

ORIGINAL

Matilda Sanders

From: Rob Heath [robh@sbcglobal.net]
Sent: Wednesday, August 11, 2004 11:50 AM
To: Filings@psc.state.fl.us
Subject: Telecom annual data request

040000

Attached please find our responses to the annual Florida Telecom data request. Should you have any questions or require any additional information, please advise.

Thank you!

Sincerely,
Robert E. Heath
EVP
AFN, Inc.

- CMP _____
- COM _____
- CTR _____
- ECR _____
- GCL _____
- OPC _____
- MMS _____
- RCA _____
- SCR _____
- SEC 1
- OTH _____

8/11/2004

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FPSC-COMMISSION CLERK

2004 CLEC Tables

Please note that there are multiple tables in this workbook. Each table is on its own labeled tab below. Each table also has a sample table to illustrate the format in which the data should be provided.

The FPSC is asking for data on an Exchange level basis. Please see note in Table 1 for instructions on how to download this information from the NANPA website. The NANPA information is in an Excel spreadsheet. To obtain the Exchange information from the NANPA spreadsheet, create a new Exchange column and use the Vlookup formula in Excel to match the NPA-NXX from your information to the NANPA information and return the exchange found in the Rate Center column. See Example Below. Click on the cell in the new exchange column to see the actual formula. For help with this formula see the note below.

NANPA Information

| NPA-NXX | Use | OCN | Company | RateCenter | Switch | Initial/Growth | AssignDate | EffectiveDate |
|---------|-----|------|---------------------|------------|------------|----------------|------------|---------------|
| 239-202 | AS | 5750 | HOSTING-NETWORK, IN | NCAPECORAL | FTMYFL50DS | I | 10/4/2001 | |
| 239-203 | AS | 5750 | HOSTING-NETWORK, IN | NAPLES | FTMYFL50DS | I | 10/4/2001 | |

Your Information

| Exchange (New Column) | NPA- NXX |
|--------------------------|-------------|
| NCAPECORAL | 239-202 |
| NAPLES | 239-203 |

Please note that the NPA-NXX in your information must match the exact format used in the NANPA information (NPA-NXX) for the formula to return a value. If it does not, there are formulas in Excel (right, left, mid, concatenate) that can be used to reformat your data. This does not need to be a manual process. If you are using Access to manipulate your data, NANPA's spreadsheet can be imported into Access. Once the table is imported into your database, create a make table query that joins the NPA-NXX field from the NANPA information with the NPA-NXX field in your information. Pull down the Rate Center field from the NANPA table and the corresponding fields in your table to create a new table with the Exchange in place of the NPA-NXX. Please note that both NPA-NXX fields must be in the same format. You can manipulate your data or the NANPA data in Access to achieve this result. If you have any questions or problems, please contact Tabitha Hunter at (850) 413-6920 or at thunter@psc.state.fl.us.

Help using the Vlookup formula

Searches for a value in the leftmost column of a table, and then returns a value in the same row from a column you specify in the table.

The V in VLOOKUP stands for "Vertical."

Syntax

VLOOKUP(lookup_value,table_array,col_index_num,range_lookup)

Lookup_value is the value to be found in the first column of the array. **Lookup_value** can be a value, a reference, or a text string.

* The **Lookup_value** in the above example is the NPA-NXX off of the CLEC information.

Table_array is the table of information in which data is looked up. Use a reference to a range or a range name, such as Database or List.

* The **Table_array** in the above example is the entire table of NANPA information. Please note that the array location will change when the formula is copied and pasted if you do not hard code it with "\$" (i.e., \$A\$11:\$I\$12). The "\$" symbol tells Excel not to change the location of the referenced cells.

If **range_lookup** is TRUE, the values in the first column of **table_array** must be placed in ascending order: ..., -2, -1, 0, 1, 2, ..., A-Z, FALSE, TRUE; otherwise VLOOKUP may not give the correct value. If **range_lookup** is FALSE, **table_array** does not need to be sorted.

You can put the values in ascending order by choosing the **Sort** command from the **Data** menu and selecting **Ascending**.

The values in the first column of **table_array** can be text, numbers, or logical values.

Uppercase and lowercase text are equivalent.

Col_index_num is the column number in **table_array** from which the matching value must be returned. A **col_index_num** of 1 returns the value in the first column in **table_array**; a **col_index_num** of 2 returns the value in the second column in **table_array**, and so on. If **col_index_num** is less than 1, VLOOKUP returns the #VALUE! error value; if **col_index_num** is greater than the number of columns in **table_array**, VLOOKUP returns the #REF! error value.

* The **Col_index_num** in the above example is 5 because the exchange information is located in the 5th column of the NANPA table.

