



MESSER CAPARELLO & SELF, P.A.

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April 7, 2008

BY HAND DELIVERY

Ms. Jane Faurot
Commission Clerk and Administrative Services
Room 110, Easley Building
Florida Public Service Commission
2540 Shumard Oak Blvd.
Tallahassee, Florida 32399-0850

RECEIVED-FPSC
08 APR -7 PM 2:22
COMMISSION CLERK

Re: Docket No. 050863-TP

Dear Jane:

Enclosed are the Late-filed Hearing Exhibit Nos. 28, 29, 31 and 32 to be added to the record of the hearing held April 3, 2007 in the above referenced docket. Exhibit 27 was distributed at the hearing. By copy of this letter I am also providing 15 copies to the Commission Clerk.

Please do not hesitate to contact me if you have any questions.

Sincerely yours,

Doc (handwritten signature)

Norman H. Horton, Jr.

- CMP
COM
CTR
ECR
GCL
OPC
RCA
SCR
SGA
SEC
OTH

NHH/amb
Enclosures
cc: Ms. Ann Cole, Director, Commission Clerk and Administrative Services
Chris Malish, Esq.
Parties of Record

DOCUMENT NUMBER-DATE
02659 APR -7 08
FPSC-COMMISSION CLERK

AT+T

IF: IFR + BLOCKS

THEN: IFR + BLOCKS

THEN:

RETAIL

dPi

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1 FR + BLOCKS

dp_i RETAIL

& 29

**Analysis of ATT Retail Service Order Data
(2005-2007)**

Exhibit D

Order Month	Order Year	Total Florida Residential 'N' Orders	# 'N' Orders w/ 2+ Free Blocks	% 'N' Orders w/ 2+ Free Blocks	# 'N' Orders w/ Block Waiver No Verticle Features	% 'N' Orders w/ Block Waiver (from Block Orders) No Verticle Features
January	2005	66,971	505	0.75%	61	12.08%
February	2005	58,632	407	0.69%	49	12.04%
March	2005	61,183	339	0.55%	44	12.98%
April	2005	55,032	304	0.55%	40	13.16%
May	2005	55,832	287	0.51%	25	8.71%
June	2005	59,072	400	0.68%	36	9.00%
July	2005	56,629	321	0.57%	27	8.41%
August	2005	64,893	389	0.60%	41	10.54%
September	2005	54,569	321	0.59%	27	8.41%
October	2005	53,381	324	0.61%	34	10.49%
November	2005	51,454	319	0.62%	31	9.72%
December	2005	58,441	423	0.72%	43	10.17%
Total for Year	2005	696,089	4,339	0.62%	458	10.56%

Restrictive - winter

January	2006	66,731	421	0.63%	42	9.98%
February	2006	51,090	287	0.56%	28	9.76%
March	2006	51,874	291	0.56%	41	14.09%
April	2006	42,046	260	0.62%	20	7.69%
May	2006	44,397	368	0.83%	46	12.50%
June	2006	49,428	467	0.94%	67	14.35%
July	2006	46,620	667	1.43%	97	14.54%
August	2006	54,717	863	1.58%	115	13.33%
September	2006	47,547	759	1.60%	94	12.38%
October	2006	50,154	925	1.84%	121	13.08%
November	2006	48,053	894	1.86%	111	12.42%
December	2006	43,630	930	2.13%	103	11.08%
Total for Year	2006	596,287	7,132	1.20%	885	12.41%

January	2007	54,030	1,243	2.30%	166	13.35%
February	2007	45,775	1,056	2.31%	138	13.07%
March	2007	45,722	919	2.01%	153	16.65%
April	2007	40,493	791	1.95%	156	19.72%
May	2007	41,134	771	1.87%	149	19.33%
June	2007	41,660	743	1.78%	151	20.32%
July	2007	42,688	829	1.94%	163	19.66%
August	2007	45,202	798	1.77%	152	19.05%
Total for Year	2007	356,704	7,150	2.00%	1,228	17.17%
Total		1,649,080	18,621	1.13%	2,571	0.16%

Handwritten notes and circled values:
 13.08%
 2
 531

REQUEST: In RFI 1-22, dPi asked the following:

Please produce copies of all BellSouth's internal training, billing dispute, and policy documents relating to BellSouth granting or denying promotion credits to CLECs, including, but not limited to, directions or training materials to account managers, billing department employees, employees involved in CLEC dispute resolution, etc.

