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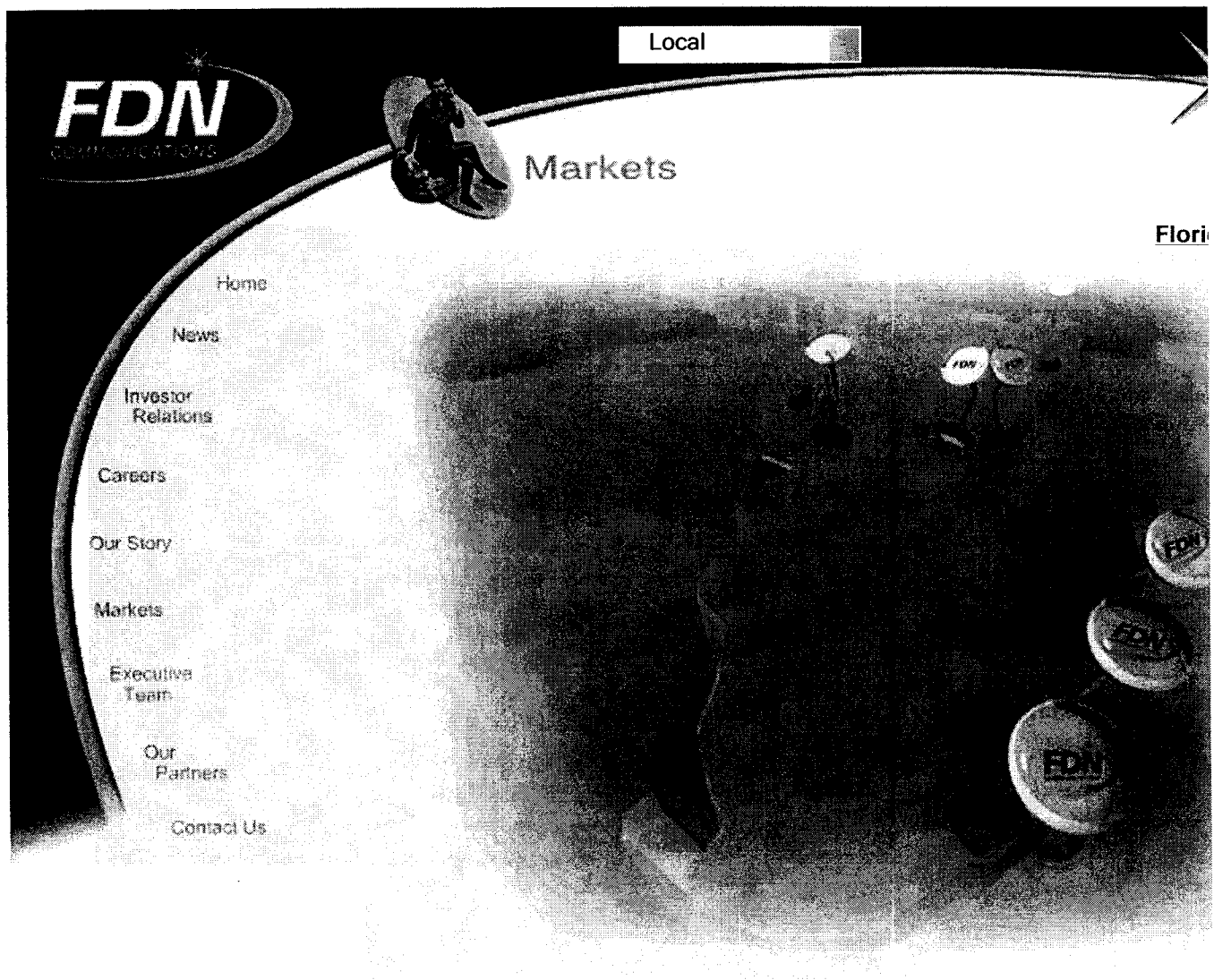
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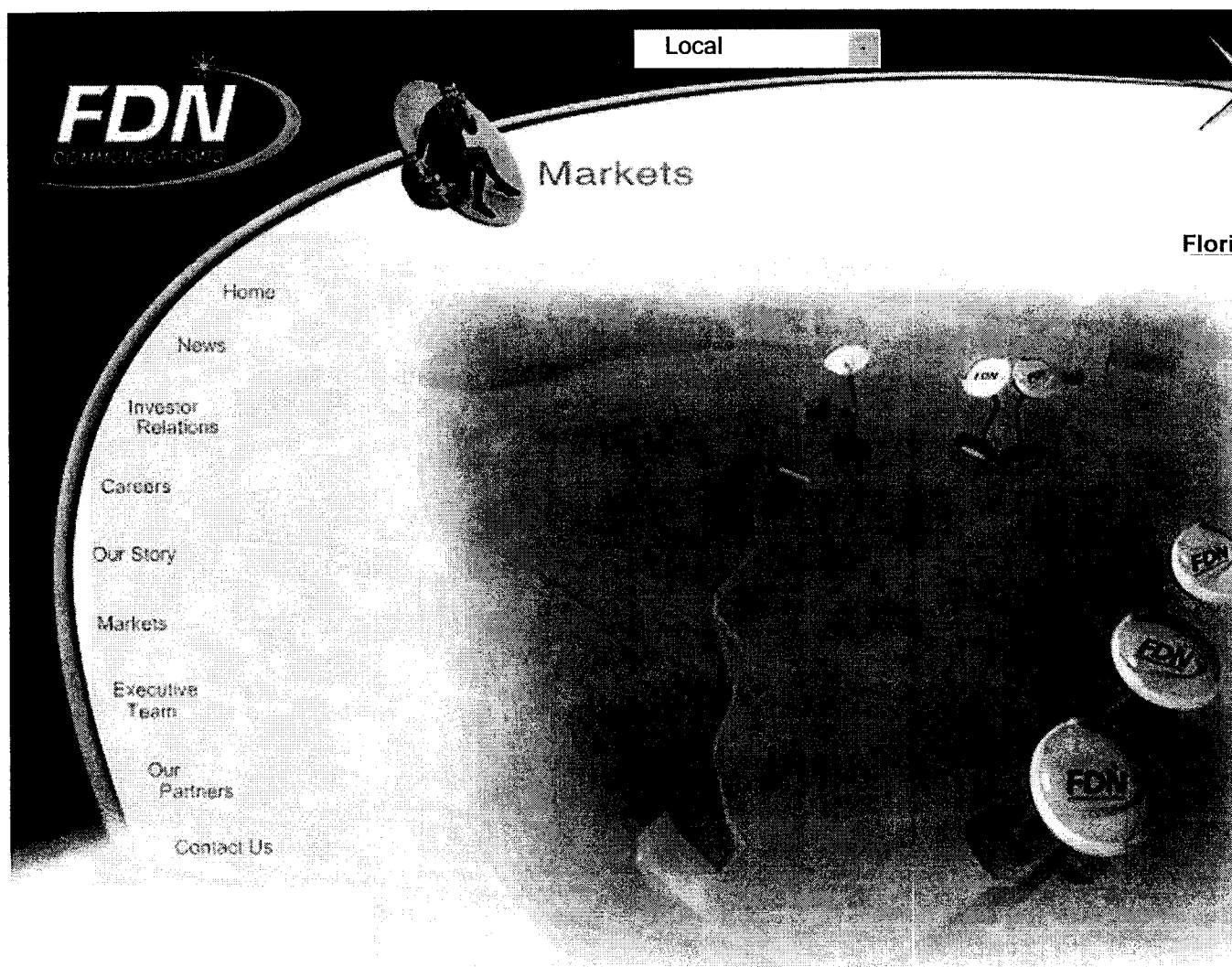
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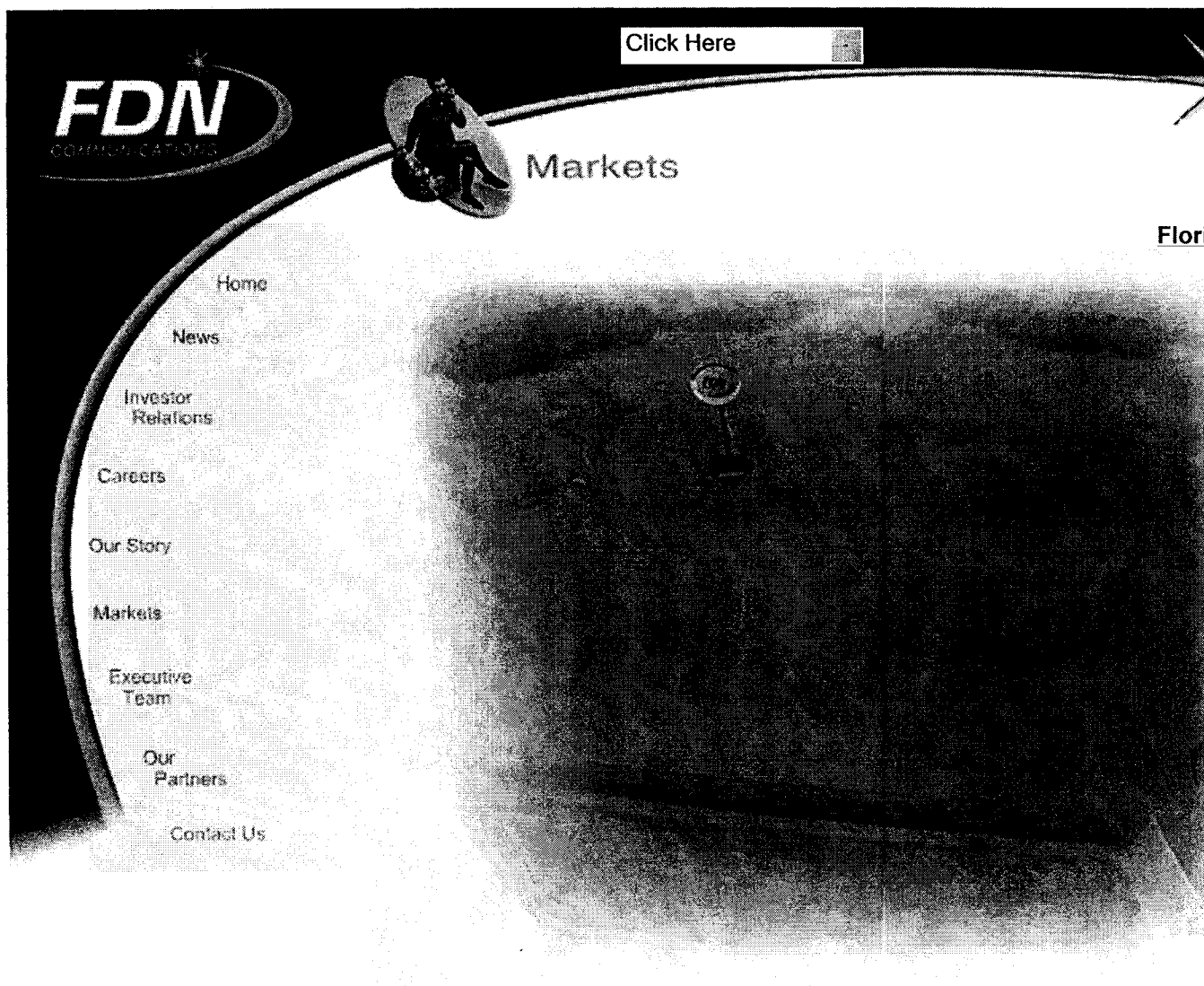
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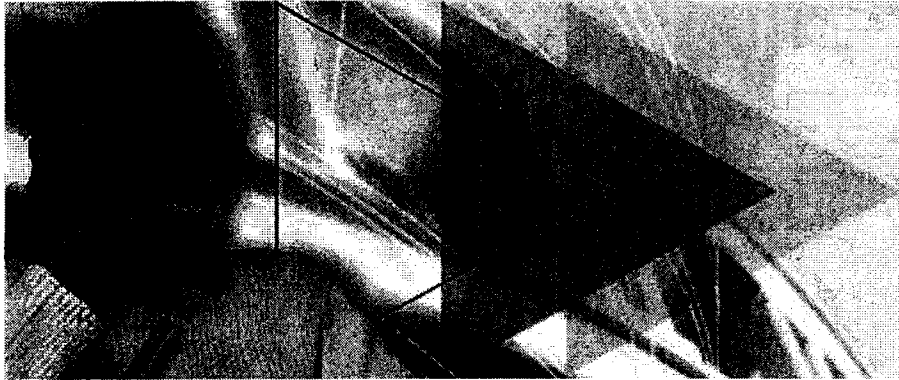
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ITC^DeltaCom's Small Business packages are specifically bundled for small businesses or home offices. Our Enterprise services provide voice, data, and Internet solutions as well as, Equipment and Systems for companies of all sizes. We also provide additional business solutions such as collocation and hosting through e^deltacom, our 376,000 sq.ft. data center. Unlike many traditional communication services, you can get high-speed communications to practically any location you wish. ITC^DeltaCom always gives you the highest quality of products and services. One company, one invoice, one choice – that's telecom simplified.

