Legal Department

MARY K. KEYER **General Attorney** 

BellSouth Telecommunications, Inc. 150 South Monroe Street Room 400 Tallahassee, Florida 32301 (404) 335-0729

ORIGINAL

December 21, 1998

Mrs. Blanca S. Bayo Director, Division of Records and Reporting Florida Public Service Commission 2540 Shumard Oak Boulevard Tallahassee, Florida 32399

> RE: Docket No. 981052-TP

Dear Mrs. Bayo:

Enclosed are an original and 15 copies of BellSouth Telecommunications, Inc.'s Rebuttal Testimony of Marc Cathey. Please file these documents in the captioned docket.

A copy of this letter is enclosed. Please mark it to indicate that the original was filed and return the copy to me. Copies have been served on the parties shown on the attached Certificate of Service.

Sincerely,

Mary K. Keyer (re) CK AEA Mary K. Keyer APP CAF Enclosures Смu All Parties of Record CTR CC: A. M. Lombardo EAG N. B. White LEG W. J. Ellenberg (w/o enclosures) LIN OPO RECEIVED & FILED ROH MN FPSC-BUREAU OF RECORDS 850 WAS \_\_\_\_\_ OTH \_

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#### CERTIFICATE OF SERVICE Docket No. 981052-TP

I HEREBY CERTIFY that a true and correct copy of the foregoing was served via Federal Express this 21st day of December, 1998, to the following:

Andrea K. Welch Telephone Company of Central Florida, Inc. 3599 W. Lake Mary Boulevard Suite E Lake Mary, Florida 32746 (407) 328-5002

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Mary K. Koyer (Ka) Mary Kakeyer

1	<b>BELLSOUTH TELECOMMUNICATIONS, INC.</b>
2	<b>REBUTTAL TESTIMONY OF MARCUS B. CATHEY</b>
3	<b>BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION</b>
4 5	<b>DOCKET NO. 981052-TP</b>
6	<b>DECEMBER 21, 1998</b>
7	
8	Q. PLEASE STATE YOUR NAME AND BUSINESS ADDRESS.
9	
10	A. Marcus B. Cathey, 600 North 19 <sup>th</sup> Street, Birmingham, Alabama 35203.
11	
12	Q. BY WHOM ARE YOU EMPLOYED AND IN WHAT CAPACITY?
13	
14	A. I am employed by BellSouth Telecommunications, Inc., as the Sales Assistant Vice
15	President responsible for sales and service for over 150 alternative local exchange
16	carriers (ALECs) who are either facility-based providers or resellers.
17	
18	Q. PLEASE DESCRIBE YOUR EDUCATION AND PROFESSIONAL
19	EXPERIENCE.
20	
21	A. I have a bachelor's degree in Political Science from Baylor University in
22	Waco, Texas. I have over 20 years of experience with BellSouth. During my
23	career, I have held jobs in Customer Service, Sales, and Product
24	Management. I have been in my present position for the past 18 months.
25	
26	Q. WHAT IS THE PURPOSE OF YOUR TESTIMONY?

:" " " \* \*

1	
2	A. I am testifying on behalf of BellSouth to rebut the direct testimony filed by Kenneth
3	Koller, Norman Ripper and Andrea Welch of TCCF in both the complaint and
4	arbitration proceedings.
5	
6	Q. IN MR. RIPPER'S TESTIMONY ON PAGE 6, LINES 17-22, AND IN MR.
7	KOLLER'S TESTIMONY ON PAGE 3, LINE 6, BOTH MENTION
8	FREQUENT ACCOUNT TEAM CHANGES WHICH THEY BELIEVE
9	CAUSED TCCF DELAY AND MISUNDERSTANDING. IS THIS TRUE?
10	
11	A. No. While I acknowledge there have been some changes in the members of
12	BellSouth's account team during this 2 <sup>1</sup> / <sub>2</sub> -year period, it is important to note two
13	things. First, with the approval of the Telecommunications Act in 1996, BellSouth
14	saw an immediate and exponential increase in the number of ALECs who needed
15	assistance in establishing operations. This enormous growth caused many of the
16	account team changes. Second, all of the individuals listed by Mr. Koller, except one,
17	are still members of the BellSouth account team, and were available to transition
18	responsibilities to the next responsible account team member. Charlotte Webb
19	retired.
20	
21	Q. WAS THE ESSX® SERVICE WHICH MR. KOLLER REFERS TO ON
22	PAGE 7, LINES 10 THROUGH 17, TO BE PROVISIONED IN THE SAME
23	WAY THAT THE ESSX® SERVICE PROVIDED FOR IN BELLSOUTH'S
24	GRANDFATHERED ESSX® SERVICE TARIFF IS NORMALLY
25	PROVISIONED?

