

# **ATTACHMENT 18**

**Huntsville, AL MSA**

# EXHIBIT A

## Competitive Overview Matrix

Huntsville, AL 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/H WC	% of Locations Trgd by CLECs
Totals	12					167,844					59.6%	29.5%
ALBARTVILLE - MAIN	ALVLALMA	35950				12,555				B	7.5%	1.7%
ATHENS - ELK RIVER CENTRAL OFC	ATHNALER	35611				2,839						
ATHENS - MAIN CENTRAL OFC	ATHNALMA	35611				18,444						
BOAZ - MAIN CENTRAL OFC	BOAZALMA	35957				8,707						
GUNTERVILLE - MAIN CENTRAL OFC	GTVLALNM	35950				7,520						
HUNTSVILLE - LAKEWOOD CENTRAL OFC	HNVIALLW	35810				18,226				B	10.9%	1.7%
HUNTSVILLE - MAIN CENTRAL OFC	HNVIALMT	35801				26,188				A	15.6%	15.6%
HUNTSVILLE - PARKWAY CENTRAL OFC	HNVIALPW	35802				21,341				B	12.7%	2.5%
HUNTSVILLE - REDSTONE ARSENAL CENTR	HNVIALRA	35808										
HUNTSVILLE - NEW DIGITAL OFC	HNVIALRW	35806				2,282				B	1.4%	0.5%
HUNTSVILLE - UNIVERSITY CENTRAL OFC	HNVIALUN	35806				19,509				A	11.6%	7.5%
HAZEL GREEN - MAIN CENTRAL OFC	HZGRALMA	35740				7,810						

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**

<b>MSA</b>	<b>Switch CLLI</b>	<b>Switch EQP TYPE</b>	<b>Switch State</b>	<b>Switch Node</b>	<b>Sw Node EQP TYPE</b>	<b>Sw Node State</b>	<b>Switch Node CLEC Name</b>
Huntsville, AL Metropolitan Statistical Area	BRHMLHWDS1	DRM	AL	HNVALUNW02	POI	AL	NETWORK TELEPHONE CORPORATION - AL
	BRHMLWDDS3	SMX	AL	HNVAL03DS0	DS	AL	ITC DELTA COM - AL
	BRHML04DS0	DS	AL	HNVALUN0MD	POI	AL	US LEC OF ALABAMA, INC.
	HNVALDYDS0	SE	AL	HNVALDYDS0	SE	AL	KMC TELECOM III, INC. - AL
	NSVL TN17CA1	SS	TN	HNVALUNXSX	POI	AL	SPRINT COMMUNICATIONS COMPANY, L.P. - NC
	HNVALDY00W	P23	AL	HNVALDY00W	P23	AL	KMC TELECOM III, INC. - AL

# EXHIBIT C

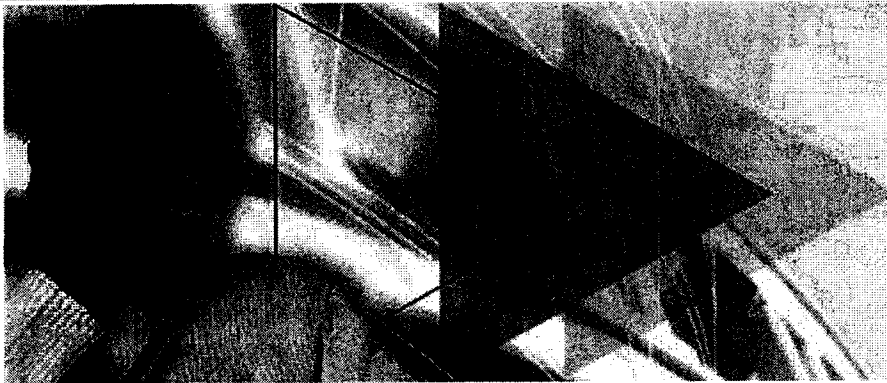
## CLEC Marketing Strategies and Supporting Information

# Huntsville, AL 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: <a href="http://www.deltacom.com">www.deltacom.com</a>	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: <a href="http://www.kmctelecom.com">www.kmctelecom.com</a>	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: <a href="http://www.mci.com">www.mci.com</a>	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: <a href="http://www.networktelephone.net">www.networktelephone.net</a>	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.
Sprint	✓	✓	✓	Sprint provides local service to resident, small/medium businesses and complex services. Source: <a href="http://csb.sprint.com">csb.sprint.com</a>	Sprint offers local Service in TN, NC, SC and FL according to their website.
US Lec		✓	✓	The US LEC product line includes local calling services to businesses. <a href="http://www.uslec.com">www.uslec.com</a>	The US LEC local Service areas include AL, FL, GA, KY, MS, NC, SC, TN



