FDN Resale-Standard

Business lines x 3 lines	\$92.22				
Hunting x 3 lines	\$24.96				
Total MRC:	<u>\$117.17</u>	Per line:	<u>\$39.06</u>	vs Key Customer	\$9.50
				Percentage Diff	32.13%

FDN Resale-Key Customer

Business lines x 3 lines	\$73.77				
Hunting x 3 lines	\$0.00				
Total MRC:	<u>\$73.77</u>	Per line:	<u>\$24.59</u>	vs Key Customer	-\$4.97
				Percentage Diff	-16.81%

FDN UNE-P-Zone 2***

Total MRC:	<u>\$77.88</u>	Per line:	<u>\$25.96</u>	vs Key Customer	\$1.37
				Percentage Diff	5.57%

HAVERHILL - WPBHFLHH (RG 9) - ZONE 2

FDN UNE-P-Zone 2***

Total MRC:	<u>\$73.05</u>	Per line:	<u>\$24.35</u>	vs Key Customer	-\$0.24
				Percentage Diff	-0.98%

***Includes features, usage, SL-1 / SL-2 NRC, and SOMEK.

Retail
PORT ST. LUCIE MAIN - PTSFLMA (RG6) - ZONE 2

BellSouth Tariff-Customer

Business lines x 3 lines	\$98.85				
Hunting x 3 lines	\$30.00				
Total MRC:	<u>\$128.85</u>	Per line:	<u>\$42.95</u>	vs Key Customer	\$16.59
				Percentage Diff	62.94%
Total NRC:	<u>\$80.00</u>				

FDN Tariff-Customer*

Business lines x 3 lines	\$79.08				
Hunting x 3 lines	\$22.50				
Total MRC:	<u>\$101.58</u>	Per line:	<u>\$33.86</u>	vs Key Customer	\$7.50
				Percentage Diff	28.45%
Total NRC:	<u>\$150.00</u>				

BellSouth Key Customer**

Business lines x 3 lines	\$79.08				
Hunting x 3 lines	\$0.00				
Total MRC:	<u>\$79.08</u>	Per line:	<u>\$26.36</u>		
Total NRC:	<u>\$0.00</u>				

*Customer signs a 36 month commitment with Florida Digital Network.

**Customer signs a 36 month commitment with BellSouth.

Wholesale

PORT ST. LUCIE MAIN - PTSFLMA (RG6) - ZONE 2

FDN Resale Standard

Business lines x 3 lines	\$82.23				
Hunting x 3 lines	\$24.96				
Total MRC:	<u>\$107.19</u>	Per line:	<u>\$35.73</u>	vs Key Customer	\$9.37
				Percentage Diff	35.55%

FDN Resale Key Customer

Business lines x 3 lines	\$65.79				
Hunting x 3 lines	\$0.00				
Total MRC:	<u>\$65.79</u>	Per line:	<u>\$21.93</u>	vs Key Customer	-\$4.43
				Percentage Diff	-16.81%

FDN UNE-P-Zone 2***

Total MRC:	<u>\$77.88</u>	Per line:	<u>\$25.96</u>	vs Key Customer	\$4.03
				Percentage Diff	18.38%

PORT ST. LUCIE MAIN - PTSFLMA (RG6) - ZONE 3

FDN UNE-P-Zone 3***

Total MRC:	<u>\$105.30</u>	Per line:	<u>\$35.10</u>	vs Key Customer	\$13.17
				Percentage Diff	60.06%

***includes features, usage, SL-1 / SL-2 NRC, and SOMEK.

Retail
MAGNOLIA - ORLDFLMA (RG11) - ZONE 1

BellSouth Tariff-Customer

Business lines x 3 lines	\$110.85
Hunting x 3 lines	\$30.00
Total MRC:	<u>\$140.85</u>
Total NRC:	<u>\$80.00</u>

Per line: **\$46.95**

vs Key Customer \$17.39
 Percentage Diff 58.83%

FDN Tariff-Customer*

Business lines x 3 lines	\$88.68
Hunting x 3 lines	\$22.50
Total MRC:	<u>\$111.18</u>
Total NRC:	<u>\$150.00</u>

Per line: **\$37.06**

vs Key Customer \$7.50
 Percentage Diff 25.37%

BellSouth Key Customer**

Business lines x 3 lines	\$88.68
Hunting x 3 lines	\$0.00
Total MRC:	<u>\$88.68</u>
Total NRC:	<u>\$0.00</u>

Per line: **\$29.56**

*Customer signs a 36 month commitment with Florida Digital Network.

