

ATTACHMENT 12

Columbia, SC MSA

EXHIBIT A

Competitive Overview Matrix

Columbia, SC 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 Trgt'd by CLECs
Totals						186,483					74.8%	49.1%
BATESBURG - BATESBURG MAIN	BTBGSCMA	29006				6,514						
COLUMBIA - BECKMAN ROAD RSC	CLMASCBO	29203				444				A	0.2%	0.2%
COLUMBIA - CAMDEN HIGHWAY	CLMASCCH	29223				30,581						
COLUMBIA - COLUMBIA DUTCH FORK	CLMASCDF	29063				24,271				B	13.0%	2.6%
COLUMBIA - PARKLANE REMOTE	CLMASCPA	29204				829						
COLUMBIA - COLUMBIA ST ANDREWS	CLMASCSA	29210				18,678				A	10.0%	10.0%
COLUMBIA - SOUTH CONGAREE S CONGAREH	CLMASCSC	29169				6,456						
COLUMBIA - CENTRAL OFC	CLMASCCH	29209				17,261				B	9.3%	1.7%
COLUMBIA - COLUMBIA SENATE ST	CLMASCNS	29201				34,688				A	18.6%	18.6%
COLUMBIA - COLUMBIA SUNSET	CLMASCNU	29206				17,560				B	9.4%	1.8%
COLUMBIA - COLUMBIA SWIFT	CLMASCNSW	29033				26,581				A	14.3%	14.3%
EASTOVER - EASTOVER CO	EOVRSCMA	29044				2,620						

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
Columbia, SC Metropolitan Statistical Area	CHRLNC33DS0	5E	NC	CLMASCTSXMD	POI	SC	TIME WARNER COMMUNICATIONS AXS - NC - CHARLOTTE
	CLMASCEADS0	DM5	SC	CLMASCEADS0	DM5	SC	ITC DELTA COM - SC
	GNVLSCEBDS1	DMH	SC	CLMASCSNBB9	DMH	SC	NUVOX COMMUNICATIONS, INC. - SC
	GNVLSCVLDS0	5E	SC	CLMASCSNDS0	POI	SC	NEWSOUTH COMMUNICATIONS CORP
	CLMASCEADS2	DS	SC	CLMASCEADS2	DS	SC	ITC DELTA COM - SC
	CLMASCTSDC0	5E	SC	CLMASCTSDC0	5E	SC	XSPEDIUS MANAGEMENT CO SWITCHED SERVICES, LLC - SC
	CLMBSC3200W	P23	SC	CLMBSC3200W	P23	SC	KMC TELECOM III SC
	CLMBSC32DS0	5E	SC	CLMBSC32DS0	5E	SC	KMC TELECOM III SC

EXHIBIT C

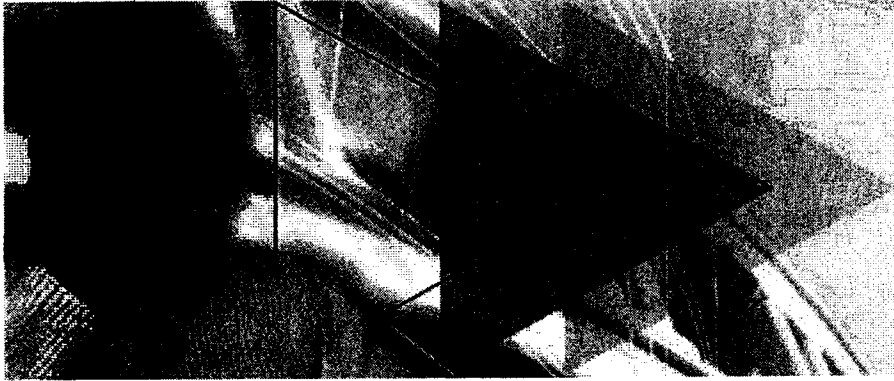
CLEC Marketing Strategies

and

Supporting Information

Columbia, SC 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 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.
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.
MCI	✓	✓	✓	MCI offers resident, Small/Medium, and Complex business service. Source: www.mci.com	MCI offers service in GA, FL, NC, SC, TN, AL, LA, KY and MS for the BellSouth Region.
Newsouth		✓		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.
Nuvox/Trivertent		✓		NuVox provides local and long distance voice services to small/medium sized businesses. Source: springfield.nuvox.net	NuVox offers service in GA, SC, NC, FL, KY, and TN
Time Warner	✓	✓	✓	Time Warner offers local and long distance telecom service to resident, small/medium and complex customers. Source: www.twtelecom-channels.com and www.timewarnercable.com	Time Warner offers service in GA, FL, TN, SC, and NC according to their website.



