

# **ATTACHMENT 11**

**Clarksville-Hopkinsville,  
TN/KY MSA**

# EXHIBIT A

## Competitive Overview Matrix

Clarksville-Hopkinsville, TN/KY 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 CLIECs
Totals	12					77,146					71.5%	71.5%
BLUFF SPRINGS - MLTNKYMA	BLSPKYMA	42240				692						
CLARKSVILLE - CLARKSVILLE MAIN	CLVLTNMA	37040				39,214				A	50.8%	50.8%
CUNNINGHAM - CUNNINGHAM MAIN	CNHMTNMA	37052				2,482						
CROFTON - MAIN	COTNKYMA	42217				1,180						
FREDONIA - FREDONIA MAIN MAIN ST	FRDNTNMA	37040				2,022						
GRACEY - MAIN MAIN ST & HWY	GRACKYMA	42232				863						
HOPKINSVILLE - MAIN	HPVLKYMA	42240				15,966						
LA FAYETTE - MAIN S MAIN ST	LFYTKYMA	42254				403				A	20.7%	20.7%
OAK GROVE - #2 ESS FTICM	OKGVKYES	42223				8,144						
PALMYRA - PALMYRA MAIN	PLMYTNMA	37142				663						
PEMBROKE - MAIN MAIN ST	PMBRKYMA	42266				831						
SANGO - SANGO MAIN NO2	SANGTNMT	37040				4,686						

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**

**Not Applicable**

# EXHIBIT C

## CLEC Marketing Strategies and Supporting Information

Clarksville-Hopkinsville, TN/KY MSA CLEC Marketing Strategies BellSouth Pricing Flexibility Petition For Switched Services

CLECs	Res.	Small & Med Bus	Complex Bus	General Comments	MSA
Cinergy Communicaitons	✓	✓	✓	Cinergy Communications is a multi-faceted telecommunications company that provides residential, small/medium and complex business services. Source: <a href="http://www.cinergy.com">www.cinergy.com</a> 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>	Cinergy Communications serve western Kentucky and North-central Tennessee according to their website. According to Newsouth's website, they offer service in KY, TN, AL, GA, FL, NC, SC, LA and MS.
Newsouth		✓			



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## Residential Products

As a multi-faceted telecommunications company that provides both telephone services and Internet access, including a wide variety of personalizable features and member benefits, we offer a variety of options to residential customers.

For more information about our residential services, select your area of interest at the left.

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Being successful in business means finding smarter and more efficient ways to communicate. Become a winner by simplifying and broadening your communications; your customers will work better with you, and your employees will work better for you.

We work closely with our customers to understand how they communicate both internally and externally. Our solution represents an investment in your business performance: growth, productivity, cost-reduction, quality and customer satisfaction.

We are focused on meeting your needs by offering you:

- An alternative provider of local phone service.
- A single, customer-focused resource for all your voice, data and Internet needs.
- One billing statement for all your voice, data, Internet and equipment needs.
- An account manager to establish and manage your account.
- Superior customer service.

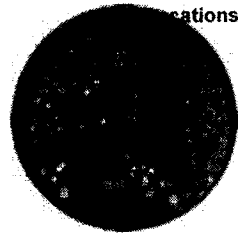
For more information on our specific services, see our product pages.

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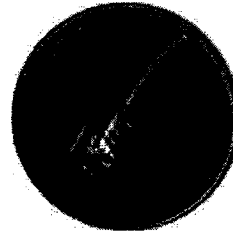


## Our Mission



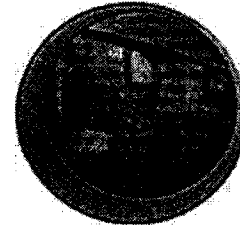
## INTERNET &amp; DATA

Power up your Internet and data connectivity with High-speed Internet Access from NewSouth!



## VOICE

Is your business looking for a competitive choice for local and long distance phone service?



