

UNE-PLATFORM CHARACTERISTICS

LINE	ELEMENT	SOURCE	2002
	USAGE ASSUMPTIONS	FL	
1	TOTAL DIAL EQUIPMENT MINUTES	ARMIS 43-04	66,466,000,000
2	AVERAGE ACCESS LINES FOR STUDY PERIOD	ARMIS 43-08	2,331,100
3	AVERAGE MINUTES OF USE PER LINE PER MONTH	(L 1/L 2)/12	2376
4	LOCAL MOU PERCENTAGE OF TOTAL	STUDY INPUT	
5	TOTAL LOCAL MINUTES OF USE	L 3 x L 4	
6	PERCENT ORIGINATING	1 - L 7	
7	PERCENT TERMINATING	STUDY INPUT	
8	AVERAGE LOCAL MOUs PER MONTH - ORIGINATING	L 5 x L 6	
9	AVERAGE LOCAL MOUs PER MONTH - TERMINATING	L 5 x L 7	
10	INTRA-SWITCH CALL PERCENTAGE	STUDY INPUT	
11	LOCAL TRANSPORTED CALLS VIA TANDEM (%)	STUDY INPUT	
12	LOCAL CALL DIRECT ROUTED PERCENTAGE	(1-L 10) x (1-L 11)	
13	LOCAL CALL TANDEM ROUTED PERCENTAGE	(1-L 10) x L 11	
14	INTRA-SWITCH LOCAL MOUs	L 8 x L 10	
15	DIRECT ROUTED LOCAL MOUs	L 8 x L 12	
16	TANDEM ROUTED LOCAL MOUs	L 5 x L 13	
17	INTRALATA TOLL MOU PERCENTAGE	STUDY INPUT	
18	INTRALATA TOLL TOTAL MOUs	L 3 x L 17	
19	INTRALATA TOLL TOTAL MOUs - ORIGINATING	L 6 x L 18	
20	INTRALATA TOLL TOTAL MOUs - TERMINATING	L 7 x L 18	
21	INTRALATA TOLL DIRECT ROUTED - PERCENT	1 - L 22	
22	INTRALATA TOLL TANDEM ROUTED - PERCENT	STUDY INPUT	
23	INTRALATA TOLL DIRECT ROUTED	L 19 x L 21	
24	INTRALATA TOLL TANDEM ROUTED	L 19 x L 22	
25	INTERLATA/IXC MOU PERCENTAGE	STUDY INPUT	
26	INTERLATA/IXC MOUs	L 3 x L 25	
27	INTERLATA/IXC MOUs - ORIGINATING	L 6 x L 26	
28	INTERLATA/IXC MOUs - TERMINATING	L 7 x L 26	
29	INTERLATA/IXC MOUs DIRECT ROUTED - PERCENT	1 - L 30	
30	INTERLATA/IXC MOUs TANDEM ROUTED - PERCENT	STUDY INPUT	
31	INTERLATA/IXC MOUs DIRECT ROUTED	L 27 x L 29	
32	INTERLATA/IXC MOUs TANDEM ROUTED	L 27 x L 30	
33	TOTAL ORIGINATING MOUs	L 8 + L 19 + L 27	
34	TOTAL TERMINATING MOUs	L 9 + L 20 + L 28	
35	ORIGINATING INTER OFFICE LOCAL MOUs	L 8 x (1 - L 10)	
36	TOTAL TERMINATING MOUs END OFFICE TRUNK	L 9 x (1 - L 10)	
37	INTRALATA TOLL TRANSPORT MOU - ORIGINATING	L 19	
38	INTRALATA TOLL TRANSPORT MOU - TERMINATING	L 20	
39	INTERLATA/IXC TRANSPORT MOU-ORIGINATING	L 27	

