

ATTACHMENT 21

Lake Charles, LA MSA

EXHIBIT A

Competitive Overview Matrix

Lake Charles, LA 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/i WC	% of Locations Trgtd by CLECs
Totals	6					69,981					96.4%	25.3%
LAKE CHARLES - DOWNTOWN	LKCHLADT	70601				22,773				B	32.5%	11.6%
LAKE CHARLES - MOSS BLUFF	LKCHLAMB	70601				6,981				B	10.0%	1.0%
LAKE CHARLES - LKCH MAPLEWOOD	LKCHLAMW	70663				5,705				B	8.2%	2.8%
LAKE CHARLES - UNIVERSITY	LKCHLAUN	70605				25,256				B	36.1%	8.1%
SULPHUR - ESS MAIN K3559	SLPHLAMA	70663				6,712				B	9.6%	1.8%
VINTON - MAIN	VNTNLAMA	70668				2,554						

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
Lake Charles, LA Metropolitan Statistical Area	GLPTMS55DS0	DMH	MS	LKCHLAWNDSN	DS	LA	ITC DELTA COM - MS
	HSTNTXGIDS7	PL9	TX	LFYTLAMA9MD	POI	LA	KMC TELECOM II, INC. - TX
	LKCHLAWUDS0	VCD	LA	LKCHLAWUDS0	VCD	LA	XSPEDIUS, LLC - LA

EXHIBIT C

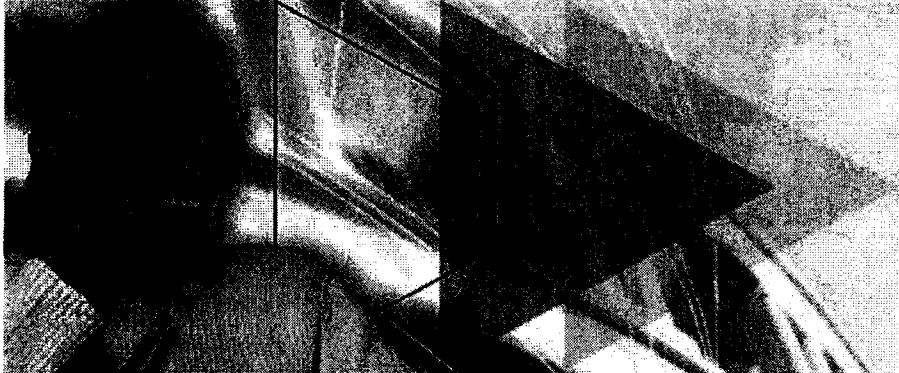
CLEC Marketing Strategies and Supporting Information

Lake Charles, LA 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.
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.
Xspedius/Espire		√	√	Xspedius/Espire offer traditional local and long distance to businesses throughout the southeastern states. Source www.xspedius.com	Xspedius/Espire according to their website offers telecom service throughout the southeastern U.S.

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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

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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Satisfaction. Low

