

ATTACHMENT 5

Biloxi-Gulfport, MS MSA

EXHIBIT A

Competitive Overview Matrix

Biloxi-Gulfport, MS 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/i WC	% of Locations Trgtd by CLECs
Totals	6					95,002					39.0%	39.0%
BILOXI - BILOXI D'IBERVILLE C O	BILXMSDI	39532				11,734						
BILOXI - BILOXI EDGEWATER C O	BILXMSDE	39531				15,054				A	15.8%	15.8%
BAY ST LOUIS - BAY ST LOUIS MAIN C O	BSLSMSMA	39520				10,672						
GULFPORT - GULFPORT LYMAN C O	GLPTMSLY	39501				16,488						
GULFPORT - GLBONCMA MAIN C O	GLPTMSTS	39501				21,928				A	23.1%	23.1%
PEARLINGTON - PEARLINGTON MAIN C O	PLTNMSMA	39572				780						
PASS CHRISTIAN - PSCH BAYOU LA TERRE C O	PSCHMSLT	39531				7,391						
PASS CHRISTIAN - PASS CHRISTIAN MAIN C O	PSCHMSMA	39571				4,798						
WIGGINS - WIGGINS MAIN C O	WGNSMSMA	39577				6,044						

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
Gulfport-Biloxi, MS Metropolitan Statistical Area	GLPTMS05DS0	5E	MS	GLPTMS05DS0	5E	MS	KMC TELECOM III, INC. - MS
	GLPTMS55DS0	DMH	MS	GLPTMS55DS0	DMH	MS	ITC DELTA COM - MS
	MOBLA197DS0	5E	AL	BILXMS05DS0	POI	MS	US LEC OF ALABAMA, INC.
	NWORLA19DS0	D12	LA	BILXMS05DS0	POI	MS	MADISON RIVER COMMUNICATIONS LLC - LA
				GLPTMS05DS0	POI	MS	MADISON RIVER COMMUNICATIONS LLC - LA
	NWORLA05DS0	5E	LA	BILXMS05DS0	POI	MS	NEWSOUTH COMMUNICATIONS CORP
	GLPTMS0500W	P23	MS	GLPTMS0500W	P23	MS	KMC TELECOM III, INC. - MS
	GLPTMS55RS0	RS	MS	GLPTMS55RS0	RS	MS	TELEPAK NETWORKS, INC. - MS

EXHIBIT C

CLEC Marketing Strategies and Supporting Information

Biloxi-Gulfport, MS MSA CLEC Marketing Strategies BellSouth Pricing Flexibility Petition For Switched Services

CLECs	Res.	Small & Med Bus	Complex Bus	General Comments	MSA
ITC DeltaCom		✓	✓	ITC DeltaCom offers Small/Medium and Complex business voice, data, and Internet solutions as well as , Equipment and Systems for companies of all sizes. Source: www.deltacom.com	The competitive local exchange carrier (CLEC) serves NC, SC, GA, MS, AL, FL, and TN according to their website.
KMC Telecom Inc.		✓	✓	KMC provides a full range of Voice, Data, Complex voice and Internet 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.
Madison River Communications	✓	✓		Madison River's four rural telephone companies offer a full range of telecommunications services to residents and businesses including local voice service, long distance, and high speed data services. Madison River Communications is the 18th largest telephone company in the United States according to the United States Telephone Association.	Madison River's four rural telephone companies, MebTel in North Carolina, Gallatin River in Illinois, GulfTel in Alabama, and Coastal Communications in Georgia according to their website.
Network Telephone		✓		Network Telephone provides Local and long distance voice to small and medium sized businesses. Source: www.networktelephone.net	According to Network Telephone's website, they provide service and are FCC certified to provide service to AL, FL, GA, KY, LA, MS, NC, SC and TN.
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
Telepak Networks	✓	✓	✓	Telepak offers local phone service to residents, small/medium, and commercial customers. www.telepaknetworks.com	According to Telepak's website, they offer service throughout the state of MS.
US Lec		✓	✓	The US LEC product line includes local calling services to businesses. www.uslec.com	The US LEC local Service areas include AL, FL, GA, KY, MS, NC, SC, TN according to their website



