

# **ATTACHMENT 7**

**Burlington, NC MSA**

# EXHIBIT A

## Competitive Overview Matrix

Burlington, 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						52,854					57.7%	57.7%
BURLINGTON - DAVIS	BURLNCDA	27215				30,515				A	57.7%	57.7%
BURLINGTON - ELON COLLEGE	BURLNCEL	27244				10,802						
BURLINGTON - HAW RIVER	BURLNCHA	27215				6,413						
SAXAPAHAW - MAIN NC HWY	SXPHNCMA	27340				5,124						

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**

<b>MSA</b>	<b>Switch CLLI</b>	<b>Switch EQP TYPE</b>	<b>Switch State</b>	<b>Switch Node</b>	<b>Sw Node EQP TYPE</b>	<b>Sw Node State</b>	<b>Switch Node CLEC Name</b>
Burlington, NC Metropolitan Statistical Area	DRHMCRTDS0	4E	NC	BURLNCAT2MD	POI	NC	AT&T LOCAL

# EXHIBIT C

## CLEC Marketing Strategies and Supporting Information

# Birmingham, AL MSA CLEC Marketing Strategies BellSouth Pricing Flexibility Petition For Switched Services

CLECs	Res.	Small & Med Bus	Complex Bus	General Comments	MSA
AT&T	✓	✓	✓	AT&T offers local phone and long distance to residential, small/medium, and complex businesses according to their website. <a href="http://www.att.com">www.att.com</a>	AT&T Offers local and long distance in AL, SC, GA, NC, MS, LA, FL, TN and KY
ITC Deltacom		✓	✓	ITC DeltaCom offers Small/Medium and Complex business voice solutions for companies of all sizes. Source: <a href="http://www.deltacom.com">www.deltacom.com</a>	ITC Deltacom serves NC, SC, GA, MS, AL, FL, and TN according to their website.
KMC Telecom Inc.		✓	✓	KMC provides a full range of local voice services for small/medium and complex businesses. Source: <a href="http://www.kmctelecom.com">www.kmctelecom.com</a>	KMC's website gives a detail coverage map of 22 cities in the 9 state BellSouth Region.
Network Telephone		✓		Network Telephone provides Local and long distance voice to small and medium sized businesses. Source: <a href="http://www.networktelephone.net">www.networktelephone.net</a>	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.
Sprint	✓	✓	✓	Sprint provides local service to resident, small/medium businesses and complex services. Source: <a href="http://csb.sprint.com">csb.sprint.com</a>	Sprint offers local Service in TN, NC, SC and FL according to their website.
Xspedius/Espire		✓	✓	Xspedius/Espire offer traditional local and long distance to businesses throughout the southeastern states. Source <a href="http://www.xspedius.com">www.xspedius.com</a>	Xspedius/Espire according to their website offers telecom service throughout the southeastern U.S.
Newsouth		✓		Newsouth Communications offers local and long distance service to small and medium sized businesses. Source: <a href="http://www.newsouth.com">www.newsouth.com</a>	According to Newsouth's website, they offer service in KY, TN, AL, GA, FL, NC, SC, LA and MS.



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## SMALL & MEDIUM BUSINESS

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**Local, Long Distance, Toll-Free, Calling Card, and more**

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**Customer Center - AT&T BusinessDirect®**

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**See it all: At Home & On the Go**

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# Calling Plans

## Home

## General FAQs

## VoiceMail FAQs

## Repair FAQs

## Calling Features

## Calling Plans

## Maintenance Plans

## Survey

## USER GUIDES

- Local Service
- Voicemail Service
- Voicemail Quick Reference
- Voicemail (Call) Manager 100 & 200
- Troubleshooting Quick Reference

## ALABAMA CALLING PLANS

View or Contact Us to change your current local calling plans.

**Dial up Internet access charges** outside your immediate local calling area are **not included** with the unlimited minutes.

### Local with Long Distance

#### Multiline

### Local

#### More Calling Plans

### Local with Long Distance

#### AT&T One Rate USA<sup>SM</sup>

\$54.95 per line per month, available for Primary and Additional lines

#### AT&T One Rate Advantage

\$59.95 per line per month, available on Primary and Additional lines

#### One Rate State

\$39.95 per line per month, available on Primary and Additional lines

#### One Rate Local

\$29.95 per line per month, available on Primary and Additional lines

Contact Us for more local with long distance calling plans

[TOP](#)

### Local

#### Call Plan Deluxe

**No** longer available for sign up

#### Call Plan Unlimited with 3 Feature Package Enhanced

**No** longer available for sign up

#### Call Plan Unlimited with 2 Feature Package Enhanced

\$28.95 per line per month, available for Primary and Additional lines

Contact Us for more local calling plans

[TOP](#)

### Multiline

#### One Rate Multiline Unlimited

**No** longer available for sign up



## HOW TO

- E-mail Us
- View or Print
- View a Sample
- My Local Calling Plan
- Update Local Calling Features
- Order Voice Mail
- Sign Up for Service
- Moving?
- AT&T Online Form
- Contact Local Care

One Rate Multiline

**No** longer available for sign up



**More Calling Plans**

[AT&T Long Distance](#)

