

# **ATTACHMENT 34**

## **Shreveport, LA MSA**

# EXHIBIT A

## Competitive Overview Matrix

Shreveport, 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	15					173,332					76.3%	33.3%
BLANCHARD - MAIN PINE HILL ROYAL	BLNCLAMA	71009				4,909						
BENTON - MAIN	BNTNLAMA	71006				4,200						
DOYLINE - MAIN MAIN FULLER ST	DYLNLAAMA	71023				1,084						
GREENWOOD - MAIN NIXON & ACADEMY ST	GNWDLAMA	71033				2,558						
HAUGHTON - BUILDING LOCATION	HGTLAKN	71037				8,746						
KEITHVILLE - MAIN	KTVLLAMA	71047				6,244						
MINDEN - MAIN	MINDLAMA	71055				11,534						
OIL CITY - MAIN ARDIE DR	OLCYLAMA	71061				1,761						
SHREVEPORT - TEXAS ST & METRO CAMPUS B	SHPTLABS	71111				28,305				A	16.3%	16.3%
SHREVEPORT - COLLEGE	SHPTACL	71115				12,590				B	7.3%	1.7%
SHREVEPORT - HD	SHPTLHD	71106				22,849				B	13.2%	2.9%
SHREVEPORT - MAIN	SHPTLAMA	71101				25,503				B	14.7%	7.0%
SHREVEPORT - QUEENSBORO	SHPTLAQB	71109				19,026				B	11.0%	2.1%
SHREVEPORT - SHREVEPORT SUMMER GROVE	SHPTLASG	71118				24,023				B	13.9%	3.3%

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>
Shreveport, LA Metropolitan Statistical Area	SHPTLAMADS3	DRM	LA	SHPTLAMADS3	DRM	LA	NETWORK TELEPHONE CORPORATION - LA
	SHPTLAYO00W	P23	LA	SHPTLAYO00W	P23	LA	KMC TELECOM III, INC. - LA

# EXHIBIT C

## CLEC Marketing Strategies and Supporting Information

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

CLECs	Res.	Small & Med Bus	Complex Bus	General Comments	MSA
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.
Xspedius/Espire		✓	✓	Xspedius/Espire offer traditional local and long distance to businesses throughout the southeastern states. Source <a href="http://www.xspedius.com">www.xspedius.com</a>	Xspedius/Espire according to their website offers telecom service throughout the southeastern U.S.
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 detailed coverage map of 22 cities in the 9 state BellSouth Region.

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## Small and Medium Business

- Local and Long Distance
- Long Distance
- Internet
- All Products
- Manage My Account
- Customer Service

### Local and Long Distance

Bundled services designed to meet your company's unique needs.

- [MCI Business Complete](#)
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- [Full Service T1](#)

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Get competitive in-state and state-to-state rates for all your long distance calls.

- [Business Asset](#)
- [Business Premier](#)
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### Internet

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[Dial Internet Access](#)

- [Dial Solo](#)
- [Dial Office](#)

[DSL Internet Access](#)

- [DSL Solo](#)
- [DSL Office](#)

[Dedicated Internet Access](#)

- [768k T1](#)
- [T1](#)
- [Dedicated Web Hosting](#)

[Security](#)

- [Firewall](#)

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## About Xspedius

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#### **XSPEDIUS TO ACQUIRE E.SPIRE FOR \$68 MILLION**

LAKE CHARLES, LA. (June 3, 2002) – Xspedius Management Corp. LLC ("XMC") today announced that it has received bankruptcy court approval to acquire substantially all of the assets of e.spire Communications, Inc. ("e.spire") pursuant to a sale order by the US Bankruptcy Court in e.spire's ongoing bankruptcy proceedings. XMC will acquire e.spire's competitive local switching and fiber assets in 36 markets spanning 19 states as well as e.spire's ACSI Network Technologies fiber and conduit assets located in California, Florida, Georgia, Maryland, Texas, Virginia and the District of Columbia. The purchase consideration includes \$18 million of cash, a \$50 million note secured by the assets of ACSI Network Technologies, and an ongoing ownership interest in XMC. The e.spire assets and operations to be acquired by XMC have an original invested capital basis of \$1.6 billion and generated \$164 million of annualized revenue as reflected in 1Q 2002 results.

XMC is an affiliate of Xspedius Holdings Corp. ("Xspedius"), a competitive communications carrier based in Lake Charles, Louisiana, that operates in the southeastern U.S. XMC (founded by former Brooks Fiber executives James Allen & Mark Senda) and Xspedius are both affiliated with Thermo Telecom Partners LLC ("Thermo"), The 1818 Fund III, L.P. (a limited partnership managed by Brown Brothers Harriman) and the Meritage Private Equity Funds. Brown Brothers Harriman & Co advised XMC and Xspedius in this transaction.

James C. Allen, Chairman of Xspedius Corp., will also serve as Chairman of Xspedius Management Co. Mr. Allen has a distinguished track record of success in the competitive telecommunications industry. Mr. Allen co-founded Brooks Fiber Properties, Inc. and served as its Chief Executive Officer and Vice Chairman until its sale to Worldcom for \$3.4 billion. Commenting on the acquisition of e.spire, Mr. Allen said "The acquisition of e.spire represents a significant opportunity for Xspedius and its stakeholders. e.spire, as a company, is approximately the same size as Brooks Fiber when we sold it to WorldCom in 1998. It represents the finest collection of debt-free local fiber assets in the United States today. We look forward to applying the same management skills we used at Brooks Fiber to improve the quality and extent of service offerings to our customers."

Mark W. Senda, President & Chief Executive officer of Xspedius Corp., will serve Xspedius Management Co. in that same capacity. Mr. Senda has been a leader in the competitive telecommunications industry for the past two decades. Prior to joining Xspedius, Mr. Senda served in executive positions with AT&T Canada, MFS Communications, and Brooks Fiber Properties, Inc. Commenting on the transaction, Mr. Senda stated "Our desire to pursue e.spire in this proceeding is based upon our belief that it offers the finest collection of networks, customers and employees available today within the competitive communications industry."

#### **About e.spire**

e.spire Communications, Inc., an integrated communications provider, offers traditional local and long distance, dedicated Internet access, and advanced data solutions, including ATM and frame relay. e.spire's subsidiary, ACSI Network Technologies, Inc., provides third parties, including other communications concerns, municipalities, and corporations, with turnkey fiber-optic design, construction, and project management expertise. More information about e.spire is available at e.spire's Web site, [www.espire.net](http://www.espire.net).

