

ATTACHMENT 3

Asheville, NC MSA

EXHIBIT A

Competitive Overview Matrix

Asheville, NC MSA Competitive Overview
BellSouth Pricing Flexibility Petition for Switched Services

PUBLIC VERSION

W/C Name	WC CLLI	WC ZIP address	Res Locations	Sm & Med Bus Locations	Complex Locations	Total Locations	Competitors w/switch (S) or collo (C) serving BS WC	UNE Counts through 5/04	Ported Number Counts as of 5/04/04	Tgt Segment	% of all Locations w/ WC	% of Locations Trgtd by CLECs
Totals	9	258,804				107,595					41.5%	15.7%
ASHEVILLE - BILTMORE	AHVLCNCBI	28803				8,512				B	7.9%	2.5%
ASHEVILLE - BUILDING LOCATION	AHVLCNOH	28801				36,185				B	33.6%	13.1%
ASHEVILLE - OTEEN	AHVLCNCOT	28801				11,600						
ARDEN - CENTRAL	ARDNNCCCE	28704				17,966						
BLACK MOUNTAIN - CENTRAL	BCMTNCCE	28711				7,016						
ENKA - MAIN	ENKANCMA	28728				13,220						
FAIRVIEW - MAIN RT	FRVWNCMA	28730				4,576						
LEICESTER - MAIN MAIN ST	LCSRNCMA	28748				5,994						
SWANNANOVA - MAIN	SWNNNCMA	28778				2,526						

Tgt Segment:
B=Small, Med, Complex Bus.
S=Small, Med. Bus.
C=Complex Bus.
R=Res.
A=All segments
5/4/04

EXHIBIT B

Competitive Switch Information

**CLEC Switch POIs / Nodes With NPA/NXXs Assigned to BellSouth Rate Centers
Shown By MSA**

MSA		Switch CLLI	Switch EQP TYPE	Switch State	Switch Node	Sw Node EQP TYPE	Sw Node State	Switch Node CLEC Name
Asheville, NC Metropolitan Statistical Area		ATLNGAMADS9	DS	GA	AHVLNCOHX8Y	POI	NC	KMC TELECOM III, INC. - GA
		GNBONCPHDS6	SMX	NC	AHVLNCOHDS0	DS	NC	ITC DELTA COM - NC
		GNVLSCV LDS0	SE	SC	AHVLNCO9DS0	POI	NC	NEWSOUTH COMMUNICATIONS CORP
		AHVLNCOHRS1	RS	NC	AHVLNCOHRS1	RS	NC	NEWSOUTH COMMUNICATIONS CORP

EXHIBIT C

CLEC Marketing Strategies

and

Supporting Information

Asheville, NC MSA CLEC Marketing Strategies BellSouth Pricing Flexibility Petition For Switched Services

CLECs	Res.	Small & Med Bus	Complex Bus	General Comments	MSA
KMC Telecom Inc.		√	√	KMC provides a full range of local voice services for small/medium and complex businesses. Source: www.kmctelecom.com	KMC's website gives a detail coverage map of 22 cities in the 9 state BellSouth Region.
Newsouth Communications		√		Newsouth Communications offers local and long distance service to small and medium sized businesses. Source: www.newsouth.com	According to Newsouth's website, they offer service in KY, TN, AL, GA, FL, NC, SC, LA and MS
ITC Deltacom		√	√	ITC DeltaCom offers Small/Medium and Complex business voice solutions for companies of all sizes. Source: www.deltacom.com	ITC Deltacom serves NC, SC, GA, MS, AL, FL, and TN according to their website.

DIVISION of the STATE CHIEF INFORMATION OFFICE
NON-EXCLUSIVE STATE-WIDE TERM CONTRACT
LOCAL TELECOMMUNICATION SERVICES

Vendor: KMC Telecom, Inc.
Contact: Sharon Wilson
Phone: (803) 233-3017
Contract Number: 2000.17.04

Expiration Date: May 31, 2006

CIO Contract Administrators:

Vickie Pearce
Phone: (803) 896-0350
Email: vpearce@cio.sc.gov

Richard Katz
Phone: (803) 896-0368
Email: rkatz@cio.sc.gov

CIO Customer Services
Phone: (803) 896-0330
Email: customerservice@cio.sc.gov

E-RATE MASTER CONTRACT NUMBER: SRCSC92-2238-08

Service Area	<u>Contract Terms</u>	<u>Pricing</u>
• <u>Columbia</u>		
• <u>Charleston</u>		
• <u>Spartanburg</u>		

KMC LOCAL SERVICE RATES

Description	Installation	Monthly Rate
FLAT RATE BUSINESS LINES AND TRUNKS		
Business Line	\$23.40	\$28.40
Call Forwarding		\$1.50
Rotary Line Service-Business		\$5.25
Caller ID Number Delivery		\$4.90
PBX Service, establish trunk group and provide first group of \$45.00		\$1.90
20 DID number		
PBX Service, additional group of 20 DID numbers	\$13.50	\$1.90
PBX Service, DID inward trunk	\$81.00	\$29.20
PBX Service, DOD flat rate trunk	\$23.40	\$29.60
PBX Service, combination flat rate trunk	\$23.40	\$29.60

BASIC RATE ISDN

BRI, per circuit	\$160.00	\$73.70
PRIMARY RATE ISDN		
Primary Rate Inward Data ISDN Circuit (w/ 23B + 1D Channel)	\$600.00	\$580.00
NOTE: Intra LATA calling is included in above PRI rates.		