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

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

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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**

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

## Top Competitors

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

**13 Competitors Listed For ITC^DeltaCom** 

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(Hoover's, Inc., Feb 1, 2004, Business Reports)
- [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](#)  
(IBISWorld, Jan 18, 2004, Business Reports)
- [Plunkett's Telecommunications Industry Almanac 2003-2004](#)  
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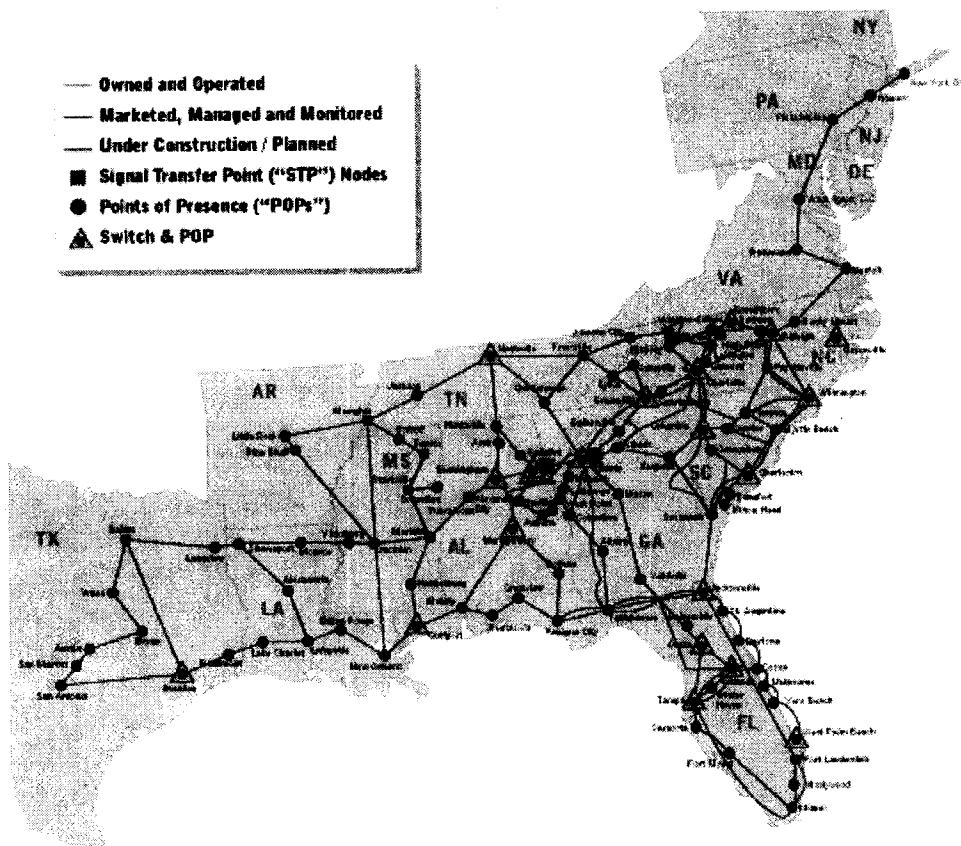
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- Marketed, Managed and Monitored
- Under Construction / Planned
- Signal Transfer Point ("STP") Nodes
- Points of Presence ("POPs")
- ▲ Switch & POP

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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

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

**KMC LOCAL SERVICE RATES**

<b>Description</b>	<b>Installation</b>	<b>Monthly Rate</b>
<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		\$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
<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****SAC**

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****SAC**

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****SAC**

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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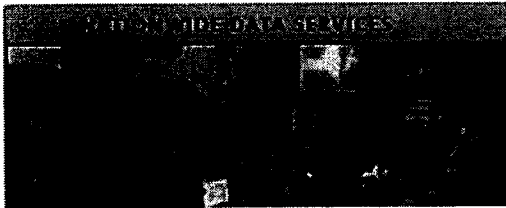
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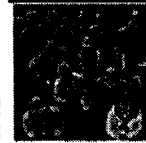


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KMC Private Line Services

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KMC Carrier Transport Services

