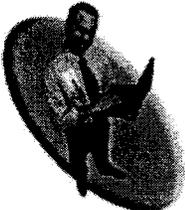


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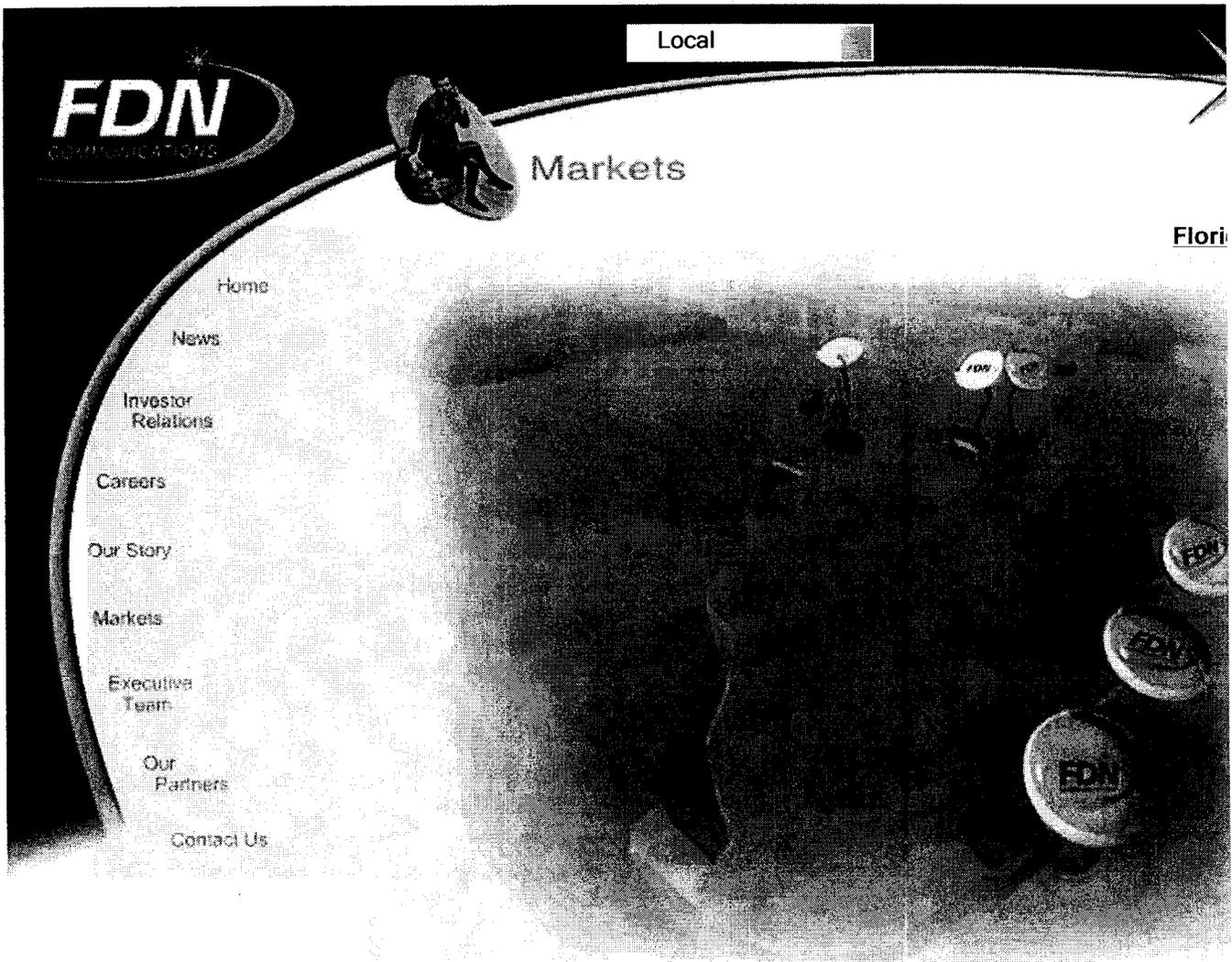
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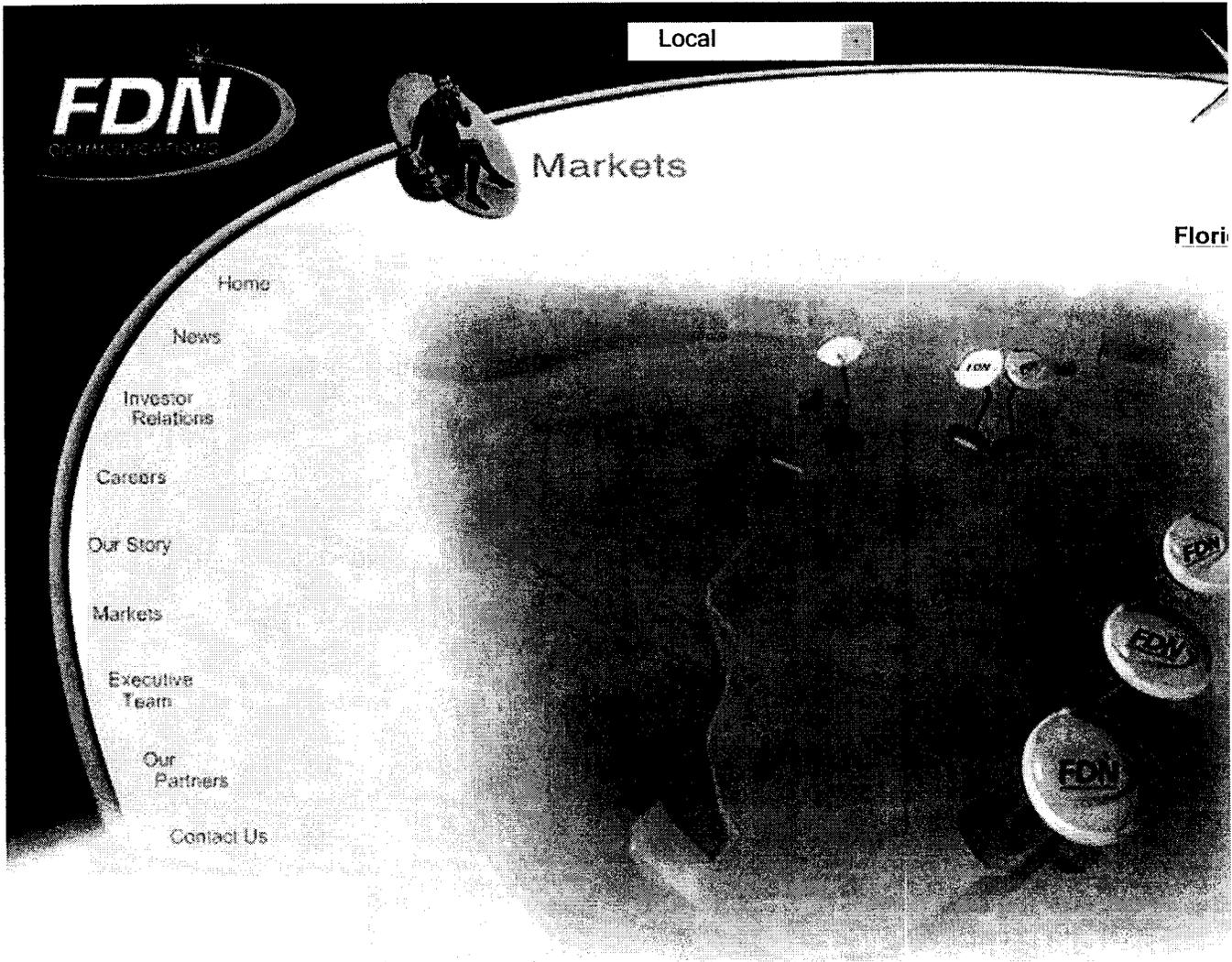