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Top Competitors

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

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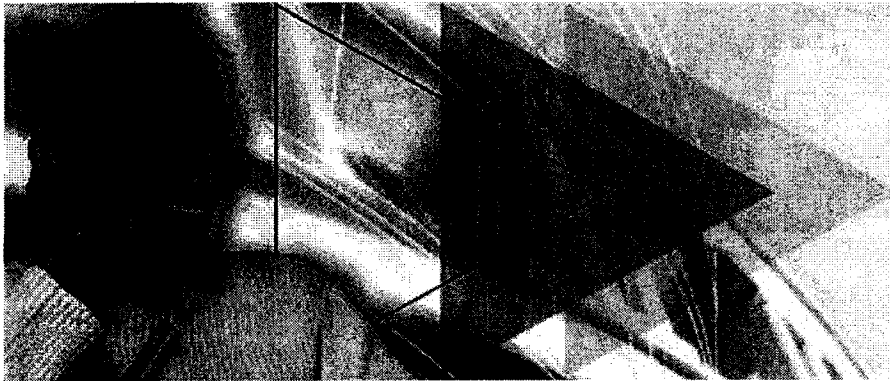
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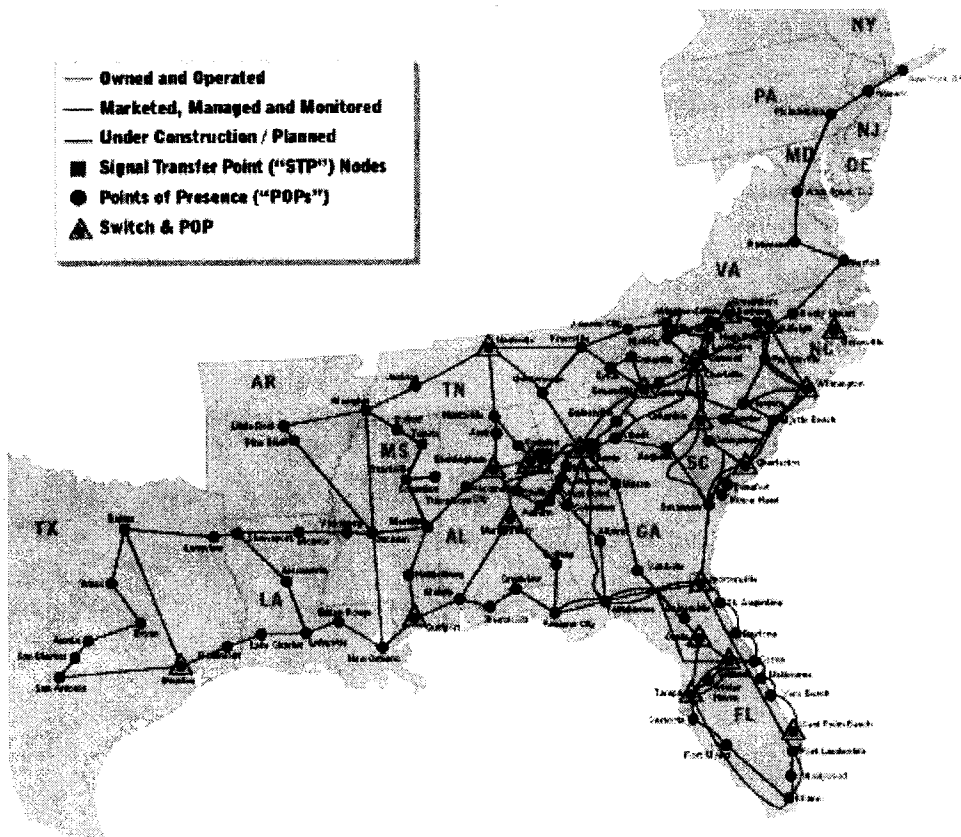
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NON-EXCLUSIVE STATE-WIDE TERM CONTRACT
LOCAL TELECOMMUNICATION SERVICES

