

ATTACHMENT 13

Daytona Beach, FL MSA

EXHIBIT A

Competitive Overview Matrix

PUBLIC VERSION

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
Daytona Beach, FL Metropolitan Statistical Area	FRFXSCUSCA1	SS	SC	DYBHFLPOSMD	POI	FL	SPRINT COMMUNICATIONS COMPANY, L.P. - SC
	JCVLFLJBD0	SE2	FL	DYBHFLMADS3	POI	FL	NEWSOUTH COMMUNICATIONS CORP
	JCVLFLJBD5	SMX	FL	DYBHFLMADS2	DS	FL	ITC DELTA COM - FL
	JCVLFLJBD6	SMX	FL	DYBHFLMADS5	DS	FL	ITC DELTA COM - FL
	NDADELGDS1	SE	FL	DYBHFLPO0MD	POI	FL	SUPRA TELECOMMUNICATIONS & INFORMATION SYSTEMS FL

EXHIBIT C

CLEC Marketing Strategies and Supporting Information

Daytona Beach, FL 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. www.att.com	AT&T Offers local and long distance in AL, SC, GA, NC, MS, LA, FL, TN and KY
Florida Digital Network	✓	✓	✓	Florida Digital Network offers residential, small business, and complex service. Source: www.fdncommunications.com	According to Florida Digital's website, their service area includes FL and GA.
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.
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		✓		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.
Sprint	✓	✓	✓	Sprint provides local service to resident, small/medium businesses and complex services. Source: csb.sprint.com	Sprint offers local Service in TN, NC, SC and FL according to their website.
Supra	✓	✓		Supra offers local and long distance service to resident, small and medium business customers.	According to their website, they offer service in the state of FL.
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.timewarncable.com	Time Warner offers service in GA, FL, TN, SC, and NC according to their website.
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



The world's networking company™

SMALL & MEDIUM BUSINESS

View all Products and Services

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

Business DSL, Dial-Up Service, and Managed Internet Service

Integrated Offers

Customer Center - AT&T BusinessDirect®

[Terms & Conditions](#) [Privacy Policy](#) [Contact Us](#)
© 2004 AT&T. All rights reserved.
Hosted by AT&T.



The world's networking company™

AT HOME & ON THE GO

AT&T CallVantage(sm) Service: Phone service for broadband

Local, Long Distance, International, PrePaid, and more

DSL or Dial Up Internet Access

View and pay your bill online

See it all: At Home & On the Go

[Terms & Conditions](#) [Privacy Policy](#) [Contact Us](#)
© 2004 AT&T. All rights reserved.
Hosted by AT&T.



The world's networking company™

CAN YOUR NETWORK DO THIS?

Increase efficiency and agility while improving services and reducing costs. It can if the world's networking company created it to run stronger and smarter.

Enterprise Services

Government

Wholesale

**Manage Your Account with
AT&T BusinessDirect®**

[Terms & Conditions](#) [Privacy Policy](#) [Contact Us](#)
© 2004 AT&T. All rights reserved.
Hosted by AT&T.



The world's networking company™

att.com | At Home & On the Go | Small & Medium Business | E

AT HOME & ON THE GO: PRODUCTS & SERVICES | CUSTOMER CENTER | ASSISTANCE

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

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 USASM](#)

\$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 Calling Plan
- Update Local Calling Features
- Order Voice Mail
- Sign Up for Service
- Moving?
- AT&T Online Form
- Contact Local Care



The world's networking company™

SMALL & MEDIUM BUSINESS

View all Products and Services

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

Business DSL, Dial-Up Service, and Managed Internet Service

Integrated Offers

Customer Center - AT&T BusinessDirect®

[Terms & Conditions](#) [Privacy Policy](#) [Contact Us](#)
© 2004 AT&T. All rights reserved.
Hosted by AT&T.



The world's networking company™

AT HOME & ON THE GO

AT&T CallVantage(sm) Service: Phone service for broadband

Local, Long Distance, International, PrePaid, and more

DSL or Dial Up Internet Access

View and pay your bill online

See it all: At Home & On the Go

[Terms & Conditions](#) [Privacy Policy](#) [Contact Us](#)
© 2004 AT&T. All rights reserved.
Hosted by AT&T.



The world's networking company™

CAN YOUR NETWORK DO THIS?

Increase efficiency and agility while improving services and reducing costs. It can if the world's networking company created it to run stronger and smarter.