REDACTED

CURRENT ESTIMATED SUPPORT

RESIDENCE

<u>Service Description</u>	<u>Annualized Units</u>	<u>Present Rate</u>	<u>Present Rate w/EUCL</u>	<u>Ordered UNE-P*</u>	<u>Estimated Support</u>
Basic Local Exchange Service Flat Rate - 1 Party Service/Business					
Rate Group 1		\$10.12	\$16.62	\$35.75	-53.51%
Rate Group 2		\$10.95	\$17.45		
Rate Group 3		\$11.33	\$17.83	\$31.27	-42.98%
Rate Group 4		\$11.70	\$18.20	\$28.72	-36.63%
Rate Group 5		\$12.10	\$18.60	\$23.90	-22.18%

CURRENT ESTIMATED SUPPORT

BUSINESS

<u>Service Description</u>	<u>Annualized Units</u>	<u>Present Rate</u>	<u>Present Rate w/EUCL</u>	<u>Ordered UNE-P*</u>	<u>Estimated Support</u>
Basic Local Exchange Service Flat Rate - 1 Party Service/Business					
Rate Group 1		\$24.47	\$30.97	\$35.75	-13.37%
Rate Group 2		\$26.82	\$33.32		
Rate Group 3		\$28.05	\$34.55	\$31.27	10.49%
Rate Group 4		\$28.85	\$35.35	\$28.72	23.08%
Rate Group 5		\$30.35	\$36.85	\$23.90	54.18%

Note: UNE-P amounts are as filed and do not include retail marketing & advertising, directory assistance, and retail directory listing costs.

REDACTED

CURRENT ESTIMATED SUPPORT

RESIDENCE

<u>Service Description</u>	<u>Annualized Units</u>	<u>Present Rate</u>	<u>Present Rate w/EUCL</u>	<u>Ordered UNE-P*</u>	<u>Estimated Support</u>
Basic Local Exchange Service Flat Rate - 1 Party Service/Business					
Rate Group 1		\$10.12	\$16.62	\$31.89	-47.88%
Rate Group 2		\$10.95	\$17.45		
Rate Group 3		\$11.33	\$17.83	\$27.89	-36.07%
Rate Group 4		\$11.70	\$18.20	\$25.62	-28.96%
Rate Group 5		\$12.10	\$18.60	\$21.32	-12.76%

CURRENT ESTIMATED SUPPORT

BUSINESS

<u>Service Description</u>	<u>Annualized Units</u>	<u>Present Rate</u>	<u>Present Rate w/EUCL</u>	<u>Ordered UNE-P*</u>	<u>Estimated Support</u>
Basic Local Exchange Service Flat Rate - 1 Party Service/Business					
Rate Group 1		\$24.47	\$30.97	\$31.89	-2.88%
Rate Group 2		\$26.82	\$33.32		
Rate Group 3		\$28.05	\$34.55	\$27.89	23.88%
Rate Group 4		\$28.85	\$35.35	\$25.62	37.98%
Rate Group 5		\$30.35	\$36.85	\$21.32	72.84%

Note: UNE-P amounts are as filed - adjusted for the removal of Commission approved common cost - and do not include retail marketing & advertising, directory assistance, and retail directory listing costs.

REDACTED

FL - Res E911 Listings As of 5/1/03 - KH#3
Pivot Table 1 - CLEC Only for Valid NPAs

Company Type	CLEC
State2	FL

Sum of Count	Class Of Service	
CO Source Name	Residence	Grand Total
REDACTED		
Grand Total		

VERIZON - FL
Competitive Profile
As of 2/28/03 (Except for E-911 Data which is provided as of 5/1/03)

MSA	RETAIL		RESALE		UNE-P		Facilities-Based Competition	
	Residence	Business	Residence	Business	Residence	Business	Residence	Business
Bradenton FL								
Lakeland-Winter Haven FL								
Sarasota FL								
Tampa-St Petersburg FL								

Total

UNE Density Zone	RETAIL		RESALE		UNE-P		Facilities-Based Competition	
	Residence	Business	Residence	Business	Residence	Business	Residence	Business
1								
2								
3								