[AT&T International](#)



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# Calling Plans

[Home](#)
[General FAQs](#)
[VoiceMail FAQs](#)
[Repair FAQs](#)
[Calling Features](#)
[Calling Plans](#)
[Maintenance Plans](#)
[Survey](#)

## USER GUIDES

- [Local Service](#)
- [Voicemail Service](#)
- [Voicemail Quick Reference](#)
- [Voicemail \(Call\) Manager 100 & 200](#)
- [Troubleshooting Quick Reference](#)

## GEORGIA CALLING PLANS

View or [Contact Us](#) to change your current local calling plans.**Dial up Internet access charges** outside your immediate local calling area are **not included** with the unlimited minutes.
[Local with Long Distance](#)
[Multiline](#)
[Local](#)
[More Calling Plans](#)

### Local with Long Distance

[AT&T One Rate USA<sup>SM</sup>](#)  
(availability based on area)

[AT&T One Rate Advantage](#)
[One Rate State](#)
[One Rate Local](#)
\$49.95 per line per month,  
available for Primary and  
Additional lines
\$54.95 per line per month,  
available on Primary and  
Additional lines
\$39.95 per line per month,  
available on Primary and  
Additional lines
\$32.95 per line per month,  
available on Primary and  
Additional lines

[Contact Us for more local with long distance calling plans](#)
[TOP](#)

### Local

[Call Plan Deluxe](#)
[Call Plan 3 Pack](#)  
(availability based on area)

[Call Plan 2 Pack](#)  
(availability based on area)

[Contact Us for more local calling plans](#)
**No** longer available for sign up  
\$29.95 per month, per line  
available on Primary and  
Additional lines
Price varies per month, per line.  
Available on Primary and  
Additional lines

[TOP](#)

### Multiline



## HOW TO

- [E-mail Us](#)
- [View or Print](#)
- [View a Sample](#)
- [My Local Service](#)
- [Update Local Service Features](#)
- [Order Voice Mail](#)
- [Sign Up for Service](#)
- [Moving?](#)
- [AT&T Online Form](#)
- [Contact Local Care](#)

[One Rate Multiline Unlimited](#)

**No** longer available for sign up

[One Rate Multiline](#)

**No** longer available for sign up



#### **More Calling Plans**

[AT&T Long Distance](#)

[AT&T International](#)



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# Calling Plans

- Ⓜ Home
- Ⓜ General FAQs
- Ⓜ VoiceMail FAQs
- Ⓜ Repair FAQs
- Ⓜ Calling Features
- Ⓜ Calling Plans
- Ⓜ Maintenance Plans
- Ⓜ Survey

## Ⓜ USER GUIDES

- Local Service
- Voicemail Service
- Voicemail Quick Reference
- Voicemail (Call) Manager 100 & 200
- Troubleshooting Quick Reference

## KENTUCKY CALLING PLANS

View or Contact Us to change your current local calling plans.

**Dial up Internet access charges** outside your immediate local calling area are **not included** with the unlimited minutes.[Local with Long Distance](#)[Local](#)[Multiline](#)[More Calling Plans](#)

### Local with Long Distance

[AT&T One Rate USA<sup>SM</sup>](#)

\$59.95 per line per month, available for Primary and Additional lines

[AT&T One Rate Advantage](#)

\$64.95 per line per month, available on Primary and Additional lines

[One Rate State](#)

\$45.95 per line per month, available on Primary and Additional lines

[One Rate Local](#)

\$31.95 per line per month, available on Primary and Additional lines

[Contact Us for more local with long distance calling plans](#)

TOP

### Local

[Call Plan Deluxe](#)**No** longer available for sign up[Call Plan Unlimited with 3 Feature Package Enhanced](#)**No** longer available for sign up[Call Plan Unlimited with 2 Feature Package Enhanced](#)

\$29.95 per line per month, available for Primary and Additional lines

[Contact Us for more local calling plans](#)

TOP

### Multiline

[One Rate Multiline Unlimited](#)**No** longer available for sign up

## Ⓜ HOW TO

- E-mail Us
- View or Print
- View a Sample
- My Local Service
- Update Local Calling Features
- Order VoiceMail
- Sign Up for Service
- Moving?
- AT&T Online Form
- Contact Local Care

**More Calling Plans**

[AT&T Long Distance](#)

[AT&T International](#)



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[Calling Features](#)
[Calling Plans](#)
[Maintenance Plans](#)
[Survey](#)

## USER GUIDES

- [Local Service](#)
- [Voicemail Service](#)
- [Voicemail Quick Reference](#)
- [Voicemail \(Call\) Manager 100 & 200](#)
- [Troubleshooting Quick Reference](#)

## MISSISSIPPI CALLING PLANS

View or [Contact Us](#) to change your current local calling plans.

**Dial up Internet access charges** outside your immediate local calling area are **not included** with the unlimited minutes.