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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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 - [Data Services](#)

Top Competitors

- [ALLTEL](#)
- [AT&T](#)
- [BellSouth](#)

[13 Competitors Listed For ITC^DeltaCom](#) 

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- [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](#)
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- [Plunkett's Telecommunications Industry Almanac 2003-2004](#)
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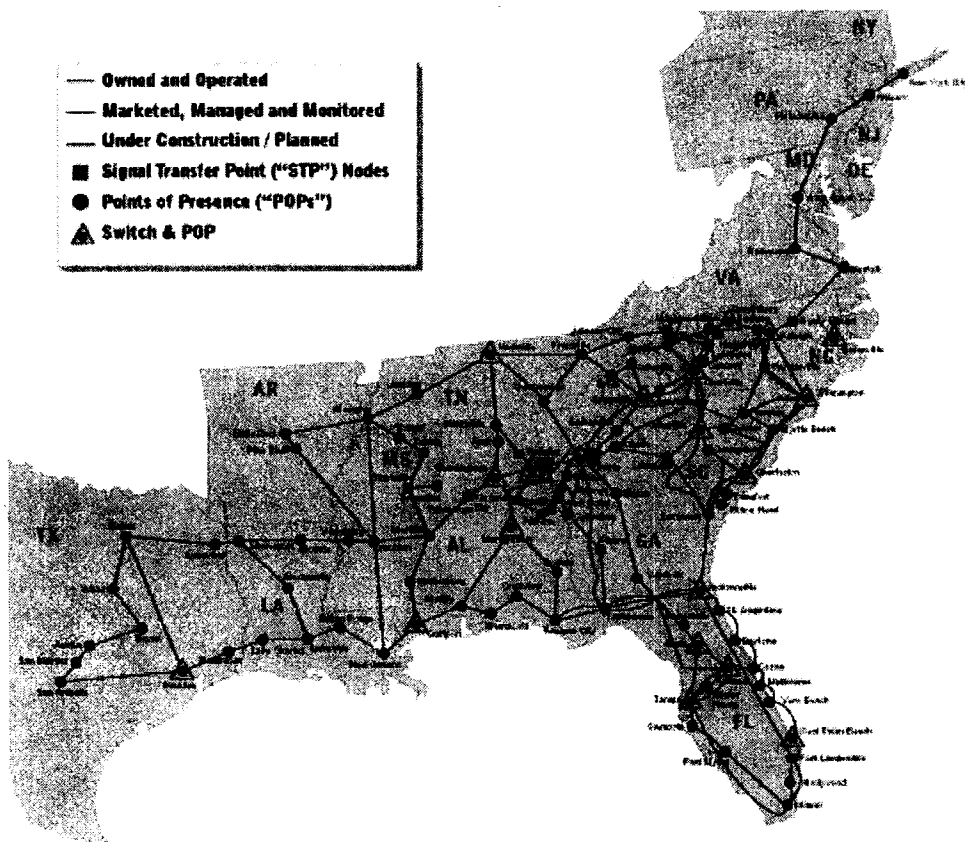
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- > PRI
- > Frame Relay

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LONG DISTANCE SERVICES:

ENHANCED SERVICES:

DATA SERVICES:

PRIVATE LINE SERVICES:

CARRIER SERVICES:

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



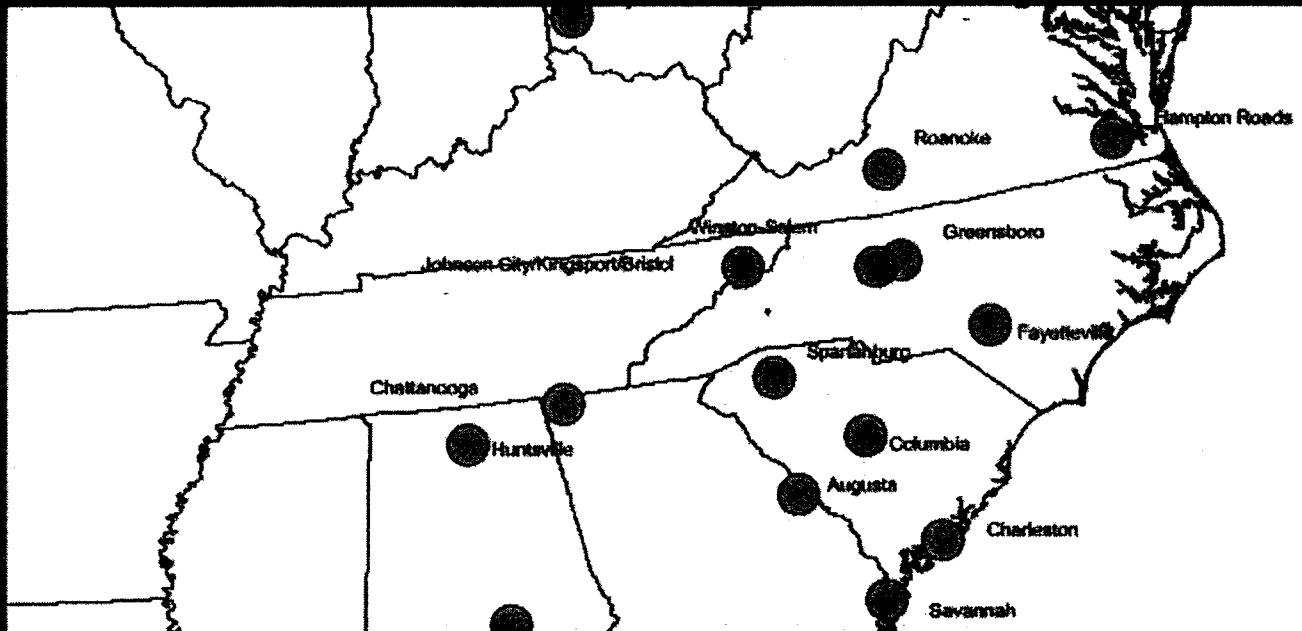
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Please select one of the following:

- ☐ Advanced Communications Service Areas
- ☐ Softswitch PRI Platform Service Areas

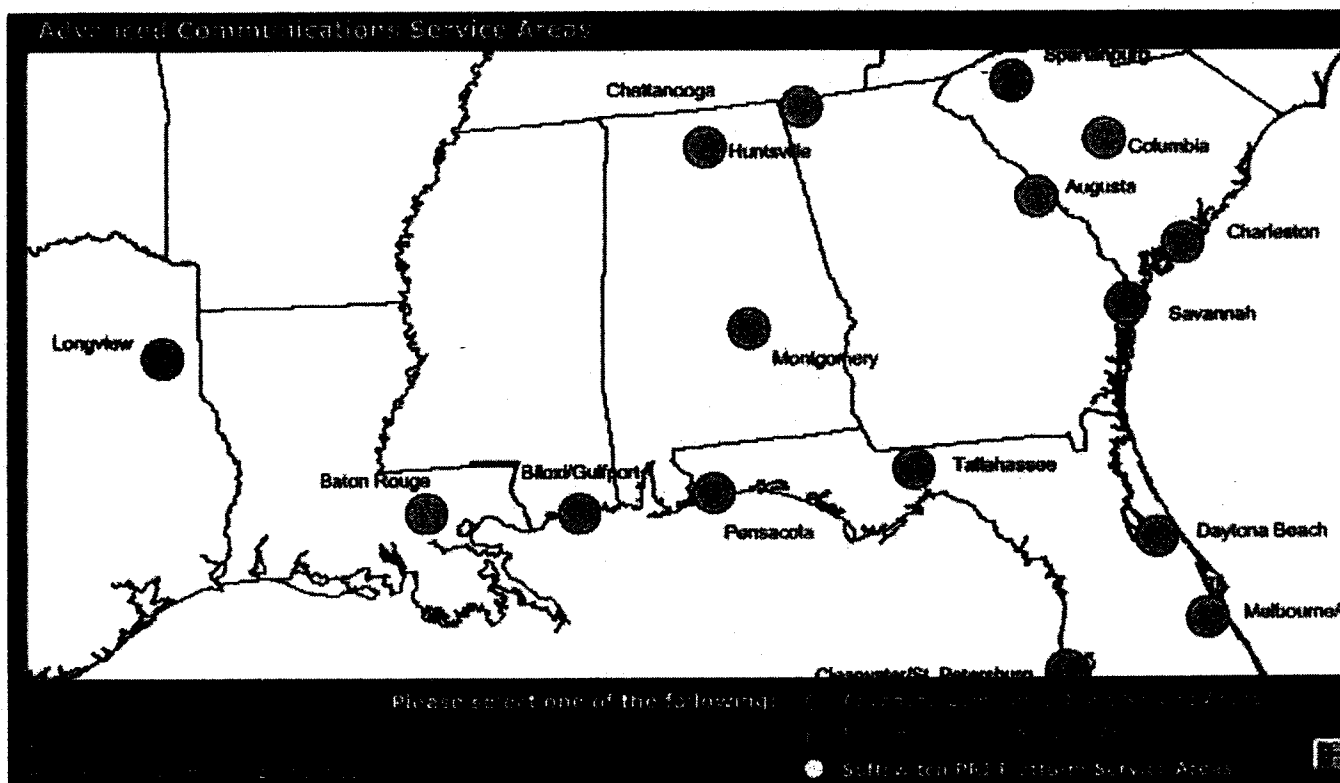


Advanced Communications Service Areas



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- ☐ Set-Up with PRT Platform Service Areas
- ☒ Set-Up with PRT Platform Service Areas