#### **About Xspedius**

Xspedius, an ICP (Integrated Communications Provider) company headquartered in Lake Charles, Louisiana, offers integrated voice, data and Internet services to small and medium-sized businesses throughout the southeastern states. For more information about Xspedius, visit [www.xspedius.com](http://www.xspedius.com).

#### **About Thermo**

Thermo is part of the Thermo Companies based in Denver, Colorado, a highly successful group of companies focused on opportunities in the telecommunications, industrial, power generation, natural resources, and real estate industries.

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# Customer Support

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## How To Use Calling Features

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### Anonymous Call Rejection (ACR)

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**Anonymous Call Rejection (ACR)** can be activated and/or deactivated at the Customer's discretion. ACR is provisioned in an inactive status and must be initially turned on by the Customer. See charts for activation and deactivation codes and confirmation tones:

SERVICE	ACTIVATION CODE	DEACTIVATION CODE
TOUCH-TONE	*77	*87
PULSE/ROTARY	1177	1187

### Automatic Call Back (ACB)

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**Automatic Call Back (ACB)** must be activated by the Customer. ACB is provisioned in an inactive status and must be initially turned on by the Customer. See charts for activation codes and confirmation messages:

SERVICE	ACTIVATION CODE
TOUCH-TONE	*69
PULSE/ROTARY	1169

ACTION	CONFIRMATION MESSAGE
*69 Activated	A confirmation message that repeats the telephone number of the last incoming call will be heard upon activation.
Subscriber is prompted	The recording advises the subscriber to enter the additional digit #1 (rotary, pulse or touch-tone) to continue with feature activation or hang up to end activation

**Automatic Recall**[Back to Top](#)

**Automatic Recall** is activated by a customer dialed code, which automatically redials the last number attempted.

SERVICE	ACTIVATION CODE
TOUCH-TONE	*66
PULSE/ROTARY	1166

If	Then
The line is not busy	<ul style="list-style-type: none"> <li>The call will complete</li> </ul>
The line is busy	<ul style="list-style-type: none"> <li>The Customer will hear a confirmation tone and hang up</li> <li>Once the Customer hangs up, the network will monitor the busy/idle status of both lines every 45 seconds for up to 30 minutes</li> <li>The network will begin 30 minute queuing process</li> </ul>
Both lines are idle	<ul style="list-style-type: none"> <li>The Customer receives ring back tone (short, short, long)</li> <li>Customer picks up receiver</li> <li>Network completes call</li> </ul>
Subscriber doesn't answer or is on another call	<ul style="list-style-type: none"> <li>The network attempts to ring back every 5 minutes for the remainder of the 30 minute queuing process</li> </ul>
Subscriber still wants to place the call and the line stays busy for over 30 minutes	<ul style="list-style-type: none"> <li>Customer should dial the telephone number once again</li> <li>Hang up receiver</li> <li>Dial *66 (1166 - Pulse/Rotary)</li> </ul>

**Call Block**[Back to Top](#)

**Call Block** can be activated and/or deactivated at the Customer's discretion. Call Block is provisioned in an inactive status and must be initially turned on by the Customer. See charts for activation and deactivation codes:

SERVICE	ACTIVATION CODE	DEACTIVATION CODE
TOUCH-TONE	*60	*80
PULSE/ROTARY	1160	1180

**To Activate/Deactivate Call Block, follow the steps below:**

Step	Action
1	Hang up from unwanted call
2	Pick up telephone to get dial tone
3	Dial *60 (1160 Pulse/Rotary dial)
4	Dial 3 to activate your call block list (first entry only) (If done again, Call Block service will deactivate)
5	Listen for announcement followed by beep tone
6	Dial #01# (1201 Pulse/Rotary dial)
7	This number will be considered a private entry and will be read back as Private (See Note)
8	Either continue to edit the list or hang up

**To Activate Call Block and edit numbers for the screening list, follow the steps below:**

Step	Action
1	Pick up the telephone and listen for dial tone
2	Dial *60 (1160 Pulse/Rotary dial)
3	To activate Call Block with existing screening list, hang up
4	To establish or change screening list, listen for announcement with instructions followed by beep tone

**Call Forward Busy**

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**Call Forward Busy** is an optional feature which automatically forwards calls to an alternate telephone number should the line be busy or off-hook. The Customer specifies the number to which the calls are forwarded at the time the feature is ordered and requires no action. Another service order would be required to change the forward to number.

The feature is in operation on a continuous basis and can not be activated or deactivated by the Customer.

**Call Forwarding Don't Answer**[Back to Top](#)

**Call Forwarding Don't Answer** is an optional feature which automatically forwards unanswered incoming calls to an alternate telephone number. The Customer specifies the number to which calls are forwarded to and the approximate number of ringing cycles at the time the feature is ordered. A service order is required to change the forward to number and/or the ringing cycle. This may be used to forward calls in connection with Voice Message Services.

The feature is in operation on a continuous basis and can not be activated or deactivated by the Customer.

**Call Forward Don't Answer/Busy**[Back to Top](#)

**Call Forward Don't Answer/Busy:** Automatically redirects all incoming calls to another telephone number or to e.spire voice mail. This feature is usually activated when a customer wishes not to be disturbed by incoming calls.

The feature is in operation on a continuous basis and can not be activated or deactivated by the Customer.

**Call Forwarding Variable**[Back to Top](#)

**Call Forwarding Variable** allows you to have all incoming calls forwarded to another number. The forwarding number may be changed as often as necessary. It is activated and/or deactivated at the Customer's discretion. See charts for activation and deactivation codes:

SERVICE	ACTIVATION CODE	DEACTIVATION CODE
TOUCH-TONE	72# or *72	73# or * 73
PULSE/ROTARY	72	73

**To Activate Call Forwarding Variable, follow the steps below:**

Step	Action
1	Pick up the telephone and listen for dial tone
2	Dial the activation code for Call Forwarding Variable (either 72# or *72 (touch-tone) or 72 (rotary))
3	Listen for second dial tone
4	Dial the telephone number to which the calls are to be forwarded to
5	Listen for two (2) short tones
6	When the called party answers, Call Forwarding Variable is in effect

7	<p>The switch will automatically dial the forward to number, and one of the following scenarios will apply:</p> <p><b>Scenario 1</b> If there is an answer at the forward to number, the /CFV feature is immediately activated. No confirmation tone is received, and the user should hang up.</p> <p><b>Scenario 2</b> If the call goes unanswered, the user must hang up and then repeat Step 2 (*72 or 72#) to complete the activation. The user will then receive a confirmation tone.</p>
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**To Activate Call Forwarding Variable when the line is busy or no answer, follow the steps below:**

Step	Action
1	Hang up telephone
2	Repeat steps 1 through 5 (See chart above) (On the 2nd attempt, no answer is required and the attempt must be within two (2) minutes of 1st attempt)

**To Deactivate Call Forwarding, follow the steps below:**

Step	Action
1	Pick up the telephone and listen for dial tone
2	Dial either 73# or *73(touch-tone) or 73 (rotary)
3	Wait for two (2) beep and dial tones

### Call Forward Remote Activation

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**Call Forward Remote Activation** Allows you to access call forwarding from a remote location. Using Remote Activation of Call Forwarding Variable is easy; you just listen to the prompts (instructions) after dialing the REMOTE ACCESS DESIGNATED NUMBER.