Total

REDACTED

VERIZON - FL
Competitive Profile
As of 2/28/03 (Except for

	Total Competitive **		Competitive Market Share **		Facilities-Based Competitive Market Share	
	Residence	Business	Residence	Business	Residence	Business
MSA						
Bradenton FL						
Lakeland-Winter Haven FL						
Sarasota FL						
Tampa-St Petersburg FL						
Total						

UNE Density Zone	Total Competitive **		Competitive Market Share **		Facilities-Based Competitive Market Share	
	Residence	Business	Residence	Business	Residence	Business
1						
2						
3						
Total						

** Competitive Lines include Resale, UNE-P, and Facilities-Based Competition

REDACTED

KH Supplemental Data Request
Retail DID and Retail Business By State
For 12 Selected States Only (where E-911 Data Is Available)
As of 2/28/03

	Retail DID Trunks	Retail Business Lines	% DID/Retail Bus
DC			
DE			
FL			
MA			
MD			
ME			
NH			
NJ			
NY			
RI			
VA			
WV			
Grand Total	<hr/> <hr/> REDACTED		

FLORIDA Revenue Location Code	Exchange	Rate Group	Lines	Deaverged Zone	Zone Rate	Revenues per wire center	Revenues per Rate Group	Total Lines	Average per Rate Group
FROSTPROOF	FROSTPROOF	1		3	\$ 27.54				
INDIAN LAKE	INDIAN LAKE	1		3	\$ 27.54				
ENGLEWOOD	ENGLEWOOD	3		2	\$ 16.18				
NEW PORT RICHEY	NEW PORT RICHEY	3		2	\$ 16.18				
SEVEN SPRINGS	NEW PORT RICHEY	3		2	\$ 16.18				
BABSON PARK	LAKE WALES	3		3	\$ 27.54				
BRADLEY FL	MULBERRY	3		3	\$ 27.54				
DUNDEE	HAINES CITY	3		3	\$ 27.54				
HAINES CITY MAIN	HAINES CITY	3		3	\$ 27.54				
HAINES CITY NTH	HAINES CITY	3		3	\$ 27.54				
HUDSON	HUDSON	3		3	\$ 27.54				
LAKE WALES EAST	LAKE WALES	3		3	\$ 27.54				
LAKE WALES MAIN	LAKE WALES	3		3	\$ 27.54				
MOON LAKE	HUDSON	3		3	\$ 27.54				
MULBERRY	MULBERRY	3		3	\$ 27.54				
POINCIANA	POINCIANA	3		3	\$ 27.54				
ZEPHYRHILLS	ZEPHYRHILLS	3		3	\$ 27.54				
AUBURNDALE	WINTER HAVEN	4		2	\$ 16.18				
CYPRESS GARDENS	WINTER HAVEN	4		2	\$ 16.18				
HIGHLANDS	LAKELAND	4		2	\$ 16.18				
LAKELAND EAST	LAKELAND	4		2	\$ 16.18				
LAKELAND MAIN	LAKELAND	4		2	\$ 16.18				
WINTER HAVEN	WINTER HAVEN	4		2	\$ 16.18				
ALTURAS	BARTOW	4		3	\$ 27.54				
BARTOW	BARTOW	4		3	\$ 27.54				
LAKE ALFRED	WINTER HAVEN	4		3	\$ 27.54				
LAKELAND NORTH	LAKELAND	4		3	\$ 27.54				
NORTH PORT	NORTH PORT	4		3	\$ 27.54				
PALMETTO	PALMETTO	4		3	\$ 27.54				
PARRISH	PALMETTO	4		3	\$ 27.54				
POLK CITY	POLK CITY	4		3	\$ 27.54				