KMC Carrier Terminating Access

KMC Collocation Services

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KMC Service Area Maps

Nationwide Data Services

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## KMC Business Line Service

### Local Business Telephone Service from Your Local Full-Service Provider

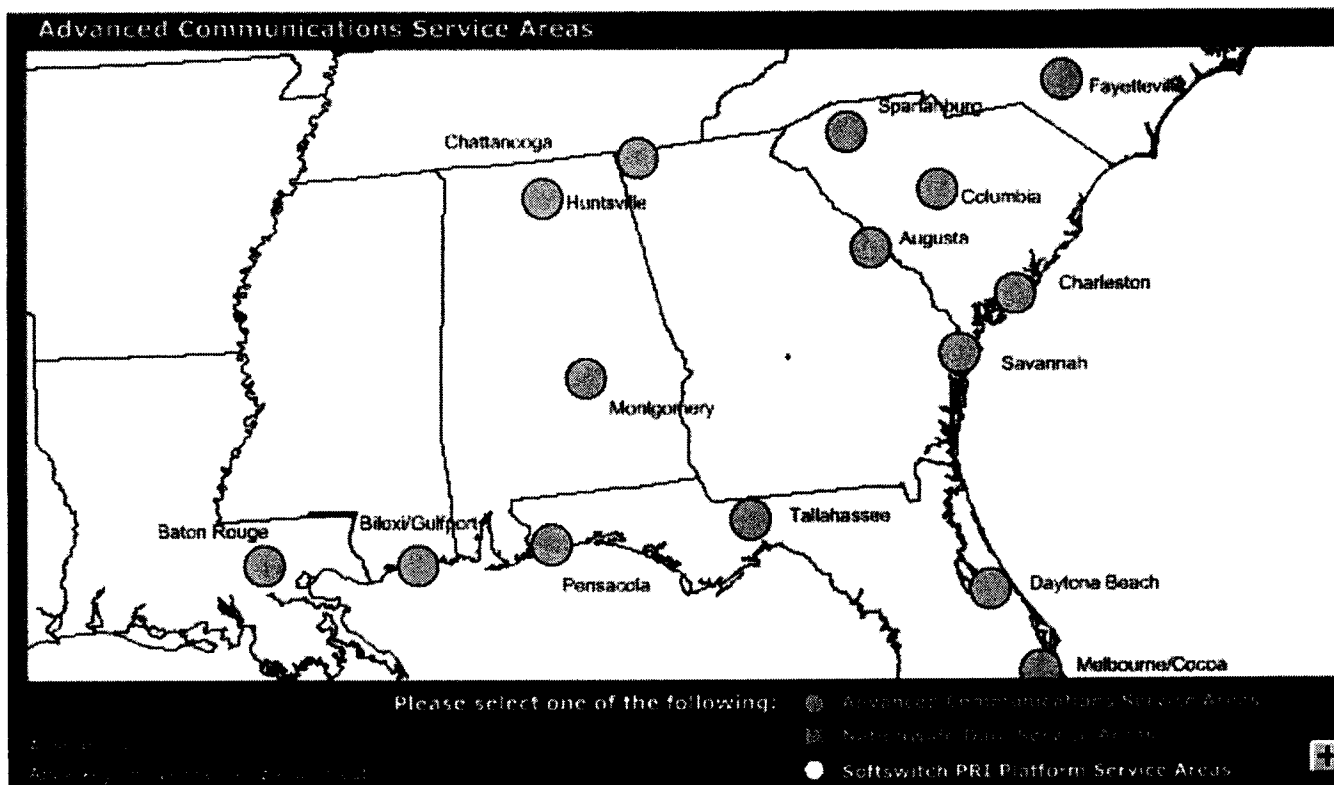
You can select from a range of options that includes everything from a single line to a multi-line service with a lot of features. Our state-of-the-art fiber networks ensure clarity and dependability of your service. What's more, there's no expensive start-up cost and no costly equipment to buy. **KMC 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 your complex voice and data telecommunications needs:

