

ATTACHMENT 24

**Melbourne-Titusville-Palm
Bay, FL MSA**

EXHIBIT A

Competitive Overview Matrix

Melbourne-Titusville-Palm Bay, FL 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/ WC	% of Locations Trgtd by CLECs
Totals	9					267,391					91.0%	91.0%
COCOA BEACH - AIRFORCE BASE BLDG	CCBHFLAF	32931				278						
COCOA BEACH - MAIN	CCBHFLMA	32931				19,087				A	7.1%	7.1%
COCOA - MAIN	COCOFLMA	32931				45,418				A	17.0%	17.0%
COCOA - MERRITT ISLAND	COCOFLME	32952				22,715				A	8.5%	8.5%
EAU GALLIE - BOWE GARDENS	EGLLFLBG	32935				43,394				A	16.2%	16.2%
EAU GALLIE - EGLL INDIAN HARBOR	EGLLFLJH	32903				17,539						
MICCO - BAREFOOT BAY BLDG	MICFLBB	32960				6,132						
MELBOURNE - MAIN	MLBRFLMA	32901				81,309				A	30.4%	30.4%
TITUSVILLE - MAIN	TTVLFLMA	32780				31,519				A	11.8%	11.8%

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
Melbourne-Titusville-Palm Bay, FL Metropolitan Statistical Area	NDADFLGDS1	5E	FL	MLBRFLMA0MD	POI	FL	SUPRA TELECOMMUNICATIONS & INFORMATION SYSTEMS FL

EXHIBIT C

CLEC Marketing Strategies and Supporting Information

Melbourne-Titusville-Palm Bay, FL MSA CLEC Marketing Strategies BellSouth Pricing Flexibility Petition For Switched Services

CLECs	Res.	Small & Med. Bus.	Complex Bus.	General Comments	MSA
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.
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.timewarnercable.com	Time Warner offers service in GA, FL, TN, SC, and NC according to their website.

FDN[Click Here](#)**Local****Residential | Complete Voice | Trunks/PRIs | Voice Mail | Vanity Numbers
Rates, Terms & Conditions**