REDACTED

FLORIDA Revenue Location Code	Exchange	Rate Group	Lines	Deaveraged Zone	Zone Rate	Revenues per wire center	Revenues per Rate Group	Total Lines	Average per Rate Group
ANNA MARIA	BRADENTON		5	1	\$ 12.00				
BEACH PARK	TAMPA CENTRAL		5	1	\$ 12.00				
CLEARWATER	CLEARWATER		5	1	\$ 12.00				
FEATHERSOUND	ST PETE		5	1	\$ 12.00				
GANDY	ST PETE		5	1	\$ 12.00				
HYDE PARK	TAMPA CENTRAL		5	1	\$ 12.00				
INDIAN ROCKS	CLEARWATER		5	1	\$ 12.00				
LARGO	CLEARWATER		5	1	\$ 12.00				
SARASOTA MAIN	SARASOTA		5	1	\$ 12.00				
SIESTA KEY	SARASOTA		5	1	\$ 12.00				
SOUTH GULF BEACH	ST PETE		5	1	\$ 12.00				
ST. ARMANDS KEY	SARASOTA		5	1	\$ 12.00				
ST. PETERSBURG MAIN	ST PETE		5	1	\$ 12.00				
ST. PETERSBURG SOUTH	ST PETE		5	1	\$ 12.00				
SWEETWATER	TAMPA CENTRAL		5	1	\$ 12.00				
TAMPA MAIN	TAMPA CENTRAL		5	1	\$ 12.00				
TAMPA WESTSIDE	TAMPA CENTRAL		5	1	\$ 12.00				
UNIVERSITY	TAMPA CENTRAL		5	1	\$ 12.00				
BAYOU	ST PETE		5	2	\$ 16.18				
BRADENTON BAY	BRADENTON		5	2	\$ 16.18				
BRADENTON MAIN	BRADENTON		5	2	\$ 16.18				
BRANDON FL	TAMPA EAST		5	2	\$ 16.18				
CARROLLWOOD	TAMPA CENTRAL		5	2	\$ 16.18				
COUNTRYSIDE	CLEARWATER		5	2	\$ 16.18				
DUNEDIN	CLEARWATER		5	2	\$ 16.18				
LEALMAN	ST PETE		5	2	\$ 16.18				
LONGBOAT KEY	SARASOTA		5	2	\$ 16.18				
LUTZ	TAMPA NORTH		5	2	\$ 16.18				
NORTH GULF BEACH	ST PETE		5	2	\$ 16.18				
OLDSMAR	TAMPA WEST		5	2	\$ 16.18				
OSPREY	VENICE		5	2	\$ 16.18				
PALMA SOLA	BRADENTON		5	2	\$ 16.18				
PASADENA	ST PETE		5	2	\$ 16.18				
PINELLAS	CLEARWATER		5	2	\$ 16.18				
SARASOTA NRTHSID	SARASOTA		5	2	\$ 16.18				
SARASOTA SOUTHSIDE	SARASOTA		5	2	\$ 16.18				
SARASOTA SPRINGS	SARASOTA		5	2	\$ 16.18				
SEMINOLE	TAMPA CENTRAL		5	2	\$ 16.18				
SKYWAY	ST PETE		5	2	\$ 16.18				
ST. GEORGE	CLEARWATER		5	2	\$ 16.18				
SULPHUR SPRINGS	TAMPA CENTRAL		5	2	\$ 16.18				
TAMPA EAST	TAMPA CENTRAL		5	2	\$ 16.18				
TARPON SPRINGS	TARPON SPRINGS		5	2	\$ 16.18				
TEMPLE TERRACE	TAMPA CENTRAL		5	2	\$ 16.18				
VENICE MAIN	VENICE		5	2	\$ 16.18				
VENICE SOUTH	VENICE		5	2	\$ 16.18				
WALLCRAFT	TAMPA CENTRAL		5	2	\$ 16.18				