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2	A.	No. Although TCCF requested ESSX® Service, the service was to be interconnected
3		in a non-standard arrangement using direct access via T1 transport to Wiltel's point of
4		presence (POP). Because this was not a standard serving arrangement, the BellSouth
5		account team and Network organization were not familiar with this type of
6		arrangement. ESSX® Service had traditionally been used for large business
7		applications. It had never, to BellSouth's knowledge, been used to provide local dial
8		tone to small business and residential customers on a resale basis the way TCCF
9		intended. TCCF wanted ESSX® Service dial tone disguised as Business
10		(1FB)/Residential (1FR) Service to TCCF end users using assumed dial 9 and
11		dedicated access to route interLATA calls.
12		
13	Q.	HOW DID YOU RESOLVE WHAT THE NON- STANDARD SERVICE
14		ARRANGEMENT WOULD BE?
15		
16	A.	BellSouth and the members of the account team worked diligently with TCCF in a
17		good faith effort to implement ESSX® Service in the manner TCCF requested.
18		BellSouth held numerous internal meetings with subject matter experts to develop a
19		consensus of the best and most efficient way for the service to be implemented. The
20		two major questions were: 1) how to provision a "mini-T" from the ESSX® Service
21		common block to the long distance interface, and 2) were Automatic Route Selection
22		tables required? BellSouth also determined in its research that a special software
23		release would be required to allow Automatic Number Identification (ANI) to be
24		passed from the common block to a carrier interface in all 5ESS offices. This was not

a standard software release for the 5ESS switch and, therefore, had to be submitted as

1	a Business Opportunity Request (BOR) which is similar to the specific assembly
2	process traditionally used to respond to unique end user needs on our retail side.
3	BellSouth also identified a problem in its 5ESS office that had a dual dial tone when
4	the digit one was used. This issue also required a BOR.
5	
6	Q. IN YOUR OPINION, DID TCCF COMPLETELY UNDERSTAND
7	THIS TYPE OF INTERCONNECTING ARRANGEMENT FOR ESSX®
8	SERVICE?
9	
10	No, as evidenced by Mr. Koller's direct testimony on pages 6 and 7, in which Mr.
11	Koller indicates TCCF was asking for T1 circuits from the ESSX® Service common
12	block to the Wiltel POP. BellSouth could have provisioned service in this manner;
13	however, when BellSouth questioned Mr. Koller as to how TCCF would identify the
14	station number placing the long distance calls for billing and collection purposes, he
15	was unable to provide an answer. BellSouth pointed out that the only way to
16	pass ANI out of an ESSX® Service common block was to terminate Primary Rate
17	Interfaces (PRIs) into it. As a result, TCCF had to revise its original design.
18	
19	Q. DID TCCF SUBMIT BUSINESS OPPORTUNITY REQUESTS FOR THESE
20	NON- STANDARD ENHANCEMENTS TO ESSX® SERVICE?
21	
22	A. Yes. TCCF submitted three BORs dated August 18, 1997, September 17, 1997, and
23	September 23, 1997.
24	
25	Q. WERE THESE CHANGES SIGNIFICANT TO THE STANDARD ESSX®

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#### **SERVICE OFFERING?**

2

A. Yes. Significant modifications had to be put in place including upgrading certain
Central Office types, developing procedures to terminate PRI into the common block
and modifying BellSouth's process to pass the necessary ANI information. As a
goodwill gesture, BellSouth agreed to absorb the significant costs associated with
upgrading its 5ESS Central Offices.