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Local

Long
Distance

Internet

Support

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

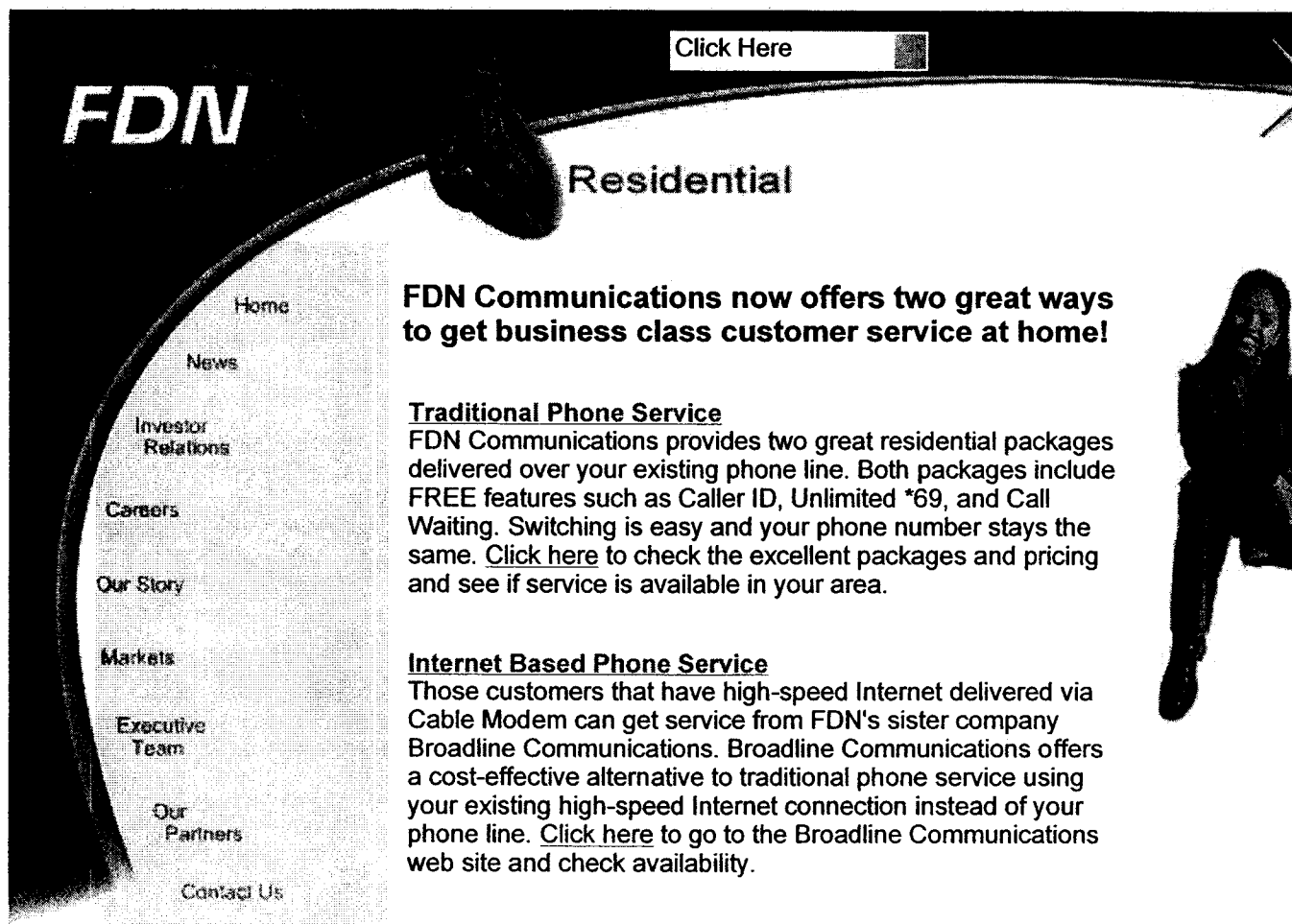


[Full Feature List \(pdf\)](#)
[Guía de Funciones telefónico \(pdf\)](#)



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A banner for FDN Residential Service. On the left, the FDN logo is in large white letters. Below it, a curved navigation menu lists: Home, News, Investor Relations, Careers, Our Story, Markets, Executive Team, Our Partners, and Contact Us. In the top right corner, there is a button that says "Click Here" with a small square icon. To the right of the navigation menu, the word "Residential" is written in a large, bold font. Below "Residential", there is a headline: "FDN Communications now offers two great ways to get business class customer service at home!". Under this headline, there are two sections: "Traditional Phone Service" and "Internet Based Phone Service". The "Traditional Phone Service" section describes two residential packages with features like Caller ID, Unlimited *69, and Call Waiting. The "Internet Based Phone Service" section describes a cost-effective alternative using high-speed Internet. To the right of the text, there is a black and white photograph of a woman sitting and talking on a phone.

FDN

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Residential

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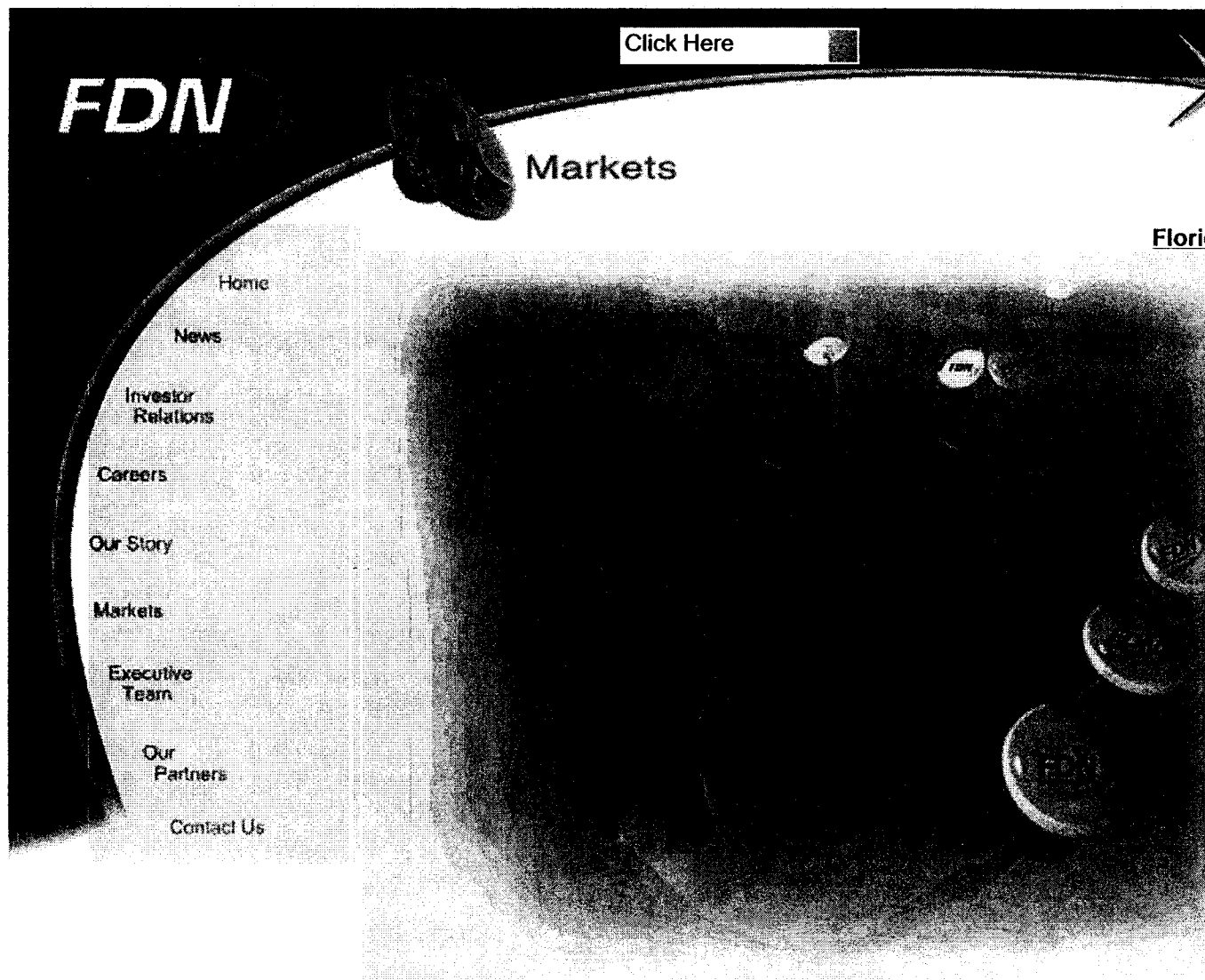
FDN Communications now offers two great ways to get business class customer service at home!