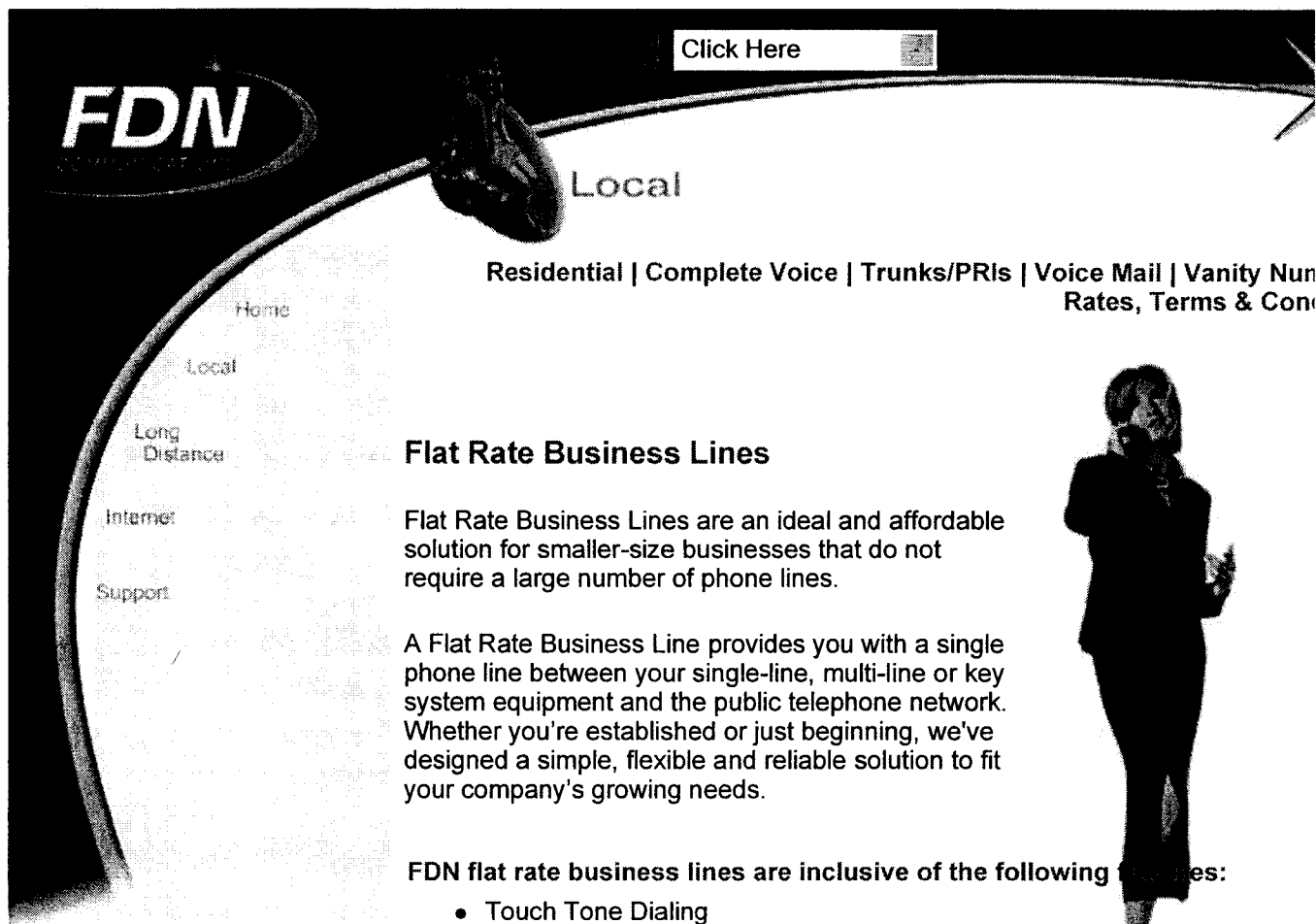
Enterprise Services

Government

Wholesale

**Manage Your Account with
AT&T BusinessDirect®**

[Terms & Conditions](#) [Privacy Policy](#) [Contact Us](#)
© 2004 AT&T. All rights reserved.
Hosted by AT&T.



FDN
COMMUNICATIONS

[Click Here](#)

Local

Residential | Complete Voice | Trunks/PRIs | Voice Mail | Vanity Numbers | Rates, Terms & Conditions

Flat Rate Business Lines

Flat Rate Business Lines are an ideal and affordable solution for smaller-size businesses that do not require a large number of phone lines.

A Flat Rate Business Line provides you with a single phone line between your single-line, multi-line or key system equipment and the public telephone network. Whether you're established or just beginning, we've designed a simple, flexible and reliable solution to fit your company's growing needs.

FDN flat rate business lines are inclusive of the following features:

- Touch Tone Dialing
- Calling Number Delivery Block (*67)
- 900/976 Blocking.

FDN's A La Carte Options:

- Anonymous Call Rejection
- Call Block
- Call Forwarding – Busy Line and/or Don't Answer
- Call Forwarding Variable
- Call Forwarding Variable Remote Access
- Call Return
- Call Selector
- Call Tracing
- Call Waiting
- Caller ID – Basic (Number Only)
- Caller ID – Deluxe (Name & Number)
- Distinctive Ring 2nd or 3rd numbers
- Enhanced Caller ID
- Preferred Call Forwarding
- Repeat Dialing
- Selective Call Acceptance
- Speed Calling (8 and/or 30)
- Three Way Calling
- Three Way Calling with Transfer
- Toll Blocking