In response, you provided the document attached as Exhibit B ("the document")

dPi seeks to discover the existence of prior versions and dates of creation of all versions of the document.

Please provide:

- a. the date the document was created;
- b. a copy of all prior or subsequent versions or drafts of the document (if any);
- c. the date each version was created;
- d. the individuals who created or modified each version.

RESPONSE: a. The Resale Promotions document was created May 2005.
b. Please see the attached.
c. Bates numbered pages 000001 through 000004 is the January 2006 version and bates numbered pages 000005 through 000008 is the January 2007 version.
d. These versions were created and modified by Kristy Seagle.

EX 32

Respectfully submitted on this 26th day of November, 2007.

BellSouth Telecommunications, Inc.,
d/b/a AT&T Louisiana



Victoria K. McHenry
Carmen S. Ditta
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New Orleans, LA 70130
Phone: (504) 528-2050
email: victoria.mchenry@bellsouth.com

J. PHILLIP CARVER
Suite 4300, BellSouth Center
675 W. Peachtree St., NE
Atlanta, GA 30375
(404) 335-0765

CERTIFICATE OF SERVICE

I hereby certify that a copy of the above and foregoing has been sent to all parties
of record, via eMail, this 26th day of November, 2007.



697128

RESALE PROMOTIONS

General Overview

BellSouth is required to make available certain retail promotions to resale CLECs. Currently, there are three promotions that resale CLECs submit for processing of credits:

- Line Connection Waiver
- Secondary Service Charge Waiver
- 1FR plus 2 Free Features

~~In addition to promotional credits, resale CLECs are also entitled to submit credit requests for end users who fit the qualifications for contract promotions, such as:~~

- ~~• Key Customer Program~~
- ~~• Simple Savings Program~~
- ~~• Renewal Incentive Program~~
- ~~• BellSouth Business Winning Rewards~~
- ~~• BellSouth Business Select Program~~

Promotional Credit Submission Process

CLECs submit BAR forms by Q account, by promotion with accompanying spreadsheets on a monthly basis. The spreadsheets include a list of end users whom the CLEC considers meet the qualifications of the promotion. CLEC submission is sent via email to the Resale Product Manager.

Promotion Validation Process

1. Determine the sample size of end user telephone numbers to be validated by obtaining the total number of end user lines submitted per Q account. Multiply that number by the following factor: (This has changed)

End User Line Count	Percent to Validate
1-10	All
11-100	10%
101-250	8% minimum of 10 lines
251-500	7% minimum of 10 lines
501-1000	5% minimum of 10 lines
1001 or more	3% minimum of 10 lines

2. Randomly select end user telephone numbers to be validated. Example: With 356 end user telephone numbers, you would validate 25 numbers (356x.07). Start at the first line and count every 14 numbers (357 divided by 25). On the next spreadsheet, go through the same process, but start at line 2. The next spreadsheet, start at line 3, etc.

3. With each end user telephone number to validate, access the original service order in MOBI and verify the following:

- Does the end user belong to the CLEC requesting the credit?
- Is it a resale account?
- Does it meet the qualifications of the promotion?

4. Highlight the validated numbers on the original spreadsheet – orange for those numbers that did not qualify, green for those numbers that do qualify. Calculate the percent of qualified numbers. In the case above, if 10 of the 25 numbers qualified that would equal 40% (10 divided by 25). Determine the amount of money that is to be credited to the CLEC by multiplying .40 by the monies asked for. If the requested amount is \$5,000, then the amount we would credit would be \$2,000.