[Local with Long Distance Multiline](#)

[Local More Calling Plans](#)

### Local with Long Distance

[AT&T One Rate USA<sup>SM</sup>](#)

\$59.95 per line per month, available for Primary and Additional lines

[AT&T One Rate Advantage](#)

\$64.95 per line per month, available on Primary and Additional lines

[One Rate State](#)

\$45.95 per line per month, available on Primary and Additional lines

[One Rate Local](#)

\$32.95 per line per month, available on Primary and Additional lines

*Contact Us for more local with long distance calling plans*

[TOP](#)

### Local

[Call Plan Deluxe](#)

**No** longer available for sign up

[Call Plan Unlimited with 3 Feature Package Enhanced](#) **No** longer available for sign up

[Call Plan Unlimited with 2 Feature Package Enhanced](#) \$30.95 per line per month, available for Primary and Additional lines

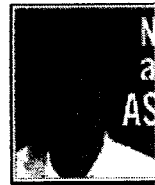
*Contact Us for more local calling plans*

[TOP](#)

### Multiline

[One Rate Multiline Unlimited](#)

**No** longer available for sign up



## HOW TO

- [E-mail Us](#)
- [View or Print](#)
- [View a Sample](#)
- [My Local Service](#)
- [Update Local Service Features](#)
- [Order VoiceMail](#)
- [Sign Up for Local Service](#)
- [Moving?](#)
- [AT&T Online Form](#)
- [Contact Local Service Care](#)



One Rate Multiline

**No** longer available for sign up



**More Calling Plans**

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AT&T International



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[One Rate Multiline](#)

**No** longer available for sign up



**More Calling Plans**

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[VoiceMail FAQs](#)
[Repair FAQs](#)
[Calling Features](#)
[Calling Plans](#)
[Maintenance Plans](#)
[Survey](#)

## USER GUIDES

- [Local Service](#)
- [Voicemail Service](#)
- [Voicemail Quick Reference](#)
- [Voicemail \(Call\) Manager 100 & 200](#)
- [Troubleshooting Quick Reference](#)

## SOUTH CAROLINA CALLING PLANS

View or [Contact Us](#) to change your current local calling plans.

**Dial up Internet access charges** outside your immediate local calling area are **not included** with the unlimited minutes.

[Local with Long Distance](#)
[Multiline](#)
[Local](#)
[More Calling Plans](#)

### Local with Long Distance

[AT&T One Rate USA<sup>SM</sup>](#)

\$61.95 per line per month, available for Primary and Additional lines

[AT&T One Rate Advantage](#)

\$66.95 per line per month, available on Primary and Additional lines

[One Rate State](#)

\$45.95 per line per month, available on Primary and Additional lines

[One Rate Local](#)

\$29.95 per line per month, available on Primary and Additional lines

*Contact Us for more local with long distance calling plans*

[TOP](#)

### Local

[Call Plan Deluxe](#)

**No** longer available for sign up

[Call Plan Unlimited with 3 Feature Package Enhanced](#) **No** longer available for sign up

[Call Plan Unlimited with 2 Feature Package Enhanced](#) \$27.95 per line per month, available for Primary and Additional lines

*Contact Us for more local calling plans*

[TOP](#)

### Multiline

[One Rate Multiline Unlimited](#)

**No** longer available for sign up



## HOW TO

- [E-mail Us](#)
- [View or Print](#)
- [View a Sample](#)
- [My Local Service](#)
- [Update Local Service Features](#)
- [Order Voice Mail](#)
- [Sign Up for Local Service](#)
- [Moving?](#)
- [AT&T Online Form](#)
- [Contact Local Care](#)

[One Rate Multiline](#)

**No** longer available for sign up



**More Calling Plans**

[AT&T Long Distance](#)

[AT&T International](#)



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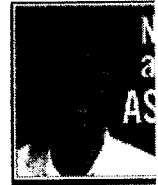
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# Calling Plans

## NORTH CAROLINA CALLING PLANS


[Home](#)
[General FAQs](#)
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### USER GUIDES

- [Local Service](#)
- [Voicemail Service](#)
- [Voicemail Quick Reference](#)
- [Voicemail \(Call\) Manager 100 & 200](#)
- [Troubleshooting Quick Reference](#)

View or [Contact Us](#) to change your current local calling plans.

**Dial up Internet access charges** outside your immediate local calling area are **not included** with the unlimited minutes.

[Local with Long Distance](#)  
[Multiline](#)

[Local](#)  
[More Calling Plans](#)

### Local with Long Distance

[AT&T One Rate USA<sup>SM</sup>](#)

\$59.95 per line per month,  
 available for Primary and  
 Additional lines

[AT&T One Rate Advantage](#)

\$64.95 per line per month,  
 available on Primary and  
 Additional lines

[One Rate State](#)

\$39.95 per line per month,  
 available on Primary and  
 Additional lines

[One Rate Local](#)

\$29.95 per line per month,  
 available on Primary and  
 Additional lines

[Contact Us](#) for more local with long distance calling plans

[TOP](#)

### Local

[Call Plan Deluxe](#)

**No** longer available for sign up

[Call Plan Unlimited with 3 Feature Package Enhanced](#)

**No** longer available for sign up

[Call Plan Unlimited with 2 Feature Package Enhanced](#)

\$25.95 per line per month,  
 available for Primary and  
 Additional lines

[Contact Us](#) for more local calling plans

[TOP](#)