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.

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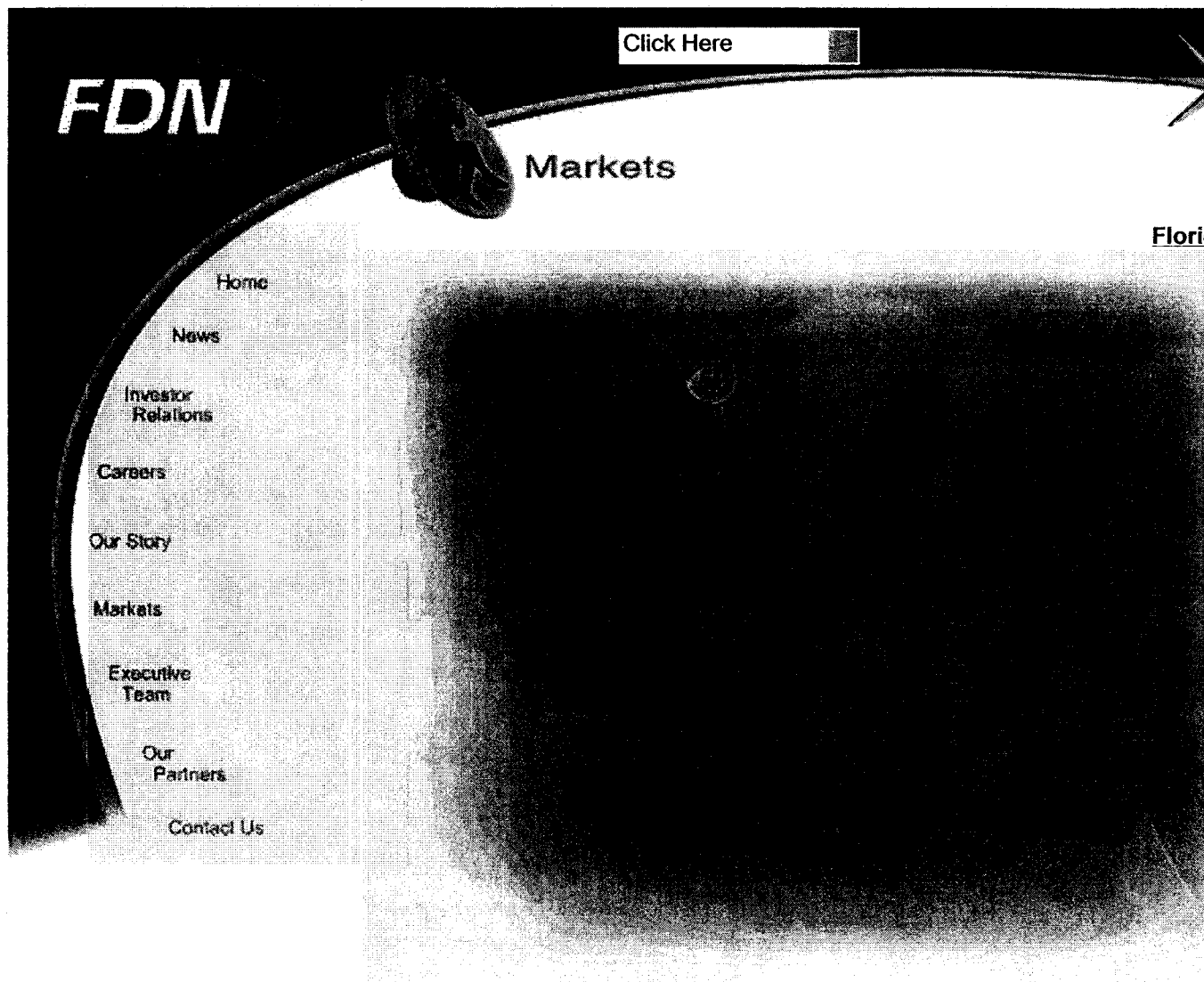
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