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ORIGINAL

December 9, 1997

#### **BY HAND DELIVERY**

Ms. Blanca Bayo, Director Division of Records and Reporting Room 110, Easley Building Florida Public Service Commission 2540 Shumard Oak Blvd. Tallahassee, Florida 32399-0850

Re: Docket Nos. 960757-TP

Dear Ms. Bayo:

Enclosed for filing are an original and fifteen copies of Rebuttal Testimony of David N. Porter on behalf of WorldCom, Inc. in the above-referenced docket.

Please acknowledge receipt of these documents by stamping the extra copy of this letter "filed" and returning the same to me.

Thank you for your assistance with this filing.

ACK	- Andreas and a strategy and a strat	Sincerely,
AFA		- Ann
APP	-States management	719011
CAF		Floyd R. Self
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DOCUMENT NUMBER-DATE 12579 DEC-95 FPSC-RECORDS/REPORTING

#### BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION

In re: Petition by Metropolitan Fiber Systems of Florida, Inc. for arbitration with BellSouth Telecommunications, Inc. concerning interconnection rates, terms and conditions, pursuant to the Federal Telecommunications Act of 1996	) ) ) Docket No. 960757-TP ) )
In re: Petition by AT&T Communications of the Southern States, Inc. for arbitration of certain terms and conditions of a proposed agreement with BellSouth Telecommunications, Inc. concerning interconnection and resale under the Telecommunications Act of 1996.	) ) ) Docket No. 960833-TP ) ) )
In re: Petition by MCI Telecommunications Corporation and MCI Metro Access Transmission Services, Inc. for arbitration of certain terms and conditions of a proposed agreement with BellSouth Telecommunications, Inc. concerning interconnection and resale under the Telecommunications Act of 1996.	) ) Docket No. 960846-TP ) Served: December 9, 1997 ) )

#### REBUTTAL TESTIMONY OF DAVID N. PORTER ON BEHALF OF WORLDCOM, INC.

Dated: December 9, 1997

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DOCUMENT NUMBER-DATE

FPSC-RECORDS/REPORTING

PLEASE STATE YOUR NAME AND BUSINESS ADDRESS. 1 0. 2 My name is David N. Porter. My business address is WorldCom, Inc. Α. 3 ("WorldCom"), 1120 Connecticut Avenue, N.W., Suite 400, Washington, 4 D.C. 20036. 5 ARE YOU THE SAME DAVID PORTER WHO FILED DIRECT **Q**. 6 **TESTIMONY IN THIS CASE ON NOVEMBER 13, 1997.** 7 Α. Yes. 8 WHAT IS THE PURPOSE OF YOUR REBUTTAL TESTIMONY? **Q**. 9 The purpose of my rebuttal testimony is to critique the new BellSouth Α. 10 Telecommunications, Inc. ("BST") cost studies for ADSL/HDSL-11 compatible loops and collocation filed November 13, 1997 with its direct 12 testimony in this phase of the case. 13 **Q**. PLEASE SUMMARIZE YOUR OPINION ABOUT THOSE COST 14 STUDIES. 15 **A**. I have two general comments. First, I believe that a large portion of the 16 costs included in BST's studies are outside the scope of the Commission's 17 inquiry and should be summarily disallowed. Second, I believe that the 18 nonrecurring charges for BST loops and all of the nonrecurring charges for 19 collocation are excessive and should be rejected. 20 BST has costed high speed digital loops and collocation at Total 21 Service Long Run Incremental Cost ("TSLRIC"), as this Commission has 22 ordered BST to do. BST went beyond this, however, and added to its - 1 -

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1 TSLRIC costs shared and common cost as well as a "residual recovery 2 requirement." This is beyond what the Commission ordered BST to do. 3 In addition, BST's distinct rates for manual and electronic ordering of loops 4 and some collocation elements are also improper. In my opinion, the 5 Commission should consider neither BST's shared and common costs, nor 6 its separate embedded costs, nor its OSS charges.

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7 With respect to the nonrecurring loop costs and the collocation 8 costs, I believe that they are excessive. As I stated in my direct testimony, 9 an efficient ILEC could only reasonably incur nonrecurring costs of 10 approximately \$19.50 for the first high speed digital loop and \$10.87 for 11 each additional loop. Yet BST asserts that its most recent studies that the 12 TSLRIC cost of electronically provisioning these loops are in the \$435-455 13 range. When BST adds in its alleged shared and common costs, embedded 14 costs, and charges for OSS, the total nonrecurring cost well exceeds \$600. 15 This is absurd.

As for the collocation costs, I stated in my direct testimony that BST's February 1997 collocation rates were excessive, especially since BST agreed to significantly lower interim collocation rates with MFS only one month prior. BST has just refiled its studies. They suffer the same infirmity. They are as excessive and they include shared and common costs which, as I have said, have no place here. The Commission should reject

- 2 -

the collocation nonrecurring cost studies in their entirety and should adopt
 the rates that BST negotiated with MFS.

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- Q. WHY DO YOU DISAGREE WITH BST'S ADDITION OF SHARED
  AND COMMON COSTS TO ITS BASIC TSLRIC COSTS OF
  PROVIDING LOOPS AND COLLOCATION?
- A. BST purports to perform a TSLRIC study, not a TELRIC study. In normal
  usage, a TELRIC study may include an allocation of shared and common
  costs a TSLRIC study does not. By proposing to include such costs in
  its TSLRIC analysis, BST is attempting to overstate the allowed costs
  which the Commission will allow.
- 11 Q. WHY DO YOU DISAGREE WITH BST'S ADDITION OF A
  12 "RESIDUAL RECOVERY REQUIREMENT"?
- 13 A. Because the Commission's orders do not permit it. Let me be clear from 14 the outset: BST's "residual recovery requirement" is a blatant attempt to 15 recover its embedded costs. In fact, the Commission has ruled that BST 16 may not do so. The Commission's ruling in MFS' arbitration case. Order 17 No. PSC-96-1531-FOF-TP, states that under the forward-looking TSLRIC 18 method, BST's studies are to consider the current architecture of the 19 network and future replacement technology. The Commission's ruling in 20 Docket No. 950984, Order No. PSC-96-811-FOF-TP is similar. The 21 Commission said nothing about permitting BST to recover its historical 22 Indeed, if BST is permitted to recover its embedded costs, costs.

- 3 -

unbundled elements will be priced in violation of this Commission's orders
 and will be artificially high.

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## 3 Q. WHY DO YOU DISAGREE WITH BST'S INCLUSION OF OSS 4 CHARGES IN ITS COST STUDIES?

5 A. For two reasons. First, the Commission has ordered BST to bear its own 6 OSS costs. Second, it is disingenuous for BST to attempt to cost OSS when 7 the Commission recently found that BST's OSS is not even operational at 8 this point.

