

ATTACHMENT 27

Monroe, LA MSA

EXHIBIT A

Competitive Overview Matrix

Monroe, 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/ WC	% of Locations Trgtd by CLECs
Totals	5					65,987					77.4%	21.6%
CALHOUN - MAIN STATE HWY	CLHNLAMA	71225				2,236						
MONROE - DESIARD	MONRLADS	71203				11,207						
MONROE - MAIN	MONRLAMA	71201				38,552				B	58.4%	19.6%
MONROE - WEST MONROE	MONRLAWM	71201				12,534				B	19.0%	2.0%
STERLINGTON - MAIN HWY C	STTNLAMA	71280				1,458						

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
Monroe, LA Metropolitan Statistical Area	GLPTMS55DS0	DMH	MS	MONRLA11DSN	DS	LA	ITC DELTA COM - MS

EXHIBIT C

CLEC Marketing Strategies

and

Supporting Information

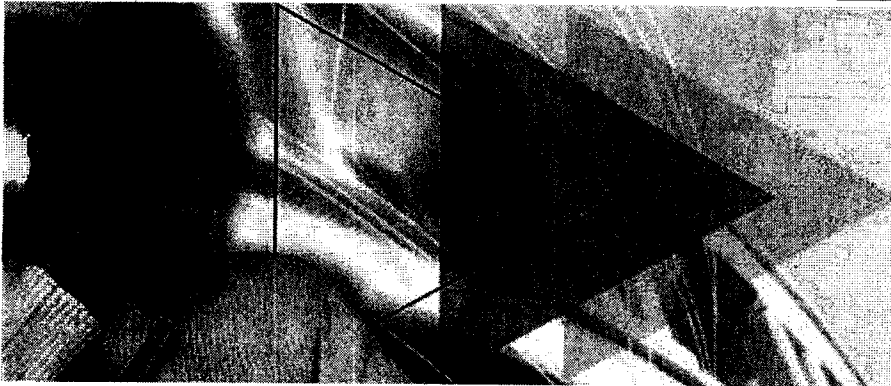
Monroe, LA MSA CLEC Marketing Strategies BellSouth Pricing Flexibility Petition For Switched Services

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.
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.

HOME

SEARCH

GO



ITC DELTACOM®
[COMPANY INFORMATION](#)
[PRODUCTS • SOLUTIONS](#)
[CUSTOMER CARE](#)
[DEALERS / ALLIANCES](#)
[CAREERS](#)
[INDUSTRY RELATIONS](#)

BUSINESS

CARRIER

RESIDENTIAL

TELECOM

TELECOM SIMPLIFIED

SIMPLIFIED

News Feed **Choice**

A recent federal appeals court decision endangers telecom...
[More >>](#)

2nd Quarter
June 29, 2004 - [ITC^DeltaCom](#)
 Added to Russell 2000 Index

1.800.239.3000 [Contact Us](#) [Privacy Policy](#) [Legal Notices](#) [Site Map](#)

ITC DELTACOM®, ITC^DeltaCom®, **DELTA COM®**, and DeltaCom® are registered service marks of ITC^DeltaCom, Inc.
 Copyright 2004 ITC^DeltaCom® unauthorized use is prohibited.
[Legal conditions and terms of use](#) - please read before using this website.

ITC DELTACOM

SEARCH

GO

[Company Information](#) | [Products + Solutions](#) | [Customer Care](#) | [Dealers/Alliances](#) | [Careers](#) | [Industry Relations](#)**BUSINESS**

ITC^DeltaCom understands the complexity of telecommunications. Whether you are looking for small business solutions or to connect multiple locations, ITC^DeltaCom has the experience and technology to be your total communications provider.

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.

Contact your local ITC^DeltaCom branch office today or call 1.800.239.3000, to find out how ITC^DeltaCom can provide your integrated telecommunications and technology needs.