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 Toll Free: 800-239-3000
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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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Industry Information

- Telecommunications Services
 - **Fixed-line Voice Services Providers (primary)**
 - Local Exchange Carriers
 - Long-distance Carriers
 - Data Services

Top Competitors

- ALLTEL
- AT&T
- BellSouth

13 Competitors Listed For ITC^DeltaCom

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- Quantitative Report for ITCD
(ValuEngine, Inc., Jul 1, 2004, Business Reports)
- Tomorrow's Telephone Technology: The VoIP Revolution
(Hoover's, Inc., Feb 1, 2004, Business Reports)
- Wired Telecommunications Carriers Major Companies Report
(Harris Industry Reports, Aug 12, 2003, Business Reports)
- Data Services: Financial Analysis Profiles
(BizMiner, May 24, 2004, Business Reports)
- Wired Telecommunications Carriers in the US
(IBISWorld, Jan 18, 2004, Business Reports)
- Plunkett's Telecommunications Industry Almanac 2003-2004
(Plunkett Research, Ltd., Jul 15, 2002, Books)

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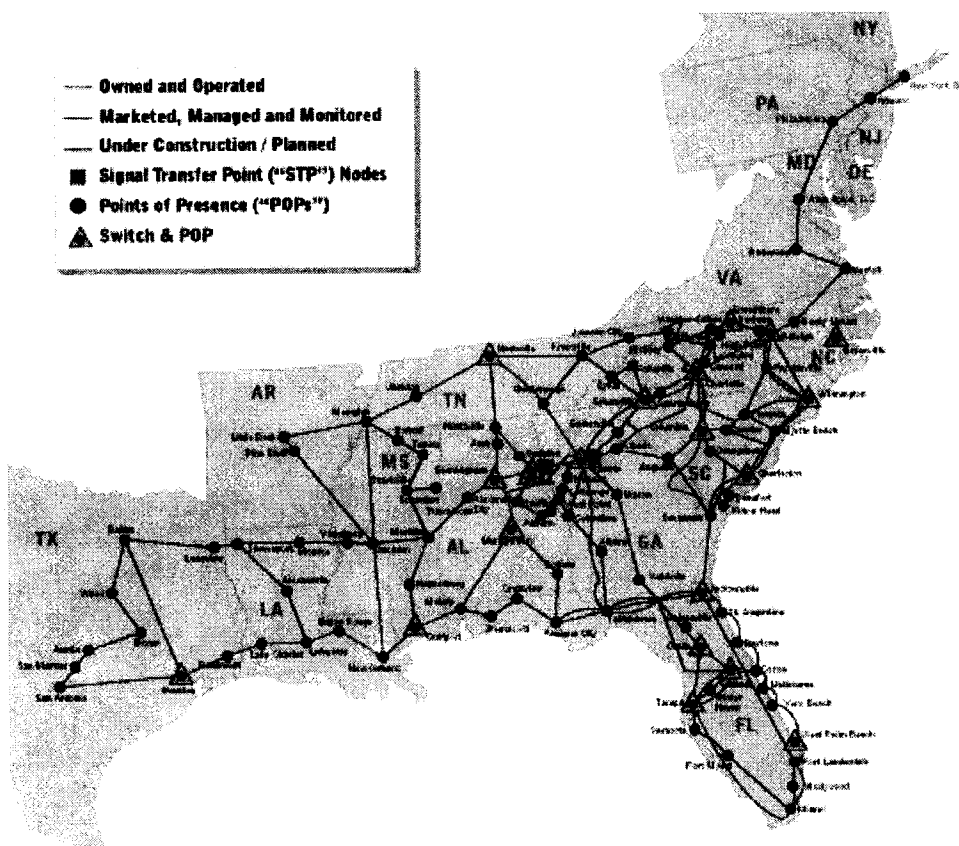
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NON-EXCLUSIVE STATE-WIDE TERM CONTRACT