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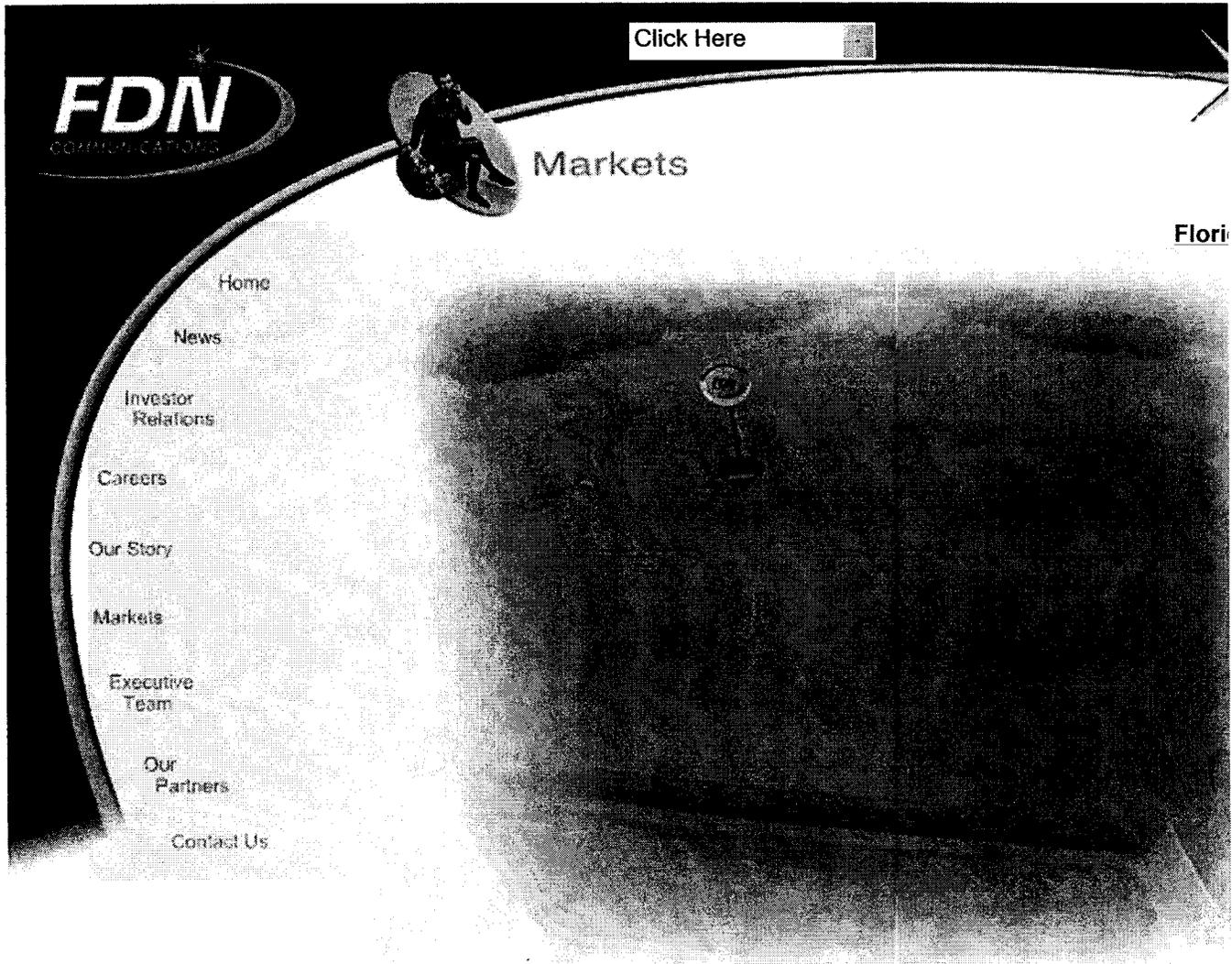
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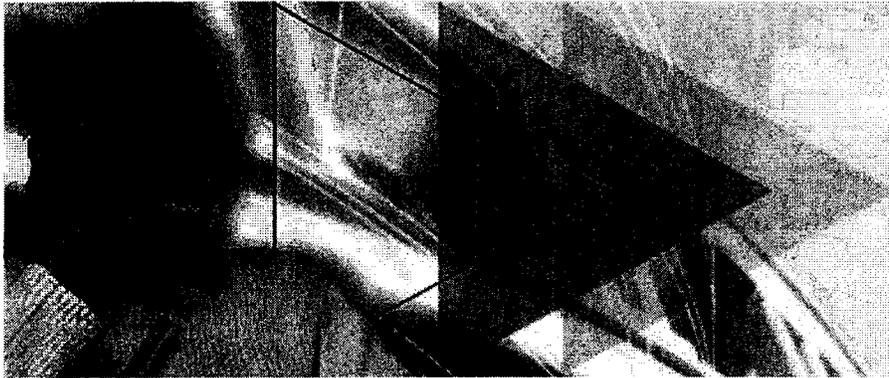
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**2nd Quarter**  
**June 29, 2004** - ITC^DeltaCom  
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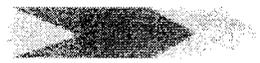
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## ITC^DeltaCom, Inc. (NASDAQ: ITCD)