Business[Enterprise Services](#)
[Colocation](#)
[Hosting](#)[Business](#)  [Carrier](#)  [Residential](#) [1.800.239.3000](#) [Contact Us](#) [Privacy Policy](#) [Legal Notices](#) [Site Map](#)



IPO Central

Hoover's Books

MarketResearch.com

Your Single So
for Buying
Market Resea

50,000 Publications • 350 Publishers • 20 Industries •

Thursday, July 29, 2004

[Home](#)[About Hoover's](#)[Subscription Options](#)[Help](#)

Company Name

[Browse Directories »](#)

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> **Browse Company Record****Fact Sheet**[Overview](#) [People](#) [Products/Operations](#) [Competitors](#) [News](#)[Financials](#)[SEC Filings](#)**Pro Premium Tools** [Family Tree Viewer](#) [Build Company List
\(D&B In-Depth\)](#)**Pro Plus Tools** [Report Builder](#) [Build Company List
\(D&B Basic\)](#) [International Search](#)**Pro Tools** [Find Similar Companies](#) [Add E-Mail News Alerts](#) [Build Company List
\(Hoover's In-Depth\)](#) [Build Executive List](#) [Custom News Search](#) [Target IPO Companies](#) [Stock Screener](#)**Tools** [Profile View](#) [Search For Reports](#) [Download to PDA](#)*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%

[More Financials](#)**Key People**

Chairman and CEO	Larry F. Williams
COO	John W. (J.W.) Braukman III
SVP and CFO	Douglas A. Shumate

▼ advertisement ▼

IBM

Scott

Scottrade: Check
Ranked Highest
Satisfaction. Low

Job One

Wireless Access

E-Mail This Page

Print This Page

SVP, Carrier ServicesSubscribers Only **SVP, Sales**Subscribers Only **More People**

▼ advertisement ▼

Industry Information

- Telecommunications Services
 - Fixed-line Voice Services Providers (primary)
 - Local Exchange Carriers
 - Long-distance Carriers
 - Data Services

Top Competitors

- ALLTEL
- AT&T
- BellSouth

13 Competitors Listed For ITC^DeltaCom

Trading Toolbox

**Want to trade
BROKERS?** Trade HereTrade Here

Related Products From Our Trusted Partners

Buy A D&B Report For ITC^DeltaCom

Buy Reports and Books

- ITC^DeltaCom, Inc.: Company Profile
(Datamonitor, Jul 1, 2004, Business Reports)
- Quantitative Report for ITCD
(ValuEngine, Inc., Jul 1, 2004, Business Reports)
- Tomorrow's Telephone Technology: The VoIP Revolution
(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
(Plunkett Research, Ltd., Jul 15, 2002, Books)

New Hoover's Industry Digests!

Become an industry expert with a Hoover's Industry Digest. A Hoover's Digest combines industry analysis provided by our expert editors with depth coverage of five players in each industry.

Learn More

Build Lead Lists

Use Hoover's Lead Finder to create prospect and contact lists.




- **Audiotex Update: June 2003**
(Worldwide Videotex, Jun 1, 2003, Business Reports)


More Reports and Books »

Report Search

Search

Additional 3rd Party Libraries

 Indicates subscriber-only content.

 Indicates external site content that will open in a new browser window.

