

REQUEST: Please provide your calculation, estimate, or view of the economic crossover point, in terms of number of DS-0/voice grade lines to a single customer premises, at which you offer service at a DS-1 level rather than using a number of analog lines, and provide the basis for that crossover point (e.g., equivalency point of analog service rates and DS-1 service rates, consideration of whether the customer premises equipment can accept a DS-1 interface, etc.).

RESPONSE: There is no single "economic crossover point" that BellSouth uses to offer service to a customer at DS-1 level rather than using multiple DS-0/voice-grade lines. The choice between a DS-1 and multiple DS-0/voice-grade lines is more than a matter of economics, and the point at which BellSouth may offer a customer a DS-1 and the specific type of DS-1 service that BellSouth may offer depends in large measure upon the customer's needs. For example, DS-1 level service provided through Channelized Megalink is the cheapest alternative, but it does not give the customer the flexibility of PRI ISDN, which allows customers to meet voice, data, and video needs with a single line. In addition, PRI includes hunting and caller ID (number) capability at no extra charge, provided the customer's equipment has the requisite functionality. The "economic crossover point" under these circumstances depends upon the specific DS-1 level service being offered. Other factors that must be considered also include the extent to which the customer is willing to enter into a contract, the length of that contract, the number of lines the customer needs or requires, and the size and location of the customer. As a result, the crossover point can vary widely.

RESPONSE PROVIDED BY: John Ruscilli