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

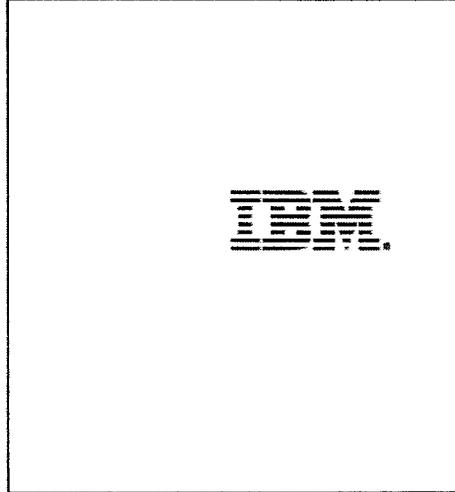
Phone: 706-385-8000  
Fax: 706-385-8001  
Toll Free: 800-239-3000

<http://www.itcdeltacom.com>

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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.



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### 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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  - StockScreener

### 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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Satisfaction. Low

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**SVP, Sales**

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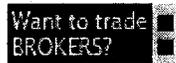
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  - [Fixed-line Voice Services Providers \(primary\)](#)
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    - [Long-distance Carriers](#)
  - [Data Services](#)

### Top Competitors

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

**13 Competitors Listed For ITC^DeltaCom** 

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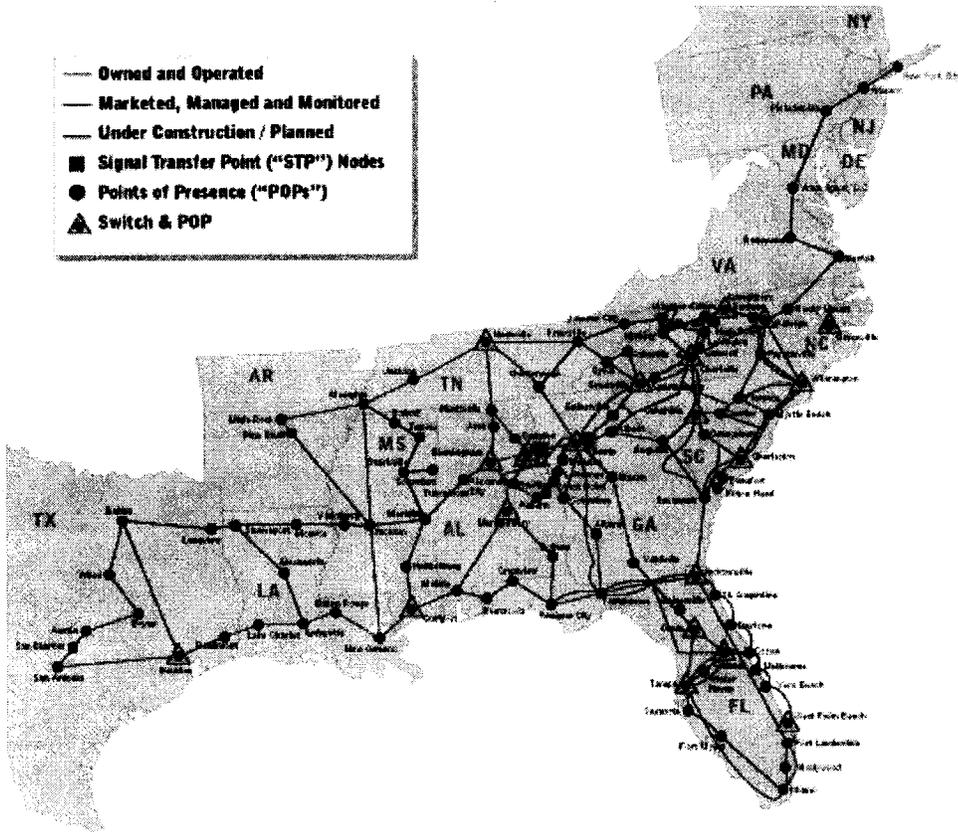