Hoover's Online | IPO Central | Hoover's Books

Subscription Options | Newsletters | Hoover's Wireless | Help | Feedback

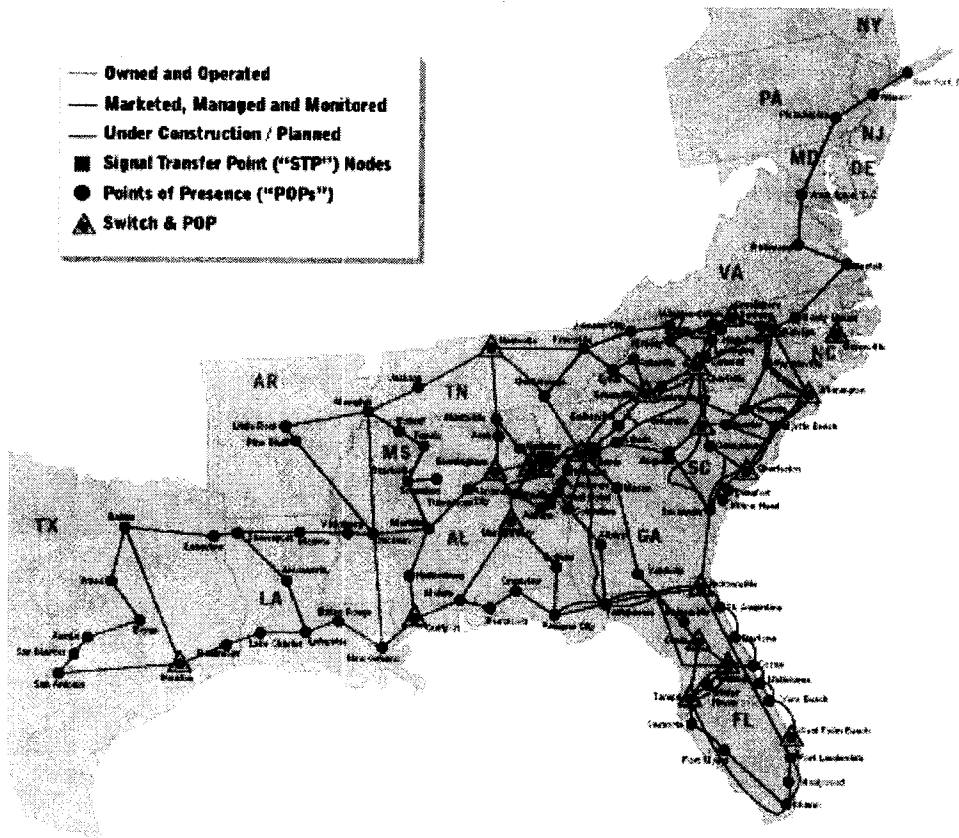
Copyright © 2004, Hoover's, Inc., ALL RIGHTS RESERVED

About Hoover's | Job Opportunities | Privacy Policy | Advertising Info

ITC DELTACOM

SEARCH

GO

[Company Information](#) | [Products + Solutions](#) | [Customer Care](#) | [Dealers/Alliances](#) | [Careers](#) | [Industry Relations](#)
FIBEROPTIC NETWORK**Company Information****Our Network**

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

News Room**Investor Relations****Executive Team****Office Locations****Our Guarantee****Milestones****Mission & Values****Merger Information****Vendor Relations****Employee Directory****Simpli-Facts**
[Business](#) | [Carrier](#) | [Residential](#)

1.800.239.3000

[Contact Us](#)[Privacy Policy](#)[Legal Notices](#)[Site Map](#)



IPO Central

Hoover's Books



Our office is your office.™

Come in for office supplies and everything else your business needs.

Friday, July 30, 2004

[Home](#)[About Hoover's](#)[Subscription Options](#)[Help](#)

Company Name

[Browse Directories »](#)**Network Telephone Corp.**40 S. Palafox Pl.
Pensacola, FL 32501 ([Map](#))Phone: 850-432-4855
Fax: 850-470-9641
Toll Free: 888-432-4855<http://www.networktelephone.net>**Browse Company Record****Fact Sheet**

People

Products/Operations

Competitors

News

Financials

Pro Premium Tools

Family Tree Viewer

Build Company List
(D&B In-Depth)**Pro Plus Tools**

Report Builder

Build Company List
(D&B Basic)

International Search

Pro Tools

Find Similar Companies

Add E-Mail News Alerts

Build Company List
(Hoover's In-Depth)

Build Executive List

Custom News Search

Target IPO Companies

Stock Screener

Tools

Profile View

Search For Reports

Download to PDA

Wireless Access

E-Mail This Page

Covered by David Hamerly

Network Telephone is a facilities-based provider of advanced integrated telecommunications services, including local and long-distance voice access and broadband Internet, in Alabama, Florida, Georgia, Kentucky, Louisiana, Mississippi, North Carolina, and Tennessee. The company has more than 114,000 lines in service to 13,000 small business customers. Network Telephone also offers Web hosting and Web site development. Chairman Ray Russenberger founded Network Telephone in 1997. Russenberger also founded Network Paging in 1985 and Network USA (now Metrocall) in 1988.