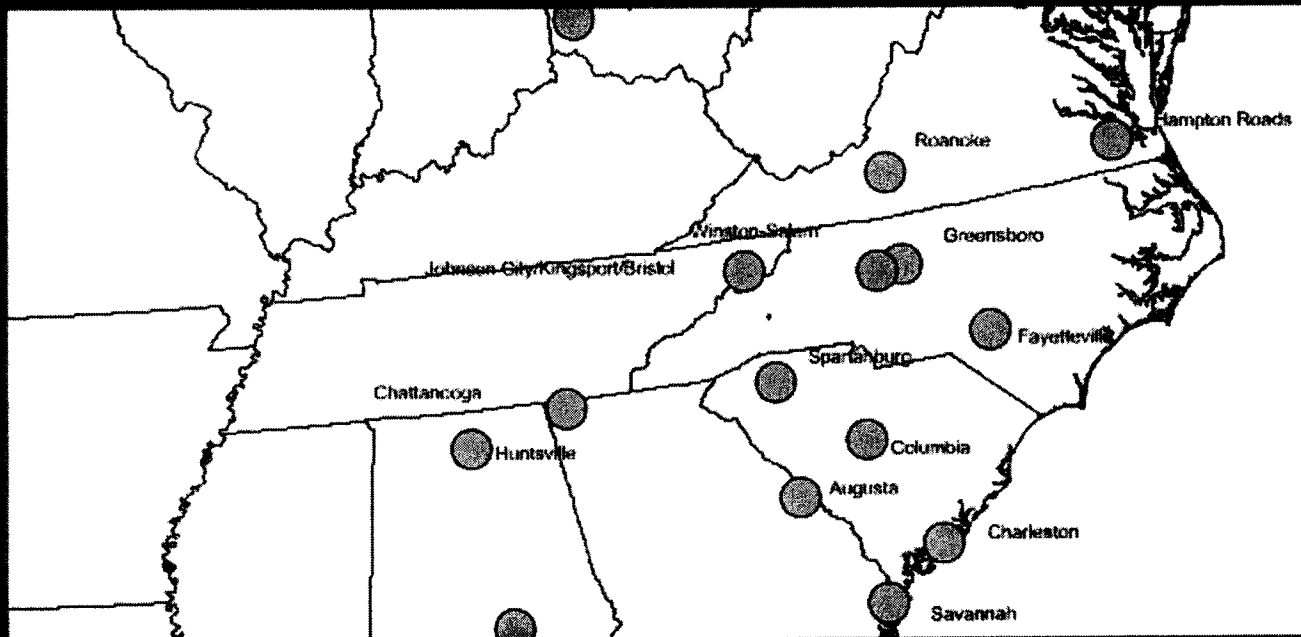
- **KMC Basic Rate ISDN Service**, and
- **KMC Primary Rate ISDN Service**.