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

Contract Terms

Pricing

- Columbia
- Charleston
- Spartanburg

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****SAC**

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**SAC**

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**SAC**

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
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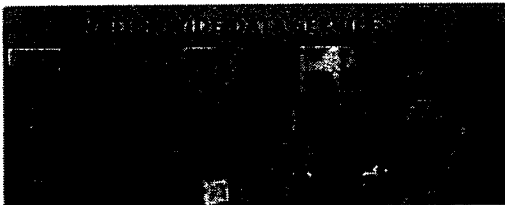
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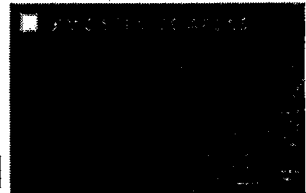
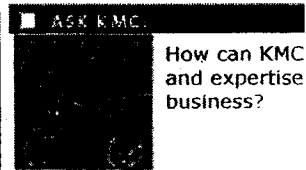
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KMC Business Line Service

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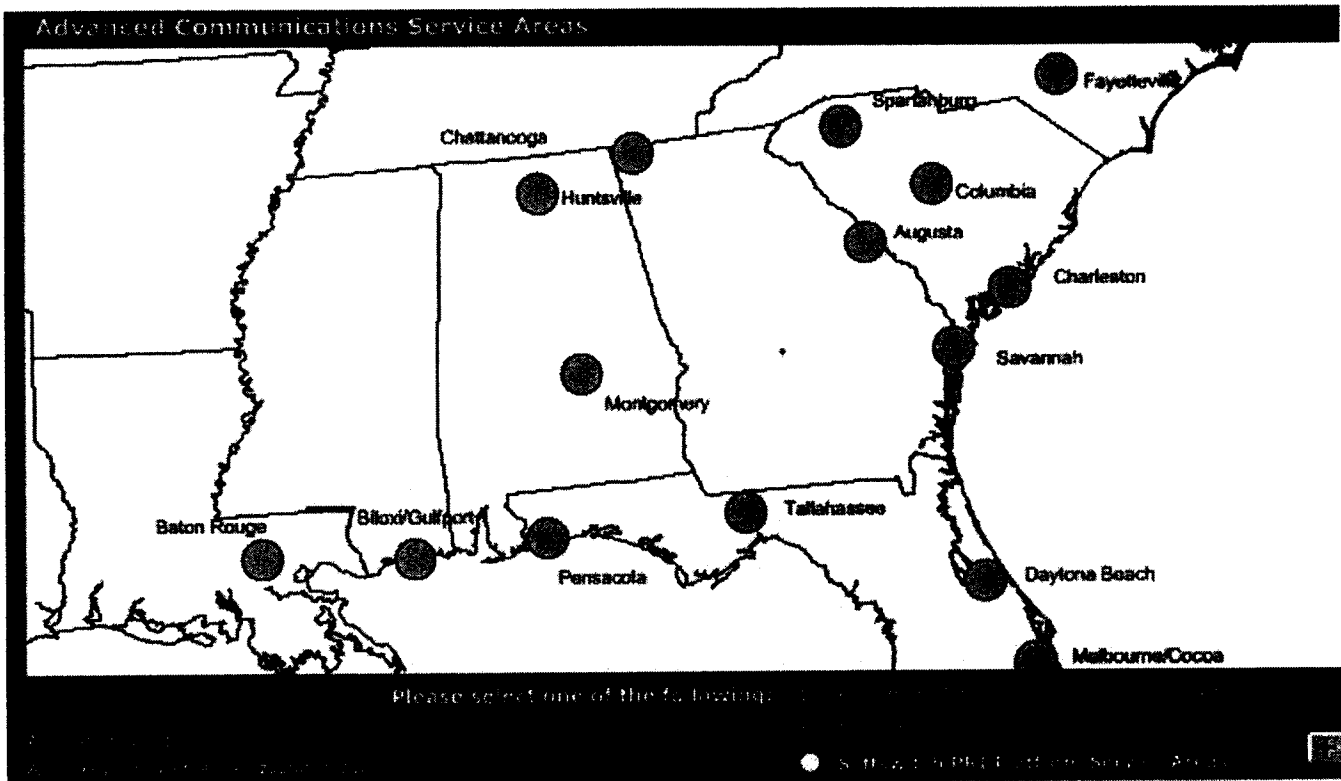
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We offer several types of local service, including **KMC Business Line Service**, either a Basic Business Line (Flat Rate and Measured) or a Basic Business Line Hunt (Flat Rate and Measured). We also offer both analog and digital Private Branch Exchange (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.