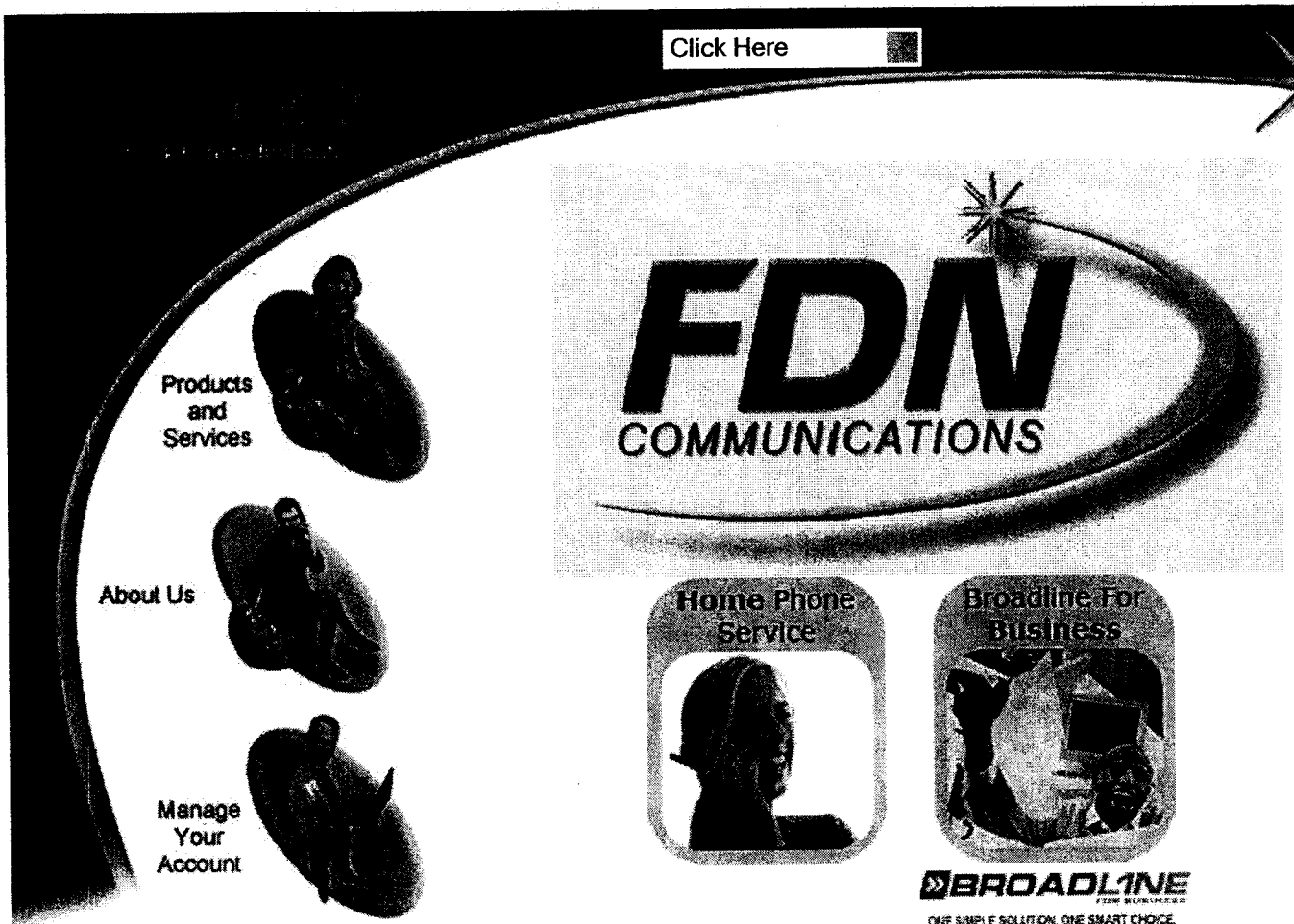
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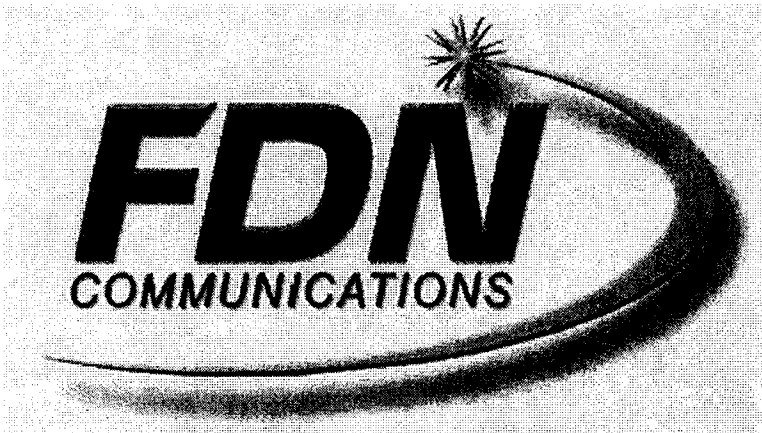
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Broadline For Business