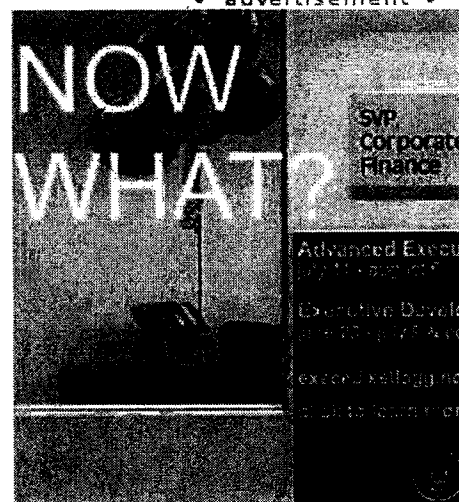
Key Numbers

Company Type	Private
D&B D-U-N-S Number	<u>Subscribers Only</u>
Fiscal Year-End	December
2002 Sales (mil.)	\$44.9
1-Year Sales Growth	130.3%
2002 Employees	500
More Financials	

Key People


Chairman and CEO	<u>Ray Russenberger</u>
President, COO, and Director	<u>Leo J. Cyr</u>
CFO	<u>Danyelle Kennedy</u>
VP Corporate Services	<u>Subscribers Only</u>
CIO	<u>Subscribers Only</u>
More People	

advertisement



Scott

Scottrade: Check.
Ranked Highest
Satisfaction. Low**Job Openings**

 [Print This Page](#)

Industry Information

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

Top Competitors

- [ALLTEL](#)
- [BellSouth](#)
- [CenturyTel](#)

6 Competitors Listed For Network Telephone



Trading Toolbox

Want to trade
BROKERS?

[Trade Here](#)

[Trade Here](#)

Related Products From Our Trusted Partners

 [Buy A D&B Report For Network Telephone](#) 

Buy Reports and Books

- [Tomorrow's Telephone Technology: The VoIP Revolution](#)
(Hoover's, Inc., Feb 1, 2004, Business Reports)
- [Data Processing Services 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](#)
(Plunkett Research, Ltd., Jul 15, 2002, Books)
- [Audiotex Update: June 2003](#)
(Worldwide Videotex, Jun 1, 2003, Business Reports)
- [Beyond the perimeter firewall](#)
(Datamonitor, Feb 24, 2003, Business Reports)
- [ValuEngine Quantitative Industry Report for TELEPHONE UTILITIES](#)
(ValuEngine, Inc., Nov 1, 2002, Business Reports)

[More Reports and Books »](#)

New Hoover's Industry Digests!

Become an industry expert with a Hoover's Industry Digest. A Hoover's Digest combines industry analysis provided by our expert editors with depth coverage of five players in each industry.


[Learn More](#)


Build Lead Lists

Use Hoover's [Lead Finder](#) to create prospect and contact lists.



Report Search **Additional 3rd Party Libraries**

 Indicates subscriber-only content.

 Indicates external site content that will open in a new browser window.

[Hoover's Online](#) | [IPO Central](#) | [Hoover's Books](#)

[Subscription Options](#) | [Newsletters](#) | [Hoover's Wireless](#) | [Help](#) | [Feedback](#)

Copyright © 2004, Hoover's, Inc., ALL RIGHTS RESERVED

[About Hoover's](#) | [Job Opportunities](#) | [Privacy Policy](#) | [Advertising Info](#)



ABOUT NETWORK TELEPHONE CORPORATION

www.networktelephone.net

Overview

Headquartered in Pensacola, Fla., Network Telephone Corporation is a facilities-based, second generation, data-centric competitive exchange carrier providing high speed digital subscriber line (DSL), voice over DSL (VoDSL), local and long distance voice, internet and wireless data services throughout a nine-state southeastern US footprint.

Network Telephone secured government certification to provide local and long distance telecommunications exchange in the state of Florida in July 1998. Since then, the company has embraced forefront technology and enhanced product offerings, corporate and client architecture. Network Telephone is currently FCC certified to provide service to Alabama, Florida, Georgia, Kentucky, Louisiana, Mississippi, North Carolina, South Carolina and Tennessee. In addition, more than 300 collocation agreements have been filed with BellSouth, Sprint and GTE and strategic plans include delivery of end-to-end DSL and voice choices to 60+ markets before year-end. Network Telephone concentrates primarily on servicing the small and medium sized business market.