### Remote Access Designated Number (RADN)

Your RADN is shown in the REMOTE ACCESS DESIGNATED NUMBER reference table above. The password defaults to 0000 or the last four (4) digits of the telephone number on which the feature is provisioned.

### Activate from Remote Location

Step	Action



1.	Dial the Remote Access Designated Number
2	Dial your 7-digit office telephone number that has RACFV. The dialed telephone number will be repeated to allow for ensure accuracy.
3	Dial your Personal Identification Number (PIN) and # (See Note 1)
4	Dial the Call Forwarding Variable activation code 72# .
5	Dial the number to which you want your calls forwarded to and #. If you must dial a 1 or area code to reach this number from your home or office, then do so. Then the forwarded to telephone number dialed will be repeated to ensure accuracy. (See NOTE 2)

#### Deactivate from Remote Location

Step	Action
1.	Dial the Remote Access Designated Number
2	Dial your 7-digit office telephone number that has RACFV. The dialed telephone number will be repeated to ensure accuracy.
3	Dial your Personal Identification Number (PIN) and # (See Note 1)
4	Dial the Call Forwarding Variable deactivation code 73#. Dial 1 to confirm deactivation

**Note (1):** You have three chances to enter the correct telephone number that has REMOTE ACTIVATION TO CALL FORWARDING VARIABLE and your PERSONAL IDENTIFICATION NUMBER. After three attempts, you will be disconnected. You must hang up and try again.

**Note (2):** If you forward calls to any number outside your local calling area, you will be charged for any calls forwarded from your number to the distant number.

#### Activate from Business Location

Step	Action
1.	Dial the Special Access Number from the telephone number that has RACFV. The dialed telephone number will be repeated to ensure accuracy.
2	Dial your Personal Identification Number (PIN) and # (See Note 1)
3	Dial the Call Forwarding Variable activation code 72#.
4	Dial the number to which you want your calls forwarded to and #. If you must dial a 1 or area code to reach this number from your home or office, then do so. Then the forwarded to telephone number dialed will be repeated to ensure accuracy. (See NOTE 2)

#### Deactivate from Business Location

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Step	Action
1.	Dial the Special Access Number from the telephone number that has RACFV. The dialed telephone number will be repeated to ensure accuracy.
2	Dial your Personal Identification Number (PIN) and # (See Note 1)
3	Dial the Call Forwarding Variable deactivation code 73#. Dial 1 to confirm deactivation

**Note (1):** You have three chances to enter the correct telephone number that has REMOTE ACTIVATION TO CALL FORWARDING VARIABLE and your PERSONAL IDENTIFICATION NUMBER. After three attempts, you will be disconnected. You must hang up and try again.

**Note (2):** If you forward calls to any number outside your local calling area, you will be charged for any calls forwarded from your number to the distant number

#### Call Hold

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**Call Hold:** Calls can be placed on hold by simply flashing the switch hook once. Only one call per station can be placed on hold at one time. To retrieve the original call flash the switch hook again.

#### Call Transfer

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**Call Transfer :** Calls can be transferred to another number without hanging up. This is done by pressing the switch hook, and dialing the number to which the call will be transferred to then hanging up the receiver. Hanging up the receiver will complete the transfer between the two parties.

#### Call Waiting

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**Call Waiting:** Provides an audible alert when you receive a second incoming call. It allows you to put your call on hold to answer the incoming call without disconnecting the first call. This is done by flashing the switch hook to put the first call on hold and to answer the second call. It is also possible to hang up and allow the phone to ring to answer the second call. Consecutive flashes allow you to alternatively talk to the original and the new calling parties.

**To use Call Waiting follow these steps:**

Step	Action
1	Depress the switch-hook once (The first call is put on hold and you will be

	connected to the second call
2	Depress the switch-hook once again (The first call and the second call will be connected)

**Caller ID (Number Only)**[Back to Top](#)

**Caller ID (Number Only)** service allows you to view the calling party's telephone number, date and time of the call. After the first full ring, the calling number appears on the Caller ID display unit. The phone must be on the hook when the call is received.

**NOTE:** The customer is responsible for providing the caller ID display unit. Depending on the CPE unit, the area code plus the 7-digit telephone number, the month, day and time of the call may be displayed and/or stored for future viewing. No interaction is required from the user other than installing the Caller ID unit.

Available for PRI Trunks (Local ISDN CEU) and Business Exchange Lines (Local Service & Local Service Plus)

**Caller ID- Deluxe (Name and Number)**[Back to Top](#)

**Caller ID- Deluxe (Name and Number)** service allows you to view the calling party's listed name and telephone number, date and time of the call. After the first full ring, the listed name and calling number appear on the Caller ID display unit. The phone must be on the hook when the call is received.

**NOTE:** The customer is responsible for providing the caller ID display unit. Depending on the CPE unit, the name, area code plus the 7-digit telephone number, the month, day and time of the call may be displayed and/or stored for future viewing. Not all CPE units can provide name display, read manufacturers information carefully. No interaction is required from the user other than installing the Caller ID unit.

Available for Business Exchange Lines Only (Local Service & Local Service Plus)

**Caller ID w/Call Waiting**[Back to Top](#)

**Caller ID w/Call Waiting** service allows you to view the listed name, telephone number, date and time of a second incoming call while the line is in use, in addition to the normal Caller ID Deluxe feature. This gives the customer the choice of answering or ignoring the second caller. (At this point, the second caller will hear ringing until they hang up. Any 3rd caller will receive a busy signal unless forwarded to another number or voice mail service.)

**NOTE:** The customer is responsible for providing the caller ID display unit.

Depending on the CPE unit, the name, area code plus the 7-digit telephone number, the month, day and time of the call may be displayed and/or stored for future viewing. Not all CPE units can provide name display or the Call Waiting feature, read manufacturers information carefully. No interaction is required from the user other than installing the Caller ID unit.