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



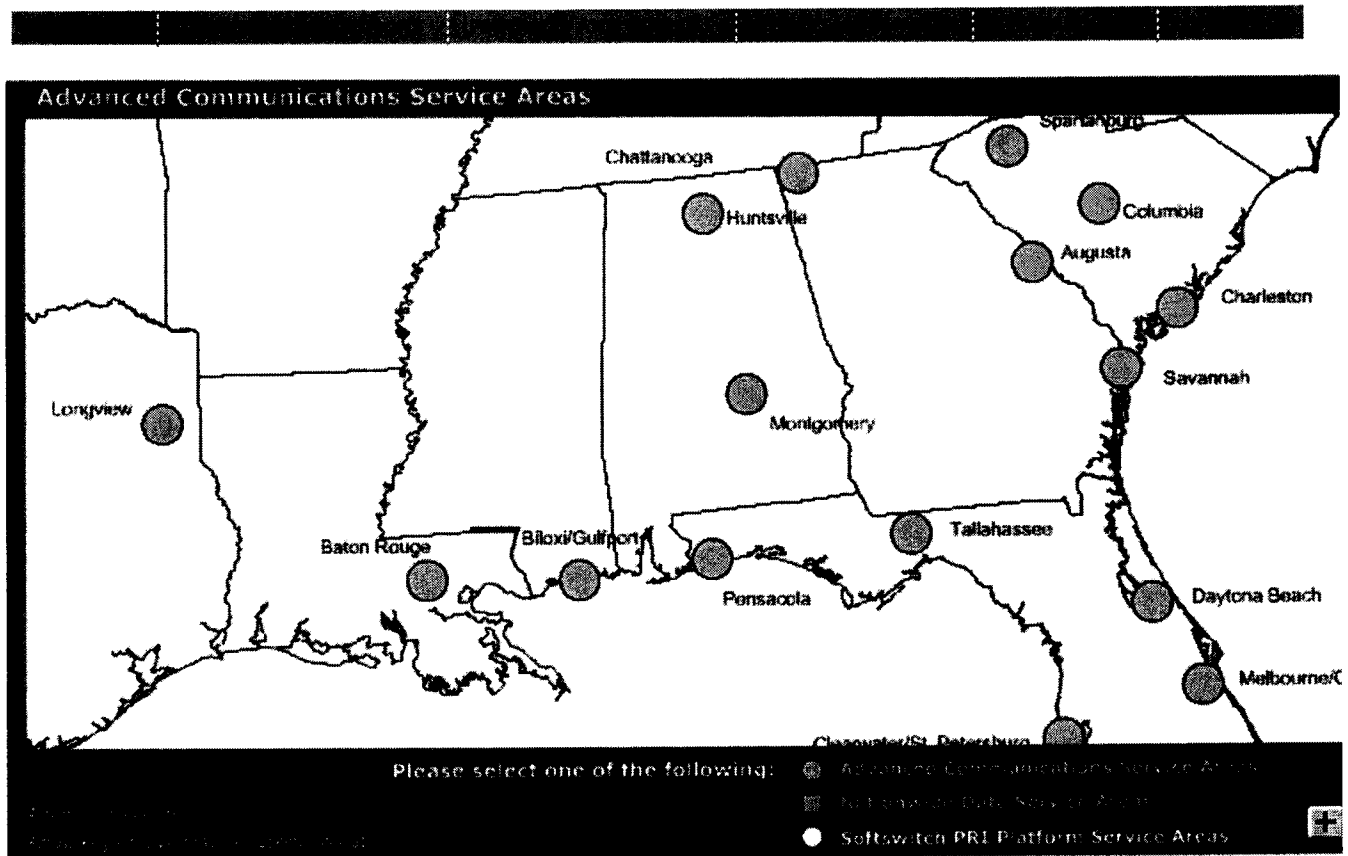


## Advanced Communications Service Areas



Please select one of the following:

- ☐ Advanced Communications Service Areas
- ☐ Next Business Day Service Areas
- ☐ Softswitch PRI Platform Service Areas





**Advanced Communications Service Areas**

Please select one of the following:

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Map of the United States showing service areas. The map is interactive, with a legend at the bottom right.

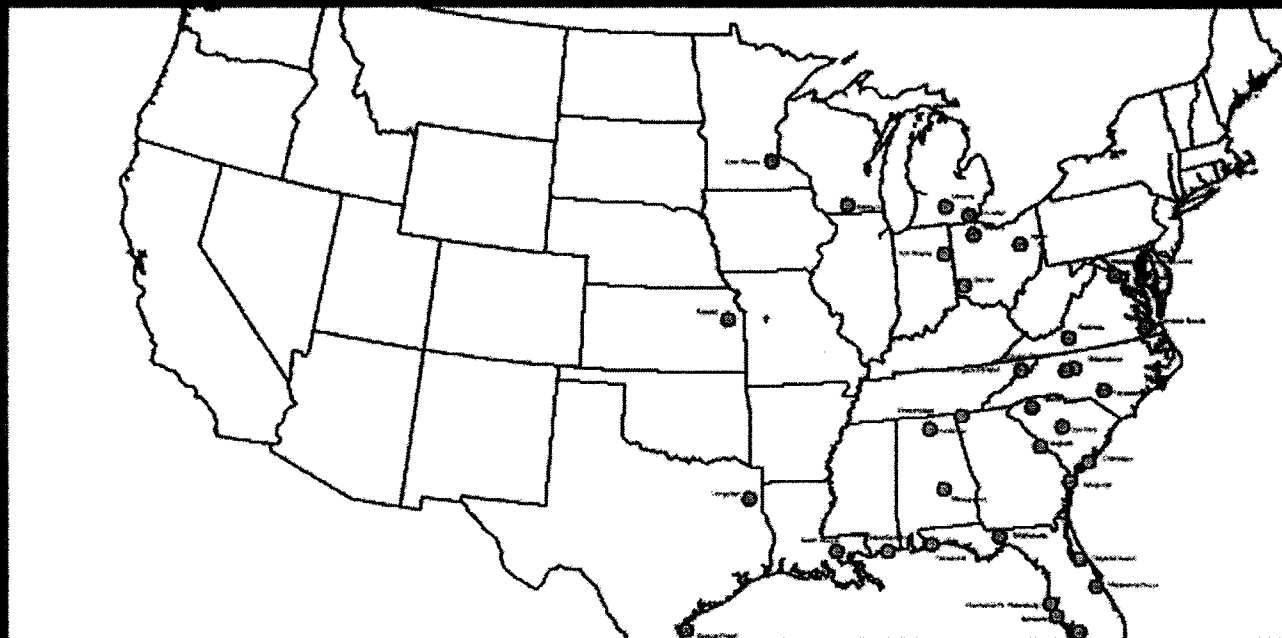
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- ☐ Advanced Communications Service Areas
- ☐ Nationwide Data Service Areas
- ☒ Softswitch PRI Platform Service Areas