Ray Russenberger founded Network Telephone in 1998, realizing the opportunities that deregulation presented for embracing dynamic technology. Network Telephone immediately began bundling local and long distance voice exchange with data transmission at considerable savings off of incumbent local exchange carrier (ILEC's) rates.

After less than one year in existence, Network Telephone formed a partnership with California-based Copper Mountain Network®TM to deploy their CopperEdge™ DSL concentrators and packet-based integrated access devices, securing delivery of DSL to all of Network Telephone's territories. The move presented full-service telecommunications solutions and advanced technological offerings from one powerhouse source.

Other benchmarks quickly followed. Lucent Technologies feature-rich voice over DSL (VoDSL) Pathstar™ technology joined the Network Telephone product delivery menu. Before year-end 1999, Network Telephone launched its Jackrabbit DSL product, with speeds 50 to 100 times greater than analog dial-up service and a dedicated connection at half the cost of former options, like T1 or ISDN usage-based charges. An aggressive sales team began pre-selling customers to Network Telephone's custom-designed fiber-optic circuitry in Pensacola, Fl. with a scheduled date to move to the network in the first quarter 2000.

In January 2000, Network Telephone successfully launched a new \$8 million, customized SavillExpress CLEC and SavillCare comprehensive customer care back-office infrastructure, automating services and accounting, streamlining customer profiling and management.

Since inception, Network Telephone has assembled a senior management staff representing more than 100 years of telecom experience. To date Network Telephone circuits connect approximately 19,000 lines and 4,000 customers.

[View Jobs for Network Telephone Corporation](#)



COPPER MOUNTAIN NETWORKS, INC.

• Search
• Contact Us

CUSTOMER

PARTNER

INVESTOR

CAREERS

COMPANY

PRODUCTS

SOLUTIONS

SUPPORT

LIBRARY

NEWS

PRINT
VERSION

Press Release

Contacts:

Keith Higgins
Copper Mountain Networks, Inc.
1.650.687.3312
khiggins@coppermountain.com

Clare LaGrand
Network Telephone Corporation
1.850.432.4855, ext. 1505
clarel@networktelephone.net

Network Telephone Extends Reach of Free Powerline DSL™ Broadband Data and Voice Service for Business with T1 Solution from Copper Mountain

Copper Mountain Helps Southeast U.S. Integrated Communications Provider Deliver Affordable T1-Enabled High-Speed Internet Service Bundles to Business Customers Regardless of Distance from CO

PENSACOLA, Fla., July 31, 2001—Network Telephone, providing facilities-based broadband voice and data telecommunications services to businesses, and Copper Mountain Networks (Nasdaq: CMTN), a provider of copper-based broadband access solutions, today announced that Network Telephone is utilizing T1 Line Cards from Copper Mountain to extend the reach of its affordable, business-class, bundled voice, digital subscriber line (DSL) Internet and Web services in the Southeastern U.S.

Network Telephone is installing Copper Mountain's CopperEdge® T1 Line Cards in Copper Mountain's 200 Digital Subscriber Line (DSL) Concentrators already activated in 175 sites throughout the Southeastern states. The T1 capability of Copper Mountain's CopperEdge concentrators enables Network Telephone to offer concurrent high-speed Internet, multi-line voice services, and site development and hosting applications to business customers located almost anywhere within the central office (CO) serving area. Network Telephone is providing the T1-enabled access to business customers located behind digital loop carriers (DLCs) or beyond the distance that can be reached using SDSL access. Network Telephone's broadband service bundle is priced to include a 160 Kbps Internet connection for businesses with five to 24 telephone lines, regardless of distance. This means that Network Telephone uses to reach the customer with the high speed Internet connection.

"Network Telephone has been an industry leader in providing affordable broadband data and voice services over SDSL to small and mid-sized businesses throughout the Southeast U.S.," said Rick Gilbert, president and chief executive officer of Copper Mountain Networks. "Now, with the addition of T1-based DSL access, Network Telephone is leading the way in making its value-added solutions available to customers beyond the reach of traditional SDSL access."

"Access to affordable broadband service is increasingly vital to small and medium-sized business operations," said Network Telephone's chief executive officer and founder Ray Russenbaker.