KMC SERVICE AREAS**Columbia****SACI**

803-977	803-988	803-248	803-213	803-214
803-212	803-231	803-241	803-251	803-252
803-253	803-254	803-255	803-256	803-296
803-301	803-303	803-304	803-306	803-312
803-343	803-352	803-355	803-376	803-400
803-216	803-503	803-504	803-551	803-561
803-401	803-415	803-434	803-540	803-619
803-690	803-698	803-733	803-742	803-748
803-896	803-598	803-736	803-791	803-794
803-612	803-731	803-750	803-772	803-798
803-758	803-765	803-771	803-779	803-799
803-806	803-898	803-929	803-931	803-933
803-796	803-926	803-936	803-939	

Charleston**SACI**

843-202	843-218	843-219	843-220	843-255
843-277	843-278	843-308	843-402	843-434
843-512	843-518	843-529	843-534	843-554
843-556	843-566	843-570	843-571	843-573
843-577	843-579	843-720	843-721	843-722
843-723	843-724	843-727	843-728	843-740
843-743	843-744	843-745	843-746	843-747
843-763	843-766	843-769	843-789	843-792
843-805	843-807	843-809	843-852	843-853
843-876	843-937	843-953	843-958	843-961
843-964	843-965	843-967	843-973	843-974

Spartanburg**SACI**

864-205	864-208	864-212	864-216	864-218
864-237	864-253	864-278	864-279	864-308
864-316	864-326	864-327	864-415	864-494

864-514	864-515	864-541	864-542	864-560
864-948	864-978	864-266	864-273	864-574
864-562	864-573	864-577	864-580	864-582
864-583	864-585	864-590	864-591	864-594
864-596	864-597	864-598	864-620	864-621
864-680	864-706	864-809	864-909	864-921
864-576	864-587	864-595	864-439	864-949

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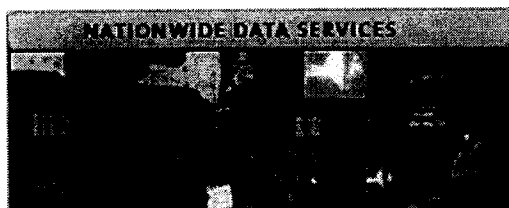
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➤ NATIONWIDE DATA SERVICES

OFFERING CONSULTING, OUTSOURCING AND FINANCIAL SOLUTIONS

➤ ADVANCED COMMUNICATIONS SERVICES

OFFERING VOICE, DATA AND INTERNET SOLUTIONS



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Consulting, financing, engineering and operations support for national, regional, and local access infrastructures and services.

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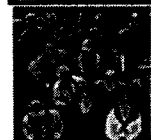


For local businesses, organizations and enterprises:

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➤ GO

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How can KMC and expertise business?

■ KMC SERVICE AREAS



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ADVANCED COMMUNICATIONS SERVICES

Products and Services

BUNDLED VALUES:

KMC Phone & Feature Bundles

LOCAL SERVICES:

KMC Business Line Service

KMC Custom Calling Features

LONG DISTANCE SERVICES:

KMC Long Distance Service

ENHANCED SERVICES:

KMC Voicemail Service

KMC Voice Conferencing Service

DATA SERVICES:

KMC Special Access Service

KMC Dedicated Internet Access

KMC ISDN BRI-PRI Service

PRIVATE LINE SERVICES:

KMC Private Line Services

CARRIER SERVICES:

KMC Carrier Transport Services

KMC Carrier Terminating Access

KMC Collocation Services

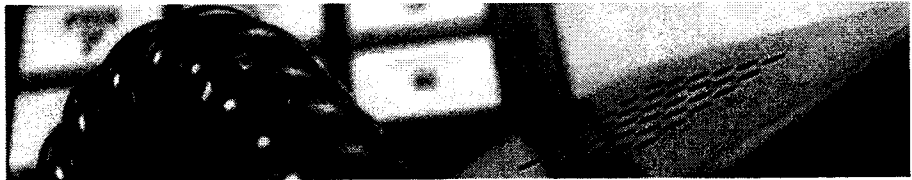
Network Resources

Testimonials

KMC Service Area Maps

Nationwide Data Services

KMC Home



Products a

KMC Business Line Service

Local Business Telephone Service from Your Local Full-Service Provider

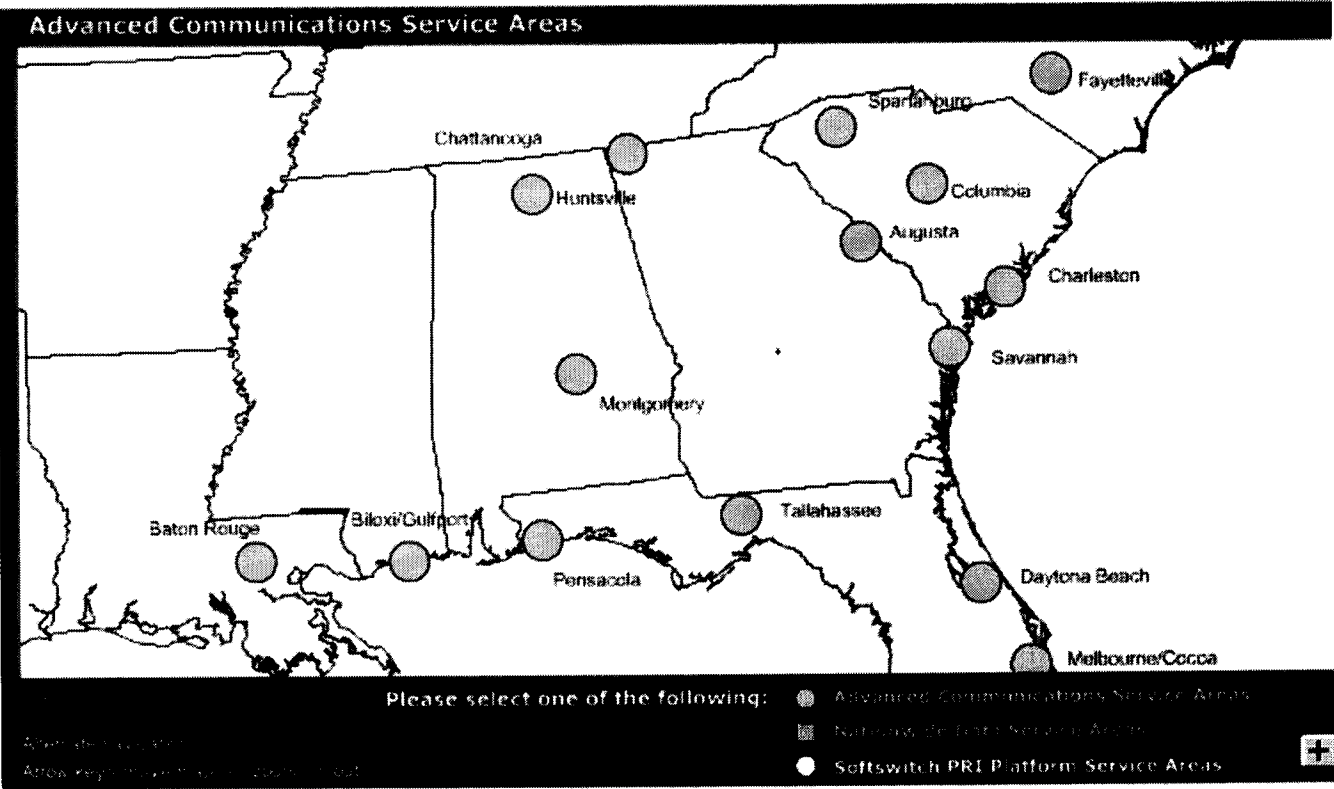
You can select from a range of options that includes everything from a single line to a multi-line service with a lot of features. Our state-of-the-art fiber-optic networks ensure clarity and dependability of your service. What's more, there's no expensive start-up cost and no costly equipment to buy. **KMC Business Line Service** interfaces with your equipment, whether it is a PBX, Key System or an individual phone line. And you can keep your present telephone number!

We offer several types of local service, including **KMC Business Line Service**, either a Basic Business Line (Flat Rate and Measured) or a Basic Business Line with Call Forwarding (Flat Rate and Measured). We also offer both analog and digital Private Branch Exchange (PBX) trunk service which provides local access for your business. Whether you need Direct Inward Dial (**KMC PBX Trunk Service** DID Trunk) or Outward Dial (**KMC PBX Trunk Service** DOD Trunk) or a combination (**KMC PBX Trunk Service** Combination Trunk), we'll configure the trunk to the requirements of your business.

For ISDN users, KMC offers two flexible, cost-effective solutions designed to meet your complex voice and data telecommunications needs:

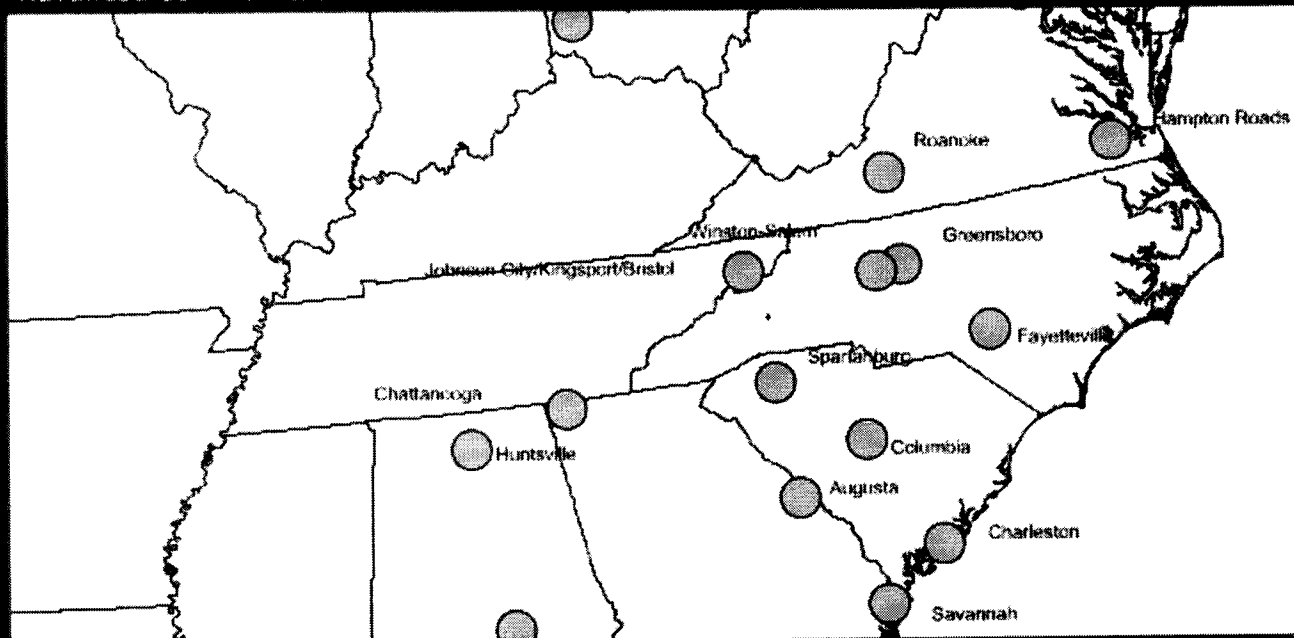
- **KMC Basic Rate ISDN Service**, and
- **KMC Primary Rate ISDN Service**.