9 In the AT&T and MCI arbitrations, Order No. PSC-96-1579-FOF-10 TP, at 87, the Commission ruled that "each party shall bear its own cost of 11 developing and implementing electronic interface systems because those 12 systems will benefit all carriers." This ruling is consistent with that of the 13 Georgia Commission, which recent ruled that BST may not recover OSS 14 charges separately in that state. The ruling is also consistent with that of 15 the New York Commission, which recently ruled that Bell Atlantic may not 16 recover OSS development charges from competitors. In short, BST is improperly attempting to recover OSS development costs from its 17 18 competitors.

19In addition, the Commission recently ruled in BST's Section 27120case, Order No. PSC-97-1459-FOF-TP, that BST has not met its duty21under the Telecommunications Act to provide nondiscriminatory access to22its OSS functions. I simply do not see how BST can submit OSS costs to

- 4 -

this Commission to which it is not entitled and for functions that it is not
 yet able to provide.

## 3 Q. WHAT DO YOU FIND OBJECTIONABLE ABOUT BST'S OSS 4 CHARGES IF THEY ARE INCLUDED?

5 Α. I find it objectionable that BST is not passing on its efficiencies of 6 mechanization. In fact, BST marks up its nonrecurring loop rates three 7 ways. First, in the November 1997 nonrecurring cost study, pages 526, 532, and 538, BST assumes 100% dispatches for new loop orders. As I 8 9 stated in my direct testimony, I would expect an efficient ILEC to dispatch 10 technicians to provision only 10% of loop orders. Ninety percent of loops 11 can be provisioned with no technician time outside of the Central Office. 12 Second, BST charges \$11.00 per electronic order, and in addition charges 13 approximately \$40.00 more for electronic nonrecurring loop charges than 14 for corresponding manual nonrecurring loop charges. Third, nowhere in 15 this calculation do we find that BST discounts its nonrecurring loop charges 16 to account for productivity gains achieved through electronic ordering. 17 BST assumes that 100% of loops are ordered manually. BST passes on no 18 savings due to the efficiency of electronic ordering or provisioning loops 19 which do not require dispatching a technician.

# 20 Q. WHAT NONRECURRING RATES DO YOU PROPOSE FOR HIGH 21 SPEED DIGITAL LOOPS?

- 5 -

A. I propose those rates that I sponsored in my direct testimony. I believe that
the appropriate nonrecurring rates for an efficient ILEC are \$19.50 for the
first loop and \$10.87 for each additional loop. As I discussed in my direct
testimony, there should be no difference in cost to provision any of the
three kinds of high speed digital loops.

#### 6 Q. OF WHAT USE ARE ADSL/HDSL-COMPATIBLE LOOPS?

A. These loops can be used to provide high speed data transmission.
ADSL/HDSL technology increases the efficiency of copper loops by
increasing their usable bandwidth. As a result, through use of a device
similar to a modem, customers can attain download speeds of 30-100 times
faster than 28.8 kbps modems, as well as simultaneous voice and data
capabilities over a single phone line.

13These are exciting possibilities, especially for customers who have14been unable to get ISDN lines either because they are not available or too15expensive, or for customers for whom a T-1 line does not make sense. All16of this is possible over existing copper loops with virtually no additional17outside plant provisioning costs. WorldCom expects that there will be18great demand for these technologies because they are an inexpensive means19to provide higher speed access to the Internet.

# 20 Q. IS THIS HIGH SPEED DIGITAL TRANSMISSION CAPABILITY 21 AVAILABLE NOW?

- 6 -

 A. Absolutely. WorldCom pioneered ADSL/HDSL technology, with an initial trial in San Jose. BST is just now getting around to offering a trial in Birmingham. Some of BST's promotional materials from its Worldwide
 Web Home Page heralding its "FastAccess" ADSL trial are attached as Exhibit \_\_\_\_ (DNP-3).

#### 6 Q. WHAT DOES BST CHARGE FOR ITS ADSL SERVICE?

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A. As noted in Exhibit \_\_\_\_ (DNP-3), in its Birmingham trial, BST offers
ADSL service to residential customers for \$20.00 per month and to
business customers for \$70.00 per month in addition to its basic monthly
rates. There are no nonrecurring charges. BST claims to provision a
digital circuit, provision any necessary inside wiring, and provide the
ADSL modem free of charge.

# Q. HOW DO THESE RATES COMPARE WITH THE COST-BASED RATES BST PROPOSES TO CHARGE ALECS FOR LOOPS TO PROVIDE THE SAME SERVICES.

A. For the recurring rates, they compare reasonably well with BST's reported TSLRIC cost of providing such loops to ALECs. As I discussed in my direct testimony, there is virtually no circuit design, maintenance or testing that BST must perform for an ALEC, because the ALEC performs these functions for itself. Therefore, the \$20 per month rate appears to be a realistic proxy for BST's wholesale cost plus expenses it may incur on 1

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behalf of its residential or business retail customers. After all, a loop is a loop, whether it serves an office or one's home.

3 For the nonrecurring rates, however, BST's retail ADSL rates serve 4 as a useful reality check. BST's November 1997 cost study reports a 5 \$435.95 or \$466.31 nonrecurring cost for 2-wire ADSL loops, depending 6 upon whether the order is processed electronically or manually. Add in 7 BST's shared and common costs and embedded costs, and the figure goes 8 up to \$621.78 or \$663.17. I doubt that BST would charge its customers 9 \$20 per month in its initial ADSL trial and then charge new customers a 10 \$600 set-up fee to initiate service. As I have opined, the recurring charge 11 is more on the order of \$19.50. I doubt that BST is absorbing \$600 per 12 customer in its ADSL trial. This would be an extraordinary promotional 13 offer even for BST. Rather, I believe they are only absorbing \$19.50 per 14 customer. This would be a more realistic figure. Of course, the BST 15 advertisement does not make clear whether BST is using the same pair for 16 ADSL as it uses to provide the customer's basic service. If it is using the 17 same pair, BST would appear to be recovering twice for the local loop. If 18 it is provisioning a second loop, it clearly identifies the maximum ongoing 19 retail cost of the loop -- since the ADSL gear, inside wiring and set-up 20 costs are all "free." In either event, it would seem to confirm WorldCom's 21 assertion that there is little or no cost difference for the loop and almost no 22 nonrecurring cost.

- 8 -

1 Despite BST's marketing for its ADSL service trial, its cost study 2 demonstrates that high speed digital services are effectively out of the price 3 reach of most consumers. Moreover, BST's cost studies demonstrate that, 4 due to the excessive costs associated with high speed digital loops, there 5 will be no competition for these services either. Florida consumers and the 6 public interest will lose as a result, because new and innovative 7 telecommunications services could be right around the corner, but for 8 BST's excessive costs of providing these services.