## 9 Q. DURING THE TIME PERIOD WHEN TCCF'S BORs WERE UNDER 10 DEVELOPMENT, WAS TCCF PREVENTED FROM RESELLING ESSX® 11 SERVICE?

12

A. Absolutely not. TCCF could, and did, resell ESSX® Service during this time period.

## Q. DID BELLSOUTH HAVE PROBLEMS CONVERTING TCCF CUSTOMERS TO ESSX® SERVICE?

17

A. Yes. However, it is important to note that TCCF was one of BellSouth's first ALECs
 in Florida, and the only one who used a grandfathered service to provide dial tone in a
 non-traditional manner from how the service was originally designed. BellSouth did
 experience provisioning problems providing service in this unique arrangement.
 Q. WHAT MADE PROVISIONING ESSX® SERVICE SERVICE DIFFICULT?

24

A. First of all, ESSX® Service is one of BellSouth's most complex retail services

because of the many options available to choose from which provide different
 capabilities. Second, out of certain Central Office types like the older 1As, the entire
 conversion process was totally manual which added to the complexity.

4

## Q. WHAT STEPS DID BELLSOUTH TAKE TO IMPROVE THE ESSX® SERVICE CONVERSION PROCESS?

7

8 A. First, BellSouth investigated each and every outage occurrence and found in many 9 cases because of the manual process involved, human error was a main cause of the problem. BellSouth identified the individuals responsible for the mistakes, provided 10 11 them with additional training, and in one instance issued discipline. BellSouth also agreed to communicate to other organizations what had been learned to prevent 12 additional errors as TCCF expanded its marketing effort to include new offices. 13 BellSouth also assigned a project manager to professionally coordinate all future 14 cutovers. Furthermore, BellSouth recommended that TCCF limit the number of 15 conversions to ESSX® Service to either 10 lines or one customer per day operating 16 out of a 1A type Central Office. This recommendation was accepted by TCCF. 17 Additionally, BellSouth called TCCF end users at TCCF's request, to apologize and 18 take responsibility for the errors BellSouth caused. Finally, BellSouth entered into a 19 20 confidential monetary settlement with TCCF in April 1997, and TCCF in return released BellSouth from any and all claims through March 14, 1997. 21

22

## Q. DID ANY OF TCCF'S ACTIONS CONTRIBUTE TO THE DIFFICULITIES PROVIDING ESSX® SERVICE?

A. Yes. Many of TCCF's orders had problems that had to be corrected before BellSouth
was able to enter them into BellSouth's systems. Exhibit MBC-1 is an example of a
clarification report sent back to TCCF. In this report, TCCF had asked for features
not tariffed, lines to be transferred which were disconnected, or for lines that were
wrong and there was a lack of information.

6

## Q. AS A SUPPLIER, WHAT DID YOU DO TO ASSIST TCCF WITH IMPROVING ORDERING ESSX® SERVICE?

9

A. BellSouth first customized an input sheet for TCCF which significantly reduced the
number of required pages and fields. BellSouth then flew six individuals to Orlando
to spend the entire day of October 15, 1997, at TCCF's facility in a training workshop
to help TCCF understand what its responsibilities were and how to provide BellSouth
the necessary information to initiate a service request. Additionally, subsequent
training sessions were held with TCCF Sales and Provisioning personnel in February
1998, March 1998, and early May 1998.

17

## Q. WHAT DELAYED THE IMPLEMENTATION OF TCCF'S REQUESTED NON-STANDARD ESSX® SERVICE ARRANGEMENT?

20

A. Several factors delayed TCCF's non-standard arrangement. First, BellSouth found
the implementation of its changes more difficult than originally believed. Second,
Wiltel, the long distance carrier being used by TCCF, had to upgrade its software
which caused a two-month delay. Third, TCCF had to verify that Wiltel's file format
would be compatible with records required by TCCF's third party billing supplier.