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- Points of Presence ("POPs")
- ▲ Switch & POP



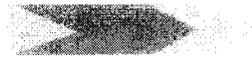
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  - > IP Backbone
  - > PRI
  - > Frame Relay
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**DIVISION of the STATE CHIEF INFORMATION OFFICE**  
**NON-EXCLUSIVE STATE-WIDE TERM CONTRACT**  
**LOCAL TELECOMMUNICATION SERVICES**

**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](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

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

**KMC LOCAL SERVICE RATES**

Description	Installation	Monthly Rate
<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 20 DID number		\$1.90
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>		

**KMC SERVICE AREAS**

**Columbia**

**MAC**

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**

**MAC**

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**

**MAC**

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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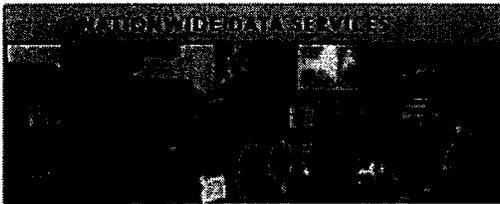
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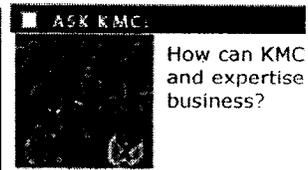
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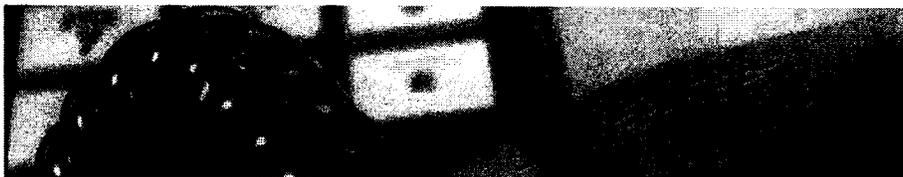