Advanced Communications Service Areas

Please select one of the following:

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- ☐ All Advanced Communications Service Areas
- ☐ Select with PEF Platform Service Areas



Please select one of the following:

- ☐ Advanced Common Platform Service Areas
- ☐ National Core Service Areas
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Advanced Communications Service Areas



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- ☐ Interactive Data Service Areas
- ☒ Softswitch PLN Platform Service Areas



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- ☐ Telecommunications Service Areas
- ☒ Software PRT Platform Service Areas

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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

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	\$13.50	\$1.90
PBX Service, additional group of 20 DID numbers		
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**

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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

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

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

14	864-515	864-541	864-542	864-560
348	864-978	864-266	864-273	864-574
562	864-573	864-577	864-580	864-582
4-583	864-585	864-590	864-591	864-594
64-596	864-597	864-598	864-620	864-621
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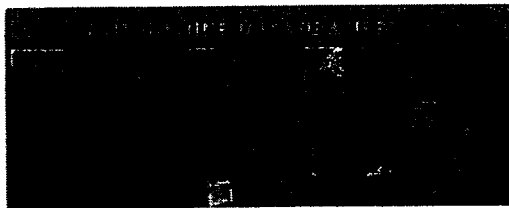
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➤ ADVANCED COMMUNICATIONS SERVICES

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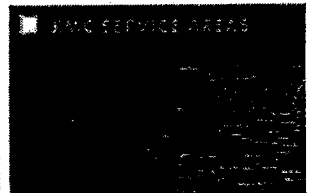
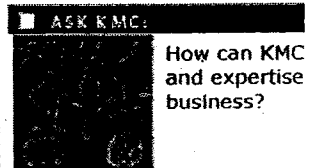
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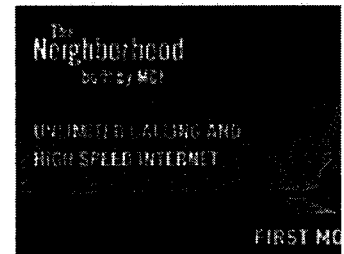
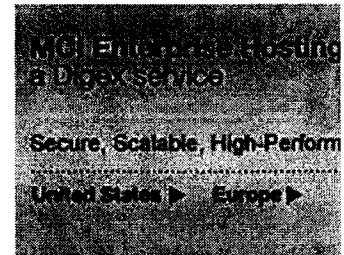
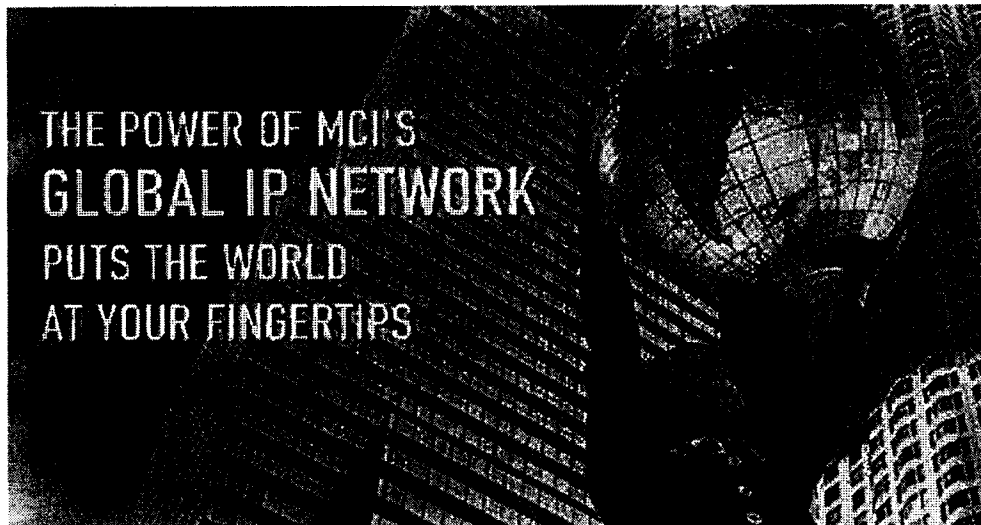
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- Manage My Account

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- Manage My Account

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