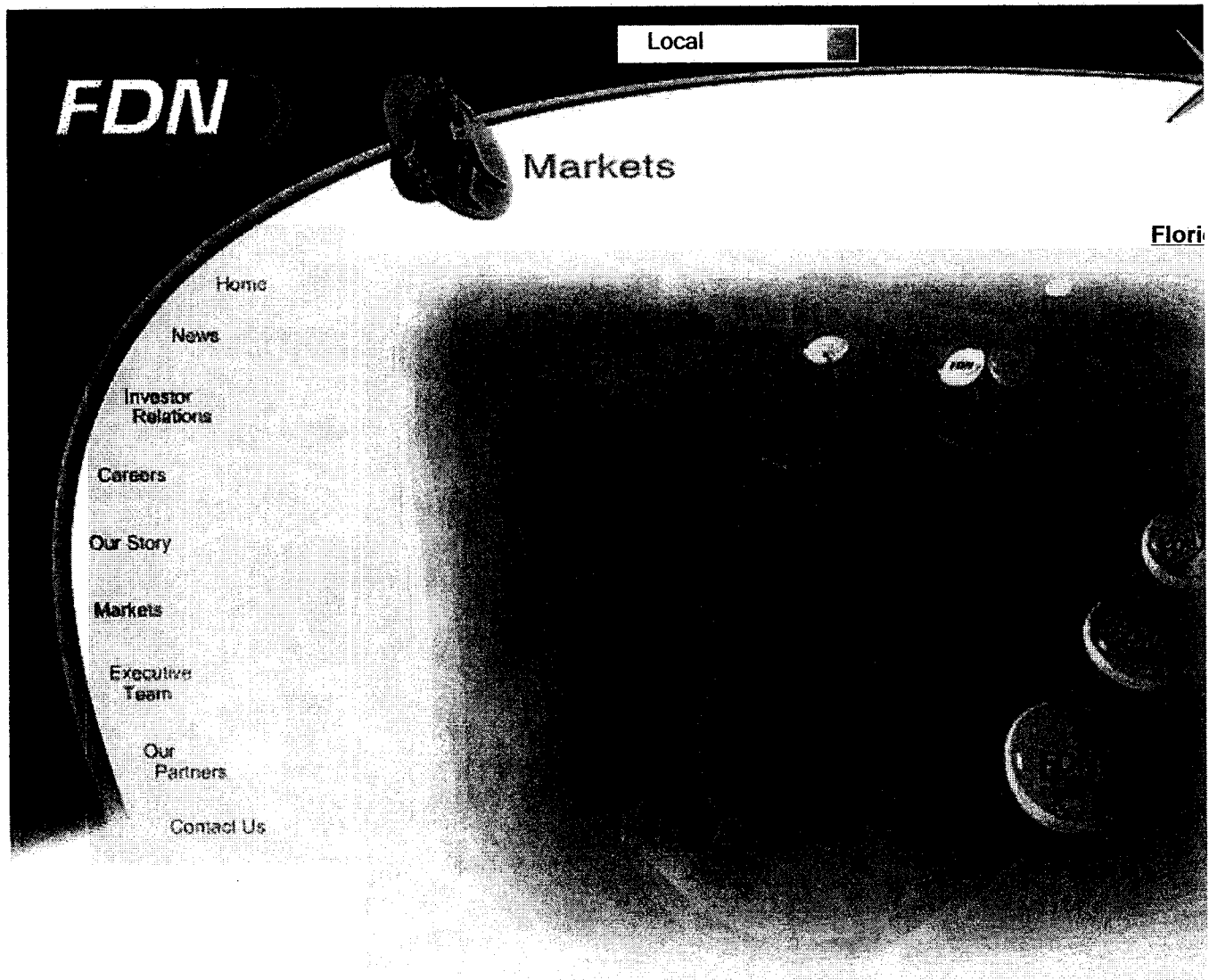


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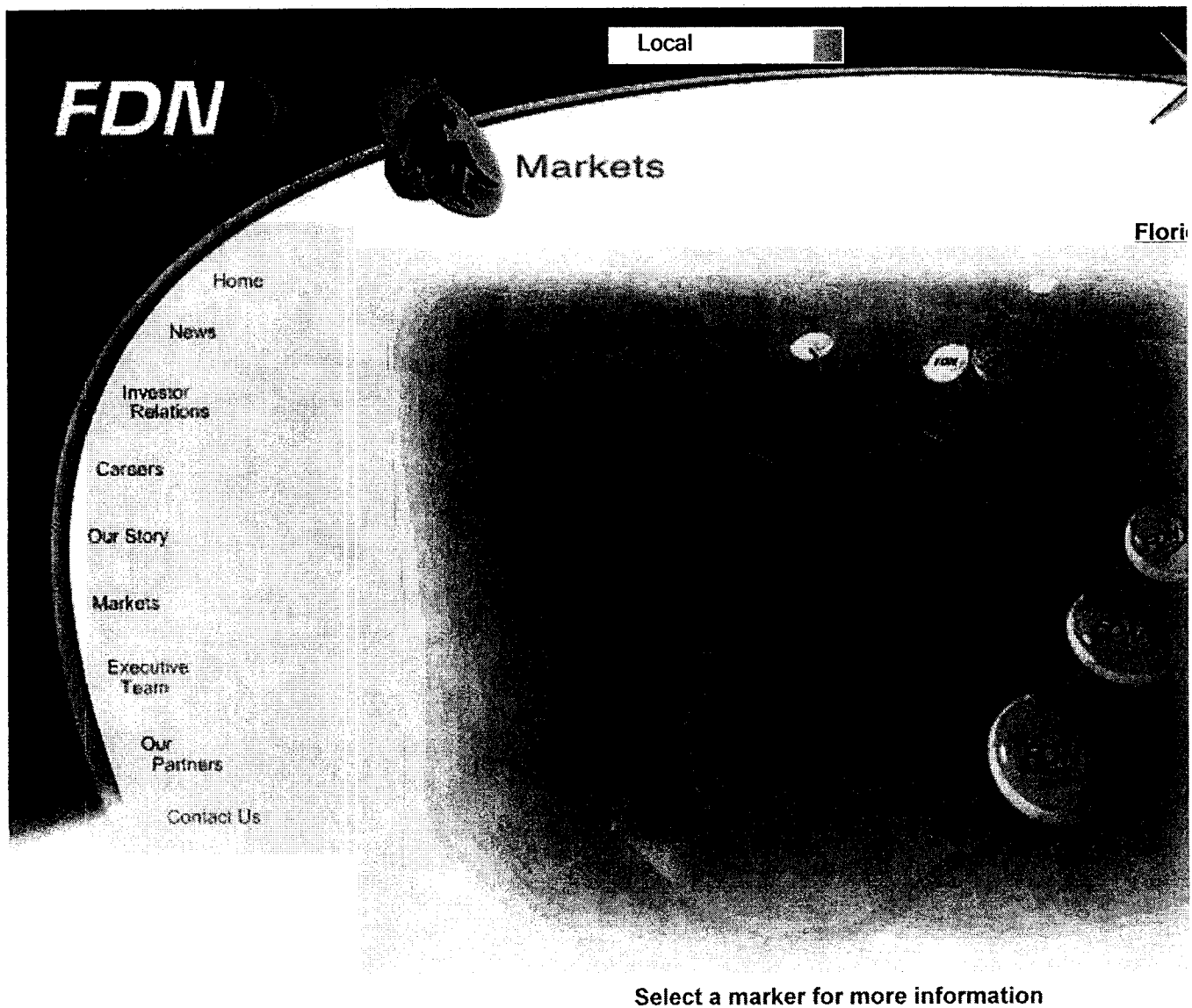
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West Palm Beach, Fort Lauderdale,
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We provide wholesale fiber optic service with bandwidth capacity from DS-3 to OC-192 for