Map navigation controls: + zooms in, - zooms out, + zooms in, - zooms out



## Advanced Communications Service Areas



Map of the United States

Please select one of the following:

- ☐ Advanced Communications Service Areas
- ☐ Nationwide Data Service Areas
- ☒ Softswitch PRI Platform Service Areas

Advanced Communications

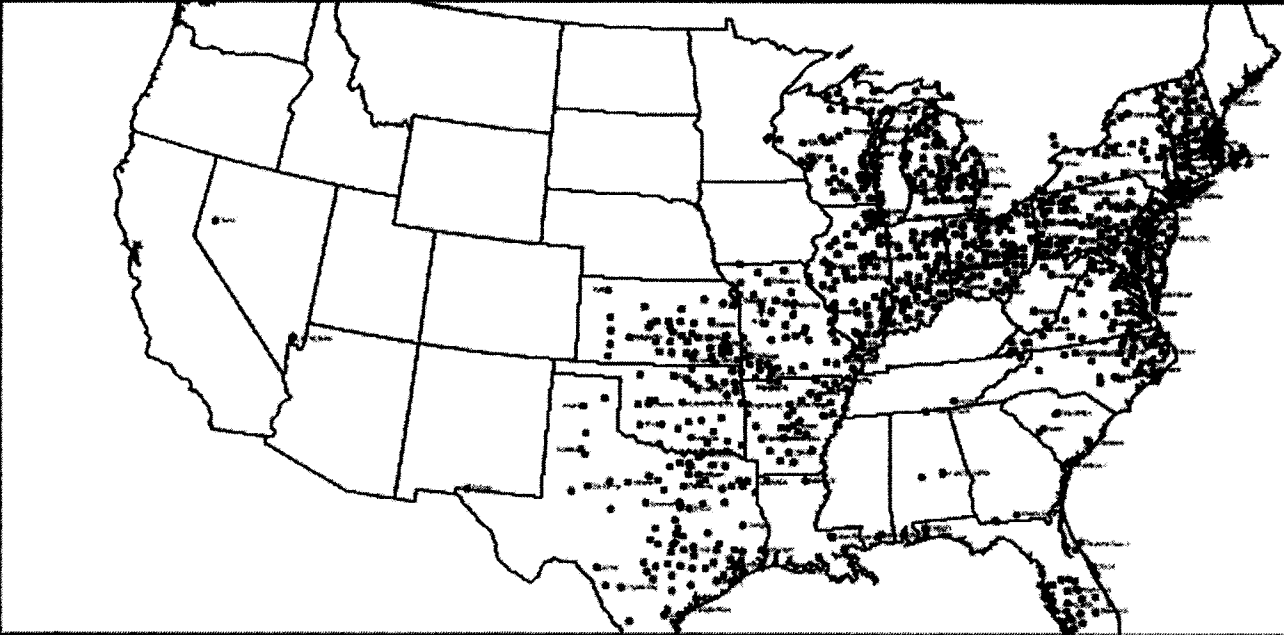
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### Nationwide Data Service Areas



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Advanced Communications

Advanced Communications

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☐ Nationwide Data Service Areas

☐ Softswitch PRI Platform Service Areas



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## Softswitch PRI Platform Service Areas

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Please select one of the following:

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- ☐ Nationwide Data Service Areas
- ☒ Softswitch PRI Platform Service Areas

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**Advanced Communications Service Areas**

Please select one of the following:

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

Click and drag to zoom in/out. Click and drag to pan. Click and drag to zoom out.

## (3)VoIP Enhanced<sup>SM</sup> Local Service

For information about Level 3 services, visit our Web site at [www.Level3.com](http://www.Level3.com) ©2004 Level 3 Enhanced Services, LLC. All rights reserved.