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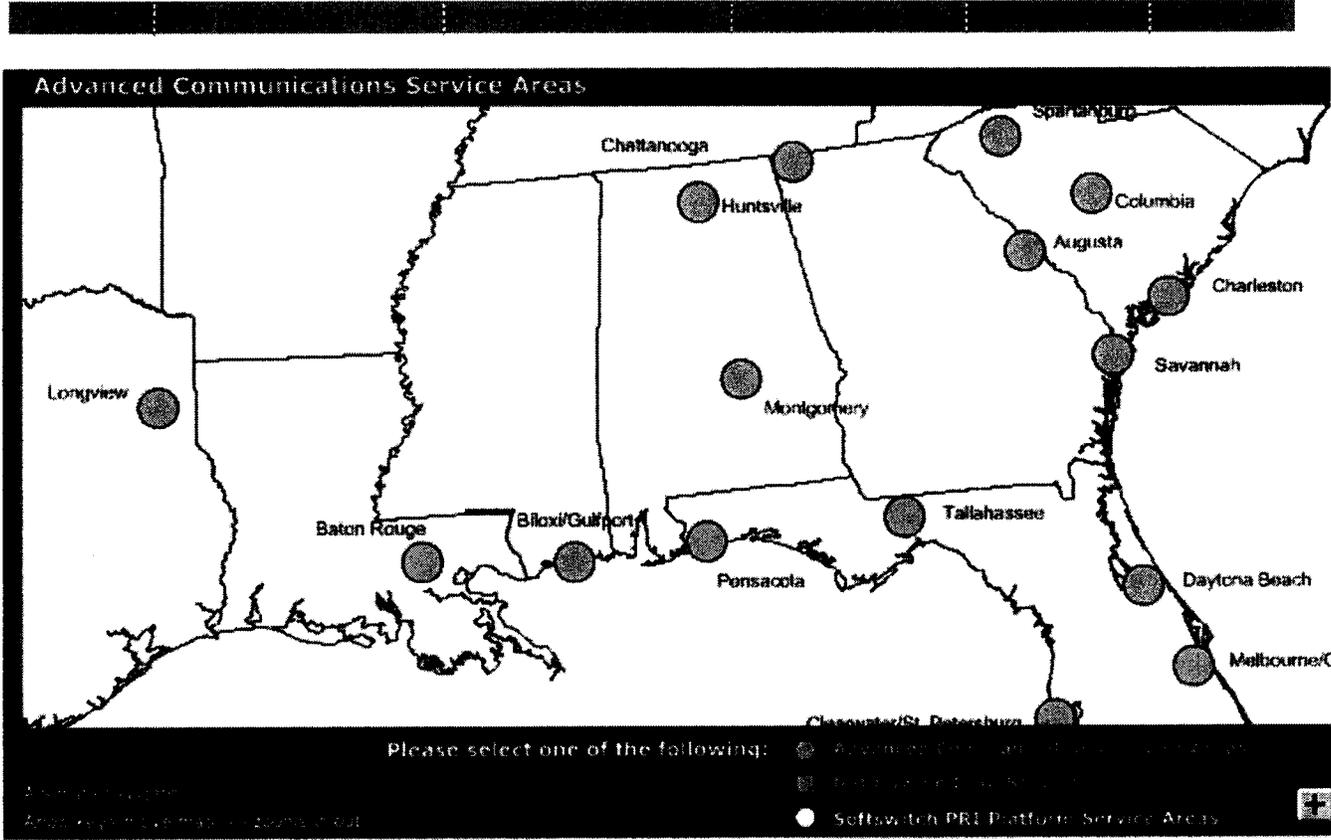


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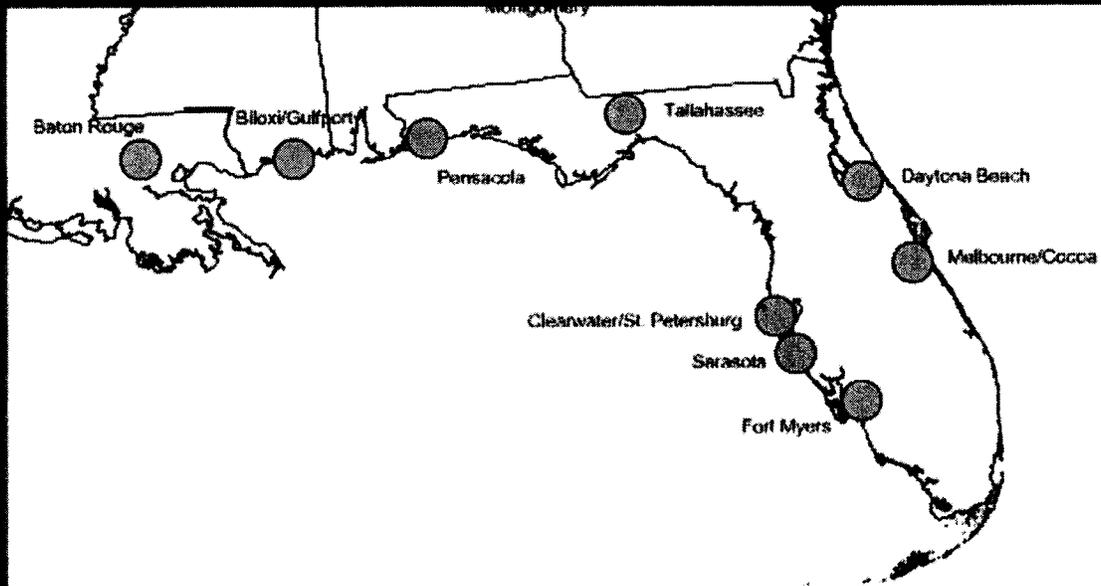
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Approximate location  
Approximate location





Map of the United States showing service areas. The map includes state boundaries and numerous small icons representing service locations. A legend at the bottom right of the map area provides the following information:

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