- long distance companies
- CLECs
- BLECs
- ISPs
- ASPs and
- other communications related businesses within the major metropolitan areas of Florida.

One of the largest metropolitan fiber-optic networks in the U.S

We offer more than 2,500 miles of high-count fiber with connectivity to more central offices, carrier h international cable-heads than any other fiber wholesaler in the state.

Highest quality

We offer the highest quality dark fiber with the fastest possible transmission speeds. The ultimate in insured through our ring-based, intra-city networks using SONET-based architecture that is both

- redundant and
- geographically diverse.

Target customers

Our customers include virtually all service and telecom providers, as well as leading

- ISPs
- ASPs
- International Cable Carriers
- ILECs
- CLECs and
- hospitals, colleges, banks and other businesses.

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Company Information

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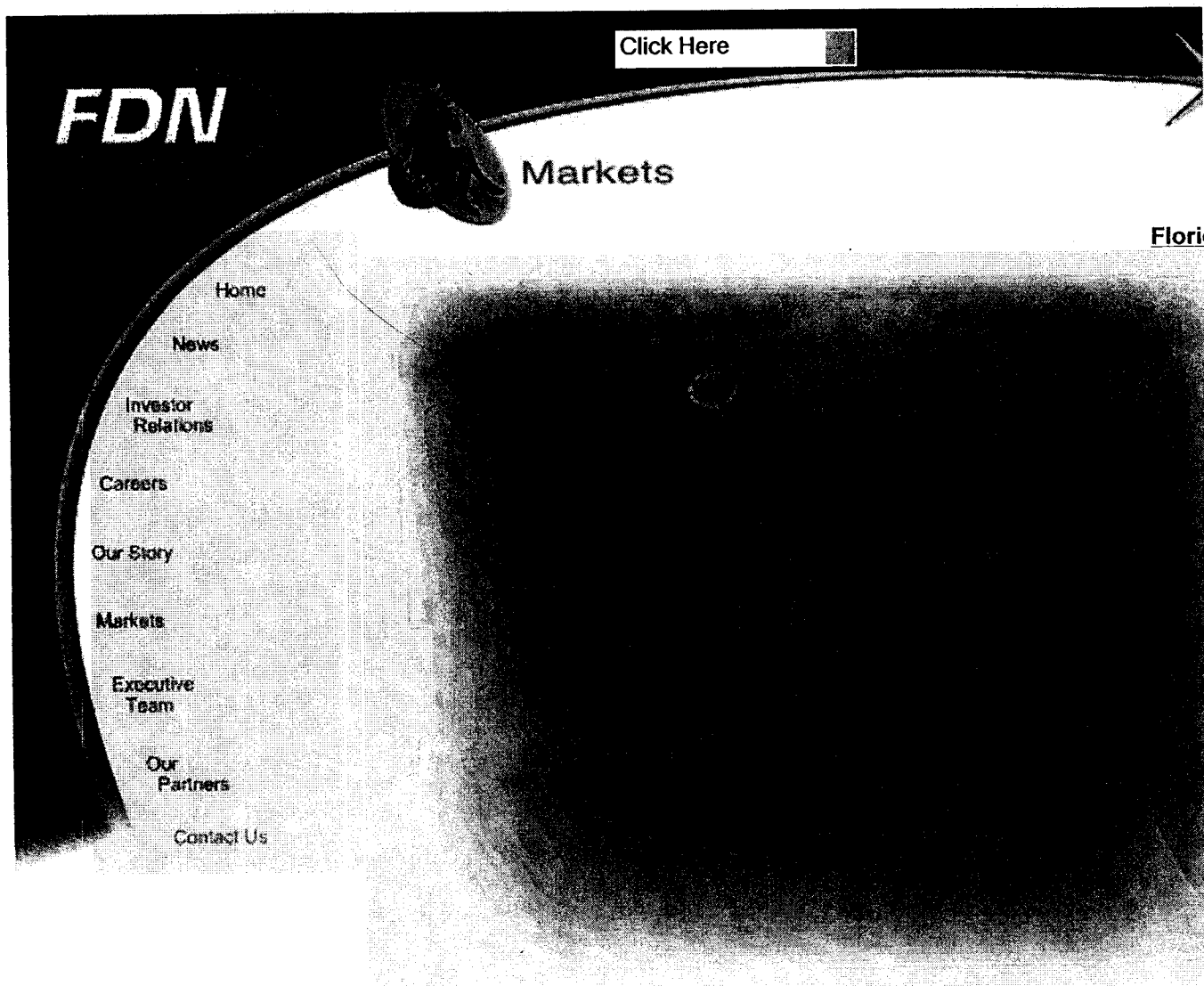
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DIVISION of the STATE CHIEF INFORMATION OFFICE
NON-EXCLUSIVE STATE-WIDE TERM CONTRACT
LOCAL TELECOMMUNICATION SERVICES