1	
2	Q. WHEN WAS THE NON-STANDARD ESSX® SERVICE TCCF REQUESTED
3	IMPLEMENTED BY BELLSOUTH?
4	
5	A. BellSouth completed testing in the Magnolia Office - DMS on January 28, 1998.
6	From BellSouth's perspective, TCCF could have begun providing service from this
7	Central Office from this period forward.
8	
9	Q. WERE ANY OTHER OFFICES COMPLETED?
10	
11	A. On April 2, 1998, seven other offices had testing completed with three more wired
12	awaiting testing with Wiltel. BellSouth's work was scheduled to be completed except
13	for the two 1A Central Offices, by the end of May, 1998. BellSouth offered TCCF
14	the opportunity to TCCF select two other non-1A central offices. BellSouth was
15	surprised that TCCF, once offices were completed, had not begun converting lines to
16	the new arrangement. BellSouth reflected this concern in correspondence contained
17	in Exhibit MBC-2.
18	
19	Q. WERE ALL OF THE OFFICES COMPLETED FOR TESTING BY
20	BELLSOUTH?
21	
22	A. No. At the end of May, 1998, Wiltel and TCCF ended their relationship and
23	as a result all future testing was placed on hold.
24	
25	Q. ARE THEIR ANY INACCURACIES IN MR. KOLLER'S TESTIMONY?

•

2	A. Yes. On page 13, lines 6-8, Mr. Koller acknowledges Wayne Carnes sent a
3	letter detailing the readiness of BellSouth for TCCF to proceed with ordering
4	ESSX® Service. In Mr. Carnes' statement, he was only referring to the
5	Magnolia Central Office not all of the offices as Mr. Koller suggests. This
6	was clarified in subsequent conversations. Mr. Koller also mentioned on page 13,
7	lines 13-18, deny originate and deny incoming (DIN/DOR) as not being ready.
8	The inclusion of the DIN and DOR features into DECAS was debated within
9	BellSouth for several months, as it was initially believed that this feature would not
10	work. Once all hurdles were cleared, the feature was implemented/added to the
11	common blocks within 2 weeks. Mr. Carnes provided this information, which Bob
12	McRae and Darrell Ducote developed, as a part of a bi-monthly project (PRI into
13	ESSX® Service) status report given to both Mr. Ripper and Ms. Welch during 1998.
14	Also, on page 9, line 21, the facsimile sent to TCCF on August 25, 1997, was sent to
15	get a corrected worksheet that was agreed on between both companies. The original
16	request was sent on a 5ESS office and should have shown a DMS 100. This was not
17	sent for any type of additional paperwork as Mr. Koller claims, but was just for a
18	correction of the worksheet which TCCF agreed to use.

19

#### 20 Q. DID YOU ADVISE MS. WELCH NOT TO IMPLEMENT EDI AS

### 21

#### INDICATED IN HER TESTIMONY ON PAGE 14, LINES 4-10?

22

A. Yes. The reasons BellSouth recommended TCCF not implement EDI were because
 API/TAG combined preordering with ordering functionality that would allow TCCF
 to customize its system to allow only one set of keying for service orders. Also, Ms.

Welch is confusing EDI with LENS, according to her statements made on page 14,
lines 6, 7 and 8, in which she refers to interface limitations which exist in LENS, not
in EDI. Frankly, BellSouth is surprised by Ms. Welch's confusion given the in-depth
discussion held between the BellSouth Account Team members and Ms. Welch on
October 1, 1998.

# Q. MR. RIPPER TESTIFIES ON PAGE 6, LINES 10 AND 11, THAT BELLSOUTH HAS "DONE EVERYTHING IN ITS POWER TO PREVENT TCCF FROM BEING SUCCESSFUL IN THE MARKET." IS THIS TRUE?