## BUNDLES

Let NewSouth show you the savings and convenience of communications bundles. Have it all from one provider!

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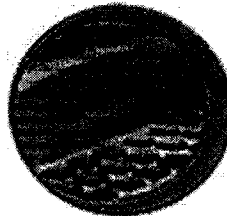
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## NEWSOUTH FINALIZES MERGER WITH NUVOX

It's official! The I's have been dotted and the T's crossed. NewSouth Communications has completed its merger with Louis-based NuVox Communications. Please click [here](#) for more information on our exciting news.

## PROMOTIONS

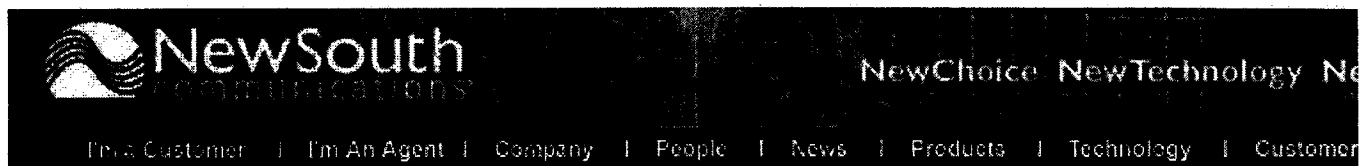
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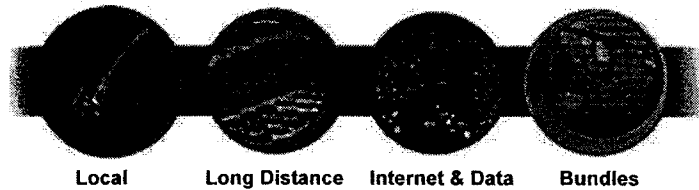
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## VOICE

### 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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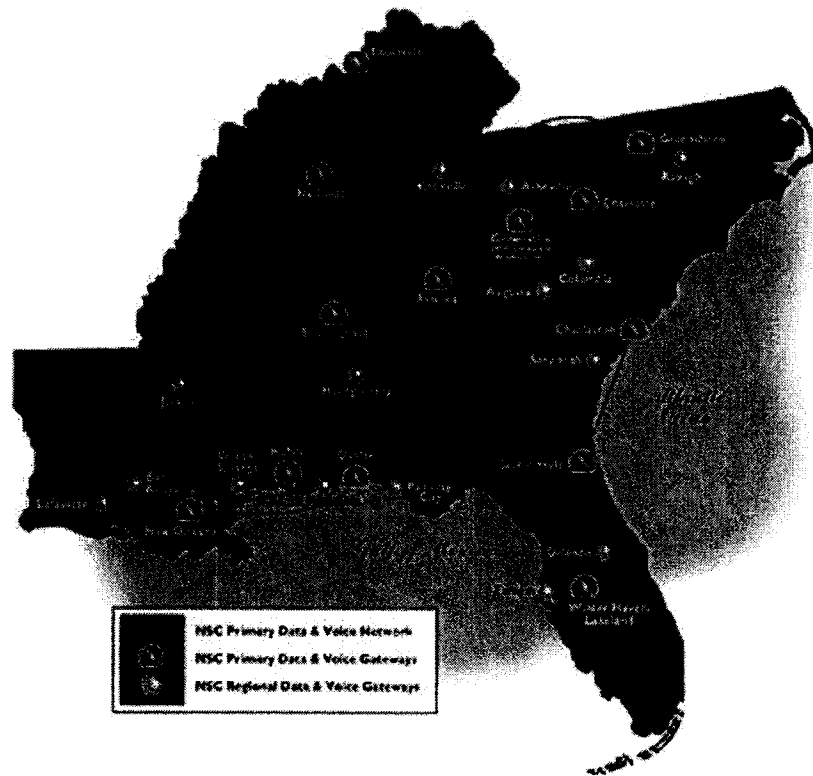
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**Voice Network Map**

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



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