### RESIDENTIAL VOIP SERVICES FOR WHOLESALE CUSTOMERS

(3)VoIP Enhanced Local service enables service providers to offer residential Voice over IP (VoIP) to over 16 million households via their consumer Internet broadband connections – complete with local phone numbers and E911.

This wholesale VoIP service is available in more than 50 markets, with 300 markets scheduled to offer service by the end of 2004. Approximately 70% of the U.S. population will fall within local reach of the service.

With (3)VoIP Enhanced Local service, cable operators, IXCs, enhanced service providers, and other companies can launch IP-based local and long-distance communications services to residential consumers via any broadband connection to the home.

Level 3's unmatched proprietary Softswitch platform makes the service extremely efficient, enabling providers to cost-effectively accelerate their deployment of high-quality VoIP services.

### WHAT YOU CAN OFFER YOUR CONSUMER BASE

With (3)VoIP Enhanced Local service, wholesale customers can offer their broadband Internet end-users:

- Local and long distance phone service with the ability to make and receive calls worldwide – using either an existing analog touchtone telephone or a digital IP telephone
- Freedom from the need for traditional telephone service (their broadband Internet connection – cable, DSL, etc. – is used instead)
- E911 service for emergency phone calls, with the same routing used by standard telephone service providers
- Local numbers and Local Number Portability (LNP) with Port-in and Port-out capability
- Operator assistance, directory listings, and directory assistance
- Any number of other features that your company might choose to add. With (3)VoIP Enhanced Local service, you manage and operate your own CLASS 5-type softswitch, giving you full control over the features available to your consumers.

### THE CONTROL YOU NEED – WITH SIMPLICITY

With (3)VoIP Enhanced Local service, you obtain the essential building blocks required to offer residential VoIP phone service – including network trunking, local numbers, local number portability, E911, operator assistance, directory listings, and directory assistance.

But you don't have to stop there. Because you manage your own switching, you have total control over the features used by the residential end user, with minimal involvement in complex interconnection issues. You can add competitive features and emerge on top of the industry.

All end-user billing and customer equipment is managed by your company as well.

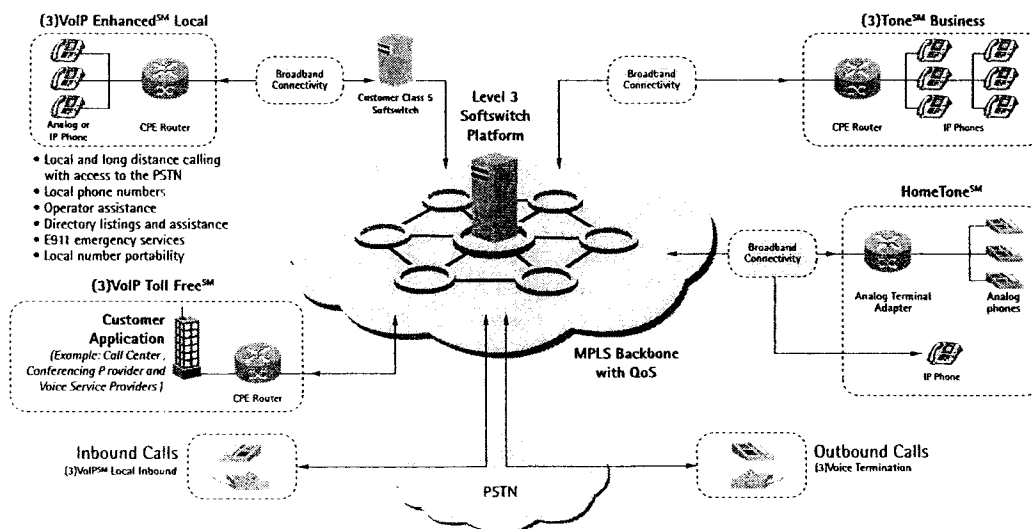
### TECHNICAL OVERVIEW

- **Coverage:** Provides local phone numbers, LNP, and local trunking to over 2,500 rate centers with local calling – all available today. As E911 becomes available, VoIP coverage will be expanded to reach over 300 markets and approximately 70% of the U.S. population by the end of 2004.
- **Local network:** Offers low-cost, nationwide access with Level 3's CLEC status in 48 states (with 1.4 million voice-capable trunks).
- **Regulatory compliance:** Meets E911 emergency service and Local Number Portability requirements.
- **Neutral, wholesale VoIP strategy:** Committed to customer enablement, Level 3 will not compete against our (3)VoIP Enhanced Local customers in the retail market.