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

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

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****BAC**

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**BAC**

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**BAC**

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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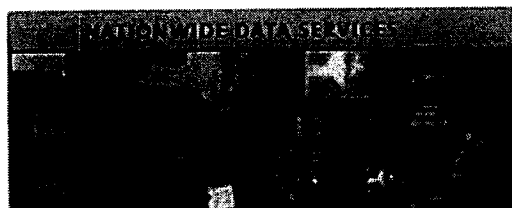
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➤ ADVANCED COMMUNICATIONS SERVICES

OFFERING VOICE, DATA AND INTERNET SOLUTIONS



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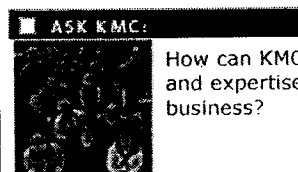
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How can KMC and expertise business?



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BUNDLED VALUES:

KMC Phone & Feature Bundles

LOCAL SERVICES:

KMC Business Line Service

KMC Custom Calling Features

LONG DISTANCE SERVICES:

KMC Long Distance Service

ENHANCED SERVICES:

KMC Voicemail Service

KMC Voice Conferencing Service

DATA SERVICES:

KMC Special Access Service

KMC Dedicated Internet Access

KMC ISDN BRI-PRI Service

PRIVATE LINE SERVICES:

KMC Private Line Services

CARRIER SERVICES:

KMC Carrier Transport Services

KMC Carrier Terminating Access

KMC Collocation Services

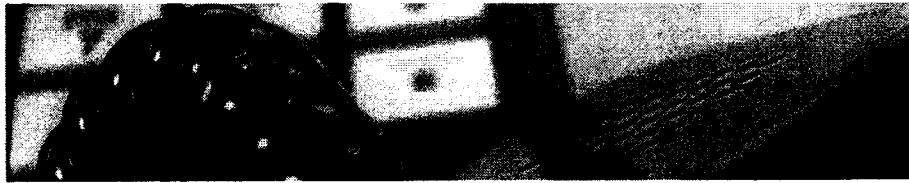
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KMC Service Area Maps