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****SACI**

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**SACI**

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**SACI**

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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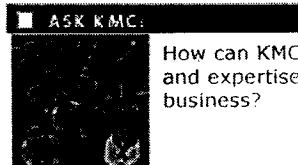
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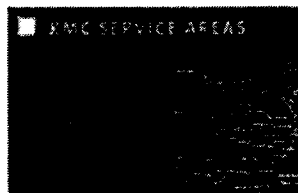
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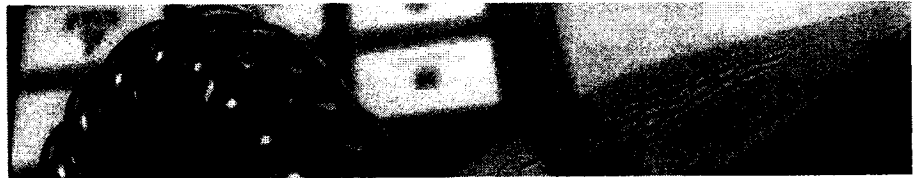
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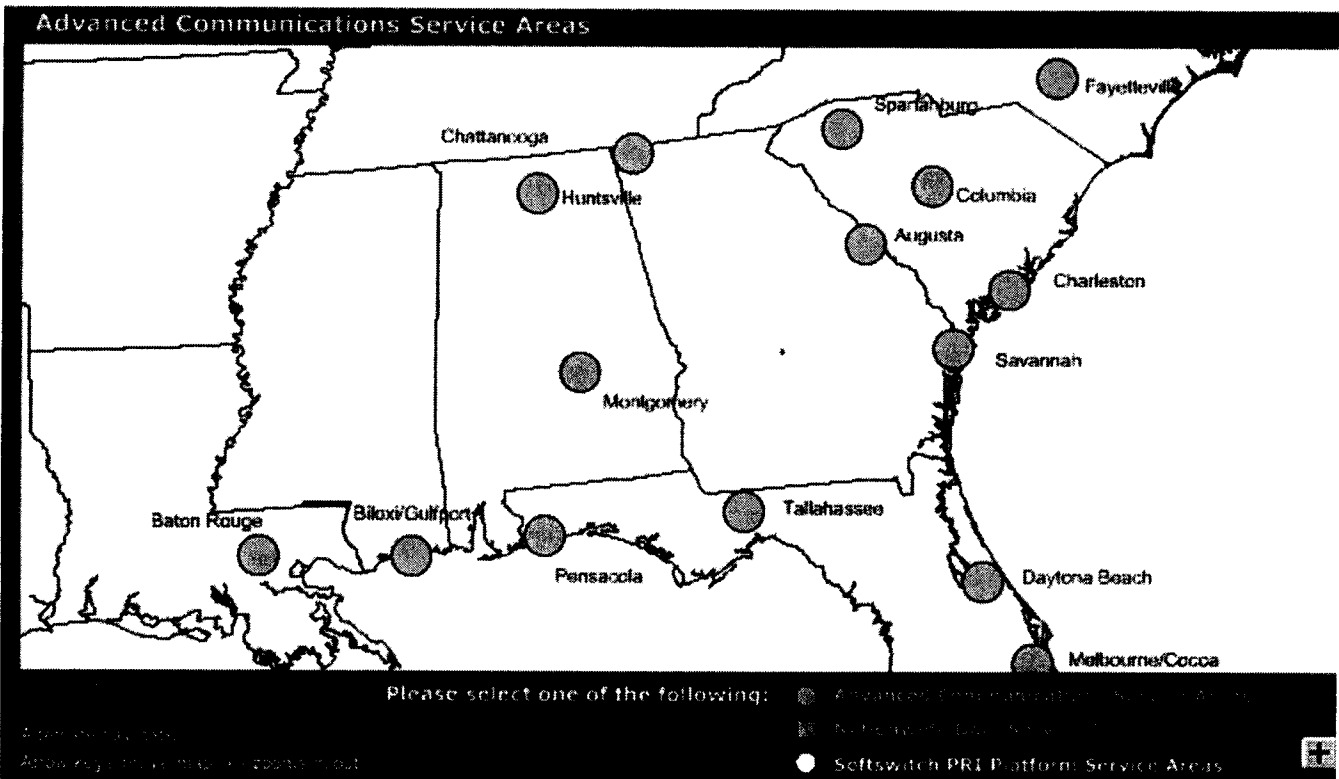
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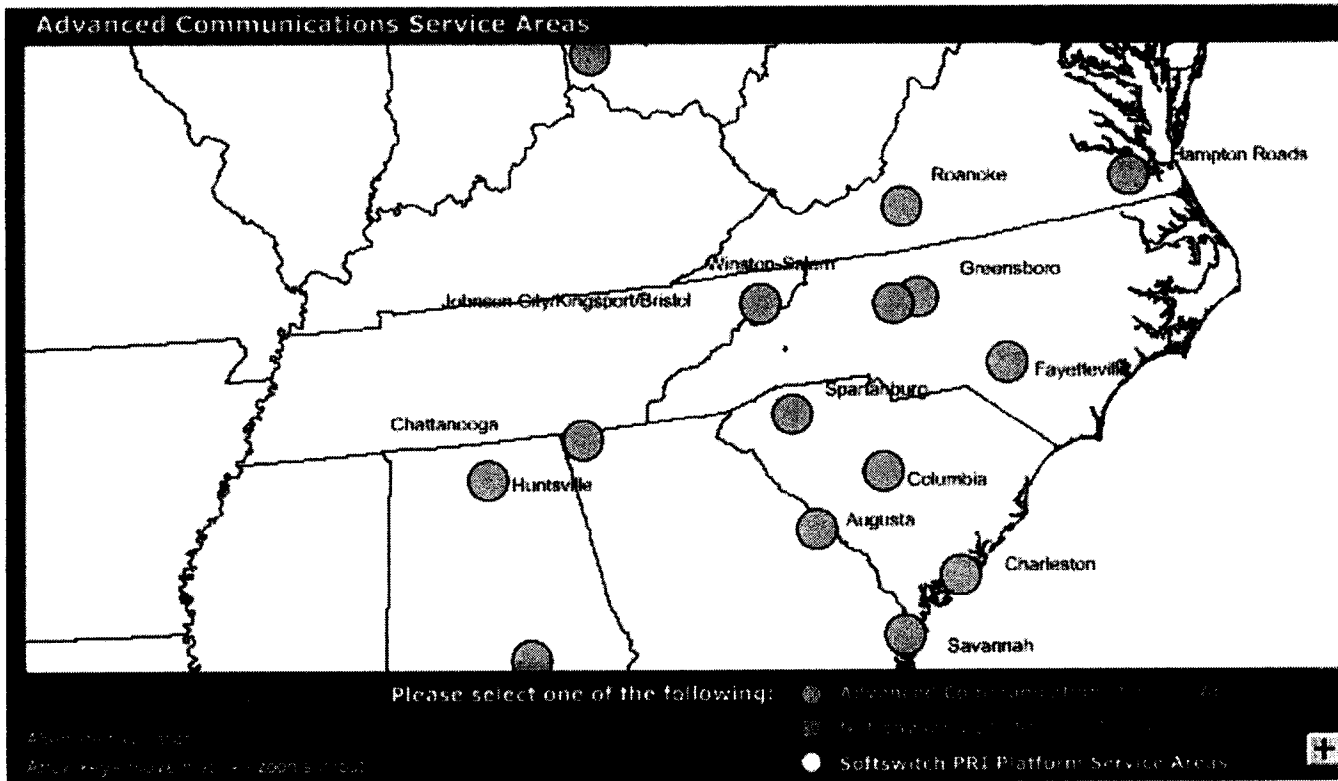
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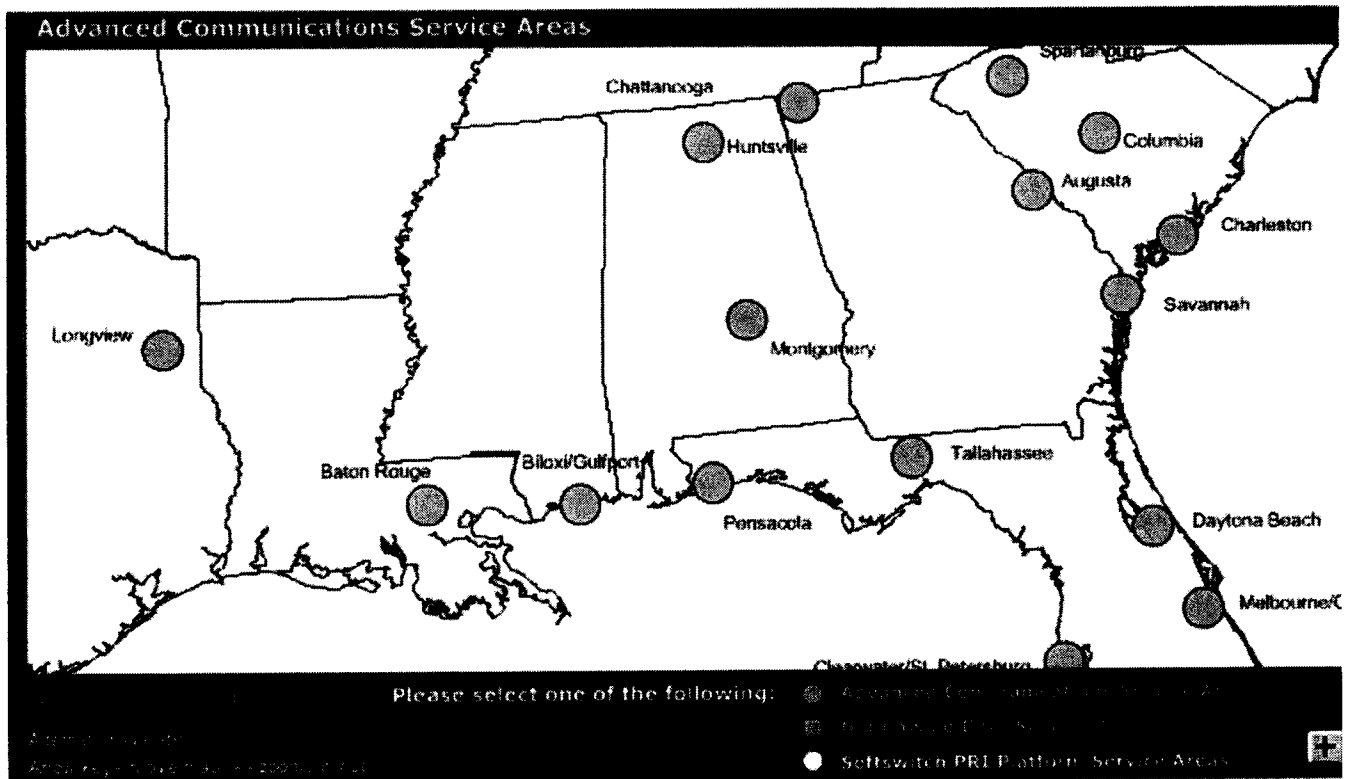
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- **KMC Basic Rate ISDN Service**, and
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Whichever type of ISDN service you select, you will receive a monthly invoice from KMC Telecom®.