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ITC^DeltaCom, Inc. (NASDAQ: ITCD)

 1791 O.G. Skinner Dr.
West Point, GA 31833 ([Map](#))

Phone: 706-385-8000

Fax: 706-385-8001

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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 - [Local Exchange Carriers](#)
 - [Long-distance Carriers](#)
 - [Data Services](#)

Top Competitors

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- [BellSouth](#)

13 Competitors Listed For ITC^DeltaCom 

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- [Wired Telecommunications Carriers in the US](#)
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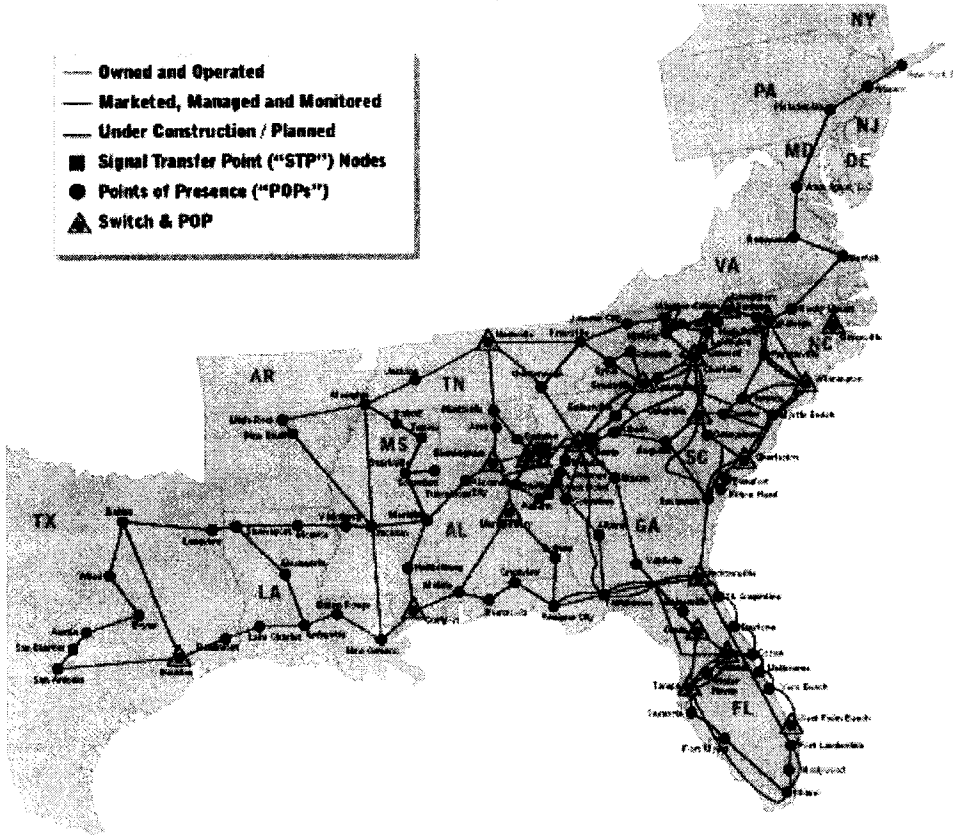
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- Owned and Operated
- Marketed, Managed and Monitored
- Under Construction / Planned
- Signal Transfer Point ("STP") Nodes
- Points of Presence ("POPs")
- ▲ Switch & POP

**Company Information****Our Network**

- > Fiber Optic Network
- > IP Backbone
- > PRI
- > Frame Relay

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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**

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

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

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
864-576	864-587	864-595	864-439	864-949