11

12 A. Absolutely not. Over the course of the last 2 and 1/2 years BellSouth has expended considerable time, energy and expense in its efforts to understand and respond to 13 TCCF's requests. Mr. Ripper's statement is entirely without merit 14 15 considering the record supplied by both himself and Mr. Koller which documents much discussion, meetings, recommendations and settlements reached by both 16 parties in an attempt to help TCCF advance its business goals. Helping 17 TCCF start operations has been BellSouth's first and foremost priority. BellSouth 18 acknowledges it had some difficulties and problems along the way, as did TCCF. 19 However, BellSouth has compensated TCCF for these problems by way of two 20 adjustments - one in April 1997, and another one in October 1997. In fact, as 21 mentioned earlier in my testimony, TCCF signed a confidential settlement agreement 22 23 in April 1997, releasing BellSouth of any and all claims, specifically those associated

1		with the provisioning of ESSX® Service, through March 14, 1997. None of the
2		problems which occurred prior to October 1997, when BellSouth made a second
3		adjustment to TCCF, should be addressed in these proceedings.
4		
5	Q.	MR. RIPPER ALSO ALLUDES TO ADDITIONAL DELAYS CAUSED BY
6		BELLSOUTH WITH HIS TESTIMONY ON PAGE 9, LINES 11 TO 14.
7		WOULD YOU COMMENT ON HIS STATEMENT?
8		
9	A.	Yes. It should be first noted that Wiltel is no longer involved in TCCF's non-
10		standard ESSX® Service offering. In fact, BellSouth is unsure which Interexchange
11		Carrier TCCF is now working with to provide dedicated access to ESSX® Service. It
12		should also be noted that Mr. Ripper's Exhibit ENR-9 is the result of a recent request
13		which consitutes still a different network arrangement from the one developed with
14		Wiltel.
15		
16	Q.	WOULD YOU LIKE TO SUMMARIZE YOUR REBUTTAL TESTIMONY?
17		
18	A.	Yes. BellSouth has for the past 2 and $1/2$ years tried in earnest to understand and
19		respond to TCCF's requests. BellSouth has been open and honest when BellSouth
20		was the cause of delays. In good faith, BellSouth made financial settlements and
21		absorbed implementation costs all in the spirit of trying to put the past behind and
22		focus on where TCCF thought it needed to be. BellSouth will continue these same
23		efforts and its quest to assist TCCF and provide TCCF with the best service BellSouth
24		has to offer.
25		

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#### Q. DOES THIS END YOUR TESTIMONY?

3 A. Yes, it does.

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. MESSAGE CONFIRMATION

FPSC Docket 981052-1r Rebuttal Exhibit MBC-1 Page 1 of 8 08/18/37 14:15

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BELLSOUTH

BellSouth Interconnection Complex Service Center 3535 Colonnade Parkway Birmingham, AL 35243 Office 205-977-1724 Fax 205-977-1171



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FPSC Docket 981052-TP Rebuttal Exhibit MBC-1 Page 2 of 8

BeilSouth Interconnection Complex Service Center 3535 Colonnade Parkway Birmingham, AL 35243 Office 205-977-1724 Fax 205-977-1171

BELLSOUTH



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BellSouth Lelecommunications FPSC Docket 981052-TP Rebuttal Exhibit MBC-1 Page 3 of 8

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#### **CLARIFICATION FORM**

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#### **CLARIFICATION FORM**

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BellSouth Telecommunications FPSC Docket 981052-TP Rebuttal Exhibit MBC-1 Page 5 of 8

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#### **CLARIFICATION FORM**

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BellSouth Telecommunications FPSC Docket 981052-TP Rebuttal Exhibit MBC-1 Page 6 of 8

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BellSouth Telecommunications FPSC Docket 981052-TP Rebuttal Exhibit MBC-1 Page 7 of 8

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BellSouth Telecommunications FPSC Docket 981052-TP Rebuttal Exhibit MBC-1 Page 8 of 8

#### ; . . \* TELEPHONE CO. OF CENTRAL FLORIDA

3575 W. Lake Mary Boulevard. Suite 107 Lake Mary, Florida 32746 Phone: (407) 328-5002 X105 Faz: (407) 328-5896

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Subject :

#### **Comments:**

Judy,

After carefully looking over the clarifications that you sent me I have decided that the only account that you should move onto our ESSX system is:

Walker Insurance (407) 849-1988

Just make their backup line a second ESSX line. Leave all the other accounts how they are right now.