Whichever type of ISDN service you select, you will receive a monthly invoice from KMC Telecom®.





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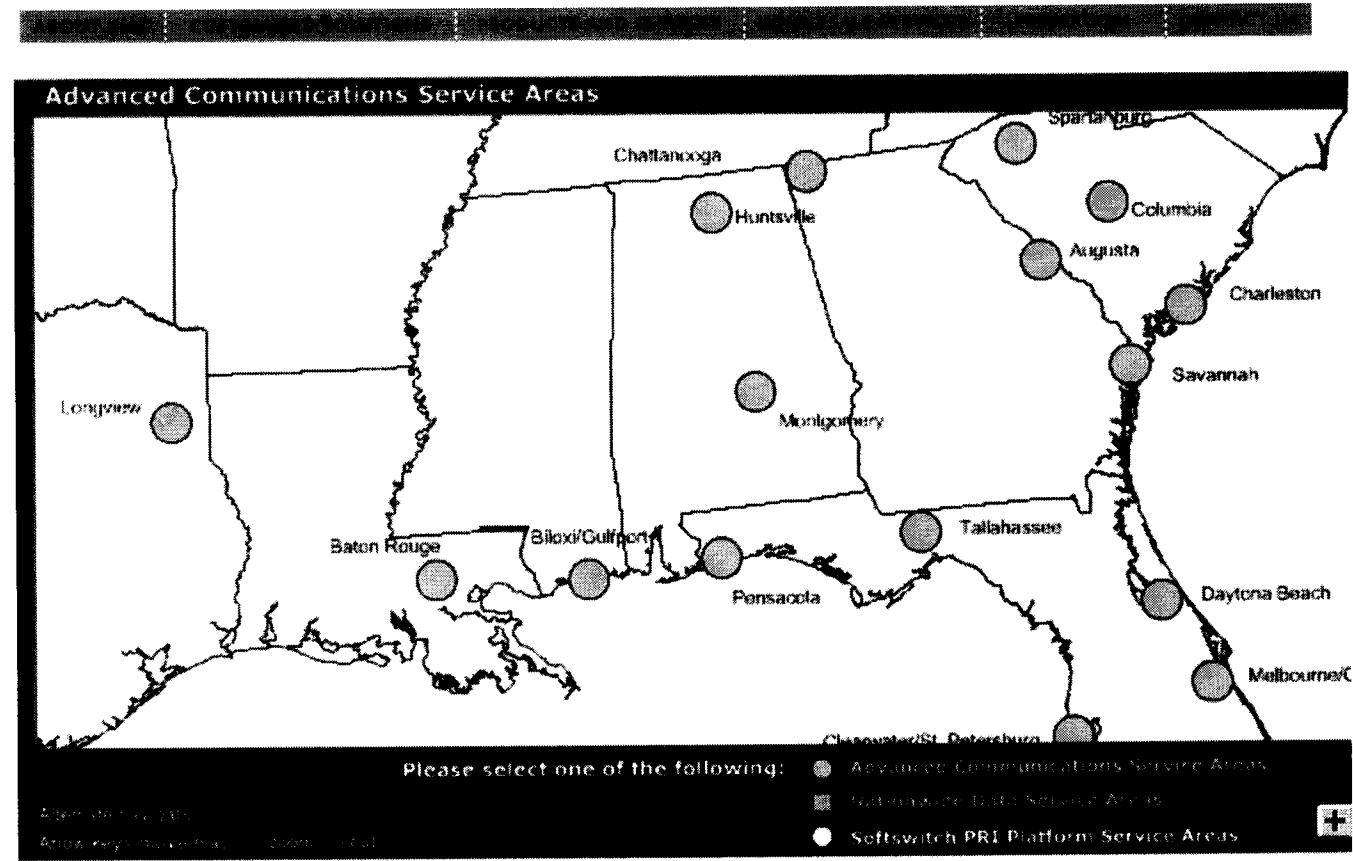
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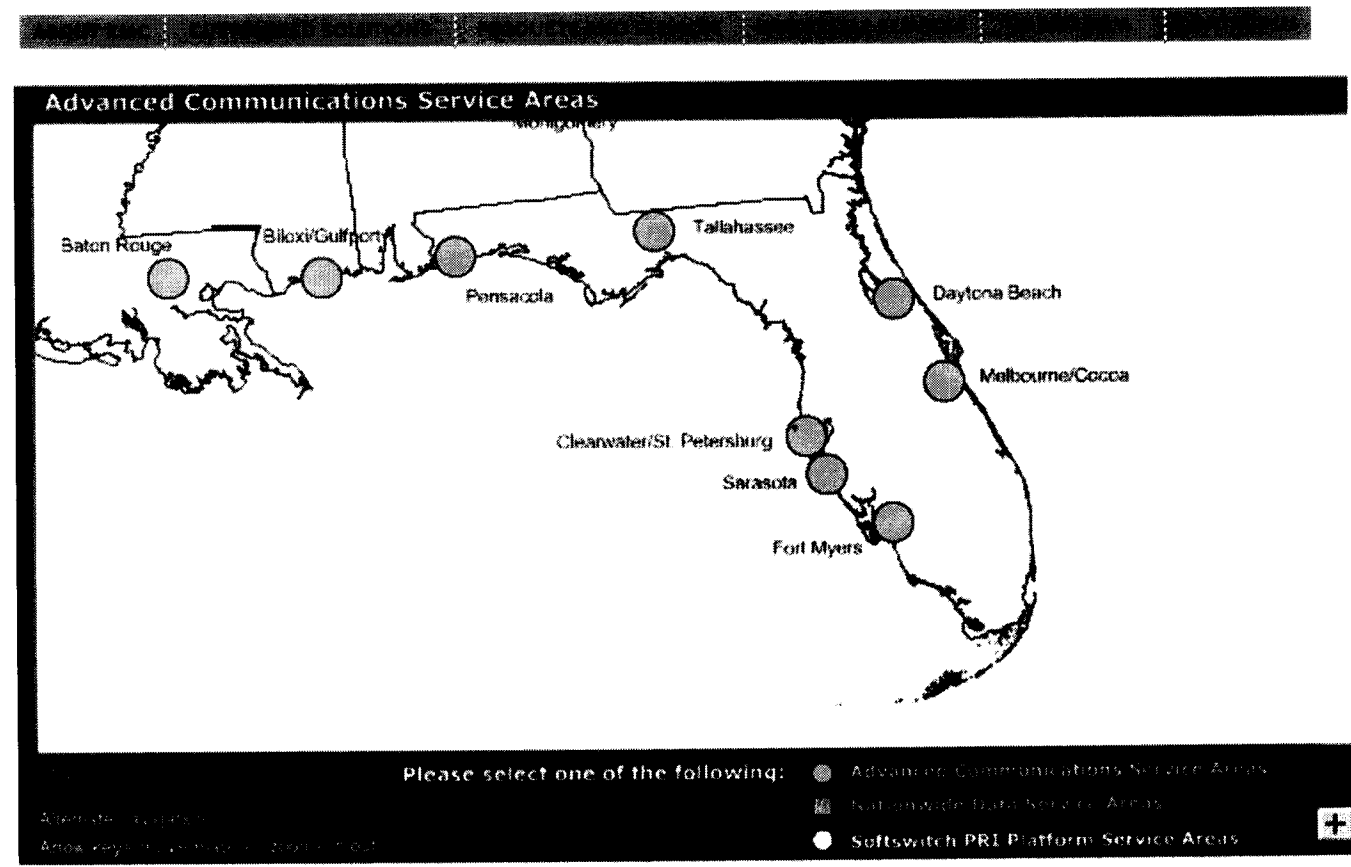