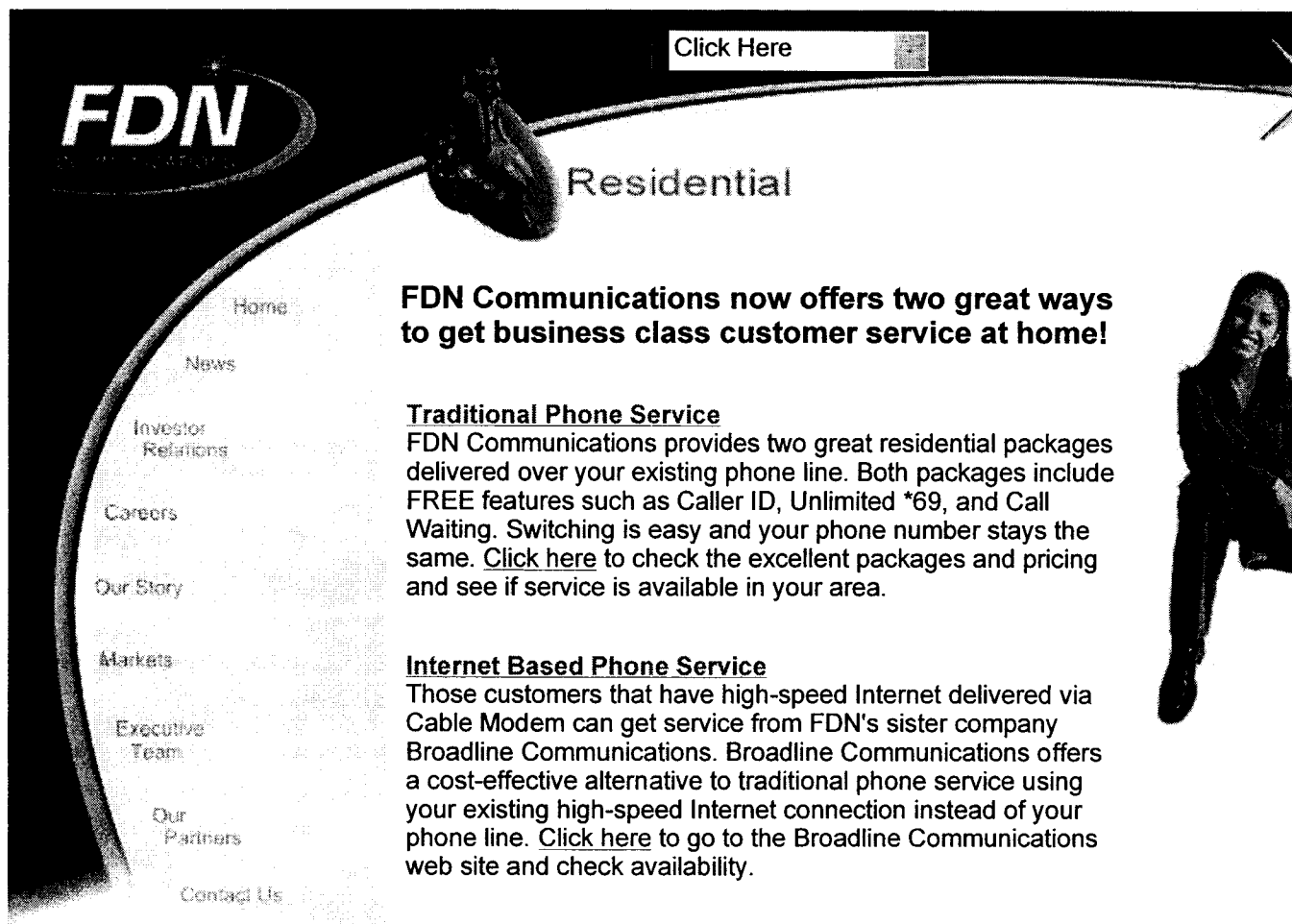
[Full Feature List \(pdf\)](#)

[Guía de Funciones telefónico \(pdf\)](#)



[Products and Services](#) | [About Us](#) | [Manage Your Account](#) | [Home](#)

©2003 FDN Communications. All rights reserved.



Click Here

FDN
COMMUNICATIONS

Home
News
Investor Relations
Careers
Our Story
Markets
Executive Team
Our Partners
Contact Us

Residential

FDN Communications now offers two great ways to get business class customer service at home!

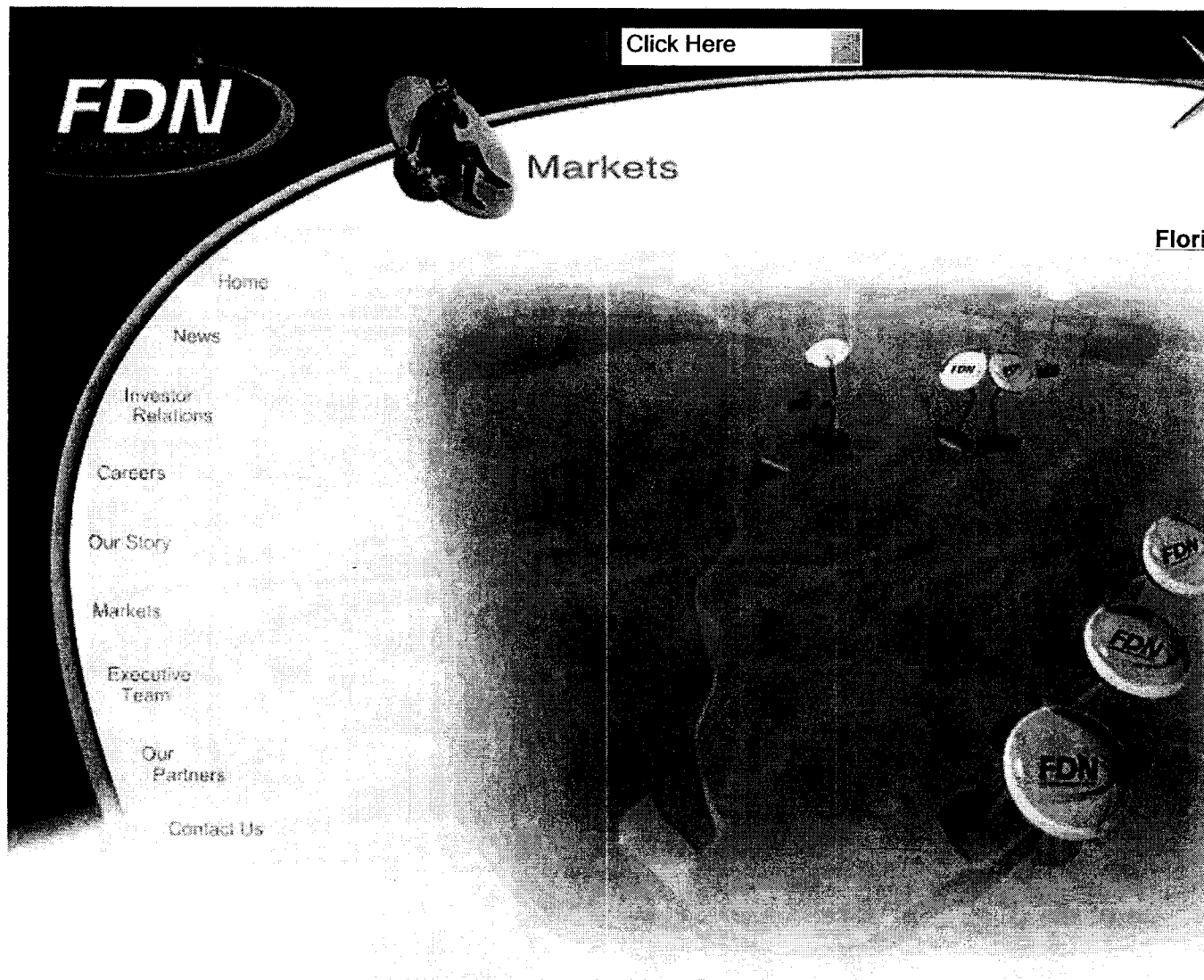
Traditional Phone Service
FDN Communications provides two great residential packages delivered over your existing phone line. Both packages include FREE features such as Caller ID, Unlimited *69, and Call Waiting. Switching is easy and your phone number stays the same. [Click here](#) to check the excellent packages and pricing and see if service is available in your area.

