

COMMONWEALTH OF KENTUCKY  
BEFORE THE PUBLIC SERVICE COMMISSION

In the Matter of:

BELLSOUTH TELECOMMUNICATIONS, INC.'S )  
REQUEST FOR CONFIDENTIAL TREATMENT )  
OF INFORMATION FILED IN SUPPORT OF ITS ) CASE NO. 97-064  
CONTRACT FOR SEARS, ROEBUCK, AND )  
COMPANY )

O R D E R

This matter arising upon petition of BellSouth Telecommunications, Inc. ("BellSouth"), filed February 12, 1997, pursuant to 807 KAR 5:001, Section 7, for confidential protection of the cost and contribution information filed in support of the Volume and Term Contract Agreement with Sears, Roebuck, and Company ("Sears") on the grounds that disclosure of the information is likely to cause BellSouth competitive injury, and it appearing to this Commission as follows:

BellSouth has entered into an agreement with Sears to provide designated services over a nine state area at a discounted rate in exchange for an annual revenue commitment from Sears. The services to be provided are basic business services (including Business local exchange service, various vertical services, and listings), MegaLink® and MegaLink Channel Services, Hunting, Network Access Registers and PBX trunks, and Direct Inward Dialing. In support of the contract, BellSouth has provided cost information which it seeks to protect as confidential.

The information sought to be protected is not known outside of BellSouth and is not disseminated within BellSouth except to those employees who have a legitimate business

need to know and act upon the information. BellSouth seeks to preserve and protect the confidentiality of the information through all appropriate means.

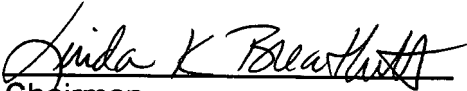
BellSouth's competitors for basic business services, PBX trunks, Direct Inward Dialing Service, MegaLink Channel Service, Hunting, and Network Access Registers are primarily alternate local exchange carriers. BellSouth's competitors for MegaLink® Service, a private line service, are interexchange carriers, competitive access providers and providers of microwave service, digital radio and fiber networks. Disclosure of the cost information would allow these competitors to determine BellSouth's cost and contributions from the service which they could use in formulating strategic plans for entry, pricing, and marketing and in developing overall business strategies concerning these services. Therefore, disclosure of the information is likely to cause BellSouth competitive injury and the information should be protected as confidential.

This Commission being otherwise sufficiently advised,

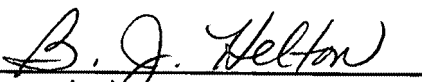
IT IS ORDERED that the cost information filed in support of the contract with Sears, which BellSouth has petitioned to be withheld from public disclosure, shall be held and retained by this Commission as confidential and shall not be open for public inspection.

Done at Frankfort, Kentucky, this 11th day of March, 1997.

PUBLIC SERVICE COMMISSION

  
Chairman

  
Vice Chairman

  
Commissioner

ATTEST:

  
Executive Director