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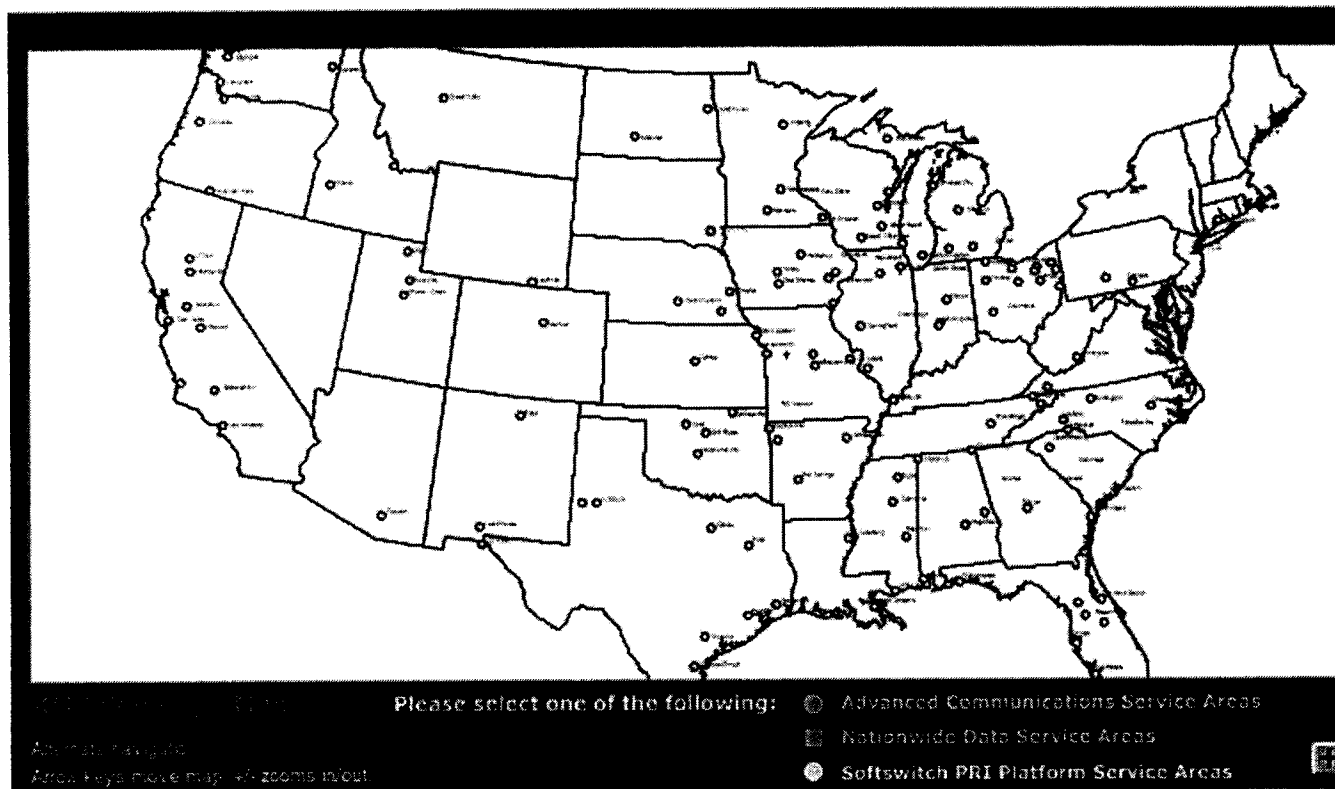
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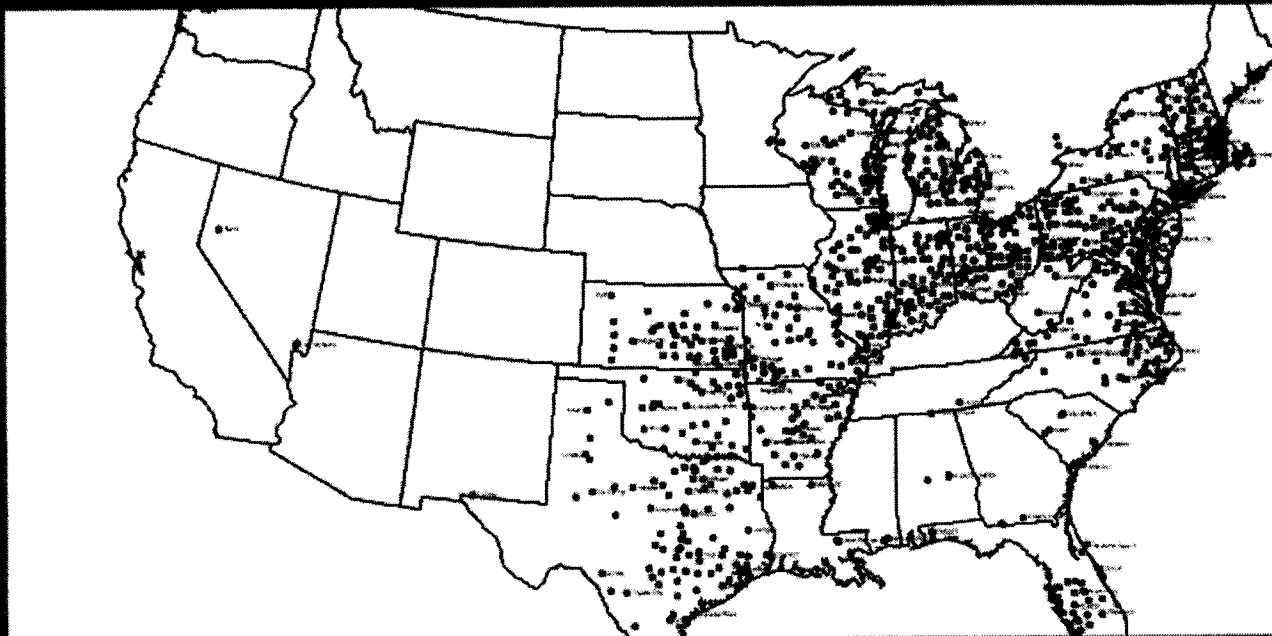
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- ☐ Softswitch PRI Platform Service Areas