REDACTED

FLORIDA Revenue Location Code	Exchange	Rate Group	Deaverged Zone	Zone Rate	Revenues per wire center	Revenues per Rate Group	Total Lines	Average per Rate Group
YBOR	TAMPA CENTRAL	5	2	\$ 16.18				
ALAFIA	TAMPA CENTRAL	5	3	\$ 27.54				
BAYSHORE	TAMPA CENTRAL	5	3	\$ 27.54				
KEYSTONE	TAMPA WEST	5	3	\$ 27.54				
LAND O'LAKES	TAMPA NORTH	5	3	\$ 27.54				
MYAKKA	MYAKKA	5	3	\$ 27.54				
PINECREST	PLANT CITY	5	3	\$ 27.54				
PLANT CITY	PLANT CITY	5	3	\$ 27.54				
RUSKIN	TAMPA SOUTH	5	3	\$ 27.54				
THONOTOSASSA	TAMPA EAST	5	3	\$ 27.54				
WESLEY CHAPEL	TAMPA NORTH	5	3	\$ 27.54				
WIMAUMA	TAMPA SOUTH	5	3	\$ 27.54				

REDACTED

**UNE-P SERVICE RATES
FL**

LINE	ITEM	SOURCE	UNIT	Oct-02 Ordered Rates Zone 1	Oct-02 Ordered Rates Zone 2	Oct-02 Ordered Rates Zone 3	
		ELEMENT RATES					
1	LOOP	UNE-P RATE, L 1	PER MONTH	\$12.00	\$16.18	\$27.54	
2	LINE PORT	UNE-P RATE, L 2	PER MONTH	\$2.40	\$2.40	\$2.40	
3	TOTAL SWITCHING	UNE-P RATE, L 27	PER MONTH				
4	LOCAL TRANSPORT	UNE-P RATE, L 15	PER MONTH				
5	TOLL TRANSPORT	UNE-P RATE, L 21	PER MONTH				
6	TOTAL TRANSPORT	L 4 + L 5	PER MONTH				
7	TOTAL	LINES 1+2+3+6	PER MONTH	\$20.21	\$24.39	\$35.75	

REDACTED

**APPROVED UNE-PLATFORM RATES
FL**

LINE	ITEM	SOURCE	UNIT	Oct-02 Ordered Rates Zone 1	Oct-02 Ordered Rates Zone 2	Oct-02 Ordered Rates Zone 3
1	LOOP	RATE COST INPUTS, L 1	PER MONTH	\$12.00	\$16.18	\$27.54
2	LINE PORT	RATE COST INPUTS, L 2	PER MONTH	\$2.40	\$2.40	\$2.40
	LOCAL CALL TRANSPORT					
	DIRECT LOCAL TRANSPORT					
3	END OFFICE TRUNK PORT	RATE COST INPUTS, L 5	PER MOU	\$0.000000	\$0.000000	\$0.000000
4	COMMON TRANSPORT	RATE COST INPUTS, L 6	PER MOU	\$0.000166	\$0.000166	\$0.000166
5	TOTAL DIRECT ROUTED	L 3 + L 4	PER MOU	\$0.000166	\$0.000166	\$0.000166
	TANDEM ROUTED LOCAL TRANSPORT					
6	END OFFICE TRUNK PORT	RATE COST INPUTS, L 5	PER MOU	\$0.000000	\$0.000000	\$0.000000
7	COMMON TRANSPORT	RATE COST INPUTS, L 6	PER MOU	\$0.000166	\$0.000166	\$0.000166
8	TANDEM TRUNK PORTS (2)	RATE COST INPUTS, L 7 x 2	PER MOU	\$0.000000	\$0.000000	\$0.000000
9	TANDEM SWITCHING	RATE COST INPUTS, L 8	PER MOU	\$0.001586	\$0.001586	\$0.001586
10	COMMON TRANSPORT	RATE COST INPUTS, L 6	PER MOU	\$0.000166	\$0.000166	\$0.000166
11	TOTAL TANDEM ROUTED LOCAL COMPOSITE	SUM(L 6: L 10)	PER MOU	\$0.001918	\$0.001918	\$0.001918
12	PERCENT TANDEM ROUTED COMPOSITE LOCAL	UNE-P USG, L 11				
13	TRANSPORT LOCAL ORIGINATING	L 5 x (1-L 12)+ L 11 x L 12	PER MOU			
14	TRANSPORT MOUs LOCAL ORIGINATING	UNE-P USG, L 35				
15	TRANSPORT TOLL AND IXC TRANSPORT	L 13 x L 14				
16	DIRECT RATE	L 5	PER MOU	\$0.000166	\$0.000166	\$0.000166
17	TANDEM RATE	L 11	PER MOU	\$0.001918	\$0.001918	\$0.001918
18	PERCENT TANDEM ROUTED COMPOSITE TOLL	UNE-P USG, L 22				
19	TRANSPORT TOLL ORIGINATING	L 16 x (1-L 18) + L 17 x L 18	PER MOU			
20	TRANSPORT MOUs TOLL ORIGINATING	UNE-P USG, L 37+L 39				
21	TRANSPORT	L 19 x L 20				
22	ORIGINATING SWITCHING MOUs	UNE-P USG, L 8 + L 19 + L 27				
23	ORIGINATING SWITCHING	RATE COST INPUTS, L 3	PER MOU			
24	TERMINATING SWITCHING TERMINATING END OFFICE	RATE COST INPUTS, L 4	PER MOU			
25	TRUNK TERMINATING SWITCHING	RATE COST INPUTS, L 5	PER MOU			
26	MOUs	UNE-P USG, L9 + L20 + L28				
27	TOTAL SWITCHING	L 22 x L 23 + (L 24+L 25) x L 26				