### Multiline

[One Rate Multiline Unlimited](#)

**No** longer available for sign up

### HOW TO

- [E-mail Us](#)
- [View or Print](#)
- [View a Sample](#)
- [My Local Calling Plan](#)
- [Update Local Calling Features](#)
- [Order Voice Mail](#)
- [Sign Up for Service](#)
- [Moving?](#)
- [AT&T Online Form](#)
- [Contact Local Care](#)

[One Rate Multiline](#)

**No** longer available for sign up



**More Calling Plans**

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# Calling Plans

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[Maintenance Plans](#)
[Survey](#)

## USER GUIDES

- [Local Service](#)
- [Voicemail Service](#)
- [Voicemail Quick Reference](#)
- [Voicemail \(Call\) Manager 100 & 200](#)
- [Troubleshooting Quick Reference](#)

## FLORIDA CALLING PLANS

View or [Contact Us](#) to change your current local calling plans.**Dial up Internet access charges** outside your immediate local calling area are **not included** with the unlimited minutes.
[Local with Long Distance](#)
[Multiline](#)
[Local](#)
[More Calling Plans](#)

### Local with Long Distance

[AT&T One Rate USA<sup>SM</sup>](#)

\$54.95 per line per month, available for Primary and Additional lines

[AT&T One Rate Advantage](#)

\$59.95 per line per month, available on Primary and Additional lines

[One Rate State](#)

\$39.95 per line per month, available on Primary and Additional lines

[One Rate Local](#)

\$29.95 per line per month, available on Primary and Additional lines

[Contact Us](#) for more local with long distance calling plans

[TOP](#)

### Local

[Call Plan Deluxe](#)
**No** longer available for sign up
[Call Plan Unlimited with 3 Feature Package Enhanced](#)
**No** longer available for sign up
[Call Plan Unlimited with 2 Feature Package Enhanced](#)

\$26.95 per line per month, available for Primary and Additional lines

[Contact Us](#) for more local calling plans

[TOP](#)

### Multiline

[One Rate Multiline Unlimited](#)
**No** longer available for sign up

## HOW TO

- [E-mail Us](#)
- [View or Print](#)
- [View a Sample](#)
- [My Local Service](#)
- [Update Local Service Features](#)
- [Order Voice Mail](#)
- [Sign Up for Service](#)
- [Moving?](#)
- [AT&T Online Form](#)
- [Contact Local Care](#)

[One Rate Multiline](#)

**No** longer available for sign up



**More Calling Plans**

[AT&T Long Distance](#)

[AT&T International](#)



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**AgentNet**

**broadslate**

## Sales - Voice

### Tennessee Local and Long Distance Voice Services

NOTE: Tennessee sales can include local as well as long distance.

**See Background**

#### **Local and Long Distance (LD) Services Flyer**

Print out to give to prospects.

Marketing Flyer - posted 11/26/01

#### **Product Descriptions**

Learn about the products; print out to give to prospects.

Calling Features and Services - posted 11/30/01

Local Service Product Description - posted 11/30/01

Local Service Comparisons - posted 11/30/01

LD Product Description - posted 11/30/01

2.3Mbps Product Description - posted 11/30/01

1.5Mbps Product Description - posted 11/30/01

1.2Mbps Product Description - posted 11/30/01

784Kbps Product Description - posted 11/30/01

400Kbps Product Description - posted 11/30/01

272Kbps Product Description - posted 11/30/01

#### **Pricing**

Learn about the product and print out to give to prospects.

Overall Price List (bundles and standalone) - posted 11/30/01

LD Voice Rate Chart - posted 11/30/01

#### **Sales Support**

Quote Package - posted 12/04/01 **NEW**

While the individual components you need to get a quote are still here, we've placed everything into one handy package to make it easier. (Single Word document.)

LD Savings Calculator - posted 11/30/01

Use to determine prospect's savings.

Savings Worksheet - posted 11/30/01

Fax in w/Partial Letter of Agency to determine prospect's savings.

UNE-P Proposal Template - posted 11/30/01

#### **Rules and Instructions**

Bundled Rules - posted 12/5/01 **NEW**

Form Guide - posted 11/30/01

Instructions for forms below.

**Order Form Samples**

LD Forms Samples - posted 11/30/01

800 Number Forms Samples - posted 11/30/01

**Forms**

Partial Letter of Agency (PDF) - posted 11/30/01

Partial Letter of Agency (Word Doc) - posted 12/5/01 **NEW**

Letter of Authorization - posted 12/5/01 **NEW**

LD Addendum - posted 12/05/01 **NEW**

PIC Freeze - posted 11/30/01

**Background**

Broadslate is marketing impressive new local and long distance voice products that are designed to drive more loop sales by offsetting the costs our prospects pay their current local and long distance providers.

The new products are being launched in Tennessee. If you are an AE in this area, please contact Chris Kyle for information about getting trained (required) on the new product.

Local and long distance voice are value-added services and cannot be sold as a standalone product because we have negotiated very aggressive rates through Qwest. For example, the interstate/intrastate rate for Tennessee is \$0.039 per minute! The rates for other states vary but will allow Broadslate customers to save significantly on their long distance phone bill.