Internet Based Phone Service
Those customers that have high-speed Internet delivered via Cable Modem can get service from FDN's sister company Broadline Communications. Broadline Communications offers a cost-effective alternative to traditional phone service using your existing high-speed Internet connection instead of your phone line. [Click here](#) to go to the Broadline Communications web site and check availability.

7/29/2004

[Products and Services](#) | [About Us](#) | [Manage Your Account](#) | [Home](#)

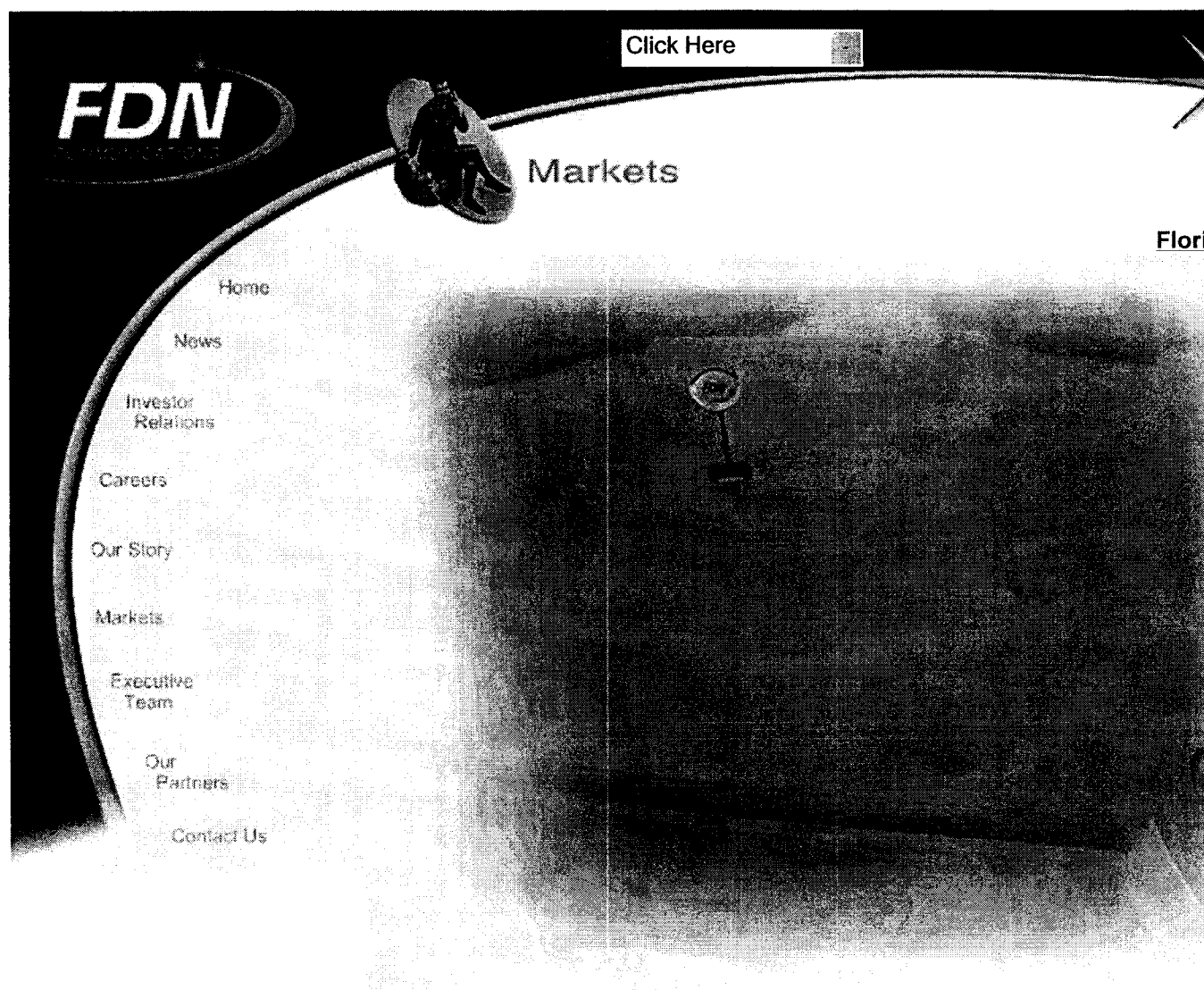
©2003 FDN Communications. All rights reserved.



Select a marker for more information

[Products and Services](#) | [About Us](#) | [Manage Your Account](#) | [Home](#)


©2003 FDN Communications. All rights reserved.




Select a marker for more information


[Products and Services](#) | [About Us](#) | [Manage Your Account](#) | [Home](#)


©2003 FDN Communications. All rights reserved.


Click Here 


Know?
Click Here to find out.


Products and Services 

About Us 

Manage Your Account 

FDN COMMUNICATIONS 


Home Phone Service 

Broadline For Business 


BROADLINE
FOR BUSINESS
ONE SIMPLE SOLUTION. ONE SMART CHOICE.