REDACTED

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UNE-PLATFORM CHARACTERISTICS

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4	LOCAL MOU PERCENTAGE OF TOTAL	STUDY INPUT	
5	TOTAL LOCAL MINUTES OF USE	L 3 x L 4	
6	PERCENT ORIGINATING	1 - L 7	
7	PERCENT TERMINATING	STUDY INPUT	
8	AVERAGE LOCAL MOUs PER MONTH - ORIGINATING	L 5 x L 6	
9	AVERAGE LOCAL MOUs PER MONTH - TERMINATING	L 5 x L 7	
10	INTRA-SWITCH CALL PERCENTAGE	STUDY INPUT	
11	LOCAL TRANSPORTED CALLS VIA TANDEM (%)	STUDY INPUT	
12	LOCAL CALL DIRECT ROUTED PERCENTAGE	(1-L 10) x (1-L 11)	
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22	INTRALATA TOLL TANDEM ROUTED - PERCENT	STUDY INPUT	
23	INTRALATA TOLL DIRECT ROUTED	L 19 x L 21	
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25	INTERLATA/IXC MOU PERCENTAGE	STUDY INPUT	
26	INTERLATA/IXC MOUs	L 3 x L 25	
27	INTERLATA/IXC MOUs - ORIGINATING	L 6 x L 26	
28	INTERLATA/IXC MOUs - TERMINATING	L 7 x L 26	
29	INTERLATA/IXC MOUs DIRECT ROUTED - PERCENT	1 - L 30	
30	INTERLATA/IXC MOUs TANDEM ROUTED - PERCENT	STUDY INPUT	
31	INTERLATA/IXC MOUs DIRECT ROUTED	L 27 x L 29	
32	INTERLATA/IXC MOUs TANDEM ROUTED	L 27 x L 30	
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35	ORIGINATING INTER OFFICE LOCAL MOUs	L 8 x (1 - L 10)	
36	TOTAL TERMINATING MOUs END OFFICE TRUNK	L 9 x (1 - L 10)	
37	INTRALATA TOLL TRANSPORT MOU - ORIGINATING	L 19	
38	INTRALATA TOLL TRANSPORT MOU - TERMINATING	L 20	
39	INTERLATA/IXC TRANSPORT MOU-ORIGINATING	L 27	

REDACTED

Verizon ESG Counterattacks!



REDACTED

October 2002

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Other Things Verizon Can Do To Be Competitive

REDACTED



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Verizon Access Line January 2000 to December 2002



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VERIZON INTERNAL, TELECOM FORECASTING GROUP

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DSL Market Penetration

REDACTED

***Verizon National Snapshot
March 2002***

National Snapshot by Provider March 2002

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Some Things Verizon is doing to Counterattack



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Some Things Verizon Can Do To Be Competitive



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