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Nationwide Data Service Areas



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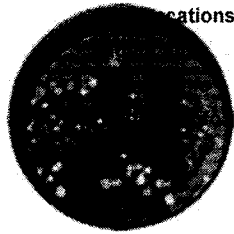
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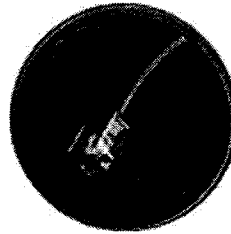
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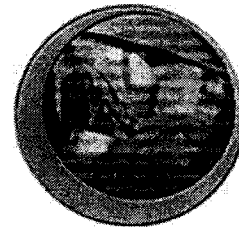
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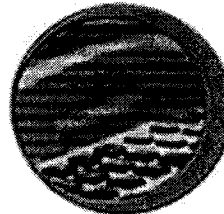
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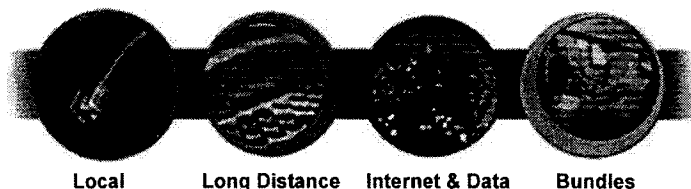
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VOICE

Local Service

NewSouth Communications' Lucent 5ESS AnyMedia™ digital switches enable us to provide you with the best quality service at the best price.

PBX Trunks

NewSouth Communications offers comprehensive service designed to complement your existing PBX or Hybrid Key system.

Business Exchange Lines

NewSouth Communications' Business Exchange Lines enable you to customize the features and functionality of your telephone.

