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SignalPoint™
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Bedford, MA 01730

COMMISSION
VIA OVERNIGHT UPS CLERK

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SignalPointCommunications.com

November 16, 2012

DATE DEPOSIT

Ann Cole, Commission Clerk
Office of Commission Clerk
Florida Public Service Commission
2540 Shumard Oak Boulevard
Tallahassee, Florida 32399-0850

NOV 21 2012 2 80

OK# 13559
\$ 400.00
11-19-12
RT

RE: Signal Point Corp. Request for Confidential Information on Application Form for Authority to Provide Competitive Local Exchange Telecommunications Company Service within the State of Florida

Dear Clerk Cole:

According to the procedures contained in the Commission's rules,¹ Signal Point Corp. ("Signal Point") requests confidential treatment of financial information submitted with its Application Form for Authority to Provide Competitive Local Exchange Telecommunications Company Service within the State of Florida ("Application Form"). In particular, Signal Point submits that responses to Question 18 (information regarding its financial capability, specifically the balance sheet submitted with the Application Form), be kept confidential. In particular, the balance sheet states the current assets, liabilities and stockholders' equity of Signal Point.

The information that is requested by the Commission is confidential and is treated as such by Signal Point. This information is not known to the public or to Signal Point's competitors and is maintained by specifically authorized individuals within Signal Point. When it is necessary for Signal Point to release this information to a third party, it does so only under a strict Non-Disclosure Agreement signed by the receiving party placing them under a contractual duty to maintain confidentiality regarding Signal Point's competitive information. Furthermore, Signal Point has requested, and received, similar treatment for similar reports submitted to other State Public Utility Commissions.

The Commission requires Signal Point to divulge information that is competitively sensitive and confidential. It requests Signal Point to provide information that would provide detailed intelligence regarding the financial condition of Signal Point. Competitors may try to exploit this information to perhaps use it to their business advantage to undermine or unfairly target Signal Point's services or prices, to target customers, or duplicate Signal Point's business plan, among other actions they might take. Simply stated, maintaining the confidentiality of financial information is in the public interest and does not deprive the citizens of Florida of any vital information necessary for an informed choice.

Included with this letter is a sealed envelope containing originals of the Application with confidential balance sheet, with confidential information highlighted as required by the Commission's rules.

¹ Rule 25-22.006(5), F.A.C.

DOCUMENT NUMBER-DATE

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FPSC-COMMISSION CLERK

November 16, 2012

Also included are two hard copies of a redacted public version of the Application.

If you have any questions, feel free to contact me at (781) 613-9148 or by email at mtennis@sigpt.com.

Sincerely,

A handwritten signature in black ink, appearing to read 'Matthew Tennis', with a stylized flourish at the end.

Matthew Tennis
Sr. Legal Counsel