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November 7, 2003

Mr. Thomas M. Dorman  
Executive Director, Public Service Commission  
211 Sower Boulevard  
P.O. Box 615  
Frankfort, KY 40602

NOV 13 2003

**RE: Review of Federal Communications Commission's  
Triennial Review Order, Regarding Local Circuit Switching for  
DS1 Enterprise Customers, Case No. 2003-00347**

Dear Mr. Dorman:

Please find enclosed for filing an original and four (4) copies of SouthEast Telephone's Response to BellSouth's First Data Request as well as an original and four (4) copies of SouthEast Telephone's Response to the Commission's First Set of Data Requests, for filing in the above-referenced case.

Thank you for your attention to this matter. Please do not hesitate to contact me should you have any questions or concerns.

Cordially yours,

  
Jonathon N. Amlung

Enclosures

cc: Parties of Record

**CERTIFICATION**

I hereby certify that a copy of the foregoing was served on the parties of record by mailing a copy thereof, this the 7<sup>th</sup> day of November, 2003.

  
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JONATHON N. AMBUNG

**SOUTHEAST TELEPHONE, INC.**  
**CASE NO. 2003-00347**  
**RESPONSE TO STAFF'S DATA REQUEST**  
**NOVEMBER 10, 2003**  
**ITEM No. 2**  
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**REQUEST:** Every CLEC party that owns or controls local switching facilities used to provide high-capacity (DS1 or greater) circuits in Kentucky shall report, for each wirecenter in its Kentucky service territory, the total number of high-capacity (DS1 or greater) circuits that are (1) provided at retail to end-users or (2) supplied on a wholesale basis to other CLECs. The information requested shall be provided in a tabular format and contain, at a minimum, the following elements: (1) wirecenter CLLI code, (2) wirecenter/location name, and (3) exchange name.

**RESPONSE:** SouthEast Telephone, Inc. owns or controls no physical switching facilities. However, does utilize UNE-P virtual local switching facilities to provide high-capacity (DS1 or greater) circuits in its Pikeville service territory, five (5) high-capacity DS1 circuits that are provided at retail to end-users. No high-capacity circuits are provided on a wholesale basis to other CLECs.

As a CLEC, the (1) wirecenter CLLI code, (2) wirecenter/location name, and (3) exchange name for the Pikeville area are all registered to the ILEC, BellSouth Telecommunications, Inc.

**SOUTHEAST TELEPHONE, INC.**  
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**REQUEST:** The ILEC parties and the GLEC parties shall provide the following:

- a. The aggregated annual (including annualized revenues for new customer accounts of less than one year) revenues generated from all customer accounts by wirecenter in the service area must be identified for those customers utilizing high-capacity switch (DS1 and higher) services. In calculating revenues, if there are revenues flowing to affiliated companies for other services such as wireless, data, or Internet provision, identify and include these revenues in the aggregate calculation for 2001, 2002, and year-to-date 2003.

**RESPONSE:**

<u>Wirecenter</u>	<u>2001</u>	<u>2002</u>	<u>2003</u>
Pikeville	17,275.44	105,145.73	190,669.70

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**REQUEST:** The ILEC parties and the CLEC parties shall provide the following:

- b. The annual revenue generated by the smallest (in terms of revenue and in number of lines) DS1 service customer account in each wirecenter in 2002 and year-to-date 2003.

**RESPONSE:**

<u>Wirecenter</u>	<u>2002</u>	<u>2003</u>
Pikeville	970.35	9,703.50

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**REQUEST:** The ILEC parties and the CLEC parties shall provide the following:

- c. The number of DS1 service customer accounts and the aggregate revenue in each wirecenter which has been lost to competitors in 2001, 2002, and year-to-date 2003.

**RESPONSE:** SouthEast Telephone is not aware of losing any DS1 service customer to a competitor. However, before SouthEast began UNE-P provisioning of DS1 circuits, we were unable to acquire a number of customers due to inability to provide cost effective competitive services and/or pricing. SouthEast estimates that no less than ten (10) accounts were lost because of this.

**SOUTHEAST TELEPHONE, INC.**  
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**REQUEST:** The ILEC parties and the CLEC parties shall provide the following:

- d. The identity of known companies competing for DS1 service customers in each wirecenter for 2001, 2002, and year-to-date 2003.

**RESPONSE:** SouthEast Telephone, Inc. is aware only of BellSouth Telecommunications, Inc. as companies competing for DS1 customers within the markets which SouthEast Telephone currently serves.

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**REQUEST:** The ILEC parties and the CLEC parties shall provide the following:

- e. The guidelines used by sales representatives servicing DS1 customer accounts to identify and acquire new customer accounts.

**RESPONSE:** SouthEast Telephone's product distribution channel is primarily conducted through authorized Commercial Agents throughout our service area. These localized representatives are responsible for locating and acquiring potential Commercial accounts. Our guidelines consider potential users of high-capacity circuits if the customer has more than ten (10) 1FB lines or spends more than Seven Hundred Fifty (\$750) per month for local service.



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**REQUEST:** The ILEC parties and the CLEC parties shall provide the following:

f. The threshold criteria that define and characterize a customer who would benefit from either initially subscribing to DS1 services (new/start-up) or upgrading existing services to DS1 services.

**RESPONSE:** Including previously discussed cost and line considerations, our Enterprise Customers are increasingly dependent upon the latest technological robust communication equipment available. DS1 level services are necessary for the design of cost effective, state of the art services for today's competitive telecommunications market.

Without DS1 UNE-P's it will be impossible for SouthEast Telephone, Inc. to compete in the rural markets consisting of 10 to 15 business lines.