### LEVEL 3 AND VOIP

Level 3 has proven its VoIP leadership and expertise since 1999, when we introduced (3)Voice<sup>®</sup> Termination, the industry's first PSTN-quality VoIP service requiring no special dialing by the end user. Our patented, proprietary Softswitch is now processing more minutes per month than many traditional long distance and local carriers.

*The Level 3 logo and (3)Voice are registered service marks, and (3)VoIP, (3)VoIP Enhanced, and (3)VoIP Toll Free are service marks of Level 3 Communications, Inc. in the United States and/or other countries. (3)Tone and HomeTone are service marks of Level 3 Enhanced Services, LLC in the United States and/or other countries. (3)Tone Business and HomeTone services are provided by Level 3 Enhanced Services, LLC.*





Services

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## (3)Tone Business

### SERVICES

#### Voice Services

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#### Softswitch Services

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#### Internet Services

[Select a Service](#)

#### Data Services

[Select a Service](#)

#### Transport Services

[Select a Service](#)

#### Infrastructure Services

[Select a Service](#)

#### Managed Services

[Select a Service](#)

#### Service Brochures

### Related Links and Materials:


[\(3\)Tone Business Services Overview Brochure](#)

[News Coverage: Level 3 Dives Deeper Into Voice, Telephony, 09/03](#)

[Level 3 to Launch VoIP Offering, NetworkWorld, 09/22/03](#)

### SALES HELP

Click here for help  
or call: 1-877-2LEVEL3

## (3)Tone<sup>SM</sup> Business

(3)Tone Business Services are a suite of enhanced voice and data services hosted on the Level 3 nationwide platform that provide partners and customers with the ability to quickly offer a low-cost, PBX or Centrex replacement service — all with the flexibility and durability of IP.

(3)Tone Business service capability allows service providers to offer enterprise communication services without the capital or operational investment. With this service, Level 3 changes the communications landscape and financial model, allowing partners to meet all of their customers communications needs at up to 40% savings.

(3)Tone Business Services go far beyond traditional PBX, IP-PBX, Key, or Centrex services to offer a variety of IP functionality for greater access and ease of communicating.

- (3)Tone Business Services easily connect all company locations and remote employees with the same dialing plan, creating a virtual campus environment, allowing intra-company 4- or 5-digit dialing and forwarding of calls and voicemail messages between locations.
- User can manage all of their office communications needs through any Internet access, browser, or WAP-enabled wireless device. Business communications no longer need to be dependent on location and hardware.

(3)Tone Business Services from Level 3 provide a suite of advanced browser-based capabilities and enhanced IP voice functionality. The service suite includes:

- (3)Tone<sup>SM</sup> Business Hosted Voice — Combines the features and benefits of traditional voice systems like Centrex, PBX, Key, or IP-PBXs with the power and capability of the Internet, PC browsers, and mobile phone services.
- (3)Tone<sup>SM</sup> Business Unified Connection — Enables enterprise customers to deliver a new form of voicemail service to small or large groups of employees located centrally or in disparate locations. Unified communications includes voicemail to e-mail via .wav file, IMAP, and POP3, fax to e-mail, fax store/forward (T.37), compliance, and more.
- (3)Tone<sup>SM</sup> Business Conferencing — Delivers high-quality audio and Web conferencing capabilities to each end user. The user can select an on-demand conference or scheduled conference option.
- (3)Tone<sup>SM</sup> Business Personal Communications Manager (PCM) — A Web-based Graphical User Interface to access and manage all (3)Tone Business Services. (3)Tone Business PCM provides separate features for the end user and office administrator. In addition, (3)Tone Business PCM is fully integrated with Microsoft Outlook<sup>®</sup> software.

Furthermore, Level 3 provides sales, marketing, and implementation support for (3)Tone Business customers to ensure their success and the highest level of satisfaction for their customers.

### Value and Benefits

- Overall Benefits
  - Minimizes Capital and Operational Expenses
  - Allows faster time-to-market
  - Builds unified communications services
    - Create National Campus for customers — "Metro-like" dialing plans
    - Creates common user experience, new applications
  - Integrates converged applications on a single platform

- "Customer-ization" to meet unique needs of each enterprise

   **TOP** 

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