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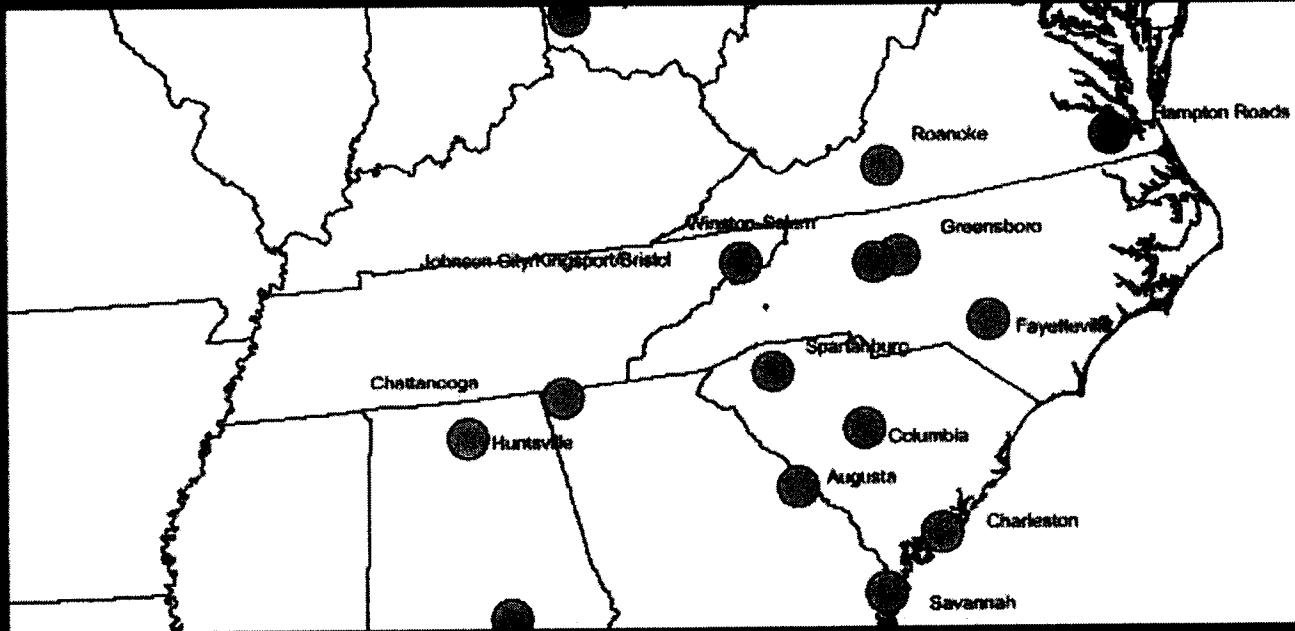
- **KMC Basic Rate ISDN Service**, and
- **KMC Primary Rate ISDN Service**.