**Customer signs a 36 month commitment with BellSouth.

Wholesale

MAGNOLIA - ORLDFLMA (RG11) - ZONE 1

FDN Resale-Standard

Business lines x 3 lines	\$92.22				
Hunting x 3 lines	\$24.96				
Total MRC:	<u>\$117.17</u>	Per line:	<u>\$39.06</u>	vs Key Customer	\$9.50
				Percentage Diff	32.13%

FDN Resale-Key Customer

Business lines x 3 lines	\$73.77				
Hunting x 3 lines	\$0.00				
Total MRC:	<u>\$73.77</u>	Per line:	<u>\$24.59</u>	vs Key Customer	-\$4.97
				Percentage Diff	-16.81%

FDN UNE-P-Zone 1**

Total MRC:	<u>\$65.46</u>	Per line:	<u>\$21.82</u>	vs Key Customer	-\$2.77
				Percentage Diff	-11.27%

MAGNOLIA - ORLDFLMA (RG11) - ZONE 1

FDN UNE-P-Zone 1***

Total MRC:	<u>\$60.72</u>	Per line:	<u>\$20.24</u>	vs Key Customer	-\$4.35
				Percentage Diff	-17.69%

***Includes features, usage, SL-1 / SL-2 NRC, and SOME.C.

Retail
TAMARAC - PMBHFLTA (RG12) - ZONE 2

BellSouth Tariff-Customer

Business lines x 3 lines	\$110.85
Hunting x 3 lines	\$30.00
Total MRC:	<u>\$140.85</u>
Total NRC:	<u>\$80.00</u>

Per line:	<u>\$46.95</u>	vs Key Customer	\$17.39
		Percentage Diff	58.83%

FDN Tariff-Customer*

Business lines x 3 lines	\$88.68
Hunting x 3 lines	\$22.50
Total MRC:	<u>\$111.18</u>
Total NRC:	<u>\$150.00</u>

Per line:	<u>\$37.06</u>	vs Key Customer	\$7.50
		Percentage Diff	25.37%

BellSouth Key Customer**

Business lines x 3 lines	\$88.68
Hunting x 3 lines	\$0.00
Total MRC:	<u>\$88.68</u>
Total NRC:	<u>\$80.00</u>

Per line:	<u>\$29.56</u>
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*Customer signs a 36 month commitment with Florida Digital Network.
**Customer signs a 36 month commitment with BellSouth.

Wholesale

TAMARAC - PMBHFLTA (RG12) - ZONE 2

FDN Resale-Standard

Business lines x 3 lines \$92.22
Hunting x 3 lines \$24.96
Total MRC: \$117.17

Per line: \$39.06

vs Key Customer \$9.50
Percentage Diff 32.13%

FDN Resale-Key Customer

Business lines x 3 lines \$73.77
Hunting x 3 lines \$0.00
Total MRC: \$73.77

Per line: \$24.59

vs Key Customer -\$4.97
Percentage Diff -16.81%

FDN UNE-P-Zone 2***

Total MRC: \$77.88

Per line: \$25.96

vs Key Customer \$1.37
Percentage Diff 5.57%

TAMARAC - PMBHFLTA (RG12) - ZONE 1

FDN UNE-P-Zone 1***

Total MRC: \$60.72

Per line: \$20.24

vs Key Customer -\$4.35
Percentage Diff -17.69%

***Includes features, usage, SL-1 / SL-2 NRC, and SOMECS.

Retail
SEBASTIAN - SBSTFLFE (RG6) - ZONE 3

BellSouth Tariff-Customer

Business lines x 3 lines	\$98.85
Hunting x 3 lines	\$30.00
Total MRC:	<u>\$128.85</u>
Total NRC:	<u>\$80.00</u>

Per line:	<u>\$42.95</u>	vs Key Customer	N/A
		Percentage Diff	N/A

FDN Tariff-Customer*

Business lines x 3 lines	\$79.08
Hunting x 3 lines	\$22.50
Total MRC:	<u>\$101.58</u>
Total NRC:	<u>\$150.00</u>

Per line:	<u>\$33.86</u>	vs Key Customer	N/A
		Percentage Diff	N/A

BellSouth Key Customer**

Business lines x 3 lines	N/A
Hunting x 3 lines	N/A
Total MRC:	<u>N/A</u>
Total NRC:	<u>N/A</u>

Per line:	<u>N/A</u>
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*Customer signs a 36 month commitment with Florida Digital Network.

**Customer signs a 36 month commitment with BellSouth.

Wholesale

SEBASTIAN - SBSTFLFE (RG6) - ZONE 3

FDN Resale Standard

Business lines x 3 lines \$82.23
Hunting x 3 lines \$24.96
Total MRC: \$107.19

Per line: \$35.73

vs Key Customer N/A
Percentage Diff N/A

FDN Resale Key Customer

Business lines x 3 lines N/A
Hunting x 3 lines N/A
Total MRC: N/A

Per line: N/A

vs Key Customer N/A
Percentage Diff N/A

FDN UNE-P-Zone 3***

Total MRC: \$117.78

Per line: \$39.26

vs Key Customer N/A
Percentage Diff N/A

SEBASTIAN - SBSTFLFE (RG6) - ZONE 3

FDN UNE-P-Zone 3***

Total MRC: \$105.30

Per line: \$35.10

vs Key Customer N/A
Percentage Diff N/A

***Includes features, usage, SL-1 / SL-2 NRC, and SOME.C.

CERTIFICATE OF SERVICE

I hereby certify that a copy of the foregoing was sent by regular mail to the persons listed below, other than those marked with an (*) who have been sent a copy via overnight mail, this 17th day of February, 2003.

BellSouth Telecommunications, Inc.*
Nancy White/Meredith Mays
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