[Products and Services](#) | [About Us](#) | [Manage Your Account](#) | [Home](#)


©2003 FDN Communications. All rights reserved.


Click Here 


Know?
Click here to find out.


Products and Services 

About Us 

Manage Your Account 

FDN COMMUNICATIONS 

Home Phone Service 

Broadline For Business 

BROADLINE
ONE SIMPLE SOLUTION. ONE SMART CHOICE.

[Products and Services](#) | [About Us](#) | [Manage Your Account](#) | [Home](#)

©2003 FDN Communications. All rights reserved.

EXHIBIT C

CLEC Marketing Strategies and Supporting Information

Daytona Beach, FL 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. www.att.com	AT&T Offers local and long distance in AL, SC, GA, NC, MS, LA, FL, TN and KY
Florida Digital Network	✓	✓	✓	Florida Digital Network offers residential, small business, and complex service. Source: www.fdncommunications.com	According to Florida Digital's website, their service area includes FL and GA.
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.kmc telecom.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.
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		✓		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.
Sprint	✓	✓	✓	Sprint provides local service to resident, small/medium businesses and complex services. Source: csb.sprint.com	Sprint offers local Service in TN, NC, SC and FL according to their website.
Supra	✓	✓		Supra offers local and long distance service to resident, small and medium business customers.	According to their website, they offer service in the state of FL.
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.
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



The world's networking company™

SMALL & MEDIUM BUSINESS

View all Products and Services

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

Business DSL, Dial-Up Service, and Managed Internet Service

Integrated Offers

Customer Center - AT&T BusinessDirect®

[Terms & Conditions](#) [Privacy Policy](#) [Contact Us](#)
© 2004 AT&T. All rights reserved.
Hosted by AT&T.



The world's networking company™

AT HOME & ON THE GO

AT&T CallVantage(sm) Service: Phone service for broadband

Local, Long Distance, International, PrePaid, and more

DSL or Dial Up Internet Access

View and pay your bill online

See it all: At Home & On the Go

[Terms & Conditions](#) [Privacy Policy](#) [Contact Us](#)
© 2004 AT&T. All rights reserved.
Hosted by AT&T.



The world's networking company™

CAN YOUR NETWORK DO THIS?

Increase efficiency and agility while improving services and reducing costs. It can if the world's networking company created it to run stronger and smarter.

Enterprise Services

Government

Wholesale

**Manage Your Account with
AT&T BusinessDirect®**

[Terms & Conditions](#) [Privacy Policy](#) [Contact Us](#)
© 2004 AT&T. All rights reserved.
Hosted by AT&T.



The world's networking company™

att.com | At Home & On the Go | Small & Medium Business | E

AT HOME & ON THE GO: PRODUCTS & SERVICES | CUSTOMER CENTER | ASSISTANCE

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

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 USAsm](#)

\$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

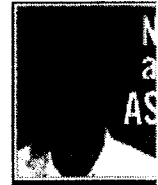
[Call Plan Deluxe](#)**No** longer available for sign up[Call Plan Unlimited with 3 Feature Package Enhanced](#)**No** longer available for sign up[Call Plan Unlimited with 2 Feature Package Enhanced](#)

\$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 Calling Plan
- Update Local Calling Features
- Order VoiceMail
- Sign Up for Service
- Moving?
- AT&T Online Form
- Contact Local Care



The world's networking company™

SMALL & MEDIUM BUSINESS

View all Products and Services

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

Business DSL, Dial-Up Service, and Managed Internet Service

Integrated Offers

Customer Center - AT&T BusinessDirect®

[Terms & Conditions](#) [Privacy Policy](#) [Contact Us](#)
© 2004 AT&T. All rights reserved.
Hosted by AT&T.



The world's networking company™

AT HOME & ON THE GO

AT&T CallVantage(sm) Service: Phone service for broadband

Local, Long Distance, International, PrePaid, and more

DSL or Dial Up Internet Access

View and pay your bill online

See it all: At Home & On the Go

[Terms & Conditions](#) [Privacy Policy](#) [Contact Us](#)
© 2004 AT&T. All rights reserved.
Hosted by AT&T.



The world's networking company™

CAN YOUR NETWORK DO THIS?

Increase efficiency and agility while improving services and reducing costs. It can if the world's networking company created it to run stronger and smarter.