Available for Business Exchange Lines Only (Local Service & Local Service Plus)

### Control/Cancel Call Waiting (CCW)

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**Control/Cancel Call Waiting (CCW)** provides the ability to temporarily disengage call waiting for uninterrupted talking before or during a call. When CCW is activated, anyone calling will receive a busy signal and no CW tone will interrupt the customer's call.

#### To Use Control/Cancel Call Waiting before making a call:

Step	Action
1	Pick up telephone and listen for dial tone
2	Dial *70 (Touch-tone) or 1170 (Pulse/Rotary)
3	Listen for second dial tone
4	Dial the desired telephone number

#### To use Control/Cancel Call Waiting while a call is in progress:

Step	Action
1	Must be a 3-way Call subscriber
2	Depress the switch-hook to place the call on hold
3	Listen for dial tone
4	Dial *70 (Touch-tone) or 1170 (Pulse/Rotary)
5	Depress the switch-hook once again to return to the original call, pick up telephone, listen for dial tone

### Hunting (Rollover Lines)

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**Hunting (Rollover Lines)** is placed on individual telephone lines that make up a group, also known as a hunt group. Hunt groups are a series of lines organized in such a way that if the first line is busy the next line is hunted and so on until a free line is found. There are two types of hunting, serial and circular.

**Serial:** Serial hunting searches for available lines from the top of the group down. Each incoming call always starts at the top of this group and is rolled to an available line in that hunt group. If the call reaches the last line in the hunt group sequence it does NOT roll to the first line in the hunt group.

**\*Note:** The last line in a serial hunt group does not need hunting because the last line does NOT roll to the first line in the hunt group.

**Circular:** In Circular hunting, the switch has the ability to remember the last

line it connected, and starting there, it hunts down to the next available line. Once the last line in the hunt group is reached, it rolls to the top or the first line in the hunt group. It does NOT continue to roll after completion of loop. Essentially, the available lines are searched for in a circle.

**\*Note:** All lines in the hunt group **MUST** have hunting on them because Circular hunting rolls to the top or first line again.

### Identi-Ring

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**Identi-Ring** service enables two or three telephone numbers to share one line. A unique ringing pattern is provided for each of the additional numbers. This allows a customer to determine prior to answering a call, which number the calling party has dialed.

#### Ringling Patterns:

PATTERN	RINGS	CALL WAITING TONE
A	NORMAL	NORMAL
B	SHORT, SHORT	SHORT, SHORT
E (5ESS only)	SHORT, LONG, SHORT (Identi-Ring II only)	SHORT, LONG, SHORT

### Speed Dialing (8 or 30)

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**Speed Dialing (8 or 30):** Allows one or two digit dialing to reach preset numbers. You can set and reset the codes at your discretion. Speed Dial 8 and Speed Dial 30 can be used together or independently.

#### SPEED DIAL 8:

Step	Action
1	Listen for dial-tone.
2	Dial 74# (touch-tone) or 74 (rotary or pulse)
3	Select a one (1) digit code (2 through 9)
4	Listen for dial-tone
5	Dial the code selected and the telephone number (example: 2 + 1 + 800 + 555-1212)
6	Two beeps confirm your entry. Pick up the telephone and listen for dial tone

#### SPEED DIAL 30:

Step	Action
1	Listen for dial-tone
2	Dial 75# (touch-tone) or 75 (rotary or pulse)

3.	Select a two (2) digit code (20 through 49)
4.	Listen for dial-tone
5.	Dial the code selected and the telephone number (example: 20 + 1 + 800 + 555-1212)
6.	Two beeps confirm your entry

**TO CALL A NUMBER SELECTED FOR SPEED CALLING:**

Step	Action
1	Dial the desired one or two digit code
2	For touch-tone, add the # symbol when you dial the code

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**Three Way Calling**[Back to Top](#)

**Three Way Calling:** Allows a third party to be added to a call already in progress. To add a third party to an existing call, briefly press down the switch hook to place the first party on hold. When you hear the dial tone, dial the telephone number of the party to be added. Press down the switch hook again to establish the three-way connection.

**Toll Restriction**[Back to Top](#)

**Toll Restriction:** A variety of toll restrictions are offered based on our customers needs. These include, but are not restricted to, the following:

- Block NPA 900 & 976
- Block International
- Block NPA 900
- Block NPA 976
- Block NPA 900, 976 & International
- Block NPA 900 & International
- Block NPA 800, 877, & 888
- Allow Only NPA 800, 877, & 888
- No local or long distance calling allowed

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## Business Solutions

About Xspedius • Business • Carrier • Agent • Support

### Local Calling

- ▶ Lead Broker Program
  - ▶ Managed Services
  - ▶ Messaging Services
  - ▶ Internet ConneXions
  - ▶ Complete Integrated
  - ▶ Data ConneXions
  - ▶ Complete Xchange™
  - ▶ Cities Served
- 

Dependable and always there, Xspedius Communications Complete Xchange™ products provide essential voice dial-tone service you can count on. Xspedius offers you a comprehensive portfolio of local calling services which satisfy basic as well as complex voice calling needs.

We currently offer three local calling service options to simplify your buying decision. Complete T is our flat-rated, all-in-one service, which provides 24 lines/trunks delivered over DS1 or PRI facility, which includes many enhanced local calling features for one low monthly fee. And if our Complete T DS1 or PRI service options don't suit your needs, we provide Complete Lines - Lines, Trunks, or Partial PRI - our unbundled local calling service. With Complete Lines - Lines, Trunks, or Partial PRI you select the number of lines and calling features that are best suited to your business needs. Also, in select markets Xspedius offers local service to businesses that do not need a T1 - Complete Xpress™ service is a fully featured line or trunk designed to give you flexibility and convenience for your business needs.

### Digital Trunk Service

No matter what your telecommunication needs for trunks are, they can be configured to accept outgoing calls only, incoming calls or to handle both incoming and outgoing call traffic. Also, certain Calling Features can be assigned to your trunks that help your business efficiently manage the call flow. Digital Trunk Service is ideal for businesses that have complex business systems such as PBXs or hybrid key systems.

### Enhanced DID Trunk Service

Enhanced DID Trunk Service allows you to provide individual telephone numbers for each of your employees that will improve the efficiency of your day-to-day business operations by reducing administrative and business system costs.

If you are interested in any Xspedius Communications Voice Service, please email our [Product Marketing Department](#) or call 1.877.962.1900.