## 9 Q. WHAT IS YOUR OPINION ABOUT BST'S NOVEMBER 10 COLLOCATION STUDY?

A. In general, this study is similar to the one BST filed in MFS' arbitration
 case in February except that it now includes the addition of shared and
 common costs. As I stated in my direct testimony, these rates were
 excessive as compared to interim rates BST negotiated only a month
 earlier. As I have stated earlier in this rebuttal testimony, shared and
 common costs have no place in TSLRIC study.

17 Q. PLEASE SUMMARIZE YOUR TESTIMONY.

A. If the Commission accepts BST's cost studies at face value, Florida local
 exchange competition will be severely impaired. BST's attempts to recover
 embedded costs, shared and common costs, and OSS charges (multiple
 times) are improper. The nonrecurring costs BST proposes to charge its
 competition for high speed digital loops are excessive and would force

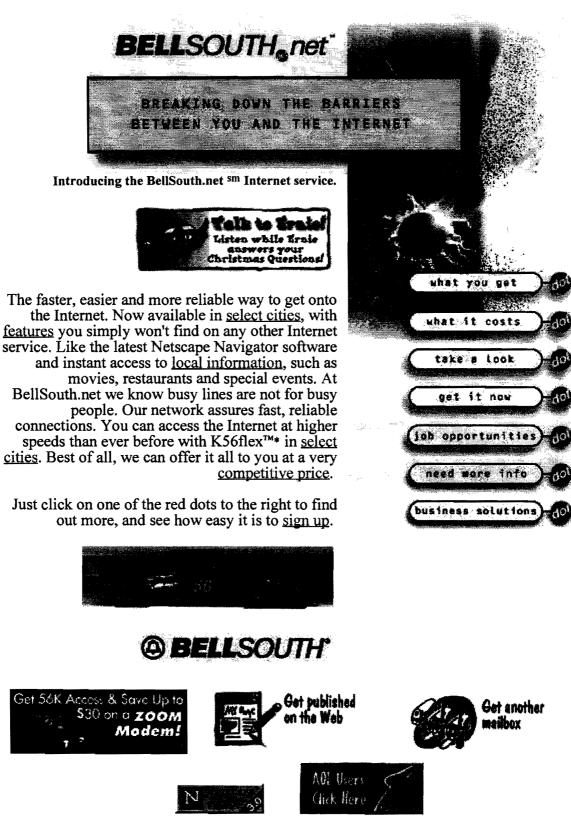
- 9 -

competitors to price those services out of reach of most customers. BST's trial pricing seems more accurately to reflect its true cost of providing the elements its competitors require. BST's collocation costs are also excessive as compared to interim rates it negotiated one month prior to filing its initial TSLRIC collocation studies. The Commission should scrutinize BST's cost studies carefully before setting prices for services which represent the future of Florida telecommunications.

#### 8 Q. DOES THIS CONCLUDE YOUR TESTIMONY?

9 A. Yes.

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\*Actual connect speeds vary. K56flex is a trademark of Lucent Technologies Inc. and Rockwell International.

(DNP-3)

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**EXHIBIT** 

PAGE 1 OF 22

WITNESS: PORTER





The BellSouth.net service is currently available in...

Athens, GA Atlanta, GA Augusta, GA Baton Rouge, LA Biloxi, MS Birmingham, AL Boca Raton, FL Charleston, SC Charlotte, NC Chattanooga, TN Columbia. SC Daytona Beach, FL Ft. Lauderdale, FL Gainesville, FL High Point, NC Huntsville, AL Greensboro, NC Greenville, SC Jackson, MS Jacksonville, FL Knoxville, TN Lafayette, LA

Lexington, KY Louisville, KY Macon, GA Memphis, TN Miami, FL Mobile, AL Montgomery, AL Myrtle Beach, SC Nashville, TN New Orleans, LA Orlando, FL Owensboro, KY Panama City, FL Pensacola, FL Raleigh, NC Savannah, GA Shreveport, LA Slidell, LA Spartanburg, SC W. Palm Beach, FL Wilmington, NC Winston-Salem, NC

64K ISDN and K56flex\* access coming soon to additional BellSouth.net cities. Check back often for the most current information. K56flex access should be available to most cities during 4th quarter 1997 and all cities before the end of 1st quarter 1998. ADSL is currently being tested by a limited number of BellSouth.net subscribers in the Birmingham, AL area. We expect to add cities throughout the Southeast over the coming months. Announcements related to additional cities will be made on this site as they become available.

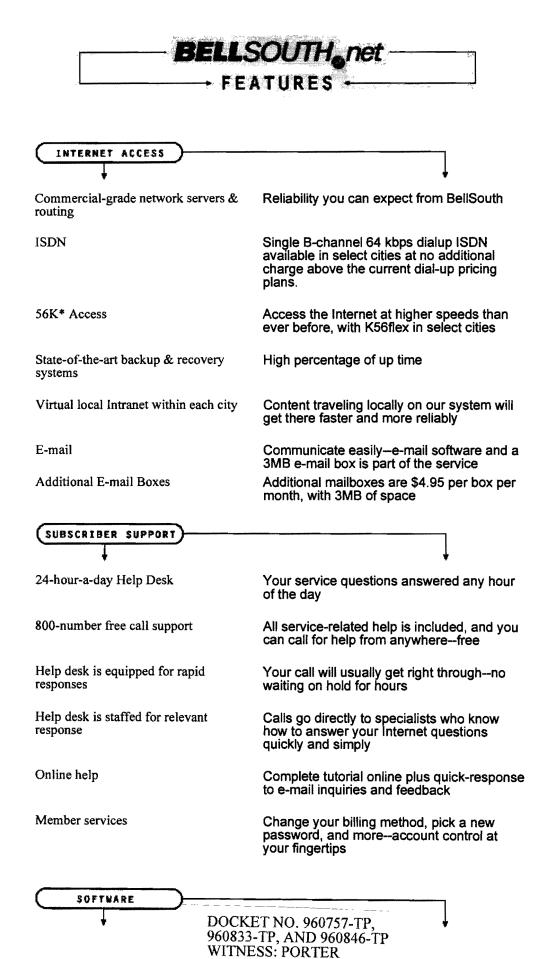
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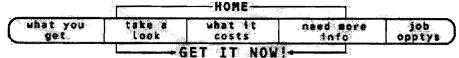


EXHIBIT

**PAGE 3 OF 22** 

(DNP-3)

Special Edition Netscape Browser	The world's most popular browser, with special features only from BellSouth.net
Local gateway to the Internet	Top sites in your town categorized and organized for easy access and no wasted clicks
Customizable Gateway	Add your personal touchput your favorite links right on the BellSouth.net home page
Personal Web Page Space	Express yourself on the Net a 2MB space is just \$1.95 per month
Search & Directory Services localized	Special versions of HotBot Search and Yahoo! Directory services for subscribers plus easy access to others
Get anywhere quickly and easily	Search capabilities right on the home page
Internet Tutorials	Easy help for the new user
HotWired's Surf Tour	For users who want to get more out of their current experiencesurf the Web with a pro from one of the top sites on the Net
Local content partners	Added-value provided through partnerships with leading local media companies
Newsgroups	Support for newsgroups including a guide to the best around
Electronic Yellow and White Pages	All the numbers you need online, including complete local Yellow and White pages plus other leading resources
*Actual connect speeds vary	
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ADSL Trial Info.