Promotion Qualifications

1. Line Connection Waiver

Minimum requirement is basic local service plus 2 **purchased** Custom Calling and/or TouchStar features (includes RingMaster). USOCs without a rate (i.e., HBG, BRD, BCR) and CREX are not qualified USOCs.

2. Secondary Service Charge Waiver

Waiver of secondary service charges when customers add or change one or more of the following services/features to their **residential** service:

- Rotary Line Service
- TouchStar Service
- Custom Calling Services
- Prestige Communications Package
- Customized Code Restrictions
- Designer Listing
- Message Waiting Indication
- RingMaster Service
- Memory Call Service
- Privacy Director Service
- Voice Mail Companion Services Package
- Preferred Pack Plan

3. 1FR plus 2 Free Features

- ~~Minimum requirement is basic local service plus 2 **purchased** Custom~~
- ~~Calling and/or TouchStar features (includes RingMaster). USOCs~~
- ~~without a rate (i.e., HBG, BRD, BCR) and CREX are not qualified USOCs.~~
- ~~Customer receives 2 free features for one year. Each month, for 12~~
- ~~months, GLEC sends in credit request. So, for example, you will find~~
- ~~requests for credits in May for a line that was installed in December.~~

4. Key Customer (2002, 2003 and 2004)

- ~~Existing Business Customers only~~
- ~~Monthly Recurring Charge between \$75 - \$3,000~~
- ~~24 month contract receives 10% off MRC and 50% off Hunting~~
- ~~36 month contract receives 20% off MRC and 100% off Hunting~~
- ~~Complete Choice customers not eligible to receive Hunting benefit~~

~~Key Customer 2005~~

- ~~Existing Business Customers only~~
- ~~Monthly Recurring Charge between \$75 - \$3,500~~
- ~~24 month contract receives 10% off MRC and 50% off Hunting~~
- ~~36 month contract (\$75 - \$249.99) receives 20% off MRC and 100% off Hunting~~
- ~~36 month contract (\$250 - \$3500) receives 25% off MRC and 100% off Hunting~~
- ~~Complete Choice customers not eligible to receive Hunting benefit~~

5. BellSouth 2004 Simple Savings Promotion

- ~~New Customers only~~
- ~~Monthly Recurring Charge between \$75 - \$3,000 (excluding hunting, analog private line, ISDN PRI, Frame Relay, BIS T1 and Megalink service charges)~~
- ~~24 month contract receives 10% off MRC and 50% off Hunting~~
- ~~36 month contract receives 20% off MRC and 100% off Hunting~~
- ~~Complete Choice for Business customers not eligible to receive Hunting benefit~~

6. BellSouth Renewal Incentive Program

- ~~Available to existing customers currently enrolled in Local Service Term Election Agreement that is about to expire.~~

- ~~Monthly Recurring Charge between \$75 — \$3,500 (excluding hunting, analog private line, PRI, BIS-T1 and BIS-PRI charges)~~
- ~~12-month renewal agreement receives 20% off MRC and 100% off Hunting~~

~~7. BellSouth Business Winning Rewards 2005~~

- ~~Available to new and existing customers~~
- ~~Services included are 1FB, PBX Trunks, Centrex Service, MegaLink Service, PRI, Frame Relay, Hunting and Custom Calling Features~~
- ~~Monthly Recurring Charge between \$75 — \$25,000~~
- ~~12-month contract receives 5% off MRC not to exceed \$1,250 monthly and 50% off Hunting~~
- ~~24-month contract receives 10% off MRC not to exceed \$2,500 monthly and 75% off Hunting~~
- ~~36-month contract receives 15% off MRC not to exceed \$3,750 monthly and 100% off Hunting~~
- ~~Not to be combined with any other promotion~~

~~8. BellSouth Select Business Program~~

~~(Vickie Milne to supply details)~~

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