At this time, Broadslate will offer the following products:

- o Local dialtone - customer keeps same number
- o All the features needed including: call forwarding, call waiting, speed dialing and hunting.
- o Interstate calling (1+ and toll-free interstate calling)
- o Intrastate calling (1+ and toll-free intrastate calling)
- o International calling
- o Toll-free directory assistance listing
- o Project Account Codes ("PAC codes") or Authorization Codes

- Verified
- Non-verified

We will not offer calling cards or enhanced 8XX features.

### **Compensation**

Commission for the Direct Channel will be increased via a one-time amount of \$25 per LD service sale, regardless of revenue or volume.

### **The Qwest Partnership**

Selecting Qwest was done through a two-tier decision-making process in which price, financial commitment, and level of support were rated as the top decision-making factors. Qwest far outpaced WorldCom, AT&T, and Sprint on price, did not require a financial commitment, and had a better level of support than Global Crossing.

If you have any questions about the new long distance voice product, please contact [Chris Kyle](#) via e-mail or by calling 434.220.7667.

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## **Contacts**

The contacts for the Broadslate Business Agent Program are the following:

Director, Channel Partners:	<a href="#">Allen Hughes</a>
Director, Marketing:	<a href="#">Ken Shafton</a>
Manager, Marketing	
Communications/Webmaster:	<a href="#">Chuck Moran</a>

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## Broadslate Networks raises additional \$60 million

Broadslate Networks Inc., a facilities-based provider of ultra-fast broadband connections and private networking solutions for businesses throughout the mid-Atlantic and Southeastern U.S., has announced that it has raised an additional \$60 million in private equity financing. This funding brings Broadslate's total committed equity to \$95 million, which in combination with the \$100 million of debt financing previously secured by the company, provides Broadslate with the capital required to fully fund its business operations.

Broadslate raised the \$60 million in private equity from its original investors — Columbia Capital, JP Morgan Partners, Charles River Ventures and Bessemer Venture Partners — and several new investors: Hunt Private Equity Group; The National Investor's Group; Court Square Ventures; and Tall Oaks Capital. The original investors significantly increased their level of commitment to the company from their first round position.

"We are extremely pleased to be able to raise this level of equity in such a difficult, capital-constrained, marketplace," said Earle MacKenzie, CEO, president and co-founder of Broadslate Networks. "We are very pleased that our investment partners recognize the exceptional opportunity that exists for Broadslate to successfully build a company with a significant recurring revenue stream."

Broadslate's go-to-market strategy is unique in the broadband sector and is cited as one of the primary reasons for continued investor confidence.

"Broadslate's strategy of focusing on deep market coverage of underserved tier II/III/IV cities combined with its high touch, direct sales and support model, enables the company to provide higher-value added services to small and medium sized businesses," said Jeff Patterson, partner, Columbia Capital. "Broadslate has a distinct business model for offering and provisioning broadband services, including private networking solutions, which we find compelling."

Broadslate's senior management group was praised by its investors.

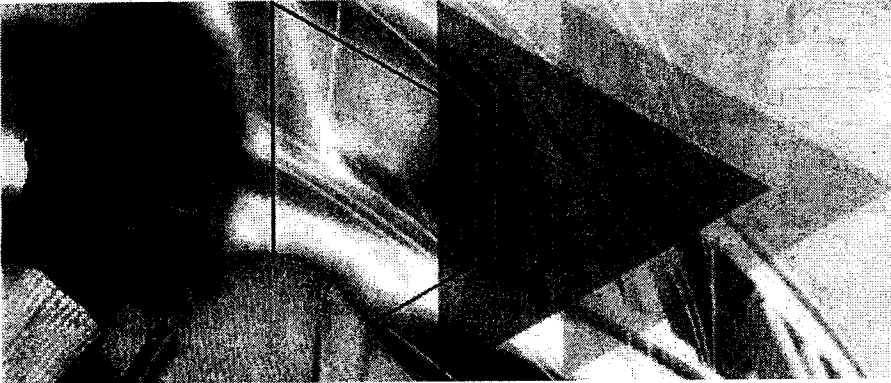
Based in Charlotte, Va., Broadslate Networks provides broadband Internet access and high-speed data communications to small and mid-sized businesses in 50 current/future markets in the mid-Atlantic and Southeastern U.S., including the Tennessee markets of Nashville, Memphis, Chattanooga, Knoxville, Cleveland and Jackson. Broadslate also offers a variety of Internet business services including enhanced e-mail, Web hosting, private networking solutions and DNS management.