George March

#### BellSouth FastAccess ADSL Birmingham Market Trial

Thank you for your interest in the Birmingham ADSL trial. On September 29, BellSouth will begin a trial using ADSL (Asymmetric Digital Subscriber Line) technology to deliver high-speed Internet access to customers. You could be one of the first in the BellSouth region to surf the Internet at 30-50 times the speed of a conventional 28.8Kbps modem. A limited number of BellSouth.net subscribers in the Birmingham area will be invited to participate in the trial.



During the trial, BellSouth will offer Residential-class FastAccess ADSL technology which will allow users to download information at speeds up to 1 megabit per second - 30 times faster than today's 28.8Kbps analog modems. BellSouth will also offer Business-class FastAccess ADSL service with download speeds of up to 1.5Mbps. Both classes of service will allow users to send data to the Internet or a corporate LAN at speeds up to 128Kbps.

#### **Trial Service Elements**

#### **Monthly Usage Charges**

In addition to their basic monthly telephone bill, Residential-class participants will be charged \$20.00 for FastAccess ADSL trial service on their BellSouth telephone bill and \$29.95 for unlimited BellSouth.net Internet access (some restrictions apply) for a total of \$49.95 per month. Business customers will be charged \$70 per month for Business-class FastAccess ADSL service and \$29.95 for unlimited BellSouth.net Internet access (some restrictions apply) for a total of \$49.95 per month.

You can participate in the 4 to 8 month trial regardless of your Internet experience level or knowledge of ADSL technology. Participating in the trial would not preclude you from dialing into the system conventionally. If you are traveling, you can still access BellSouth.net at regular speed from any of our usual dial-in locations.

#### **Account Provisioning**

BellSouth will provision a digital circuit from the local telephone switching office to your residence free of charge for trial participants.

#### **Installation of Inside Wiring**

The service can utilize your existing telephone line to deliver ADSL technology to your location. If additional inside wiring is required to connect the service, this wiring will be provided free of charge for trial participants.

#### ADSL Modem and Ethernet Card

An ADSL modem will connect the phone line to your PC via an Ethernet card. Both of these items are required for service and will be provided and installed free of charge for

DOCKET NO. 960757-TP. 960833-TP, AND 960846-TP WITNESS: PORTER \_\_\_(DNP-3) EXHIBIT\_ PAGE 5 OF 22

trial participants.

#### Installation and Configuration of Internet Access Software.

After the inside wiring and additional hardware is installed, an authorized BellSouth agent will install, configure and test your Internet access software free of charge for trial participants.

#### **Trial Period**

The trial is scheduled to begin on September 29, 1997 and last for a minimum of 4 months to a maximum of 8 months.

#### Apply for the ADSL Trial!

#### Click here to apply for the BellSouth ADSL Trial!

ADSL Questions? Send your questions or comments to ADSL@bellsouth.net

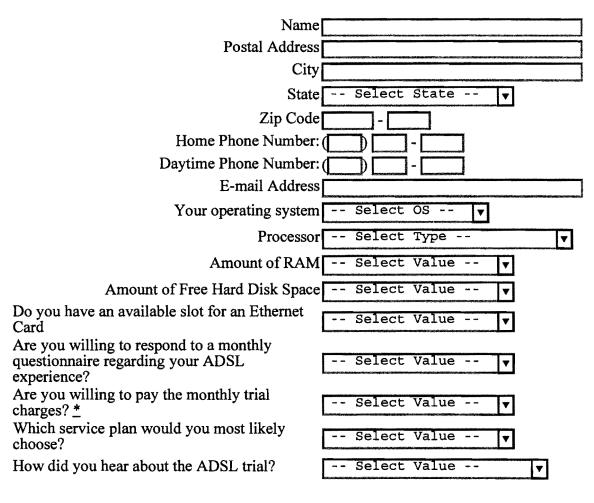
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#### **BellSouth Birmingham ADSL Trial Application**

Thank you for your interest in the Birmingham ADSL trial. On September 29 BellSouth will begin a customer trial using new ADSL (Asymmetric Digital Subscriber Line) technology to deliver high-speed Internet access to customers and is inviting a limited number of BellSouth.net subscribers in the Birmingham area to participate in the testing. Testers of all experience levels are encouraged to participate.

If you are interested in participating in this exciting trial, please answer and submit all of the following questions:



Signup Clear Form

\*In addition to their basic monthly telephone bill, Residential-class participants will be charged \$20.00 for FastAccess ADSL trial service on their BellSouth telephone bill and \$29.95 for unlimited BellSouth.net Internet access (some restrictions apply) for a total of \$49.95 per month. Business customers will be charged \$70 per month for Business-class FastAccess ADSL service and \$29.95 for unlimited BellSouth.net Internet access (some restrictions apply) for a total of \$60.00 per month for Business-class for unlimited BellSouth.net Internet access (some restrictions apply) for a total of \$99.95 per month.

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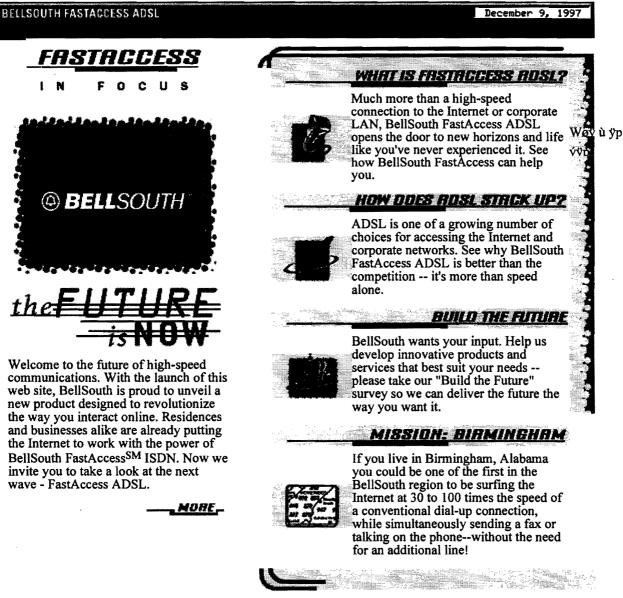
DOCKET NO. 960757-TP, 960833-TP, AND 960846-TP WITNESS: PORTER EXHIBIT \_\_\_\_ (DNP-3) PAGE 7 OF 22 **BELL**SOUTH



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#### BELLSOUTH FASTACCESS ADSL

#### WHAT IS FASTACESS ADSL?

#### Are you ready?

We've all heard the hype about what the world will be like when everyone's got a fast connection to the wired world. Up-to-the-second information on any subject at our fingertips. Interactive entertainment beyond our wildest dreams on demand. The small world becoming smaller with every click of the mouse. Well, get ready, because the future is in plain sight. And it's called BellSouth FastAccess ADSL.

