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will just deem this part of the deposition to be confidential. My question --

THE WITNESS: I'm going to go ahead and find it then. If anybody else wants to help look for it, that would be helpful, but I'm going to continue to page through these until I find it then.

(Discussion off the record.)

THE WITNESS: By the way, as I flip through here, if you want to look back at DR 18, that's where all the evidence on Sprint's actual CLEC experience relative to customer acquisition costs appears.

Okay. I found it. It's in POD 18, or POD 14.

BY MR. SHORE:

Q Okay. What's the number?

A Fourteen.

Q No, what's the bad debt percentage?

A The 2003 average was [REDACTED].

Q And what services does that include?

Let me ask a slightly different question. Is that the Sprint CLEC overall bad debt?

A No. This is the bad debt associated with our mass market offering.

Q Is that just a retail number then?

A A retail number? It's Sprint's CLEC mass

030851-TP

Late Filed Exhibit No. 1 to Kent W. Dickerson's Deposition

PROPRIETARY

Sprint
Docket No. 030851-TP
Late Filed Exhibit 1
Of
Terry L. Alleman's Deposition

PROPRIETARY

Internal Loop Conversion Process