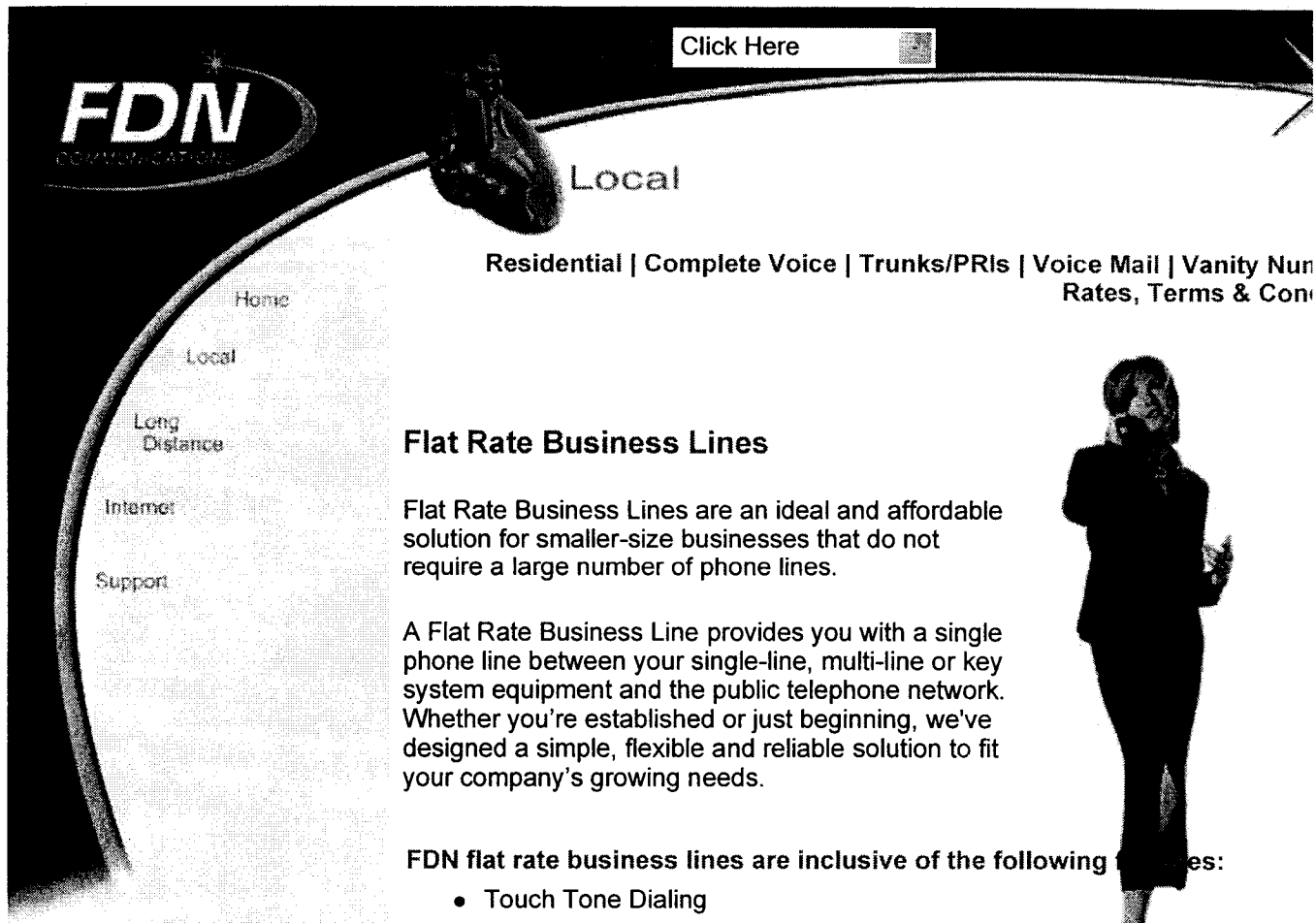
Enterprise Services

Government

Wholesale

**Manage Your Account with
AT&T BusinessDirect®**

[Terms & Conditions](#) [Privacy Policy](#) [Contact Us](#)
© 2004 AT&T. All rights reserved.
Hosted by AT&T.



Click Here

Local

Residential | Complete Voice | Trunks/PRIs | Voice Mail | Vanity Numbers | Rates, Terms & Conditions

Flat Rate Business Lines

Flat Rate Business Lines are an ideal and affordable solution for smaller-size businesses that do not require a large number of phone lines.

A Flat Rate Business Line provides you with a single phone line between your single-line, multi-line or key system equipment and the public telephone network. Whether you're established or just beginning, we've designed a simple, flexible and reliable solution to fit your company's growing needs.

FDN flat rate business lines are inclusive of the following features:

- Touch Tone Dialing
- Calling Number Delivery Block (*67)
- 900/976 Blocking.

FDN's A La Carte Options:

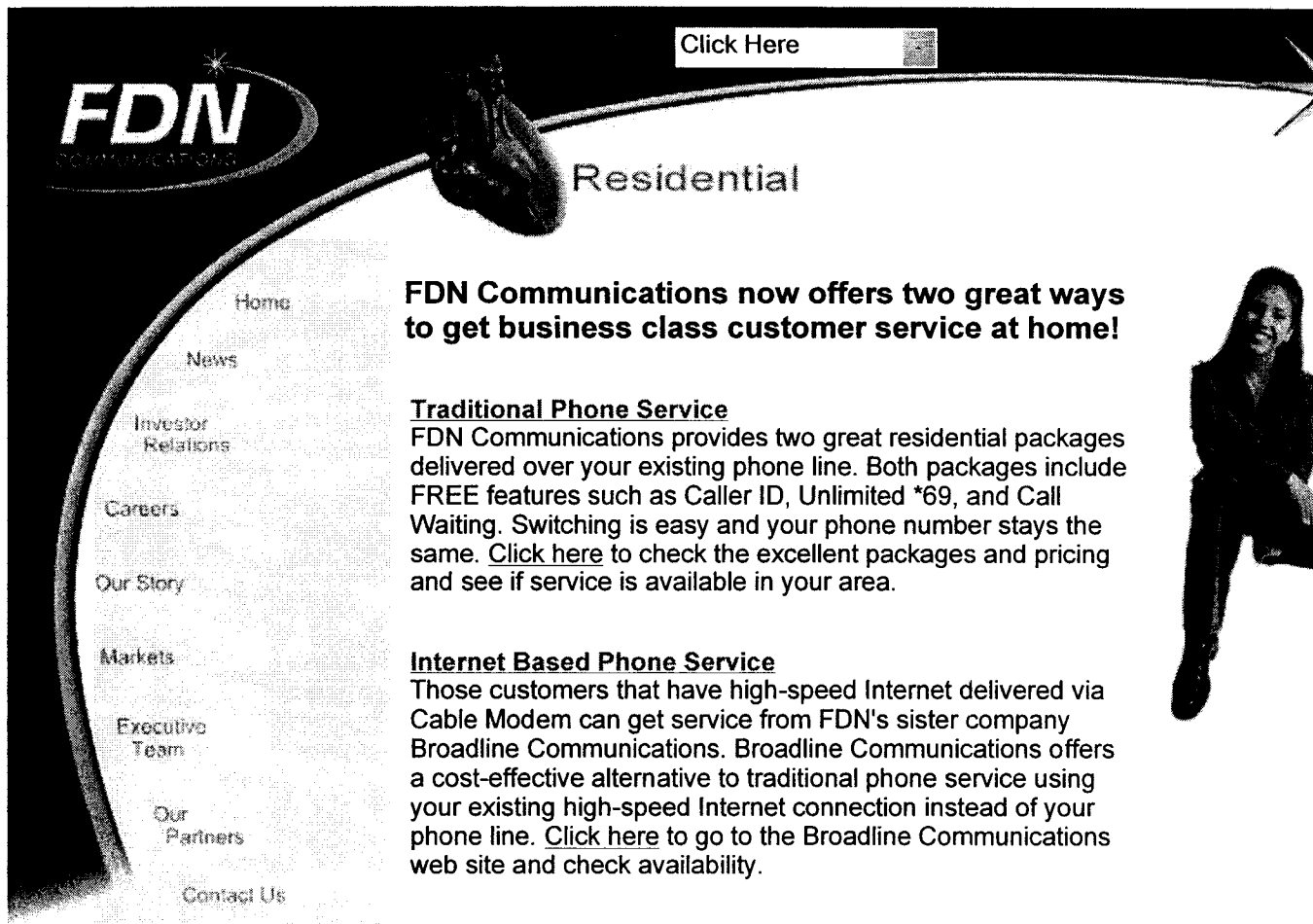
- Anonymous Call Rejection
- Call Block
- Call Forwarding – Busy Line and/or Don't Answer
- Call Forwarding Variable
- Call Forwarding Variable Remote Access
- Call Return
- Call Selector
- Call Tracing
- Call Waiting
- Caller ID – Basic (Number Only)
- Caller ID – Deluxe (Name & Number)
- Distinctive Ring 2nd or 3rd numbers
- Enhanced Caller ID
- Preferred Call Forwarding
- Repeat Dialing
- Selective Call Acceptance
- Speed Calling (8 and/or 30)
- Three Way Calling
- Three Way Calling with Transfer
- Toll Blocking