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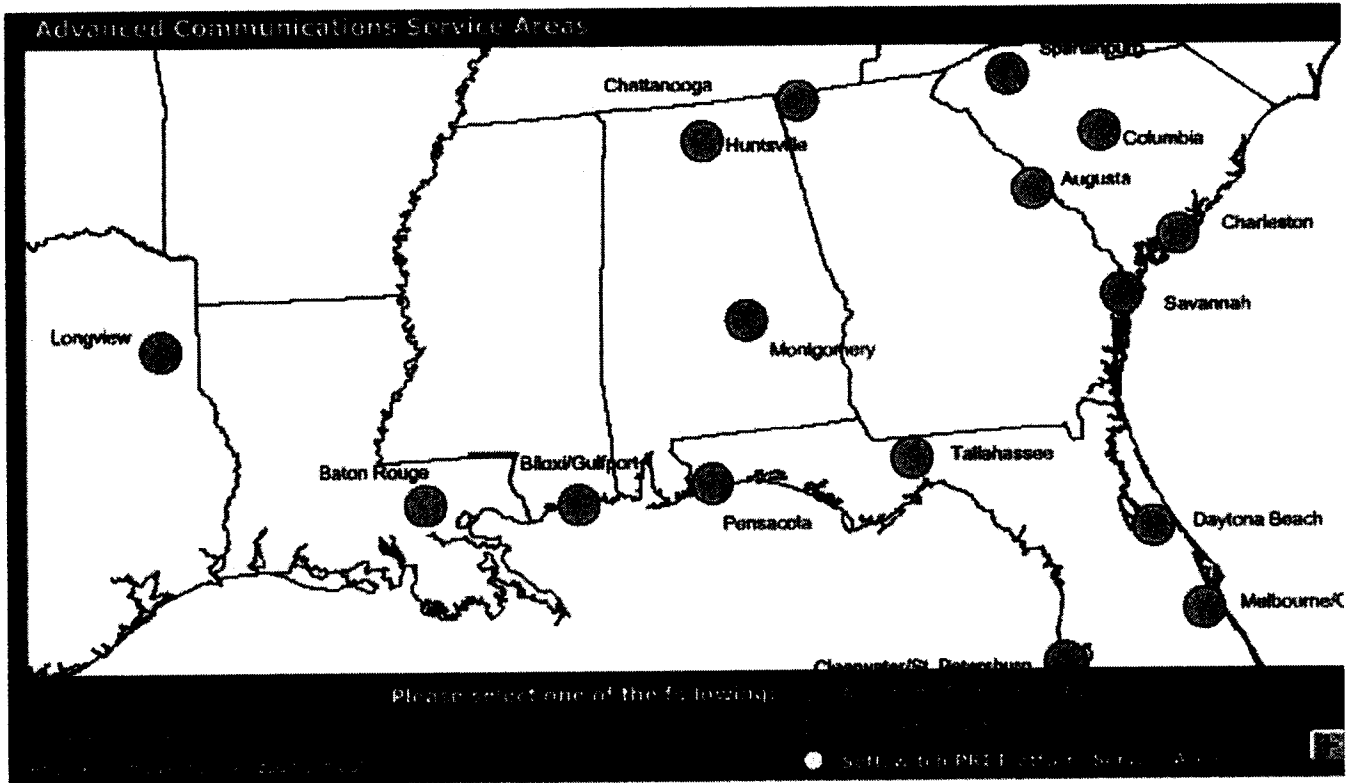
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Softswitch PRI Platform Service Areas



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- ☒ Softswitch PRI Platform Service Areas



Advanced Communications Service Areas



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Madison River Communications

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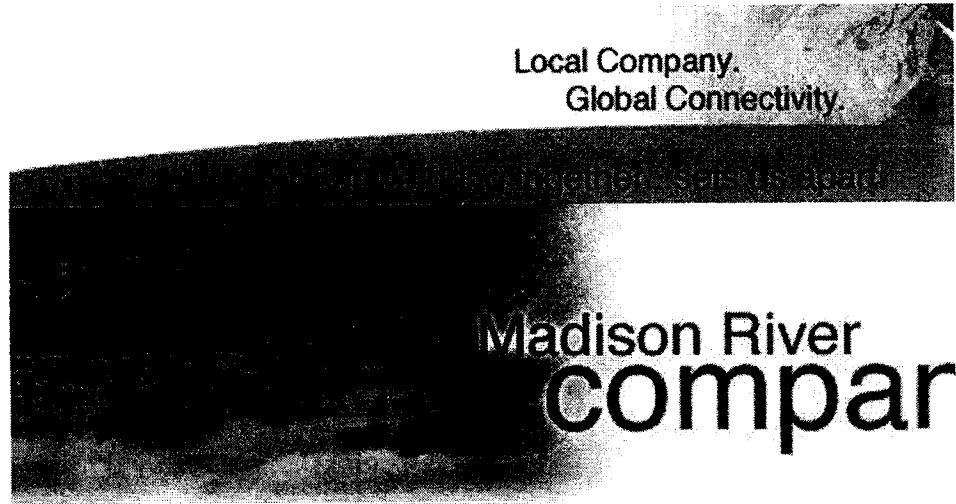
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Site Map



Madison River Communications operates two divisions, the Local Telecommunications Division and the Integrated Communications Division. The four local exchange carriers that form the Local Telecommunications Division provide a stable foundation for growth in attractive rural markets in the Southeast and Midwest.