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KMC Business Line Service

Local Business Telephone Service from Your Local Full-Service Provider

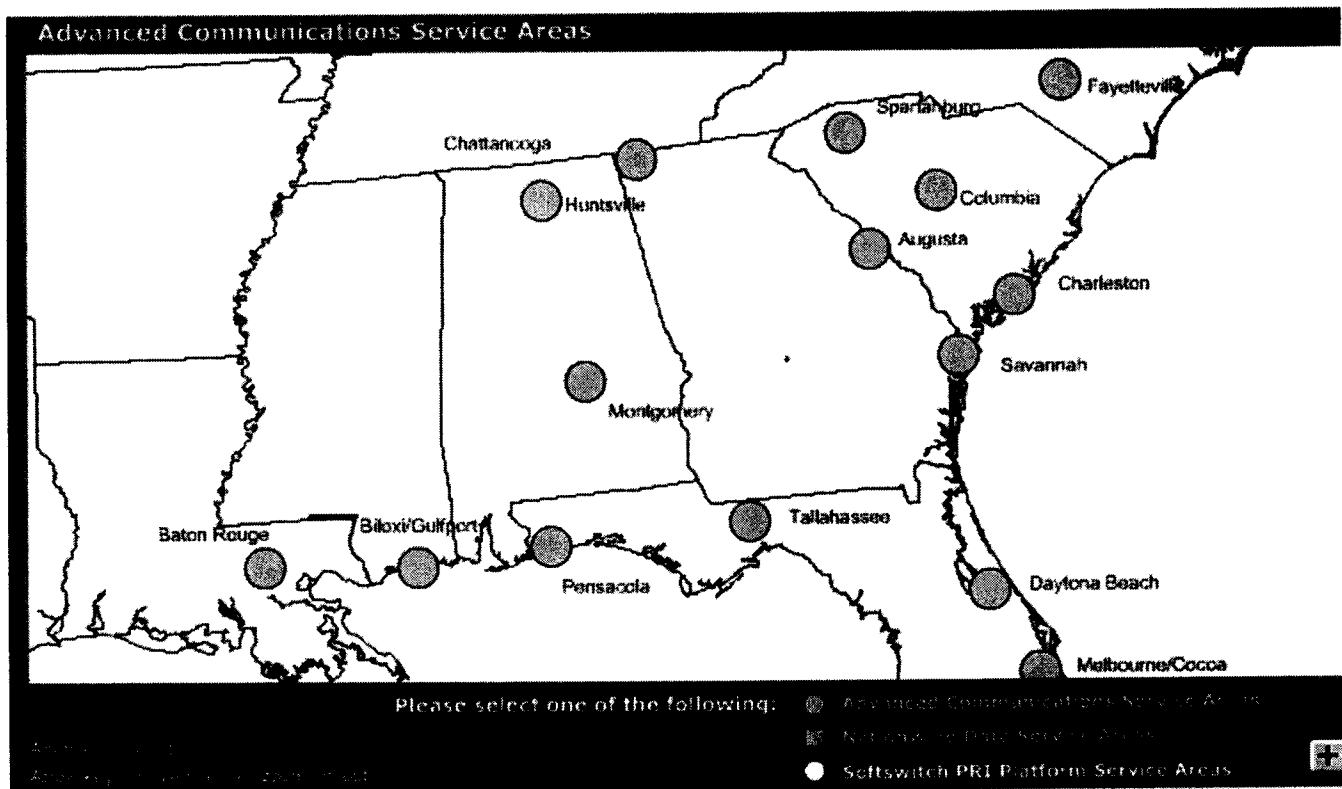
You can select from a range of options that includes everything from a single line to a multi-line service with a lot of features. Our state-of-the-art fiber networks ensure clarity and dependability of your service. What's more, there's no expensive start-up cost and no costly equipment to buy. **KMC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

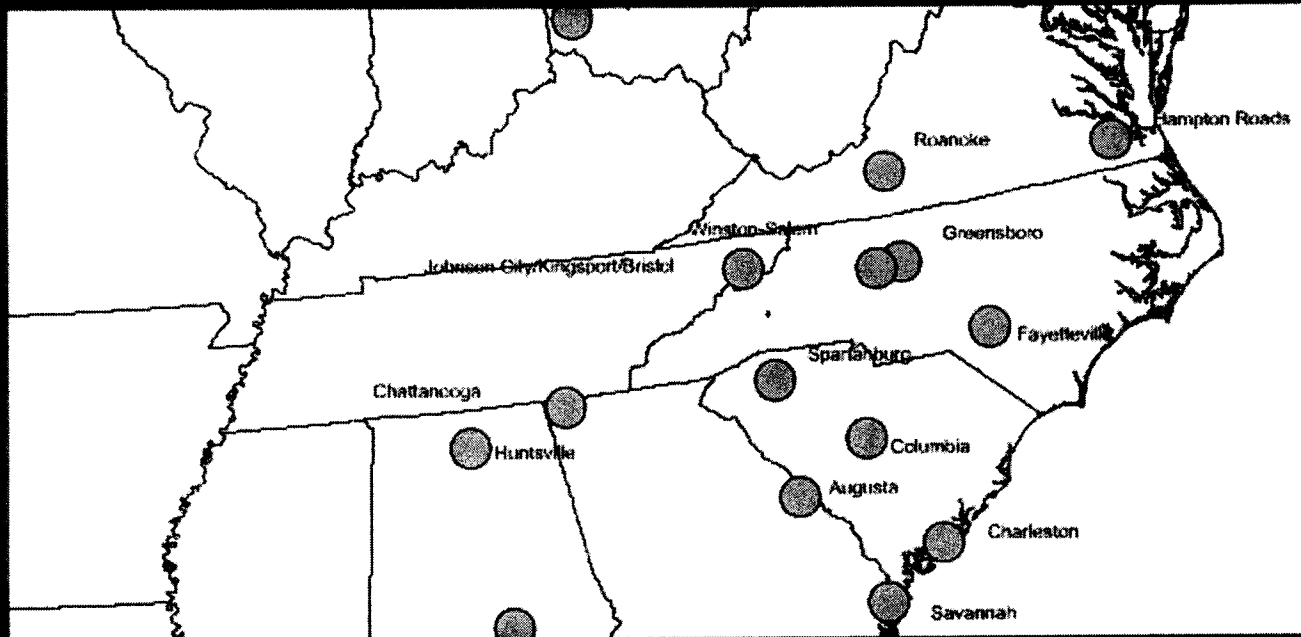
- **KMC Basic Rate ISDN Service**, and
- **KMC Primary Rate ISDN Service**.

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
- ☐ Not available in this Service Area
- ☐ Softswitch PRI Platform Service Areas