#### ADSL - 30 to 100 times the speed!

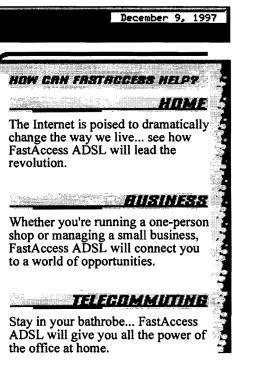
ADSL, short for Asymmetrical Digital Subscriber Line, is the clearest path to fully realizing the potential of online communications. And the wires are already in place. BellSouth FastAccess ADSL will expand your existing phone line because ADSL technology rides piggyback on top of your existing phone line (operating at a different frequency than voice conversations and today's lower-speed data traffic). FastAccess ADSL is capable of downloading information at speeds of up to several megabits per second (Mbps). Return transmission, or uploads, is at 128 kilobits per second (Kbps). That's 30 to 100 times the speed of a 28.8 modem on downloads, where you need it most.

During the Birmingham trial, various ADSL download speeds will be tested and customer satisfaction levels will be measured. Trial participants typically can expect download speeds of 1.0 Mbps for residential-class service, and 1.5 Mbps for business-class service.

And it gets better. You know all that time you spend waiting to establish your connection? Well spend it doing something else, because FastAccess ADSL gives you a constant connection to your destination. At the click of an icon, you're up and running. No waits, no busy signals.

You already know BellSouth for outstanding reliability and excellent customer service. In fact, for two years in a row, J.D. Power and Associates has singled out BellSouth for its commitment to serving you. We've been together for a long time. Now let us lead you into the future of FastAccess. Please choose from the links on the right to find out more about how FastAccess will change the way you interact with the rest of the world.

#### ADSL Home | In Focus | What Is FastAccess ADSL? How Does It Stack Up? | Build The Future Survey Market Trial





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#### BELLSOUTH FASTACCESS ADSL

December 9, 1997

#### HOW DOES IT STACK UP?

FastAccess ADSL is the near future of high-speed communications with the capability of downloading information at speeds of up to several megabits per second (Mbps). ADSL will soon be available in many areas, delivering high levels of reliability and security using existing infrastructure and wiring.

Finding the best solution for your access needs comes down to more than speed alone. Click on the links below for a summary of some of the options available for accessing the Internet and corporate LANs from your home or small business:

Time to Download a 3.75 Megabyte Video Clip	Min:Sec
<u>14.4 Dial-up</u>	35:33
28.8 Dial-up	17:47
<u>33.6 Dial-up</u>	15:14
<u>56k Dial-up</u>	09:09
<u>64k ISDN</u>	08:00
<u>128k ISDN</u>	04:00
<u>1.0 Mbps</u> Cable Modem	00:30
1.0 Mbps ADSL	00:30
1.5 Mbps ADSL	00:20

ADSL Home | In Focus | What Is FastAccess ADSL? How Does It Stack Up? | Build The Future Survey Market Trial

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With BellSouth FastAccess ADSL performing at just 1.0 Mbps, downloading a movie preview--a 3.75 Megabyte file--is a painless experience at only 30 seconds.

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BELLSOUTH FASTACCESS ADSL

December 9, 1997

#### BUILD THE FUTURE OF HIGH-SPEED COMMUNICATIONS

BellSouth is committed to you, our customers. As we gear up to roll-out FastAccess ADSL across the BellSouth calling area, we want your help. Please complete the brief survey below so we can deliver product and service pricing packages that best meet your needs (Note: this is not an online signup form for the Birmingham market trial. For more information on the Birmingham trial, <u>click here</u>).

#### How do you access the Internet today?

14.4k, 28.8k or 33.6k modem
56k modem
ISDN
T1 or higher
other

#### How much time do you spend online each week?

O less than 5 hours O between 5 and 10 hours O between 10 and 20 hours O between 20 and 40 hours O more than 40 hours

#### Do you primarily access the Internet from:

Ohome ;

O work

Oother

#### How satisfied are you with the content you find online?

O very satisfied O somewhat satisfied O neutral O somewhat unsatisfied O very unsatisfied

#### How satisfied are you with the speed of your connection?

O very satisfied O somewhat satisfied O neutral O somewhat unsatisfied

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DOCKET NO. 960757-TP, 960833-TP, AND 960846-TP WITNESS: PORTER EXHIBIT \_\_\_\_ (DNP-3) PAGE 11 OF 22

#### O very unsatisfied

#### How satisfied are you with your Internet Service Provider?

O very satisfied O somewhat satisfied O neutral O somewhat unsatisfied O very unsatisfied

## How interested are you in being able to easily use the Internet for the following "at home" activities?

Shop online in a virtual store, complete with live models	Please	Select	•
View movie previews and purchase tickets on demand	Please	Select	•
Take a college course with interactive audio/visual instruction	Please	Select	•
Compete with others from around the world in immersive video games	Please	Select	•
View the latest motion pictures in your home on demand	Please	Select	•

Hypothetically, would you be willing to spend \$80 per month for high-speed access to future evolutions of the online applications listed above?

0	yes
0	no

How interested would you be in being able to use the Internet for the following work-related activities?

Real time video, news, financial reports, and electronic procurement	Please Select
Point-to-point and multi-point video conferencing	Please Select
Multimedia distance learning/remote training	Please Select
High-speed access to Internet content	Please Select
Telecommuting/remote access to local area network (LAN)	Please Select

Hypothetically, would you be willing to spend \$130 per month for high-speed access to future evolutions of the online applications listed above?

Oyes

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#### Ono

#### Additional comments:

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Are you interested in FastAccess ADSL if the service becomes available in your area?

Oyes	
Ono	
Name:	
Company:	
(if applicable)	
Address 1:	
Address 2:	
City:	
State:	
Zip:	
Phone:	
Fax:	
E-mail:	

Add me to the FastAccess ADSL e-mail list so I can keep up with the latest information on FastAccess ADSL service from BellSouth.