The Integrated Communications Division, also known as Madison River Communications, LLC has deployed an edge out strategy by offering products and services in cities and towns near Madison River's rural telephone properties. The United States Telephone Association lists Madison River Communications as the 18th largest telephone company in the country.

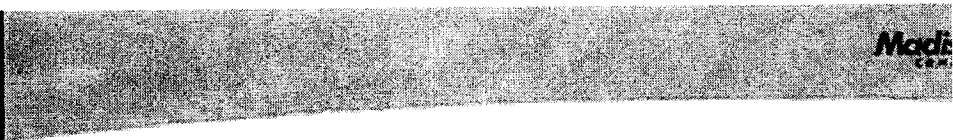


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Madison River Communications

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Integrated
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Local Telecommunications Division

Since Madison River's first rural telephone company acquisition in North Carolina, the Local Telecommunications Division has demonstrated improved EBITDA margins and improved operations. Additionally, the Local Telecommunications Division has successfully deployed Private Label long distance product, as well as DSL and dial-up Internet access services in limited competition in Madison River's rural markets as well as a favorable regulatory environment, this division continues to increase its voice connections.



MebTel Communications

- Located between Greensboro and Raleigh in North Carolina
- Acquired in January, 1998
- 13,234* Total Connections



Gallatin River Communications

- Exchanges located in Galesburg, Dixon, and Pekin, Illinois
- Gallatin River Assets were acquired in November 1998
- 85,355* Total Connections



GulfTel Communications

- Located east of Mobile in Foley Alabama
- Acquired in September, 1999
- 64,213* Total Connections



Coastal Communications

- Located southwest of Savannah in Hinesville, Georgia
- Acquired in March, 2000
- 46,727* Total Connections

*Based on a combination of voice and data connections reported on 2002.

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Network Telephone Corp.

40 S. Palafox Pl.
Pensacola, FL 32501 ([Map](#))

Phone: 850-432-4855
Fax: 850-470-9641
Toll Free: 888-432-4855

<http://www.networktelephone.net>

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Pro Plus Tools

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- [Build Company List \(D&B Basic\)](#)
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Covered by David Hamerly

Network Telephone is a facilities-based provider of advanced integrated telecommunications services, including local and long-distance voice access and broadband Internet, in Alabama, Florida, Georgia, Kentucky, Louisiana, Mississippi, North Carolina, and Tennessee. The company has more than 114,000 lines in service to 13,000 small business customers. Network Telephone also offers Web hosting and Web site development. Chairman Ray Russenberger founded Network Telephone in 1997. Russenberger also founded Network Paging in 1985 and Network USA (now [Metrocall](#)) in 1988.

Key Numbers

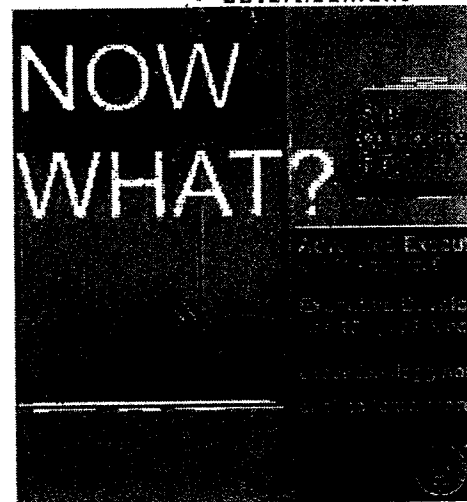
Company Type	Private
D&B D-U-N-S Number	Subscribers Only
Fiscal Year-End	December
2002 Sales (mil.)	\$44.9
1-Year Sales Growth	130.3%
2002 Employees	500

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Key People

Chairman and CEO	Ray Russenberger
President, COO, and Director	Leo J. Cyr
CFO	Danyelle Kennedy
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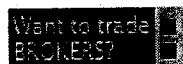
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40 S. Palafox Pl.
Pensacola, FL 32501 ([Map](#))

Phone: 850-432-4855

Fax: 850-470-9641

Toll Free: 888-432-4855

<http://www.networktelephone.net>

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Covered by David Hamerly

Network Telephone is a facilities-based provider of advanced integrated telecommunications services, including local and long-distance voice access and broadband Internet, in Alabama, Florida, Georgia, Kentucky, Louisiana, Mississippi, North Carolina, and Tennessee. The company has more than 114,000 lines in service to 13,000 small business customers. Network Telephone also offers Web hosting and Web site development. Chairman Ray Russenberger founded Network Telephone in 1997. Russenberger also founded Network Paging in 1985 and Network USA (now [Metrocall](#)) in 1988.