"With Copper Mountain's T1 Line Card, Network Telephone can extend the DSL bundle to business-ready data and voice services to all interested customers in every metro market it serves. Distance from the CO is no longer an issue for Network Telephone or our prospective customers."

About the CopperEdge® T1 Line Card

Copper Mountain's 12-port CopperEdge T1 Line Card is hot-swappable in CopperEdge DSL concentrators, and can be deployed concurrently with Copper Mountain's CopperEdge FDSL, ADSL, G.lite, IDSL, and SDSL Line Cards. The CopperEdge T1 Line Card enables broadband service providers to leverage CopperEdge concentrators' robust Internet Protocol (IP) service intelligence—Copper Mountain's IP IQ™—to deliver cost-effective broadband voice and high-speed data services, even to customers located beyond the reach of conventional SDSL or who are served by Digital Loop Carrier (DLC) equipment. The CopperEdge T1 Line Card is interoperable with Copper Mountain's CopperRocket® 508T Integrated Access Device (IAD) as well as industry-standard T1 customer premise equipment (CPE).

About Network Telephone Corp.

Headquartered in Pensacola, Fla., Network Telephone Corp. is a facilities-based broadband Integrated Communications Provider (ICP) using voice over digital subscriber line (VoDSL) technology to deliver local and long-distance, high-speed Internet, Web site hosting, and site development services to small and medium-size businesses throughout the Southeast. The company employs almost 500 at its headquarters and 20 regional offices. More than 100 lines are in service to date. For more information about Network Telephone, visit the company Web sites, <http://www.networktelephone.net> and <http://www.powerlinedsl.com>.

About Copper Mountain Networks

Copper Mountain Networks, Inc. (Nasdaq: CMTN) manufactures intelligent DSL and aggregation equipment for central office, digital loop and multi-tenant unit (MTU) broadband networks worldwide. Its DSL solutions enable carriers and service providers to deliver cost-effective performance data and voice services over existing copper telephone wiring. Its CopperEdge® 200 DSL Concentrator is deployed in some of the world's largest public networks, and its environmentally hardened CopperEdge® RT (remote terminal) DSL Concentrator extends the reach of DSL to the millions of customers served by digital loop carriers (DLCs). Copper Mountain's OnPrem™ MTU Concentrator offers a cost-effective and scalable platform for service providers. With IP IQ™, Copper Mountain's robust Internet Protocol (IP) service intelligence, service providers can maximize bandwidth utilization, support value-added broadband services, and scale to meet the demands of hundreds of thousands of subscribers. Copper Mountain's CopperRocket® CPE family and CopperCompatible® program ensure Copper Mountain DSL concentrators are interoperable with the broadest range of customer premise equipment (CPE). Customers wanting more information about Copper Mountain products or office locations worldwide can visit the company's World Wide Web site at <http://www.coppermountain.com>. For investor relations information, contact us at IR@coppermountain.com.

Safe Harbor Warning

Portions of this release contain forward-looking statements regarding future events based on current expectations, and are subject to risks and uncertainties, such as the rate of installation of the Copper Edge® T1 line cards in Network Telephone's CopperEdge® 200 DSL Concentrators. Copper Mountain wishes to caution you that there are some factors that could cause actual results to differ materially from the results indicated by such statements. These factors include, but are not limited to: the ability to expand addressable markets for high-value services like high quality and multi-line voice in the broadband industry; quarterly fluctuations in operating results attributable to the timing and amount of orders for our products; our ability to keep pace with rapidly changing product requirements of its customers; market acceptance of our products; concentration of our revenue in a small number of customers; factors and market conditions affecting the telecommunications market, the demand for DSL technologies, the market for DSL service providers, and economic conditions generally which are beyond Copper Mountain's control. We refer you to the documents Copper Mountain files from time to time with the Securities and Exchange Commission, specifically the section titled Risk Factors in our Annual Report on Form 10-K for the year ended December 31, 2000 and other reports and filings.

with the Securities and Exchange Commission.

Copper Mountain and all Copper Mountain product names are trademarks of Copper Mountain Net Inc. All other marks are the property of their respective owners.

Copyright © 2004, Copper Mountain Networks, Inc. All Rights Reserved.
[Legal Information](#)