



June 20, 2014

Catrice C. Williams, Secretary
Department of Telecommunications and Cable
1000 Washington Street, Suite 820
Boston, MA 02118

Via Overnight and Electronic

**RE: D.T.C. 11-16, Petition of Recipients of Collect Calls from Prisoners at
Correctional Institutions in Massachusetts**

Dear Secretary Williams:

Inmate Calling Solutions, LLC hereby respectfully submits its Opposition to Petitioner's Proposed Motion to Compel ICSolutions' Responses. Three (3) copies of this submission are enclosed for the hearing officer and a copy has been submitted to each Department staff and party representative on the service list.

Please contact me directly with any questions or concerns.

Respectfully Submitted,

A handwritten signature in dark ink, appearing to read "Ken Dawson", written over a horizontal line.

Ken Dawson,
Director Contracts & Regulatory
Inmate Calling Solutions, LLC
210-581-8104

Enclosure

**Before the
COMMONWEALTH OF MASSACHUSETTS
DEPARTMENT OF TELECOMMUNICATIONS AND CABLE**

In the matter of: Petition of Recipients of)	
Collect calls from Prisoners at Correctional)	
Institutions in Massachusetts Seeking relief)	D.T.C. 11-16
From the Unjust and Unreasonable Cost of)	
Such Calls)	

**OPPOSITION OF INMATE CALLING SOLUTIONS, LLC TO
PETITIONER'S PROPOSED MOTION TO COMPEL RESPONSES OF INMATE
CALLING SOLUTIONS TO PETITIONERS' INTERROGATORIES AND
REQUESTS FOR PRODUCTION OF DOCUMENTS**

Petitioners, by their counsel, filed the above captioned "Motion" with the Department of Telecommunications and Cable (the "DTC") on June 13, 2014. Inmate Calling Solutions, LLC d/b/a ICSolutions ("ICS") hereby opposes such Motion.

The parties conferred on June 13, 2014 as stated by Petitioners, however, ICS' so-called 'agreement' to provide certain documents and information was predicated on Petitioners' agreement to forego further discovery from ICS in this matter. Specifically, ICS had agreed to the otherwise burdensome task of providing additional documents and information only to the extent that such undertaking fully satisfied all of Petitioners' discovery requests regarding ICS. ICS' proposal was also predicated on the establishment of a satisfactory protective order that would treat its responses as confidential by the DTC and all parties and limit disclosure with respect to the other Respondents to their respective outside counsel.

1. Petitioners' interrogatories and document requests, except to the extent already provided by ICS, require custom computer, accounting and/or administrative work, which is overly burdensome. Additionally, certain requests seek to disclose highly confidential and

proprietary information, the release of which may cause irreparable harm to ICS and the substance of which offers no information meaningful to Petitioners' cause.

2. ICS is willing to expend precious time and resources to provide certain additional information and documents, as stated in the Motion, for Interrogatories 2, 6, 11 and 20 and for Document Requests 1, 6 and 19 provided, however, that ICS is not required to expend additional time and resources on any other requests. ICS otherwise reiterates its objections on all requests and pleads for relief from this matter.

3. ICS' participation in this matter is unfair. As previously stated, ICS holds just one small contract in MA and its market share is practically zero, yet it is being subjected to a complex, resource-consuming and mind-numbing process which has already obliterated all profit applicable to the state. To put this in perspective, ICS' estimated pro-rata net income from intrastate MA services for all of 2013 (before allocating costs applicable to the subject petition) was approximately \$10,000. ICS has already provided a plethora of information and documents in response to Petitioners' requests and should be relieved from any further undertakings.

For the above reasons, the DTC should deny Petitioners' Motion or otherwise amend it as provided herein.

Respectfully Submitted,

A handwritten signature in black ink, appearing to read 'Ken Dawson', with a long horizontal flourish extending to the right.

Ken Dawson,
Director Contracts & Regulatory
2200 Danbury Street
San Antonio, TX 78217
210-581-8104