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Complete Xpress™  
Local ISDN for ISP

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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

**Service Area**

**Contract Terms**

**Pricing**

- Columbia
- Charleston
- Spartanburg

**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		\$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****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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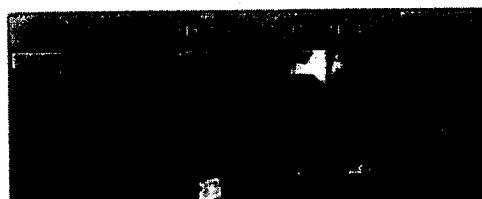
## KMC PROVIDES

### ➤ NATIONWIDE DATA SERVICES

OFFERING CONSULTING, OUTSOURCING AND FINANCIAL SOLUTIONS

### ➤ ADVANCED COMMUNICATIONS SERVICES

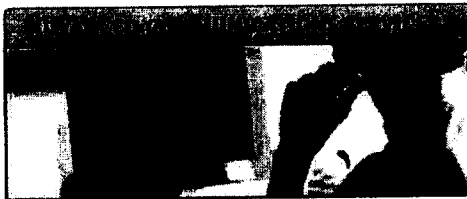
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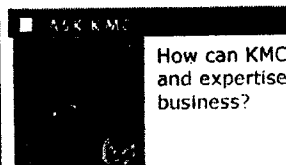
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For local businesses, organizations and enterprises:

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How can KMC and expertise business?



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**BUNDLED VALUES:****LOCAL SERVICES:****LONG DISTANCE SERVICES:****ENHANCED SERVICES:****DATA SERVICES:****PRIVATE LINE SERVICES:****CARRIER SERVICES:***Products a***KMC Business Line Service****Local Business Telephone Service from Your Local Full-Service Prov**

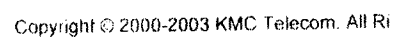
You can select from a range of options that includes everything from a single line to a multi-line service with a lot of features. Our state-of-the-art fiber networks ensure clarity and dependability of your service. What's more, there's no expensive start-up cost and no costly equipment to buy. **KMC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

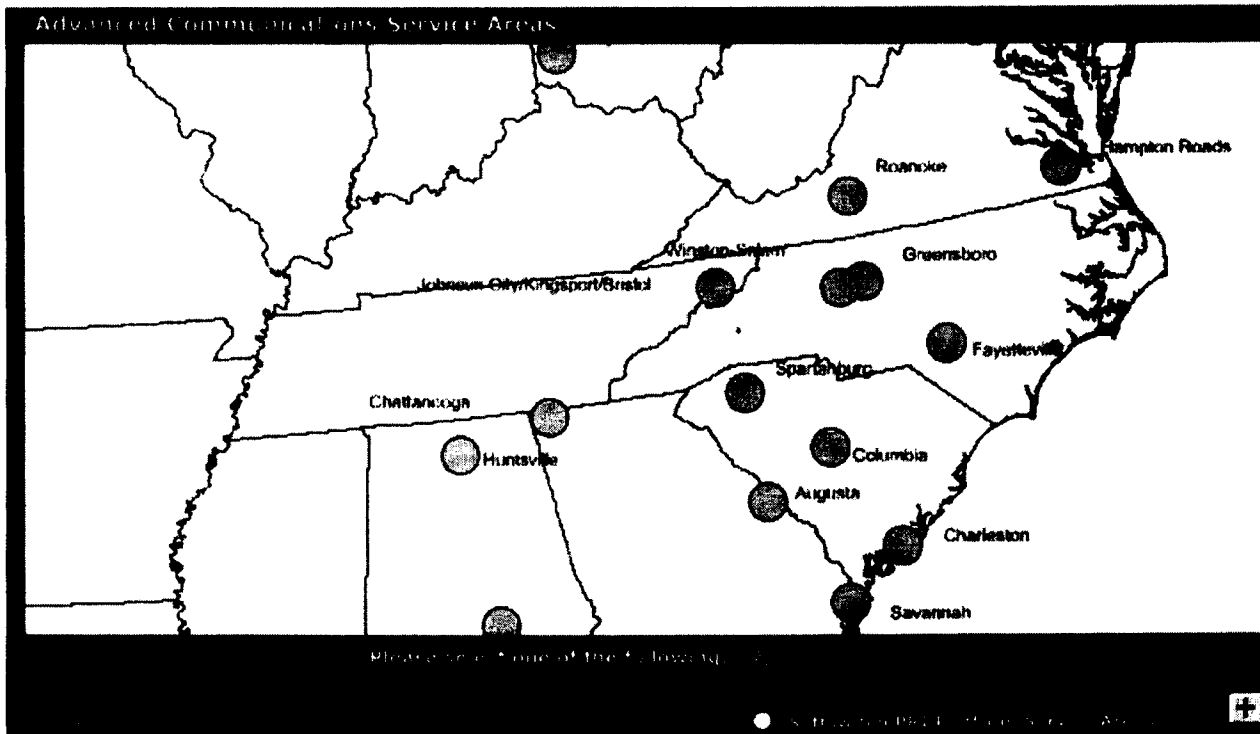
We offer several types of local service, including **KMC Business Line Service** either a Basic Business Line (Flat Rate and Measured) or a Basic Business Line with Hunt (Flat Rate and Measured). We also offer both analog and digital Private Branch Exchange (PBX) trunk service which provides local access 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.