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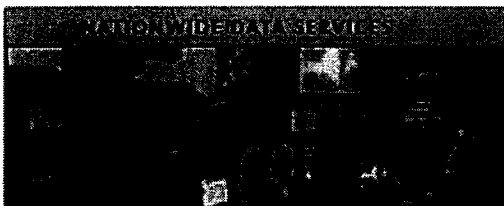
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OFFERING CONSULTING, OUTSOURCING AND FINANCIAL SOLUTIONS

➤ ADVANCED COMMUNICATIONS SERVICES

OFFERING VOICE, DATA AND INTERNET SOLUTIONS



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Consulting, financing, engineering and operations support for national, regional, and local access infrastructures and services.

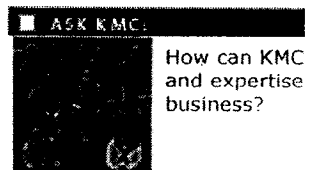
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Products and Services

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KMC Phone & Feature Bundles

LOCAL SERVICES:

KMC Business Line Service

KMC Custom Calling Features

LONG DISTANCE SERVICES:

KMC Long Distance Service

ENHANCED SERVICES:

KMC Voice Mail Service

KMC Video Conferencing Service

DATA SERVICES:

KMC Special Access Service

KMC Dedicated Internet Access

KMC ISDN BRI-PRI Service

PRIVATE LINE SERVICES:

KMC Private Line Services

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KMC Collocation Services

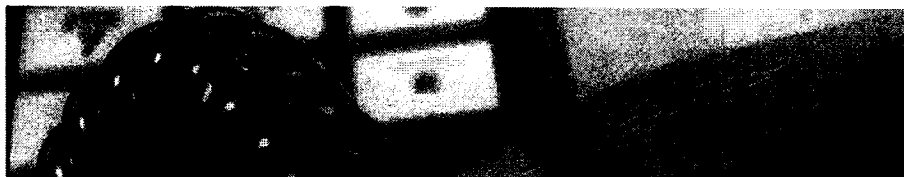
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Products and Services

KMC Business Line Service

Local Business Telephone Service from Your Local Full-Service Provider

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 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.

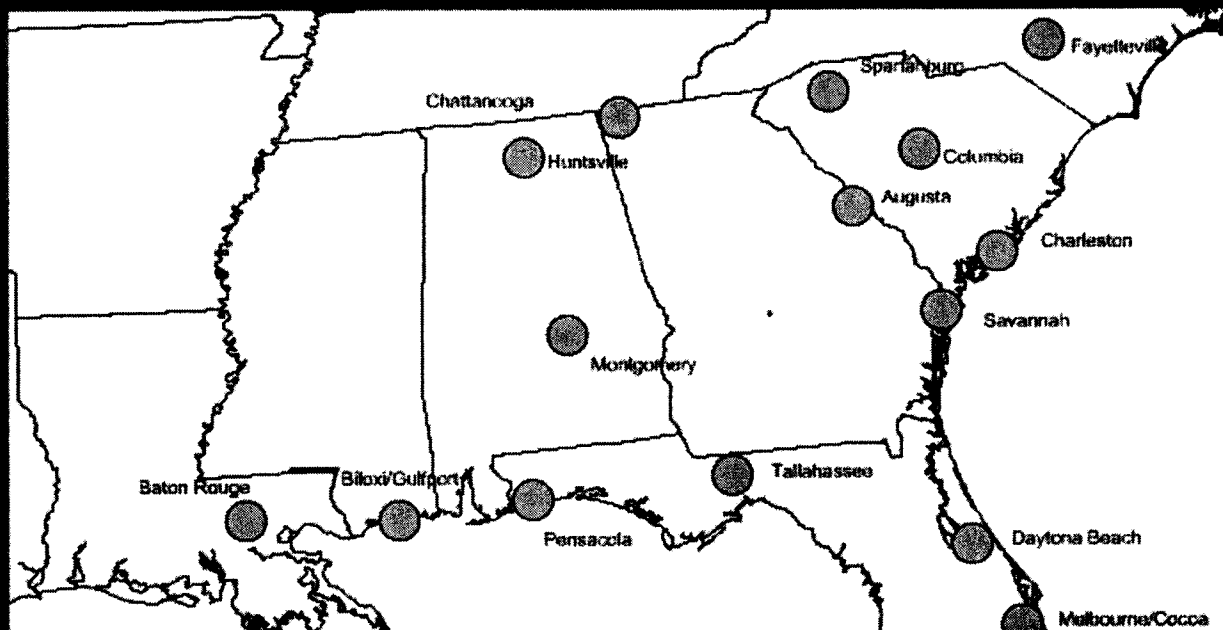
For ISDN users, KMC offers two flexible, cost-effective solutions designed to meet complex voice and data telecommunications needs:

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

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



Advanced Communications Service Areas

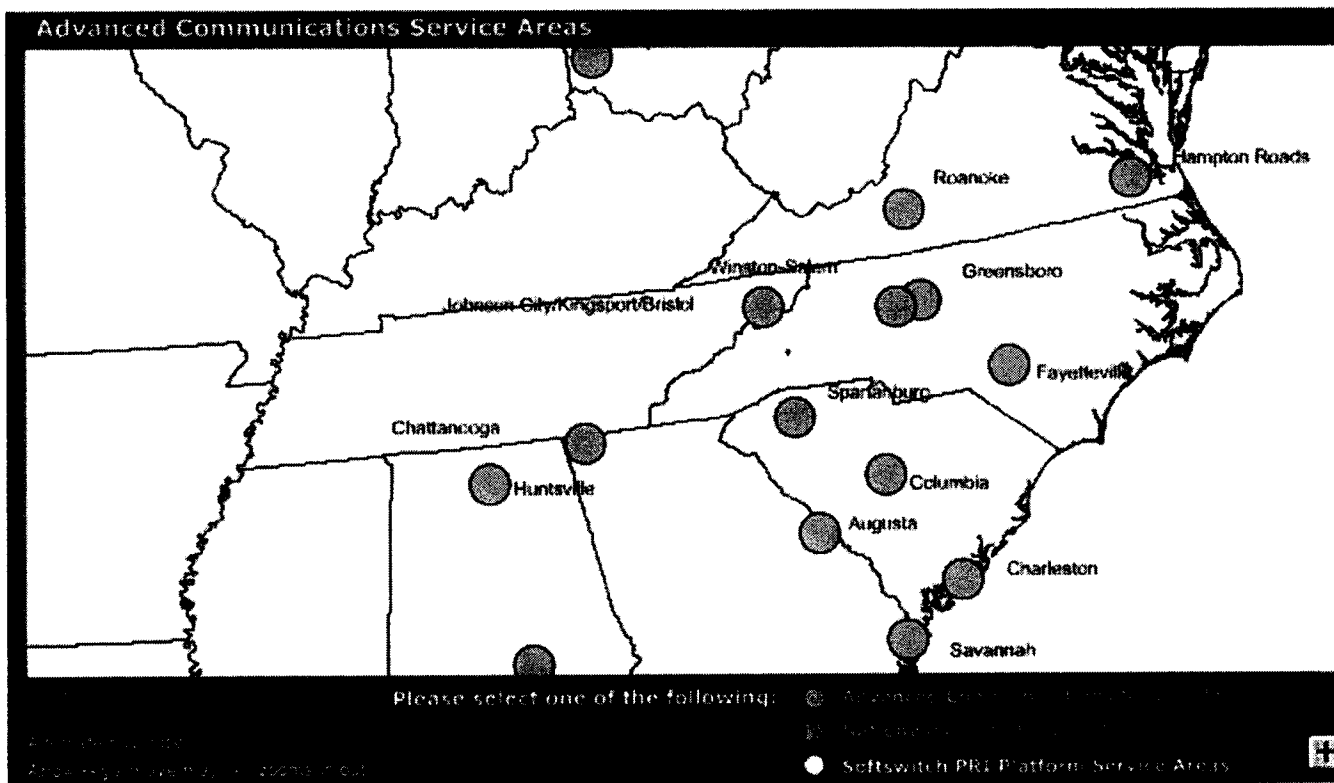


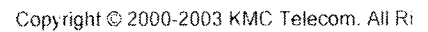
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Advanced Communications Service Areas



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Advanced Communications

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Nationwide Data Service Areas

KMC Services Map

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☐ Nationwide Data Service Areas

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Softswitch PRI Platform Service Areas



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