Range_lookup is a logical value that specifies whether you want VLOOKUP to find an exact match or an approximate match. If TRUE or omitted, an approximate match is returned. In other words, if an exact match is not found, the next largest value that is less than **lookup_value** is returned. If FALSE, VLOOKUP will find an exact match. If one is not found, the error value #N/A is returned.

* The **Range_lookup** in the above example is false because we only want to find exact matches. If we used true, the results may be inaccurate.

Remarks

If VLOOKUP can't find **lookup_value**, and **range_lookup** is TRUE, it uses the largest value that is less than or equal to **lookup_value**.

If **lookup_value** is smaller than the smallest value in the first column of **table_array**, VLOOKUP returns the #N/A error value.

If VLOOKUP can't find **lookup_value**, and **range_lookup** is FALSE, VLOOKUP returns the #N/A value.

2004 Competitive Local Exchange Carrier (CLEC) Data Request
(Due by July 15, 2004)

Legal Company Name: American Fiber Network, Inc.

D/B/A: _____

FPSC Company Code (e.g.,TX000): TX393

Contact Name & Title: Robert E. Heath-EVP

Telephone Number: 913-338-2658

E-mail Address: rob.heath@afnltd.com

Stock Symbol (if company is publicly traded): _____

1. If you are providing local service in Florida please complete the attached Tables 1-3.

2. Please indicate which of the following services your company provides. Select all that apply.

- | | |
|---|--|
| <input checked="" type="checkbox"/> Local telephone service | <input type="checkbox"/> Paging service |
| <input type="checkbox"/> Private line/special access | <input type="checkbox"/> Prepaid service |
| <input type="checkbox"/> Wholesale loops | <input type="checkbox"/> VoIP |
| <input type="checkbox"/> Wholesale transport | <input type="checkbox"/> Cable television |
| <input checked="" type="checkbox"/> Interexchange service | <input type="checkbox"/> Satellite Television |
| <input type="checkbox"/> Cellular service | <input type="checkbox"/> Broadband Internet Access |

3. If your company provides **pre-paid** local telephone service, is this is the only service you currently provide in Florida?

Not applicable

4. Please complete the table on the following page showing the different bundles that you offer by marking the services you offer along with the price and take rate (the percentage of customers that subscribe to the corresponding package) for residential and business customers.

We currently do not offer any bundled products. We offer local services which match the ILEC's tariffed rates and interexchange services on a per minute of usage basis.

| | | Local | Long Distance | Broadband | Wireless | Video Service | Price | Take Rate |
|-----------------------------|------------|-------|---------------|-----------|----------|---------------|---------|-----------|
| Residential Packages | Example | X | X | | | X | \$69.99 | 35% |
| | Package 1 | | | | | | | |
| | Package 2 | | | | | | | |
| | Package 3 | | | | | | | |
| | Package 4 | | | | | | | |
| | Package 5 | | | | | | | |
| | Package 6 | | | | | | | |
| | Package 7 | | | | | | | |
| | Package 8 | | | | | | | |
| | Package 9 | | | | | | | |
| | Package 10 | | | | | | | |
| | Package 11 | | | | | | | |
| | Package 12 | | | | | | | |
| | Package 13 | | | | | | | |
| | Package 14 | | | | | | | |
| | Package 15 | | | | | | | |
| Business Packages | Example | X | X | X | | | \$89.99 | 25% |
| | Package 1 | | | | | | | |
| | Package 2 | | | | | | | |
| | Package 3 | | | | | | | |
| | Package 4 | | | | | | | |
| | Package 5 | | | | | | | |
| | Package 6 | | | | | | | |
| | Package 7 | | | | | | | |
| | Package 8 | | | | | | | |
| | Package 9 | | | | | | | |
| | Package 10 | | | | | | | |
| | Package 11 | | | | | | | |
| | Package 12 | | | | | | | |
| | Package 13 | | | | | | | |
| | Package 14 | | | | | | | |
| | Package 15 | | | | | | | |

- (a.) Please indicate below what vertical services are available in the bundles you offer.

3-way calling _____
 Caller ID w/ name _____
 Call Hunt _____
 Call Waiting _____
 Voice Mail _____
 Call Transfer _____
 Caller ID Block _____
 Repeat Dialing _____
 Call Return _____
 Call Waiting w/ Caller ID _____
 Line Guard _____
 Other (Specify) _____

- (b.) How many of the above services are included in a bundle? Not applicable.
- (c.) Are these bundles offered in all areas where you provide service? If not, why not and do you intend to offer them in the future? Not applicable.

5. Indicate below whether you are offering or providing VoIP service to end-user customers in Florida? For purposes of this question, VoIP service is defined as IP-based voice service provided over a digital connection. VoIP calls under this definition may or may not terminate on the PSTN.

Not offering VoIP service in Florida.
 Offering business VoIP services.
 Offering residential VoIP services.