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*Covered by David Hamerly*

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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**

<b>Company Type</b>	Public (NASDAQ: <a href="#">ITCD</a> )
<b>D&amp;B D-U-N-S Number</b>	<a href="#">Subscribers Only</a>
<b>Fiscal Year-End</b>	December
<b>2003 Sales (mil.)</b>	\$461.6
<b>1-Year Sales Growth</b>	10.3%
<b>2003 Net Income (mil.)</b>	(\$24.3)
<b>2003 Employees</b>	2,360
<b>1-Year Employee Growth</b>	0.0%

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**Key People**

<b>Chairman and CEO</b>	<a href="#">Larry F. Williams</a>
<b>COO</b>	<a href="#">John W. (J.W.) Braukman III</a>
<b>SVP and CFO</b>	<a href="#">Douglas A. Shumate</a>

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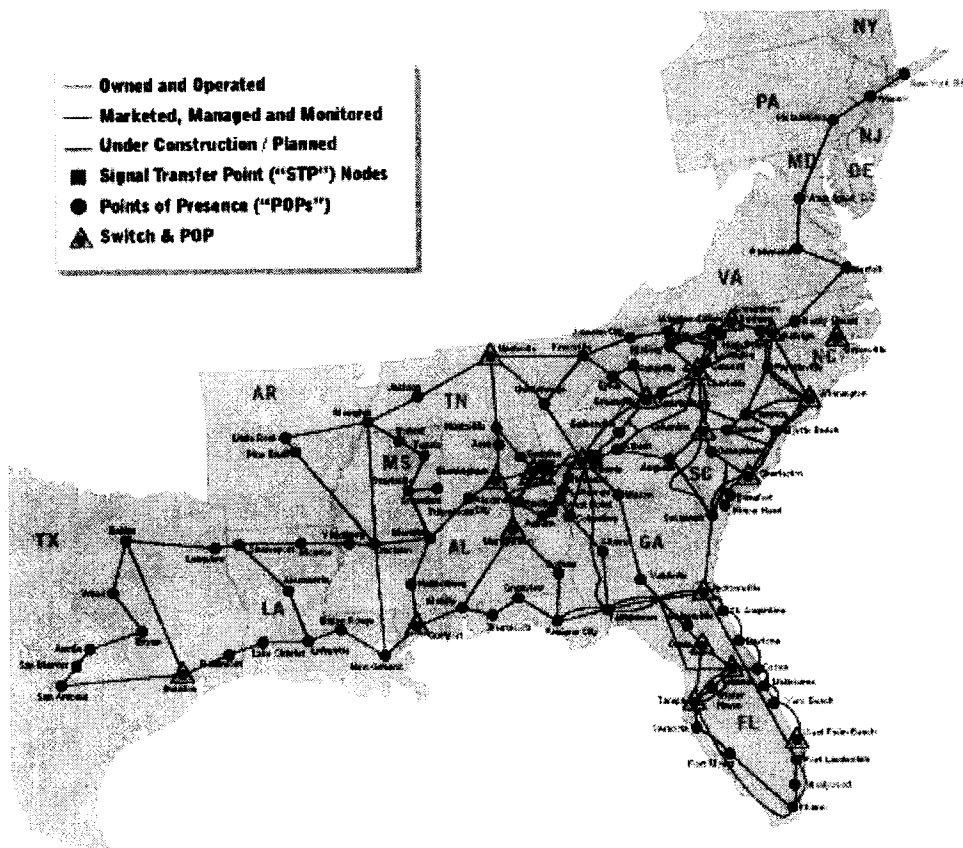
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**LOCAL TELECOMMUNICATION SERVICES**

**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](mailto:vpearce@cio.sc.gov)

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

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

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

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

**KMC LOCAL SERVICE RATES**

<b>Description</b>	<b>Installation</b>	<b>Monthly Rate</b>
<b>FLAT RATE BUSINESS LINES AND TRUNKS</b>		
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
<b>PRIMARY RATE ISDN</b>		
Primary Rate Inward Data ISDN Circuit (w/ 23B + 1D Channel)	\$600.00	\$580.00
<b>NOTE: Intra LATA calling is included in above PRI rates.</b>		

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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****RAC**

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****RAC**

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
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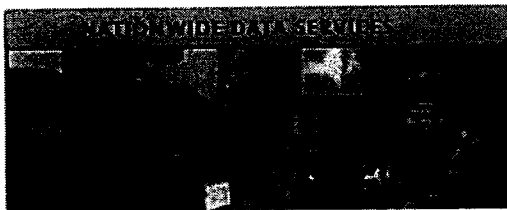
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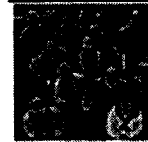