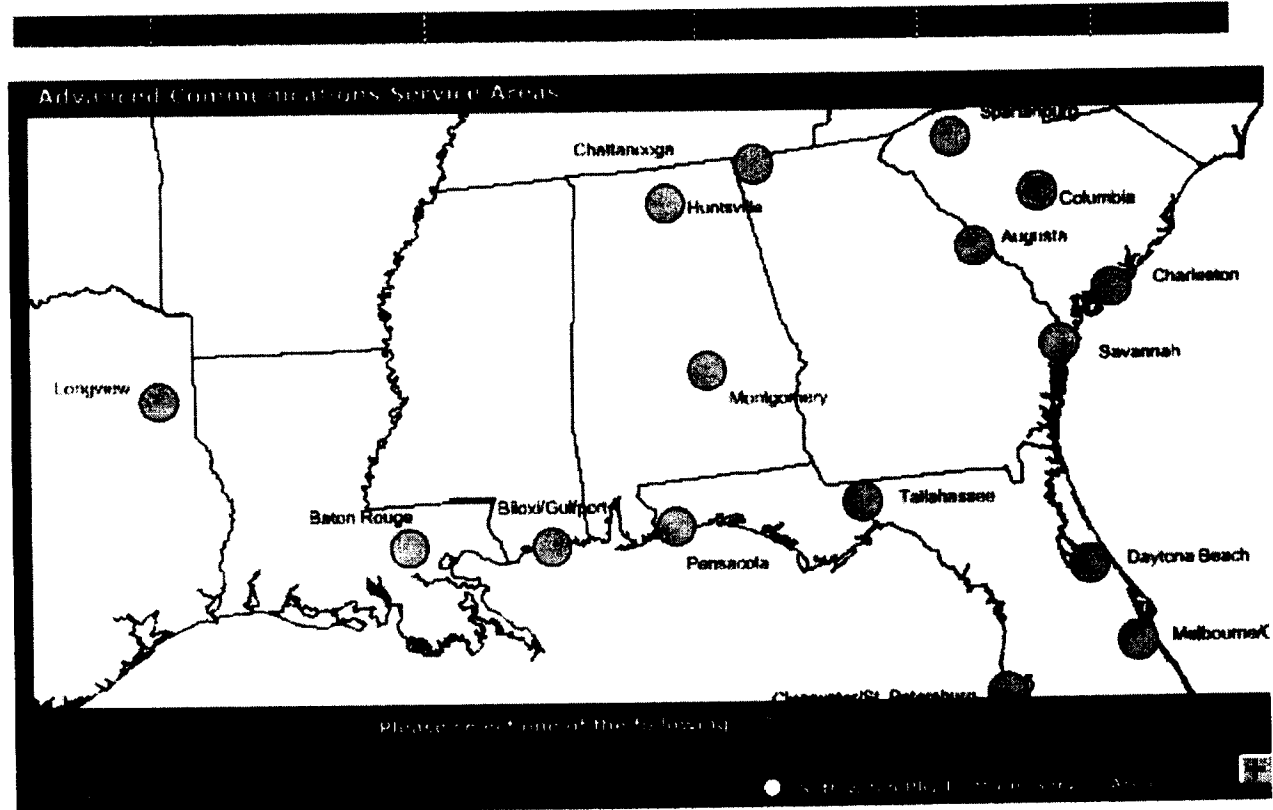
For ISDN users, KMC offers two flexible, cost-effective solutions designed to meet your complex voice and data telecommunications needs:

- **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 ®.



