

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

---

<b>Petition of Verizon New England Inc.,</b>	)	
<b>MCImetro Access Transmission Services of</b>	)	
<b>Massachusetts, Inc., d/b/a Verizon Access</b>	)	
<b>Transmission Services, MCI Communications</b>	)	
<b>Services, Inc., d/b/a Verizon Business Services,</b>	)	<b>D.T.C. 07-9</b>
<b>Bell Atlantic Communications, Inc., d/b/a</b>	)	
<b>Verizon Long Distance, and Verizon Select</b>	)	
<b>Services, Inc. for Investigation into the</b>	)	
<b>Intrastate Access Rates of Competitive Local</b>	)	
<b>Exchange Carriers</b>	)	

---

**VERIZON'S FIRST SET OF INFORMATION REQUESTS TO  
ONE COMMUNICATIONS, PAETEC COMMUNICATIONS, INC., RNK  
COMMUNICATIONS, AND XO COMMUNICATIONS SERVICES, INC.**

**INSTRUCTIONS**

1. Please answer each Information Request on a separate page, fully in writing under oath, unless it is objected to, in which event, state the reasons for objection in lieu of an answer, and answer each other portion of the Information Request to which no objection is asserted. Preface each answer by restating the Information Request to which the answer is addressed. The answers are to be signed by the person making them, and the objections signed by the attorney making them. However, if you produce business records in lieu of an answer to an Interrogatory, specify the records from which the answer may be derived or ascertained in sufficient detail to permit Verizon to locate and to identify the records from which the answer may be ascertained.

2. For any objection that is based on an asserted claim of privilege, state a brief description of the subject matter of the assertedly privileged information; the nature of the privilege claimed; the portion(s) of the data request to which the information is otherwise

responsive; the nature and basis of the privileged claimed; the source(s) of the information; and the identities of all persons to whom such information has been communicated or with whom it has been shared, in whole or in part.

3. Documents that in their original condition were stapled, clipped or otherwise fastened together shall be produced in such form. Documents responsive to each request are to be grouped separately by request. In any portion of a document is responsive to a request, the entire document shall be produced.

4. These Information Requests are deemed to be continuing in nature, and if further information with respect thereto comes to the attention of the Company, its officers, employees, agents, representatives, or attorneys between the date of service hereof and the date of the hearing in this proceeding, the answers and responses must be amended accordingly.

#### **DEFINITIONS**

1. All terms used herein shall be construed in an ordinary, common sense manner, and not in a technical, strained, overly-literal, or otherwise restrictive manner.

2. “Company” shall mean each of the following individual competitive local exchange carriers (“CLECs”), all predecessors and successors in interest, affiliates, parents, subsidiaries, subdivisions, and divisions of such entities: Choice One Communications of Massachusetts Inc., CTC Communications Corp., Lightship Telecom LLC, PAETEC Communications, Inc., RNK, Inc. d/b/a RNK Communications, and XO Communications Services, Inc.

3. “Person” shall mean an individual, corporation, firm, proprietorship, partnership, either limited or general, association, joint venture, or other legal, business, or governmental entity, whether foreign or domestic.

4. “Document” means all writings and documentary materials of any kind whatsoever, both originals and copies, and drafts of such writings and documentary materials whether printed or recorded, or reproduced by any other mechanical process, or written or produced by hand, or recorded by any electrical or electronic means, including on any magnetic tape, disk, hard disk, computer memory, or optical disk, including but not limited to, the following items: journals; purchase orders; audio and video tapes and transcripts thereof; testimony; affidavits; filings of any kind with governmental bodies; agreements; letters; communications, including intra-company communications; electronic mail; correspondence; envelopes, telegrams; telexes; facsimiles; memoranda, including internal memoranda; notes; reports; summaries; transcripts; reviews; analysis; studies; papers; files; message slips; records; books manuals; guides; guidelines; outlines; abstracts; histories; summaries, notes, or records of telephone conversations or interviews; diaries; desk calendars; logs; appointment books; forecasts; statistical statements; tabulations; graphs; indices; charts; tables; plots; minutes; notes, or records of meetings, conferences, or communications; minutes, notes, or records of board meetings; opinions or reports of consultants; appraisals; brochures; pamphlets; periodicals; circulars; trade letters; press releases; contracts; notes; projections; drafts of any document; recommendations; working papers; worksheets; copies; marginal notations; photographs; film; drawings; slides; samples; and other specimens; computer printouts; tapes; disks, recordings; data processing cards; programs; and any other documents or writings of whatever description, whether written, recorded, transcribed, punched, taped, or filmed, however produced or reproduced. The term “document” includes copies of documents that are not identical duplicates of the originals, and copies of documents of which the originals are not in the possession, custody, or control of the Company, its officers, employees, agents, representatives, or attorneys.

5. “Identify,” when used in reference to a natural person or other legal entity, shall mean: (i) state the full name (ii) state the present or last known business address, and, in the case of a natural person, residence address; (iii) the present or last known business telephone number, and, in the case of a natural person, residence telephone number; and (iv) the person’s present or last known position or employer or primary line of business.