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KMC Coverage Map

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Advanced Communications Service Areas



Interactive Coverage Map

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Nationwide Data Service Areas



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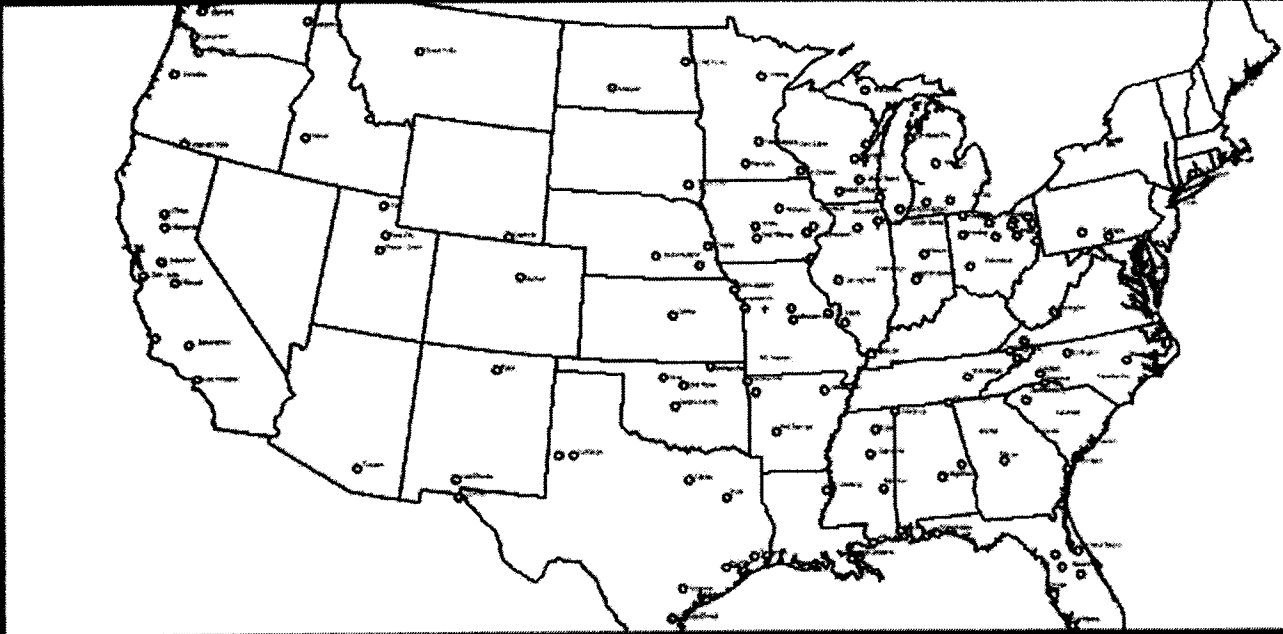
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Softswitch PRI Platform Service Areas



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