Submit Form Reset Form

-

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#### BELLSOUTH FASTACCESS ADSL

#### MISSION : BIRMINBHRM

Attention online pioneers: FastAccess ADSL will make its first appearance for select customers in Birmingham, AL starting in early October '97. For 192 customers in the 205 area code, high-speed access will have a new meaning. In exchange for being among the first in the BellSouth region to

experience the power of ADSL, we will be soliciting feedback from these pioneers of FastAccess. Using the input we receive, we will soon be able to offer the absolute best in high-speed access solutions to a growing number of customers throughout the nine-state BellSouth region.



In order to participate in the trial you must meet minimum system requirements including already having a 100 MHz or faster Pentium-based processor, Windows 95 operating system, 16MB RAM, 20MB hard disk space available, and an available slot in your computer for an Ethernet card. For further information, please review <u>full requirements for trial eligibility</u>.

If you live in Birmingham and are interested getting connected with ADSL, you may select from among the providers currently offering BellSouth FastAccess ADSL service.

### BELLSOUTH, net

For information on BellSouth.net ADSL service, please <u>click</u> <u>here</u> or call 1-888-350-ADSL for more information.

#### WWISP.COM world web internet

For information on WWISP ADSL service, please <u>click here</u> or call 1-205-942-4700 for more information.

If you are not a Birmingham resident, you may still be able to get FastAccess from BellSouth. First, please <u>take our "Build</u> <u>the Future" survey</u> to get on the FastAccess ADSL mailing list. We will keep you informed on ADSL happenings in your area. Next, visit <u>Residential Services ISDN</u> or <u>Small</u> <u>Business ISDN</u> for information getting connected today with FastAccess ISDN.

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December 9, 1997 *:||] = = = = ||:||:|] = = =*2 BellSouth's FastAccess ADSL Market Trial will be conducted in the following Birmingham area neighborhoods (Area Code 205): **Cahaba Heights Telephone Prefixes** (first three digits of your phone number): 970 298 967 972 968 977 969 Homewood **Telephone Prefixes:** 414 870 802 871 803 877 868 879 Riverchase **Telephone Prefixes:** 402 982 403 985 444 987 560 988 733 Valley **Telephone Prefixes:** 822 978 979 823 824



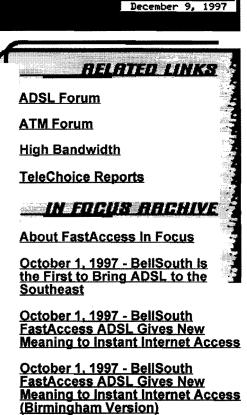
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#### BELLSOUTH FASTACCESS ADSL



Bookmark this site... FastAccess In Focus is a monthly feature article that will keep you informed on the issues surrounding high-speed communications, and the many ways in which your world might change as we move into 1998 and beyond. We look forward to helping you get the most out of your online experiences, and we hope you will stay tuned... This is going to be quite a ride!

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October 1, 1997 - BellSouth FastAccess ADSL Fact Sheet

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#### BELLSOUTH FASTACCESS ADSL

#### HOW CAN FASTACCESS HELP?

We are on the brink of a revolution that will change our world forever. Our homes will become places where we work, shop, bank and receive our education by computer. We will entertain ourselves with a single screen that combines



television, radio, computer, VCR and CD player, with content of any kind available at a single command -- all on the Internet.

Our experiences with computers and the Internet will change from sometimes cumbersome interactions with machines to seamless

existence in a fully-wired, virtual world. In the past three years, we have seen the beginning of this revolution. Now, with the availability of super high-speed home access to the Internet, the digital future is at hand.

Imagine your morning routine... As you get ready to go out the door, you see and hear an up-to-the-second report on weather and traffic conditions for your upcoming commute. No more waiting for the local TV station to broadcast their report -- the information you need is at your command.

While that day may still be on the horizon, the Internet has evolved into a powerful medium with many applications that can enhance your life today. FastAccess ADSL from BellSouth will give you all the connection speed you'll need for your family to take full advantage of the Internet today and well into tomorrow.

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December 9, 1997 :////*@2/*:/:/:#: Links to some of the best sites on the 'net. With ADSL, you'll be able to fully experience everything the Internet has to offer at top speed. Arts & Humanities <u>The Louvre</u> <u>Museum of Modern Art</u> <u>Salon Magazine</u> Education & Reference BellSouth Real Yellow Pages College Board Online <u>CollegeEdge</u> **FinAid** Old Farmer's Almanac Parent Soup Entertainment <u>Blockbuster</u> Internet Movie Database Internet Underground Music Archive Paramount Pictures Yahool Internet Life Money & Investing **CNNfn** <u>Fortune</u> **Recreation & Sports** ESPN SportsZone Great Outdoor Recreation Pages Hometime

Travel Travelocity Microsoft Expedia City.Net MapQuest

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#### BELLSOUTH FASTACCESS ADSL

#### HOW CAN FASTACCESS HELP?

**YOUR BUSINESS** FastAccess ADSL delivers to the small business customer what was previously only affordable to big business.

The explosive growth of Internet use has many small businesses believing that if they don't use it they may find themselves at a competitive disadvantage. To access



information quickly or communicate with others faster can mean the difference between success or failure. Small businesses need information FAST! ADSL fundamentally changes your Internet experience. Whether it is downloading files in seconds versus minutes, viewing

high-resolution graphics or hosting your own Web site. BellSouth FastAccess ADSL delivers high bandwidth with data speeds at up to several megabits (Mbps) per second.

There are many ways small businesses can utilize higher bandwidth and faster data access to be more efficient and competitive. Some of the more important business applications for FastAccess ADSL include:

- High-speed Internet Access
- Remote Access to Local Area Networks (LANs)
- Remote Training
- Distance Learning
- Point-to-Point and Multi-Point Video Conferencing
- Electronic Data Interchange (EDI)
- Telemedicine

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1111.4711111.43 Links to some of the best sites on the 'net. With ADSL, you'll be able to fully experience everything the Internet has to offer at top speed. Magazines and Newspapers **BellSouth Small Business** Services News Stand <u>Entrepreneur Magazine's Small</u> **Business Square** <u>Inc. Magazine</u> Your Small Office Money & Finance CNNfn <u>Fortune</u> **MonevHunter** Small Business Resources American Express Small

Business Exchange BellSouth Real Yellow Pages Business Resource Center NFIB Online U.S. Small Business Administration

Travel <u>Travelocity</u> <u>Microsoft Expedia</u> <u>City.Net</u> <u>MapQuest</u>

Web Tools Excite HotBot Yahool

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#### **BELLSOUTH FASTACCESS ADSL**

#### HOW CAN FASTACCESS HELP?

TELECOMMUTING

While Internet usage is growing at a phenomenal rate, telecommuting from remote locations to the office is growing even faster. For many professionals -- including researchers, sales representatives and computer programmers --

160



telecommuting offers unparalleled flexibility and control of setting your own schedule.