6. “Identify,” when used in reference to an action, event, or occurrence including a communication, meeting, or statement, shall mean: (i) state, the date of the action, event, or occurrence; (ii) state the nature of the action, event, or occurrence; (iii) state the location of the action, event, or occurrence; (iv) identify every participant in and witness to the action, event or occurrence; and (v) describe the action, event, or occurrence and, if it was a meeting, communication, or statement, state the substance of the matters communicated or discussed.

7. “Identify,” when used in reference to documents, means to state the (a) type of document (e.g., letter, telegram); (b) contents of the document; (c) date and title of the document (if any); (d) length of the document (in pages); (e) present location of the original and each copy of the document; (f) entity of each custodian of the original and each copy of the document; and (g) identity of each author, addressee and recipient of the original and each copy of the document.

8. “You” and “your” means the Company, all agents, employees, officers, or members, and all persons acting or purporting to act on behalf of the Company, including all past or present agents, employees, officers, or members, exercising discretion, discharging duties, making policy, or making decisions with respect to the business of the Company.

9. “Verizon” refers collectively to the Verizon companies that are the Petitioners in this proceeding.

10. “Verizon MA” refers to Verizon New England Inc., d/b/a Verizon Massachusetts.

11. “Joint CLECs” shall mean the competitive local exchange carriers listed in definition number 2 above.

## Information Requests to the Joint CLECs

- VZ-CLECs-1-1** Please refer to page 2, lines 6-8 of the Starkey Testimony. Please provide copies of all expert testimony, comments and other written presentations sponsored, prepared or provided by Mr. Starkey “regarding the costs of providing various services, including switched access (also known as exchange access) services.”
- VZ-CLECs-1-2** Please provide any and all expert testimony, comments, and presentations sponsored, prepared or provided by Mr. Starkey in relation to the costs of providing, or the rate levels for, switched access service, whether provided by an ILEC or CLEC.
- VZ-CLECs-1-3** Please identify all decisions of the Department of Telecommunications and Cable (and its predecessors) that were personally reviewed by Mr. Starkey in preparing his pre-filed testimony in this proceeding.
- VZ-CLECs-1-4** Please provide all documents reviewed by Mr. Starkey in preparing his testimony that provide information concerning the costs incurred by Verizon MA or any CLEC in providing switched access service in Massachusetts.
- VZ-CLECs-1-5** Please refer to page 11, lines 6-7 of the Starkey Testimony. Please define in years what Mr. Starkey means by a “significant period of time.” For instance, is 5 years a “significant period of time”? 3 years? 1 year?
- VZ-CLECs-1-6** Please refer to page 23, line 3 of the Starkey Testimony. Please define in years “a non-transitory period.”
- VZ-CLECs-1-7** Please provide a copy of the QSI survey of switched access rates described on page 33, line 12, *et seq.* of the Starkey Testimony, as well as all work papers associated with the study.
- VZ-CLECs-1-8** Please provide a copy of the QSI survey of Verizon switched access rates described on page 41, line 15 *et seq.* of the Starkey Testimony, as well as all work papers associated with the survey.
- VZ-CLECs-1-9** Please provide the end user customer line count data referenced on page 61, line 17 of the Starkey Testimony.
- VZ-CLECs-1-10** Please provide a copy of the testimony referred to on page 54, footnote 71, of the Starkey Testimony.
- VZ-CLECs-1-11** Please state, for each of the Joint CLEC parties, the date on which the carrier (including any predecessors in interest) entered the local exchange

market in Massachusetts. Please state the intrastate switched access rates that were filed with the Department at the time of market entry, and/or provide a copy of the initial switched access rate schedules. Also, please provide copies of all tariff pages that implemented revisions to those rates.

- VZ-CLECs-1-12** Please state, for each of the Joint CLEC parties, the following data for each of the last three calendar years, *i.e.* 2005, 2006 and 2007:
- (a) Total Massachusetts intrastate revenues
  - (b) Total Massachusetts intrastate switched access revenues
  - (c) The percentage of total Massachusetts intrastate revenues derived from intrastate switched access services
  - (d) Total revenues for local telephone service (including any EUCL or SLC revenues)
  - (e) Total billed Massachusetts intrastate switched access minutes of use
  - (f) Average revenue per minute (“ARPM”) for intrastate switched access service provided by the Company to other carriers in Massachusetts
  - (g) Average revenue per minute (“ARPM”) for interstate switched access service provided by the Company
  - (h) Total billed Massachusetts intrastate originating switched access minutes of use
  - (i) Total billed Massachusetts intrastate terminating switched access minutes of use
  - (j) Total number of residential access lines in Massachusetts
  - (k) Total number of business access lines in Massachusetts
  - (l) Total number of customers in Massachusetts that subscribe to Company services that enable customers to offer free conference calling, free international calling, free adult content calling, or free chat rooms
  - (m) Total number of intrastate minutes of use associated with calls terminating to Massachusetts customers offering free conference calling, free international calling, free adult content calling, or free chat rooms
- VZ-CLECs-1-13** Please refer to footnote 60 on page 46 of the Starkey Testimony. Please provide all documents that show the derivation of the \$0.005547 total rate for Verizon MA usage-sensitive intrastate switched access rate elements. If none, please show how that number was derived.
- VZ-CLECs-1-14** Please state, for each of the Joint CLEC parties, for each of the last three calendar years, *i.e.* 2005, 2006 and 2007, the percentage of your Massachusetts customers that are residential customers.
- VZ-CLECs-1-15** Please refer to page 3, lines 7-9 of the Starkey Testimony. Please state the nature and extent of Mr. Starkey’s participation in Case 08-C-0166 before the New York Public Service Commission.