If you are offering or providing residential or business VoIP service in Florida:
Not applicable.

- (a.) List the locations in Florida where you are offering VoIP service. If you roll out service by MSA, list the MSAs; if rolled out by exchange, list the exchanges, etc.
- (b.) Provide residential price(s) for VoIP service.
- (c.) Provide small business price(s) for VoIP service.
- (d.) List all call features included with the service, e.g., call forwarding, caller ID, voice mail, etc.
- (e.) Check all that apply to your VoIP service:
- Offer wireless VoIP service.
 Offer wireline VoIP service.

- 911 (Location information not provided automatically to PSAP).
- E911 (Location information provided automatically to PSAP).
- CALEA (Communications Assistance for Law Enforcement Act).
- Telephone Relay Service.
- Power Backup (If so, identify time duration below, e.g., 4 hours, 8 hours).
- Time duration of power backup (in hours).
- Directory Assistance.
- Operator Services.**
- Equal Access to long distance providers.
- Local Number Portability.
- Local Calling.
- Long Distance Calling.
- International Calling.
- Contribute to Universal Service Fund.
- Require VoIP subscriber to also purchase Broadband service.
- Offered as primary line service.
- Offered as secondary line service only.
- Interconnected with PSTN.
- Peer-to-Peer only (no interconnection with PSTN).
- Use of public Internet.
- Use of private IP network.
- Call uptime 99.999%.
- Use of numbers from the North American Numbering Plan Administrator.

6. If you are not offering or providing VoIP service to end-user customers in Florida, do you anticipate doing so? If yes, identify rollout month/year. **Still evaluating the VoIP product.**

7. Broadband Internet Access.

(a.) With this data, we are interested in reporting on an aggregate statewide rather than a per company basis.

- Provide the total number of **residential** lines and wireless channels over which you or an affiliate are providing broadband service in Florida.

 0

- Provide the total number of **small business** lines and wireless channels over which you or an affiliate are providing broadband service in Florida.

 0

- Provide the total number of **residential and small business** lines and wireless channels over which you or an affiliate are providing broadband service in Florida.

 0

(b.) What types of broadband connection(s) do you provide?

We do not provide broadband connections in FLI.

- xDSL
- cable modem
- satellite
- fixed wireless
- mobile wireless
- Wi-Fi
- Broadband over power line
- Other (Specify)

(c.) How do you provision broadband services? Check all that apply. (Not applicable)

- Over own facilities
- Over UNE loops
- Over resold facilities (ILEC)
- Over resold facilities (non-ILEC)
- Over loops or channels obtained from unaffiliated entities (non- ILEC)
- Through line splitting agreements

(d.) Please fill out the following table providing the downstream and upstream data transfer rates and the monthly price for each tier of broadband service you offer.

Data Transfer Rate

| | | | |
|----------|--|--|--|
| | | | |
| | | | |
| | | | |
| | | | |
| Business | | | |
| | | | |
| | | | |
| | | | |

8. Have you experienced any significant barriers in entering Florida's local exchange markets? Please list and describe any major obstacles or barriers encountered that you believe maybe impeding the growth of local competition in the state, along with any suggestions as to how to remove such obstacles.

Stop me if you've heard this one before, but the elimination of UNE-P as a product option across the country will eliminate competition, at least for the residential customers.

9. Please provide any additional general comments or information you believe will assist staff in evaluating and reporting on the development of local exchange competition in Florida.

A UNE-P product type would help. Because of UNE-P, you have the first set of questions here about bundling service and features. It was CLECs how first offered those product arrangements.

10. As of December 31, 2003, how much money (in thousands of dollars) have you invested in your network serving Florida customers?

We currently own no network in FL.

11. Are you currently operating under Chapter 7 or Chapter 11 protection? No.
12. If your company filed a Form 477 with the Federal Communications Commission in March 2004, please enclose a copy of the completed form with your response to this data request. (NOTE: This form only applies to CLECs with a minimum of 10,000 access lines.) We don't have 10,000 access lines.
13. Following the D.C. Circuit's decision, the FCC called for ILECs and CLECs to negotiate.

- (a.) Are you currently in negotiations with any ILECs?

We are negotiating with them all, at least we were before June 15, 2004. My only response from Bell South has been to, after originally offering numerous contract arrangements and pricing, their response was to resend me what they originally sent me. I must say we have not heard from any of the RBOCs since June 15, and we were talking with all of them.

- (b.) If so, with which carriers? Bell South, Verizon, SBC, and Qwest.

- (c.) Are the negotiations national or Florida-only? National.

- (d.) Have you reached agreement with one or more carriers? We have not reached agreement with any of them.

14. If so, please provide the name(s) of the carrier(s) and when you expect to file your agreement(s) with the Florida Commission. If you do not intend to file your agreement(s), explain why.

No agreements reached.