Thanks!

Norman Ripper

Fax PRO Cover Page

Rebuttal Exhibit MBC-2 Page 1 of 2

## EXECUTIVE SUMMARY

May 19, 1998

MBC-2

Ken E Koller - Director of Jincering 3575 W Lake Mary BMd Suite 106 Lake Mary, Florida 32746

Deer Ken:

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As follow-up to Wayne Cames' May 15<sup>th</sup> ESSX Update memo, We are presenting the enclosed information for your review. Hilltea of this ESSX documentation include all order into, IXC info, coordination info, plus target and completion dates.

A summary sheet precedes documentation for each office. This information will be monitored, and updated from Danyi Ducote, Project Manager, to myself with great frequency. Until handolf of all offices for order input, I will share these updates with you biweekly.

Items of note at the time of this initial presentation (5/20/98) include:

23 BelSouth Central Offices ... 23 ESSX Systems

- 1 Office: Orlando-Magricula-DMS has been ready for customer order activity since 1/28/98.
- 14 Offices will be tested, and will be ready for ordering by 8/1/98 (target data).
- 2 Offices will be tested, and will be ready for ordering by 5/26/98 (target date).
- 2 analog (1AESS) Offices (Orlando-Magnolle-1AESS, and W Paim Beach-Main-1AESS) will
  not support a PRI link from WilTel, thus preventing the passing of ANI information to the WiTel
  switch.
- 4 Offices (Miami-W Hollywood-5ESS, Miami-Grande-5ESS, Gainsville-Main-5ESS, Vero Beech-5ESS), have outstanding WITtel ordering problems. WITtel can not identify the BeliSouth circuit ID associated with their PRt order. The absence of this information (ID + CLF/CFA) prevents BeliSouth from being able to order the "mini-T" to the ESSX Common Block.

If I can provide any further essistance, please contact me at 205 877-1482, or by pager at 800 329-

Since

Bob McRae Systems Designer

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BellSouth Interconection Services Fax 205 977-0037 Room E9E1 3535 Colonnade Parkway Birmingham, Alabama 35243 mBc- 2 2062

April 17, 1998

Kip Ripper President TCCF 3575 Lake Mary Blvd. Suite 107 Lake Mary, Florida 32746

Dear Kip:

As your TCCF Account Manager, I feel the BellSouth Account Team has made significant improvement with issues regarding TCCF. Although we do not talk on a regular basis someone from my Account Team communicates with TCCF daily. BellSouth has made a tremendous investment in upgrading our Central Offices to provide TCCF with the facilities needed to provide ESSX Service for TCCF end users. We have also staffed the complex ordering group to accommodate TCCF service orders for ESSX. In addition my Account Team has added Cynthia Hodges to help coordinate your service orders that are issued through Peggy McKay's complex ordering group. At this time the Magnolia Central Office in Orlando is ready for ESSX service to be provisioned. However, we do not see any volume of ESSX service orders being received. Please let me know if your plans have changed in regards to TCCF utilizing ESSX Service so we can make the necessary changes to properly staff our service centers. BellSouth has also coordinated testing with WorldCom in other BellSouth central offices anticipating ESSX Service being provisioned in them as well.

We appreciate your patience in this major project and I look forward to bearing from you regarding this issue soon. Please let me know if there is anything I can do to help with any issue. We greatly appreciate your business.

Sincerely,

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Wayne Carnes Regional Account Manager

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