Extended NewArea

If your business places a large number of calls beyond our expanded local calling area, then Extended NewArea™ is designed for you.

Point-to-Point

NewSouth Communications' Point-to-Point functions as a private line between two or more locations. Your business can have continuous access to 4-digit dialing and high-speed data transfer to those locations you call most often.

Long Distance Service

Whether you're calling across the world or across your state, NewSouth Communications has the right long distance solution for your business.

International Long Distance

NewSouth Communications offers international calling to over 240 countries. Unlike other telecommunications providers, NewSouth Communications aggregates your monthly recurring charges.

800 Access

800 service is an easy and convenient way for your customers to contact you...at no charge to them.

Account Codes

NewSouth Communications' customers can track local and long distance calls by caller, department or client using our advanced Account Code system.

Small Business Solutions

Small Business Solutions enables businesses with as few as two lines to enjoy the savings of a competitive telecommunications provider. Your small business will enjoy savings of 15-20% off your current BellSouth services. Finally, small businesses have a choice.

Voice Mail

NewMessaging™ provides customers a flexible and powerful tool that can answer phone calls, take messages, and store them for review at a later time.

Conference Calling

Harness the power of the conference call for employees, customers and vendors with NewConferencing™ from NewSouth Communications. This service lets you organize a conference call between three or 300 people quickly and easily.

Phone Cards

When you are away from the office, our Phone Card puts all the benefits of NewSouth Communications right in your pocket. Calls can be made from almost anywhere to just about everywhere in the world.

Enhanced Features

Expand your communication capabilities with our suite of advanced voice features. These include an Individualized Dialing Plan, Multi-way Calling, Queuing, and Customer Recovery options.

INTERNET & DATA

Managed Network Security

NewSouth Communications is leading the industry with LANLock, a managed Internet security product that brings the latest in small-business network protection to your small business.

High-Speed Internet

NewSouth.net, our high-speed Internet product, brings you the World Wide Web with the touch of a button. Your connection is fast and it's secure - the bandwidth you purchase is guaranteed.

Private Networking

Netosphere, can provide your business with a comprehensive, custom-designed private networking solution for high-speed business communications. With a flexible, cost-effective private network, you will mobilize your business by sharing information and applications between sites.

BUNDLES

Suite T

A T1 made to order for your business. You choose the combination of Internet and voice channels, all with the convenience of one flat rate month after month.

Small Business Solutions

Small Business Solutions enables businesses with as few as two lines to enjoy the savings of a competitive telecommunications provider. Your small business will enjoy savings of 15-20% off your current BellSouth services. Finally, small businesses have a choice.

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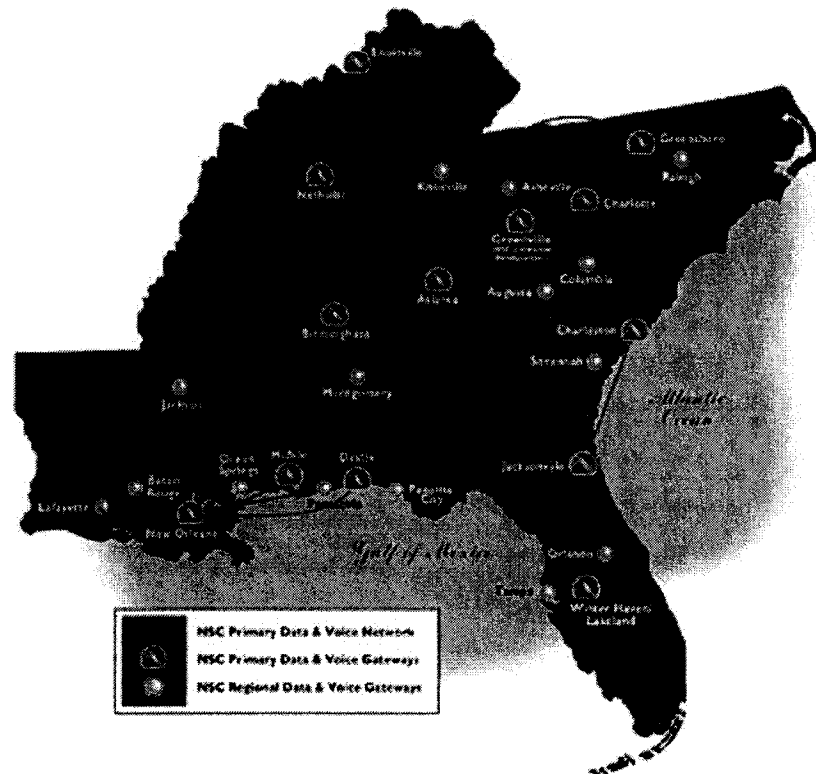
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Voice Network Map

Industry Overview
 Data Technology
 Voice Technology
 Information Technology
Network Strategy
 Voice Network Map
 Data Network Map



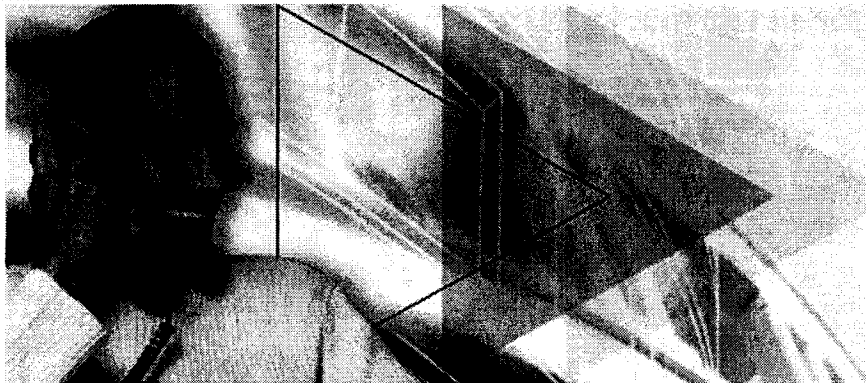
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ITC^DeltaCom understands the complexity of telecommunications. Whether you are looking for small business solutions or to connect multiple locations, ITC^DeltaCom has the experience and technology to be your total communications provider.