[Full Feature List \(pdf\)](#)
[Guía de Funciones telefónico \(pdf\)](#)



[Products and Services](#) | [About Us](#) | [Manage Your Account](#) | [Home](#)

©2003 FDN Communications. All rights reserved.

A banner for FDN Communications featuring a large, stylized arrow pointing right. The arrow's shaft is a thick, curved line. Along this line, from left to right, are the following text elements: 'Home', 'News', 'Investor Relations', 'Careers', 'Our Story', 'Markets', 'Executive Team', 'Our Partners', and 'Contact Us'. The FDN logo is at the top left, and a 'Click Here' button is at the top right. The word 'Residential' is written in a large font across the middle of the arrow. To the right of the arrow, there is a photograph of a smiling woman.

FDN
COMMUNICATIONS

Click Here

Residential

FDN Communications now offers two great ways to get business class customer service at home!

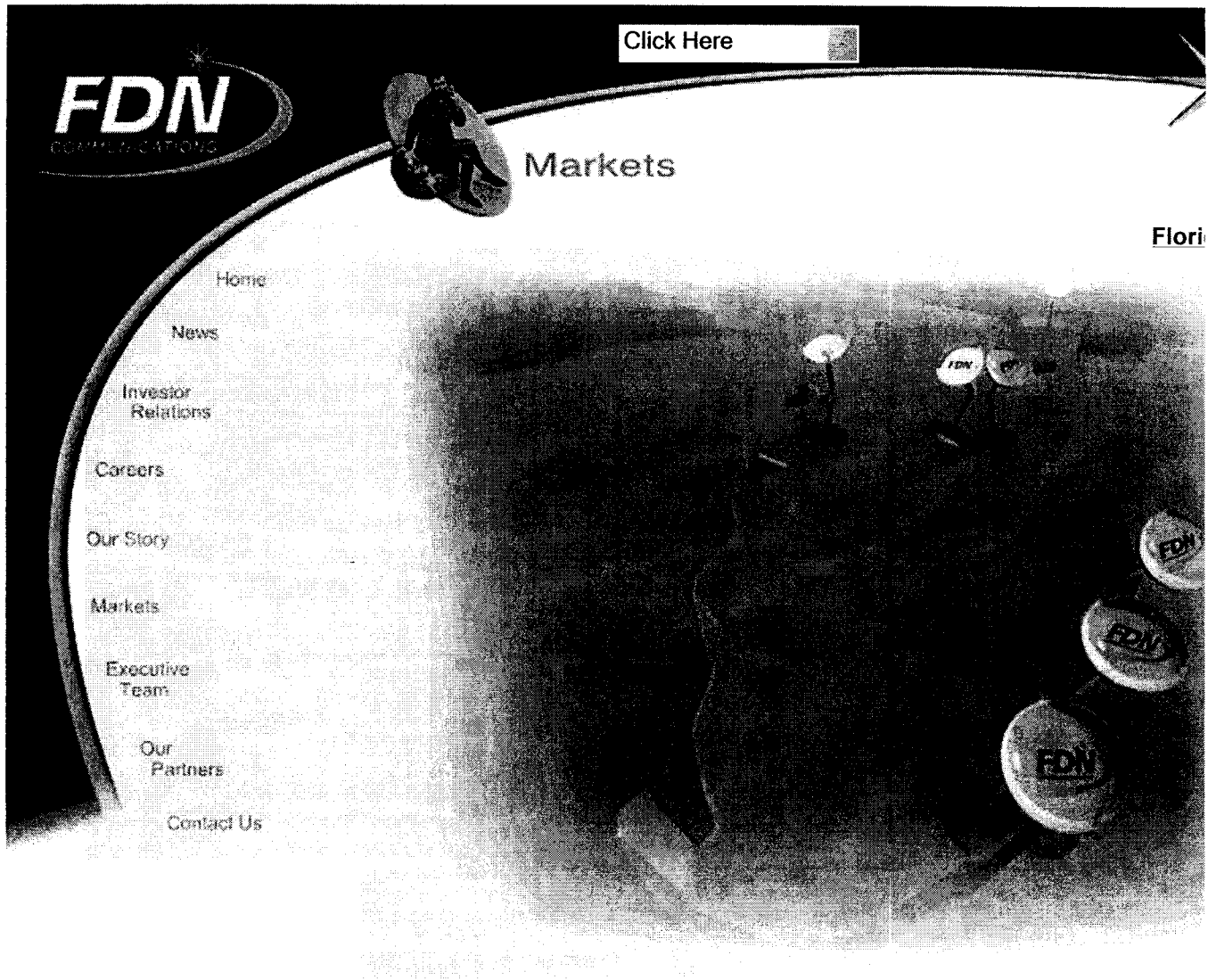
Traditional Phone Service
FDN Communications provides two great residential packages delivered over your existing phone line. Both packages include FREE features such as Caller ID, Unlimited *69, and Call Waiting. Switching is easy and your phone number stays the same. [Click here](#) to check the excellent packages and pricing and see if service is available in your area.