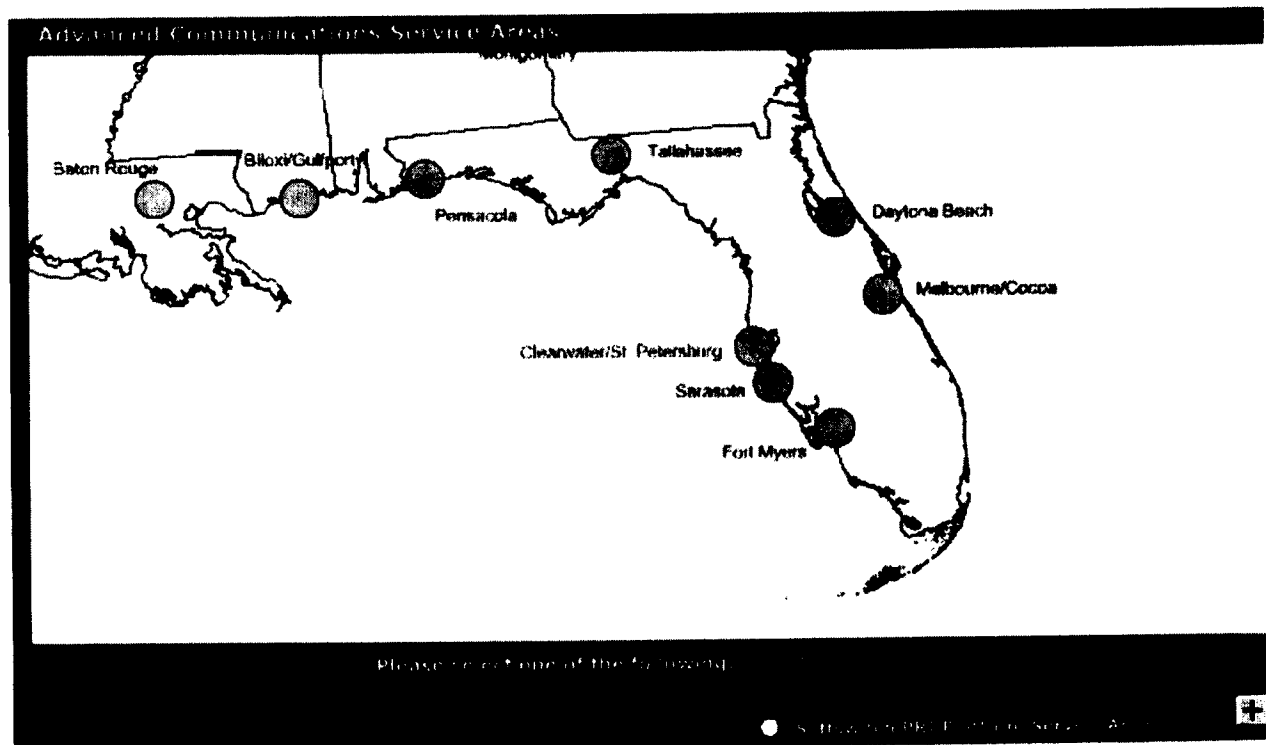


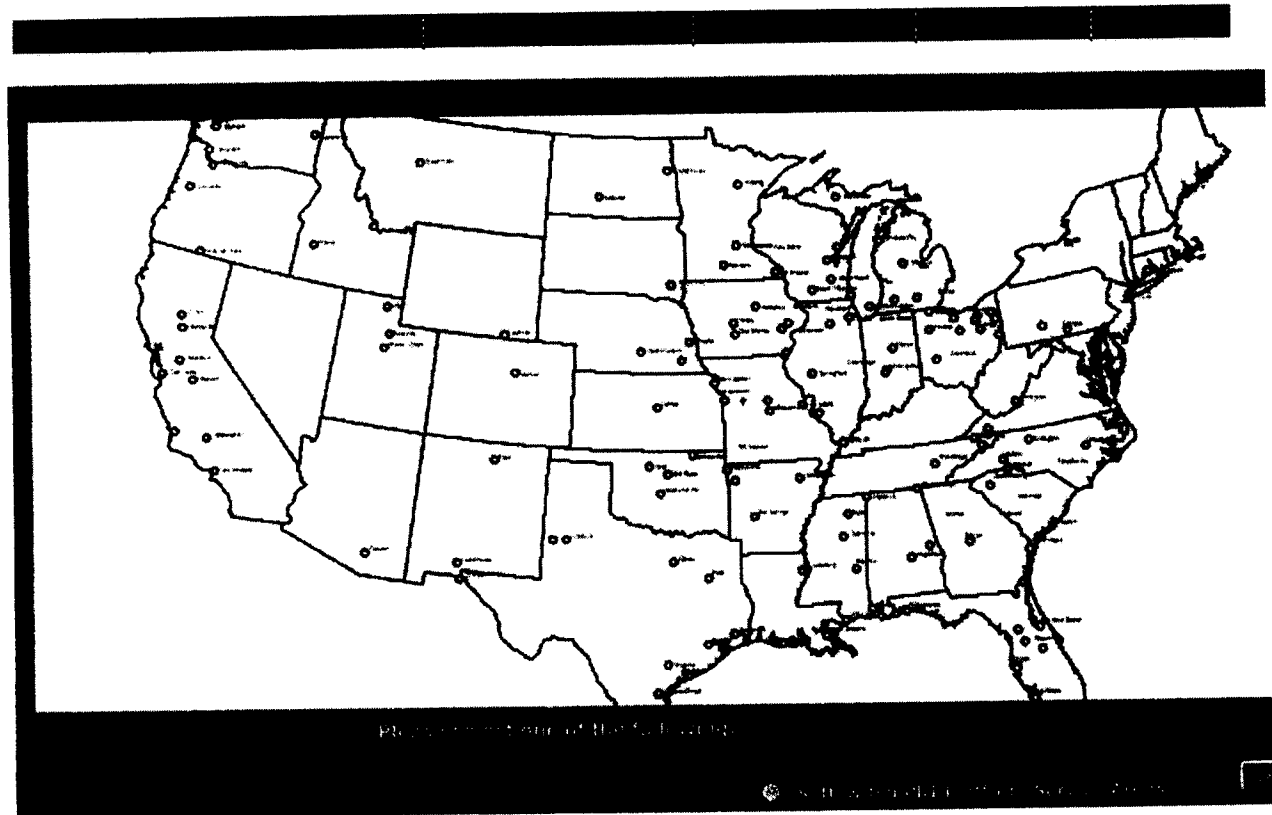


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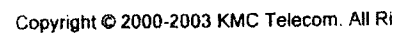


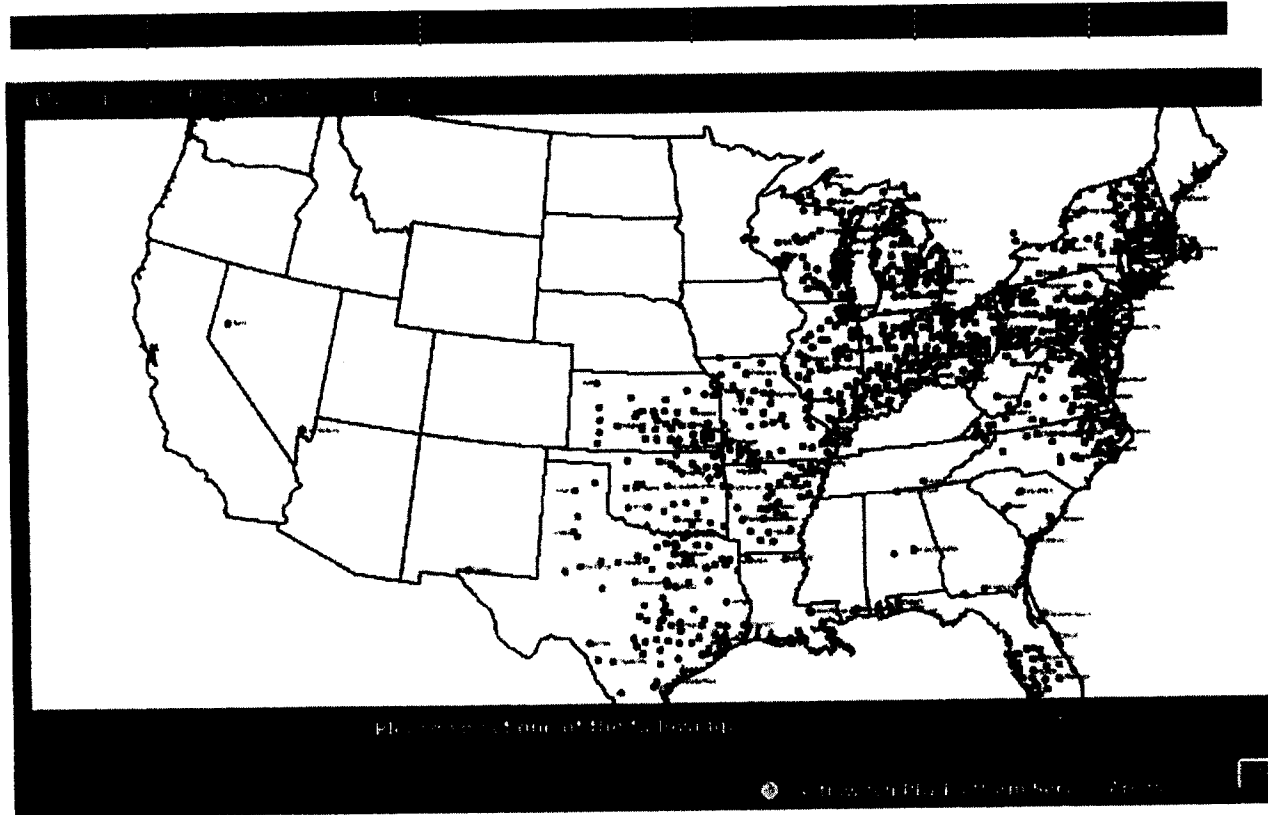




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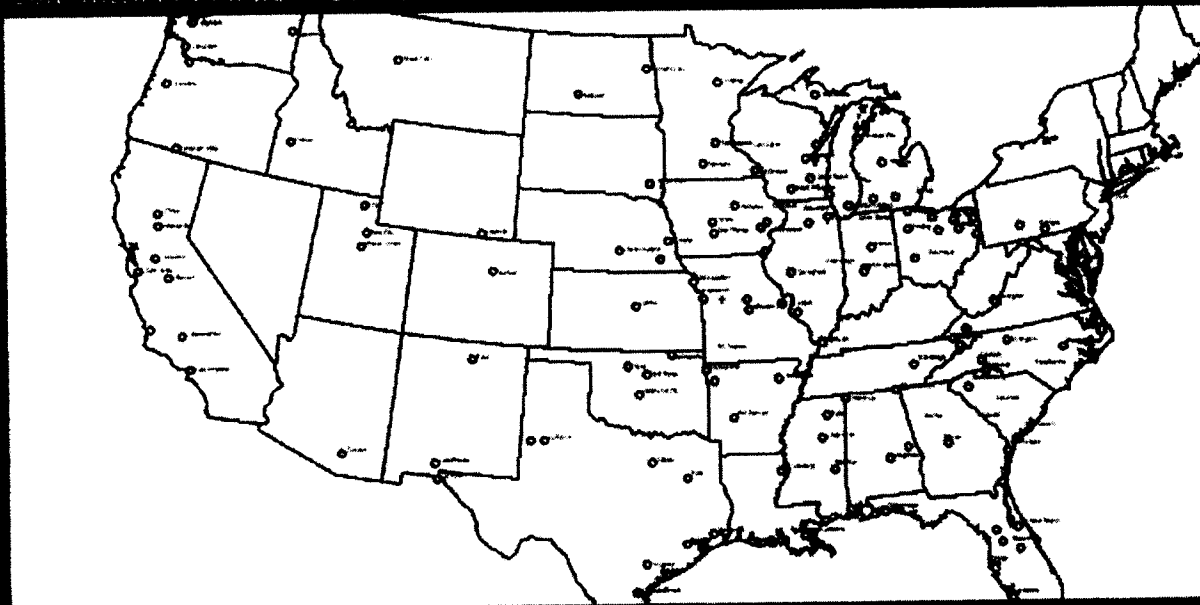