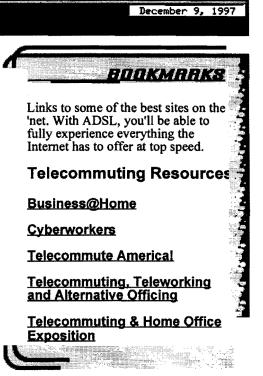
With BellSouth FastAccess ADSL, remote employees can connect to the company LAN with virtually the same speed as workers in the office.

Outside the constraints of the workplace, you can work on that big project for the boss in the wee hours of the morning (when your creativity may be at its peak), and be free to spend quality time with your kids in the afternoon. Telecommuting gives you the potential to be more productive for your employer and balance your work and personal life at the same time.

For employers, telecommuting makes perfect sense as well. The bottom line is that telecommuting can save companies a lot of money -- both by cutting down on the high costs of real estate and by increasing employee productivity. More than three-quarters of current telecommuters say they are more productive at home, largely due to fewer interruptions, according to a Telecommute America! survey.

In the same study, 49 percent of Fortune 1000 executives surveyed whose companies have telecommuting programs said their program was "somewhat advantageous to the company," while 43 percent said it was "very advantageous."

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BELLSOUTH FASTACCESS ADSL

FASTACCESS IN FOCUS

October 1, 1997

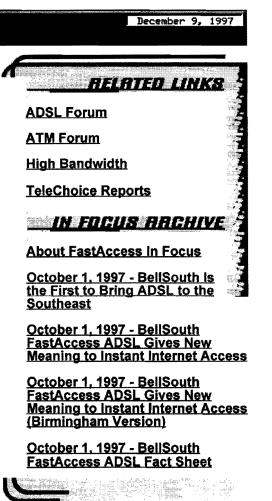
BellSouth Is the First to Bring ADSL to the Southeast

Birmingham, Ala., Becomes Testing Ground for the Latest in High-speed, Around-the-clock Internet Access for Consumers and Businesses

ATLANTA - Responding to mounting customer demands for reliable, uninterrupted Internet access and faster downloads, BellSouth becomes the first company to conduct a residential and business trial of ADSL in the Southeast. The trial, which begins today in Birmingham, Ala., puts this BellSouth service squarely ahead of competing Internet access technologies such as cable modems and 56 kilobit modems.

BellSouth FastAccess<sup>SM</sup> ADSL, or asymmetrical digital subscriber line, answers consumer demands for simultaneous voice and data on a single telephone line. This is particularly important in light of growing trends in home computer use. With more than 35 million PCs already in U.S. homes and 20 million of them linked to the Internet, ADSL has significant revenue potential in the consumer market.

Building upon both its telecommunications network and its success in Internet access service, BellSouth is offering customers the opportunity to evaluate the most advanced technology in high-speed Internet access. The company is inviting residential and business customers in four Birmingham-area communities to participate in this groundbreaking trial, scheduled to take place through May 29, 1998. BellSouth plans to offer the service in approximately 30 markets by the end of 1998.



"This trial of BellSouth FastAccess ADSL is indicative of BellSouth's strong commitment to deliver time-saving, cost-effective high-speed data services to our customers," said Charlie Coe, group president, customer operations. "Through BellSouth FastAccess ADSL, Web surfers will have immediate access to late-breaking news, travel reservations, stock quotes, movie and restaurant listings, on-line directories and e-mail. Because the service is always 'on-line,' there's no more waiting for dial-up modems to connect, and no more busy signals. Telecommuters can access their companies' data networks or intranets as fast as if they were sitting in the office. In the future, businesses that host their own Web sites will benefit from uninterrupted access because BellSouth FastAccess ADSL will keep their virtual store fronts open 24 hours a day."

Because ADSL can be deployed rapidly and selectively in the existing infrastructure, BellSouth believes successful completion of this trial will position the company to maintain its leadership in the highly competitive communications industry. The company already faces competition from cable companies and long distance companies as they attempt to offer local telecommunications and Internet access services.

BellSouth FastAccess ADSL is a high-speed transmission technology delivered over ordinary telephone lines. This technology is capable of downloading information at speeds of up to several megabits per second. Return transmission is 128 kilobits per second. The download speeds are 30 - 100 times faster than the ordinary 28.8 kilobits-per-second modem.

During this eight-month period, BellSouth is providing installation and ADSL modems, network interfaces and voice/data splitters at no charge. The monthly fee for the residential BellSouth FastAccess ADSL feature is \$20.00, in addition to normal monthly telephone service charges. Internet service provider charges will also apply. Business customers will pay higher prices for additional capabilities.

Initial participants will use BellSouth.net<sup>SM</sup> service for their Internet access during the course of the trial. However, BellSouth FastAccess ADSL is being made available to other ISPs who are expected to participate in

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the future. For the trial, BellSouth.net service will provide unlimited BellSouth Fast Access ADSL Internet connectivity for \$29.95 a month. BellSouth.net's standard dial access service remains \$19.95 per month when customers connect using regular phone lines. These prices include BellSouth's charges for connection to its local Internet gateway service and the Global Service Provider charges for connection to the global Internet. Customers can have BellSouth.net service billed to their BellSouth telephone bill or charged to their credit card. BellSouth.net will also provide ADSL trial customers with free Netscape (tm) browser software in both Windows '95 and Windows NT versions, electronic mail and access to Help Desk service 24 hours a day, seven days a week.

John Robinson, president of BellSouth.net Inc. said, "You can only realize the full benefits of BellSouth FastAccess ADSL if your Internet service provider allows for ADSL connection to the Internet. BellSouth is aggressively pursuing this new high-speed Internet access as a part of our core strategy - to continually grow our capabilities as our customers' needs grow. Our involvement in the ADSL trial is an example of our commitment to bring the fastest and most reliable Internet services to our customers. You can count on BellSouth to deploy next generation Internet technology."

BellSouth (NYSE:BLS) is a \$19 billion communications services company. It provides telecommunications, wireless communications, Internet access, directory advertising and publishing and other information services to more than 28 million customers in 20 countries worldwide. Its telephone operations provide service 24 hours a day, 365 days a year, over one of the most modern telecommunications networks in the world for nearly 23 million telephone lines in nine-states: Alabama, Florida, Georgia, Kentucky, Louisiana, Mississippi, North Carolina, South Carolina and Tennessee. The BellSouth Website is located at <u>http://www.bellsouth.com</u>.