Internet Based Phone Service
Those customers that have high-speed Internet delivered via Cable Modem can get service from FDN's sister company Broadline Communications. Broadline Communications offers a cost-effective alternative to traditional phone service using your existing high-speed Internet connection instead of your phone line. [Click here](#) to go to the Broadline Communications web site and check availability.

Home
News
Investor Relations
Careers
Our Story
Markets
Executive Team
Our Partners
Contact Us

[Products and Services](#) | [About Us](#) | [Manage Your Account](#) | [Home](#)

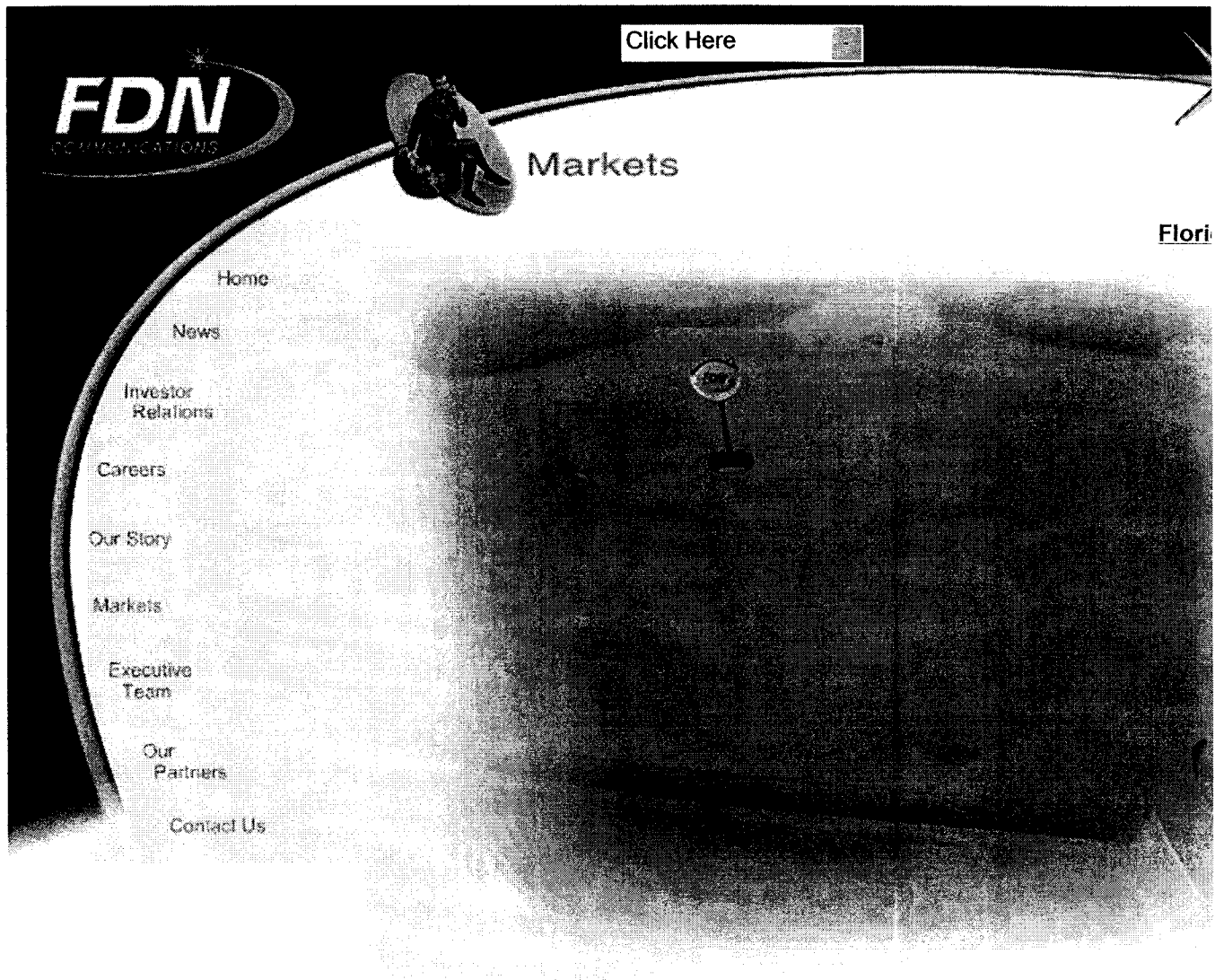
©2003 FDN Communications. All rights reserved.



Select a marker for more information

[Products and Services](#) | [About Us](#) | [Manage Your Account](#) | [Home](#)

©2003 FDN Communications. All rights reserved.



Select a marker for more information

[Products and Services](#) | [About Us](#) | [Manage Your Account](#) | [Home](#)

©2003 FDN Communications All rights reserved.