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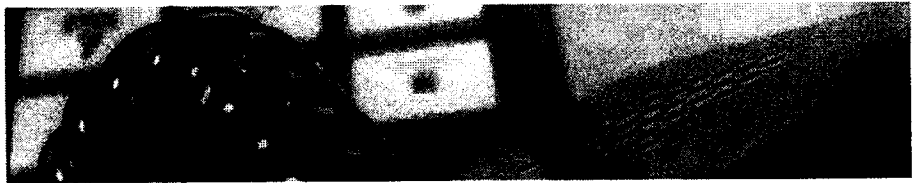
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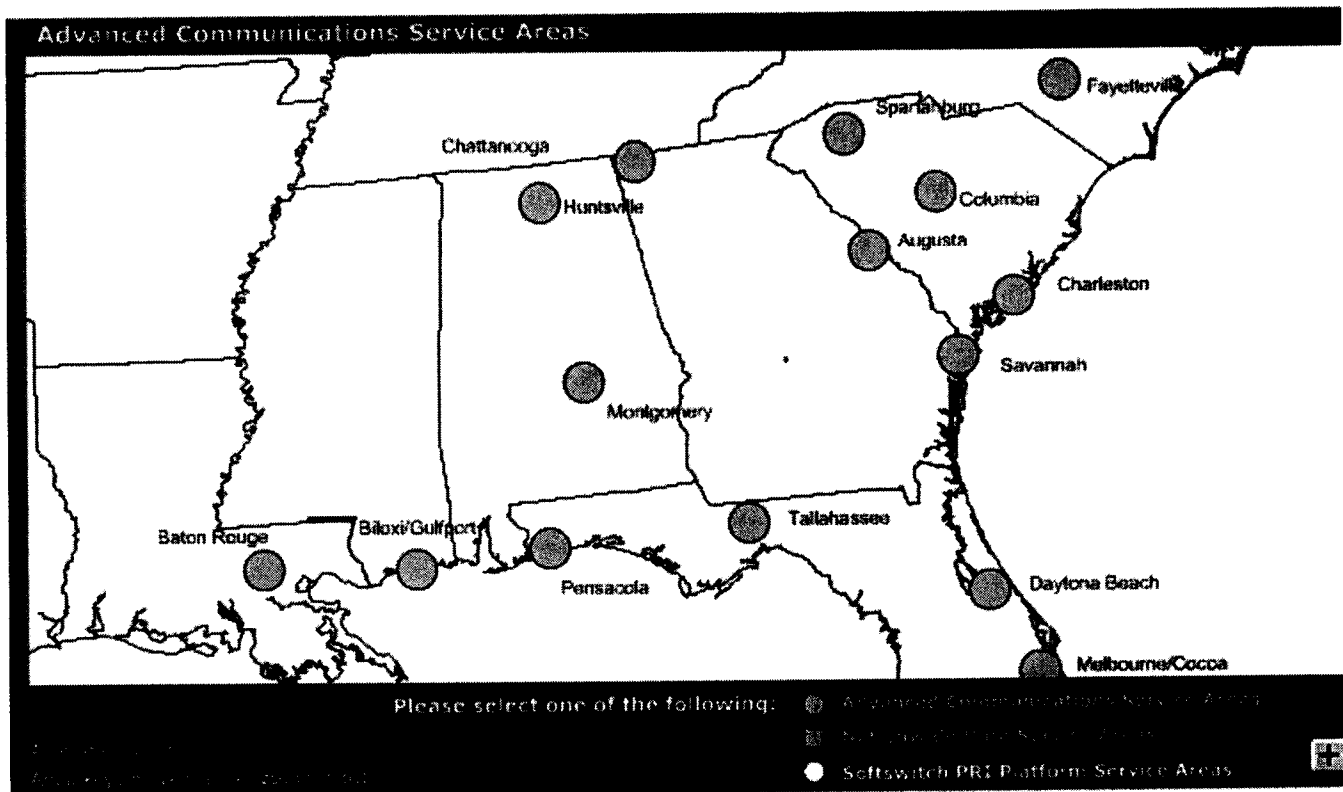