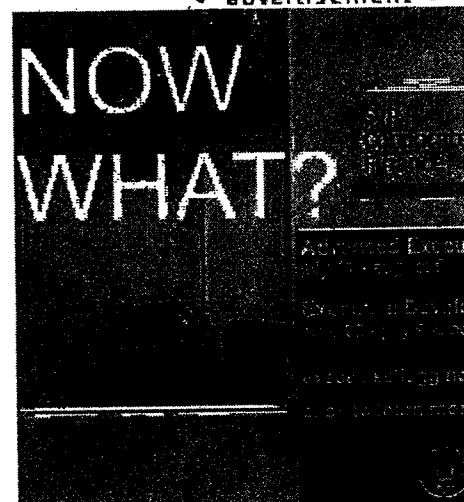
Key Numbers

Company Type	Private
D&B D-U-N-S Number	Subscribers Only
Fiscal Year-End	December
2002 Sales (mil.)	\$44.9
1-Year Sales Growth	130.3%
2002 Employees	500
More Financials	

Key People

Chairman and CEO	Ray Russenberger
President, COO, and Director	Leo J. Cyr
CFO	Danyelle Kennedy
VP Corporate Services	Subscribers Only
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ABOUT NETWORK TELEPHONE CORPORATION

www.networktelephone.net

Overview

Headquartered in Pensacola, Fla., Network Telephone Corporation is a facilities-based, second generation, data-centric competitive exchange carrier providing high speed digital subscriber line (DSL), voice over DSL (VoDSL), local and long distance voice, internet and wireless data services throughout a nine-state southeastern US footprint.

Network Telephone secured government certification to provide local and long distance telecommunications exchange in the state of Florida in July 1998. Since then, the company has embraced forefront technology and enhanced product offerings, corporate and client architecture. Network Telephone is currently FCC certified to provide service to Alabama, Florida, Georgia, Kentucky, Louisiana, Mississippi, North Carolina, South Carolina and Tennessee. In addition, more than 300 collocation agreements have been filed with BellSouth, Sprint and GTE and strategic plans include delivery of end-to-end DSL and voice choices to 60+ markets before year-end. Network Telephone concentrates primarily on servicing the small and medium sized business market.

Ray Russenberger founded Network Telephone in 1998, realizing the opportunities that deregulation presented for embracing dynamic technology. Network Telephone immediately began bundling local and long distance voice exchange with data transmission at considerable savings off of incumbent local exchange carrier (ILEC's) rates.

After less than one year in existence, Network Telephone formed a partnership with California-based Copper Mountain Network®TM to deploy their CopperEdge™ DSL concentrators and packet-based integrated access devices, securing delivery of DSL to all of Network Telephone's territories. The move presented full-service telecommunications solutions and advanced technological offerings from one powerhouse source.

Other benchmarks quickly followed. Lucent Technologies feature-rich voice over DSL (VoDSL) Pathstar™ technology joined the Network Telephone product delivery menu. Before year-end 1999, Network Telephone launched its Jackrabbit DSL product, with speeds 50 to 100 times greater than analog dial-up service and a dedicated connection at half the cost of former options, like T1 or ISDN usage-based charges. An aggressive sales team began pre-selling customers to Network Telephone's custom-designed fiber-optic circuitry in Pensacola, Fl. with a scheduled date to move to the network in the first quarter 2000.

In January 2000, Network Telephone successfully launched a new \$8 million, customized SavillExpress CLEC and SavillCare comprehensive customer care back-office infrastructure, automating services and accounting, streamlining customer profiling and management.

Since inception, Network Telephone has assembled a senior management staff representing more than 100 years of telecom experience. To date Network Telephone circuits connect approximately 19,000 lines and 4,000 customers.

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