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BELLSOUTH FASTACCESS ADSL

## FASTACCESS IN FOCUS

October 1, 1997

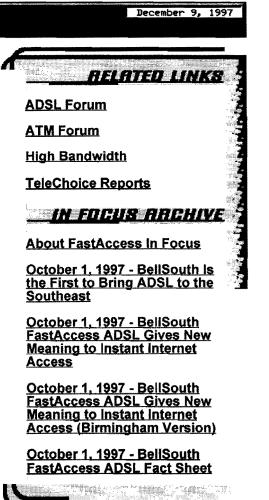
BellSouth FastAccess ADSL Gives New Meaning to Instant Internet Access

Birmingham Becomes Testing Ground for the Latest in High-speed, Uninterrupted Internet Access for Consumers and Businesses

ATLANTA - It's every Web surfer's dream: lightning-fast Internet access with continuous, reliable connections. BellSouth is one step closer to making that dream a reality with today's introduction of its BellSouth<sup>®</sup> FastAccess<sup>SM</sup> ADSL service trial in Birmingham. BellSouth FastAccess ADSL keeps residential and business customers connected to the Internet around the clock using their existing phone lines and provides virtually instant downloads.

To give typical customers the opportunity to evaluate the most advanced technology in high-speed Internet access, BellSouth is inviting residential and business customers in several Birmingham-area communities - including Cahaba Heights and parts of Homewood, Mountain Brook, Vestavia Hills, Hoover, Riverchase and northern Shelby County - to participate in this groundbreaking trial, scheduled to take place through May 29, 1998.

"This trial of BellSouth FastAccess ADSL is indicative of BellSouth's strong commitment to deliver time-saving, cost-effective, high-speed data services to our customers," said Charlie Coe, group president, customer operations. "Through BellSouth FastAccess ADSL, Web surfers will have immediate access to late-breaking news, travel reservations, stock quotes,



movie and restaurant listings, on-line directories and e-mail. Because the service is always 'on-line,' there's no more waiting for dial-up modems to connect, and no more busy signals. Telecommuters can access their companies' data networks or intranets as fast as if they were sitting in the office."

That's just what customers can do today. In the future, uninterrupted connections will help businesses that host their own Web sites keep their virtual store fronts open 24 hours a day. In addition, BellSouth FastAccess ADSL frees the line so customers can chat on the phone while surfing the Internet. They also can fax documents from a Web site without saving them to their hard drive first. And the new service doesn't interfere with other calling features such as Caller ID or Call Waiting. If for some reason the ADSL service is interrupted, regular phone service is unaffected.

ADSL, or asymmetrical digital subscriber line, is a transmission technology for ordinary telephone lines. This technology is capable of downloading information at speeds of up to several megabits per second. Return transmission is 128 kilobits per second. The download speeds are 30 - 100 times faster than the ordinary 28.8 kilobits-per- second modem.

During this eight-month period, BellSouth is providing installation and ADSL modems, network interfaces and voice/data splitters to the trial customers at no charge. The monthly fee for the residential BellSouth FastAccess ADSL feature is \$20.00, in addition to normal monthly telephone service charges. Internet service provider charges will also apply. Business customers will pay higher prices for additional capabilities.

Initial participants will use BellSouth.net<sup>sm</sup> service for their Internet access during the course of the trial. However, BellSouth FastAccess ADSL is being made available to other ISPs who are expected to participate in the future. For the trial, BellSouth.net service will provide unlimited ADSL Internet connectivity for \$29,95 a month. BellSouth.net's standard dial access service remains \$19.95 per month when customers connect using regular phone lines. These prices include BellSouth's charges for connection to its local Internet gateway service and the Global Service Provider charges for connection to the global Internet. Customers can have DOCKET NO. 960757-TP,

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BellSouth.net service billed to their BellSouth telephone bill or charged to their credit card.

BellSouth.net will also provide ADSL trial customers with free Netscape<sup>TM</sup> browser software in both Windows '95 and Windows NT versions, no sign-up charges, electronic mail and free access to expert Help Desk service 24 hours a day, seven days a week.

John Robinson, president of BellSouth.net Inc. said, "You can only realize the full benefits of BellSouth FastAccess ADSL if your Internet service provider supports ADSL connection to the Internet. BellSouth is aggressively pursuing this new high-speed Internet access as a part of our core strategy - to continually grow our capabilities as our customers' needs grow. Our involvement in the ADSL trial is an example of our commitment to bring the fastest and most reliable Internet services to our customers. You can count on BellSouth to deploy next generation Internet technology."

Trial participants must have a computer with at least a 100 megahertz Pentium processor, operating system, a minimum of 16 megabytes of RAM, a minimum of 20 megabytes of free hard drive space, and an available slot for an Ethernet card. To participate in the BellSouth FastAccess ADSL experience, volunteers may sign-up through the BellSouth FastAccess ADSL Web site starting Wednesday, October 1, 1997, at www.bellsouth.com/fastaccess/adsl. Eligible participants will be notified via e-mail.

BellSouth (NYSE:BLS) is a \$19 billion communications services company. It provides telecommunications, wireless communications, Internet access, directory advertising and publishing and other information services to more than 28 million customers in 20 countries worldwide. Its telephone operations provide service 24 hours a day, 365 days a year, over one of the most modern telecommunications networks in the world for nearly 23 million telephone lines in a nine-state region that includes Alabama, Florida, Georgia, Kentucky, Louisiana, Mississippi, North Carolina, South Carolina and Tennessee. The BellSouth Web site is located at http://www.bellsouth.com.

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#### CERTIFICATE OF SERVICE

I HEREBY CERTIFY that true and correct copies of Rebuttal Testimony of David N. Porter on behalf of WorldCom, Inc. in Docket No. 960757-TP have been served upon the following parties by Hand Delivery (\*) and/or U. S. Mail this 9th day of December, 1997.

Monica Barone, Esq.\* Division of Legal Services, Room 370 Florida Public Service Commission 2540 Shumard Oak Blvd. Tallahassee, FL 32399-0850

Ms. Nancy White\* c/o Ms. Nancy Sims BellSouth Telecommunications, Inc. 150 S. Monroe Street, Suite 400 Tallahassee, FL 32301

Richard D. Melson\* Hopping Green Sams & Smith 123 S. Calhoun St. Tallahassee, FL 32301

Thomas K. Bond MCI Telecommunications 780 Johnson Ferry Road, Suite 700 Atlanta, GA 30342

Tracy Hatch, Esq\* AT&T 101 N. Monroe St., Suite 700 Tallahassee, Florida 32301

Mike Tye, Esq.\* AT&T 101 N. Monroe St., Suite 700 Tallahassee, Florida 32301

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