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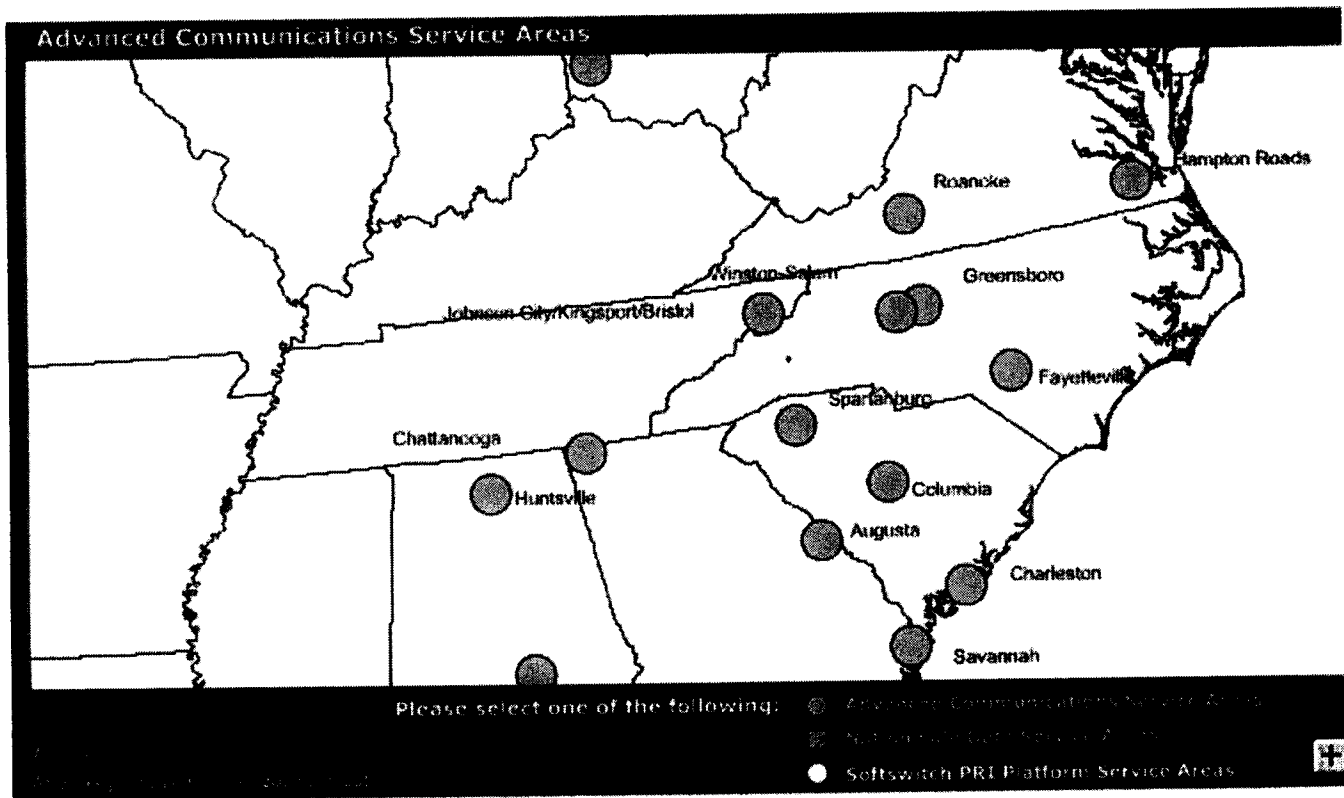
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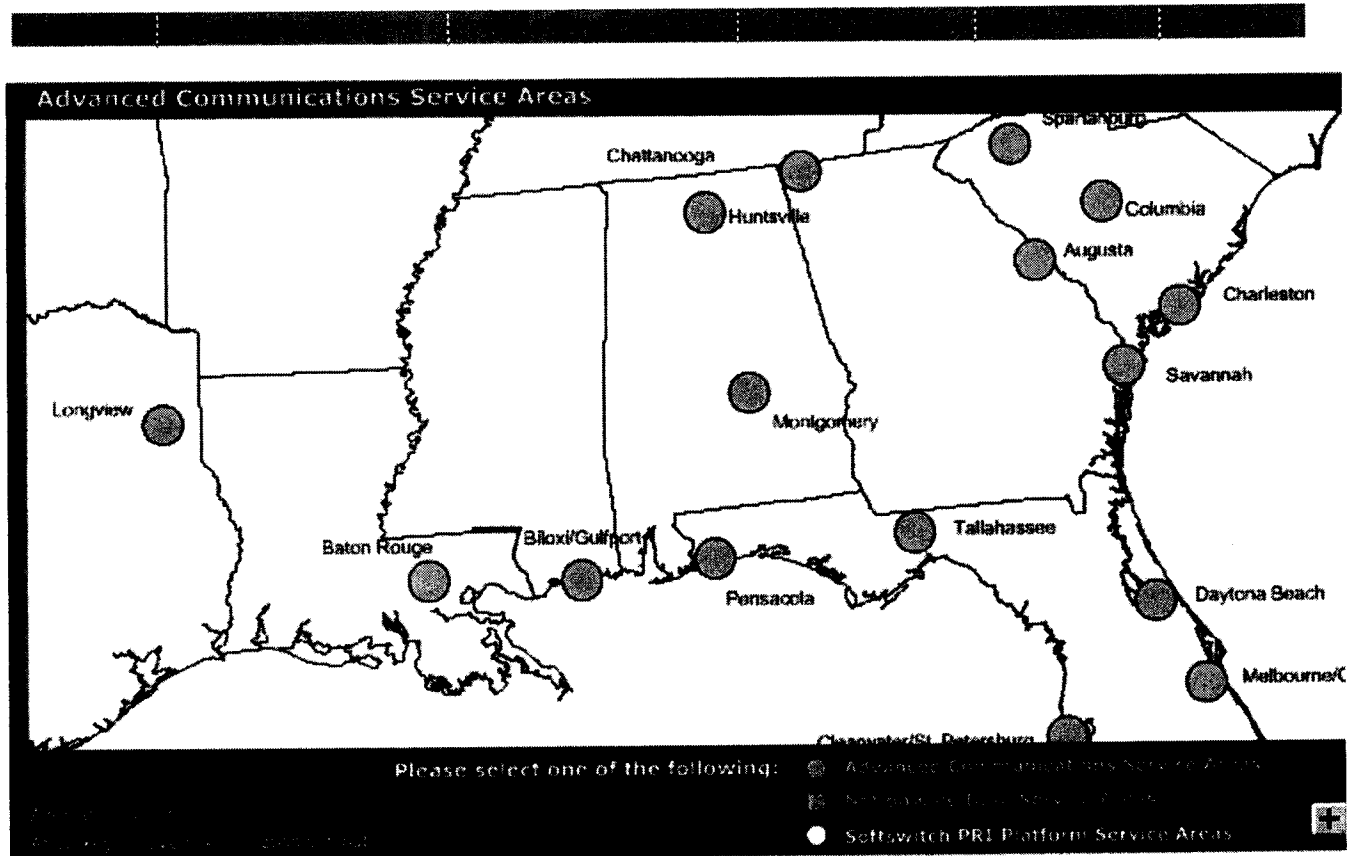
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