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Sales with PPT Platform Service Areas

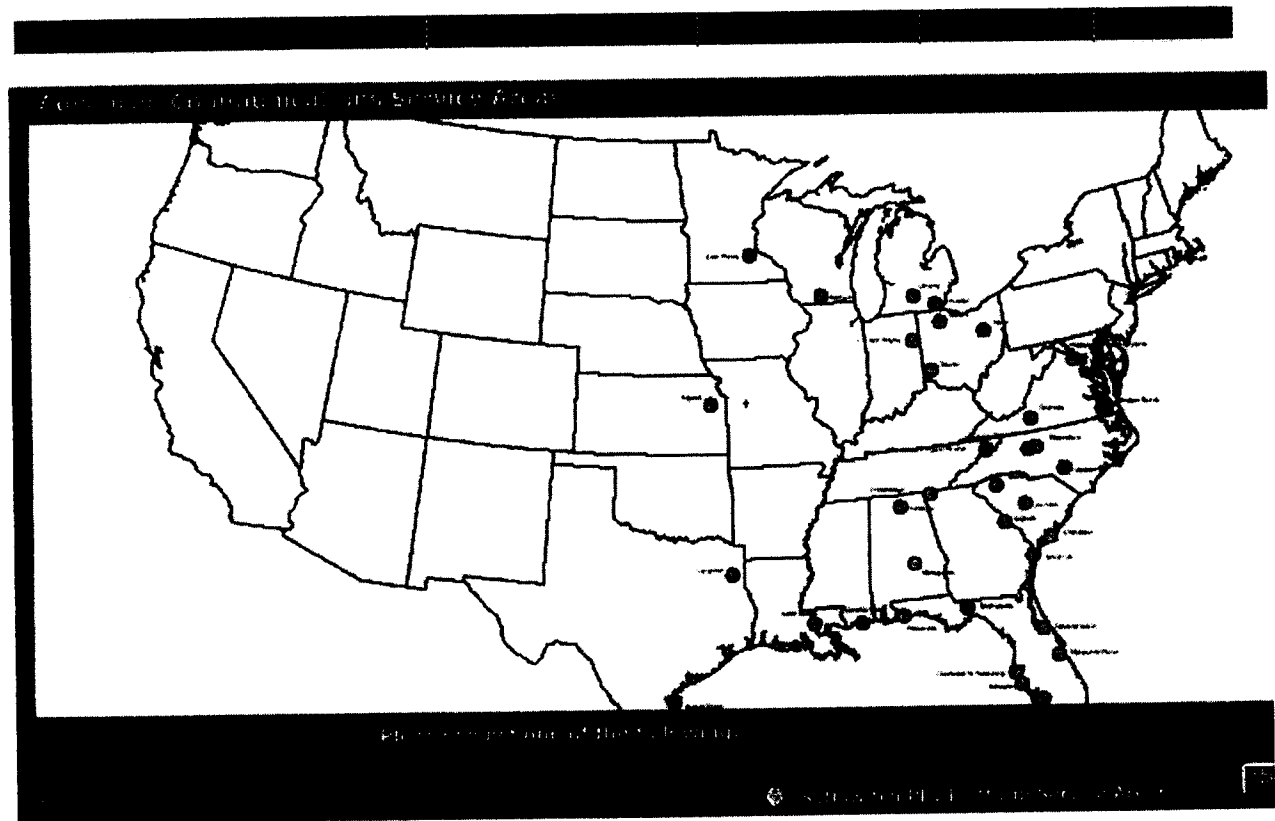


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Pensacola, FL 32501 ([Map](#))Phone: 850-432-4855  
Fax: 850-470-9641  
Toll Free: 888-432-4855<http://www.networktelephone.net>*Covered by David Hamerly*

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.

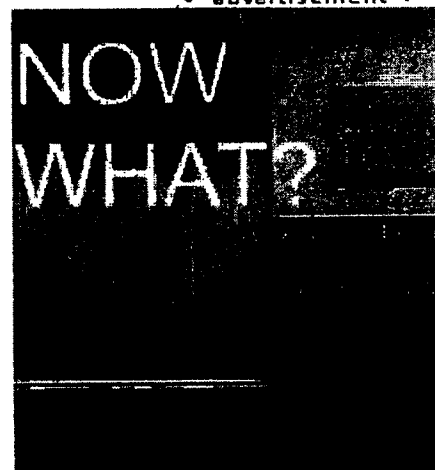
**Key Numbers**

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

**Key People**


<b>Chairman and CEO</b>	<a href="#">Ray Russenberger</a>
<b>President, COO, and Director</b>	<a href="#">Leo J. Cyr</a>
<b>CFO</b>	<a href="#">Danyelle Kennedy</a>
<b>VP Corporate Services</b>	<a href="#">Subscribers Only</a>
<b>CIO</b>	<a href="#">Subscribers Only</a>
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## 6 Competitors Listed For Network Telephone

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- [Data Services: Financial Analysis Profiles](#)  
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- [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](#)  
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## ABOUT NETWORK TELEPHONE CORPORATION

[www.networktelephone.net](http://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® 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<sup>TM</sup> 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.

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## Press Release

### Contacts:

Keith Higgins  
Copper Mountain Networks, Inc.  
1.650.687.3312  
[khiggins@coppermountain.com](mailto:khiggins@coppermountain.com)

Clare LaGrand  
Network Telephone Corporation  
1.850.432.4855, ext. 1505  
[clarel@networktelephone.net](mailto: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 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 businesses," said Network Telephone's chief executive officer and founder Ray Russenberr.

"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 served. 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 Fx 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](mailto: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 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 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.

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