ITC^DeltaCom's Small Business packages are specifically bundled for small businesses or home offices. Our Enterprise services provide voice, data, and Internet solutions as well as, Equipment and Systems for companies of all sizes. We also provide additional business solutions such as collocation and hosting through e^deltacom, our 376,000 sq.ft. data center. Unlike many traditional communication services, you can get high-speed communications to practically any location you wish. ITC^DeltaCom always gives you the highest quality of products and services. One company, one invoice, one choice – that's telecom simplified.

Contact your local ITC^DeltaCom branch office today or call 1.800.239.3000, to find out how ITC^DeltaCom can provide your integrated telecommunications and technology needs.

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ITC^DeltaCom, Inc. (NASDAQ: ITCD)

 1791 O.G. Skinner Dr.
 West Point, GA 31833 ([Map](#))

 Phone: 706-385-8000
 Fax: 706-385-8001
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Covered by David Hamerly

ITC^DeltaCom, an integrated telephone company, is the competition. The competitive local-exchange carrier (CLEC) serves business customers through 40 offices from New York to Florida. It also wholesales long-distance services to other carriers -- including AT&T, MCI (formerly WorldCom), and Sprint -- through its regional fiber-optic network. The firm owns part of the network and manages the rest, which is owned by Duke Energy, FPL, and Entergy. But the depressed telecom sector forced the company to seek debt relief and it has emerged from Chapter 11 bankruptcy with investment firm Welsh, Carson, Anderson & Stowe owning a 65% equity stake.

[Full Overview](#)
Key Numbers

Company Type	Public (NASDAQ: ITCD)
D&B D-U-N-S Number	Subscribers Only
Fiscal Year-End	December
2003 Sales (mil.)	\$461.6
1-Year Sales Growth	10.3%
2003 Net Income (mil.)	(\$24.3)
2003 Employees	2,360
1-Year Employee Growth	0.0%




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Key People

Chairman and CEO	Larry F. Williams
COO	John W. (J.W.) Braukman III
SVP and CFO	Douglas A. Shumate

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Top Competitors

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13 Competitors Listed For ITC^DeltaCom 

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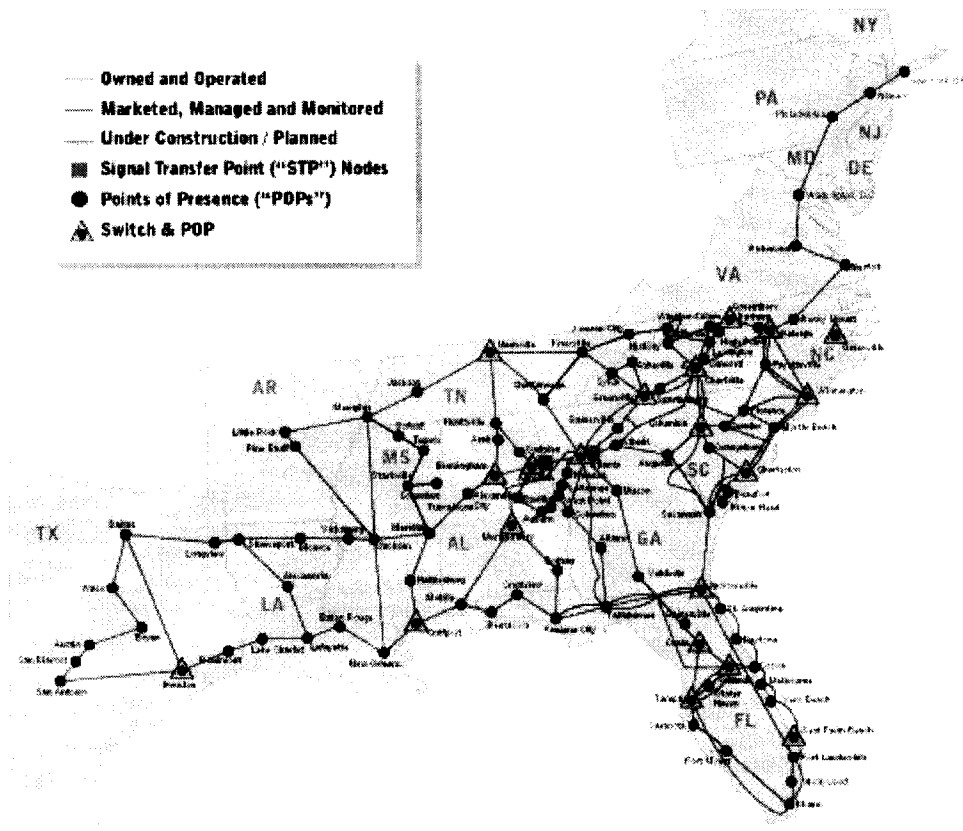
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