- VZ-CLECs-1-16** Please refer to page 8, lines 2-3 of the Starkey Testimony. Please provide all documents that support Mr. Starkey's assertion that CLEC costs of production in Massachusetts exceed those of Verizon.
- VZ-CLECs-1-17** Please provide a copy of your Massachusetts local exchange service tariff in PDF or other electronic format.
- VZ-CLECs-1-18** Please refer to page 60-70 of the Starkey Testimony. Please provide the Company's total number and location of switches that serve its Massachusetts customers and the total number of lines per switch in Massachusetts.
- VZ-CLECs-1-19** Please refer to page 12, line 22 *et seq.* of the Starkey Testimony. How does Mr. Starkey define the relevant product market at issue in this case?
- VZ-CLECs-1-20** Please provide all documents relevant to whether the Company is providing interstate switched access services in Massachusetts at, above, or below the Company's costs.
- VZ-CLECs-1-21** Please state whether each of the Joint CLECs' costs for interstate switched access service in Massachusetts and its costs for intrastate switched access services in Massachusetts are the same. If the answer is "no," please describe the cost differences in detail.
- VZ-CLECs-1-22** Please refer to page 94, lines 3-6 of the Starkey Testimony. Are any of the Joint CLECs in Massachusetts currently providing interstate switched access services "below costs" (however Mr. Starkey defines the terms in his testimony)? If the answer is yes, then please provide all documents upon which the Company relies for its answer, and please indicate whether the Company is "eat[ing] the loss or attempt[ing] to recover those costs previously recovered through access charges another way (e.g., from its retail customers)."
- VZ-CLECs-1-23** Please explain in detail how the Company ensures that its interstate switched access rates are in compliance with the CLEC interstate rate cap rule (47 C.F.R. § 61.26 (b)) mandated by the Federal Communications Commission.

#### **Information Request to PAETEC Communications, Inc.**

- VZ-PAETEC-1-1** Please refer to PAETEC's May 6, 2008 tariff filing with the Department to increase its intrastate switched access rates in Massachusetts. Please describe in detail the cost increases that caused PAETEC to implement a rate increase of approximately 100% for per minute switching and shared trunk port rates. Please provide all internal documents, memoranda, and

e-mails that explain PAETEC's reasons for seeking and implementing this rate increase and any cost analysis undertaken relating to the rates contained in the tariff filing.

**VZ-PAETEC-1-2** Please refer to Form 10-Q, PAETEC Holding Corp., Filed: August 14, 2008, at 20, and confirm that "PAETEC's primary business is providing large, medium-sized and, to a lesser extent, small business end-user customers in metropolitan areas with a package of integrated communications services that includes local and long distance voice, data, and broadband Internet access services."

#### **Information Request to XO Communications Services, Inc.**

**VZ-XO-1-1** Please confirm that XO Communications Carrier Services offer a "highly scalable network with pre-deployed capacity at major carrier hotels." See [http://www.xo.com/SiteCollectionDocuments/carrier-services/carrier\\_overview22307.pdf](http://www.xo.com/SiteCollectionDocuments/carrier-services/carrier_overview22307.pdf).

**VZ-XO-1-2** Refer to <http://xo.com/carrier/voice/Pages/ld-termination.aspx>. Please describe in detail how "Most carrier revenue contributes to your overall Carrier Long Distance Termination volume discount."

**VZ-XO-1-3** Please refer to <http://www.xo.com/carrier/voice/Pages/overview.aspx>, where it states: "With Long Distance Termination, you can complete interstate calls in all 50 states and intrastate calls in the 48 continental states with only one interconnection." Please explain in detail how XO provides intrastate call termination with one interconnection.

**VZ-XO-1-4** Please confirm that "XOC's services are primarily marketed to business customers, ranging from small and medium sized businesses to Fortune 500 companies, and to telecommunications carriers and wholesale customers. XOC's service portfolio includes high speed data, dedicated Internet access, private networking, and next generation voice solutions. To serve the broad telecommunications needs of its customers, XOC operates a network comprising a series of fiber optic cable rings located in the central business districts of numerous metropolitan areas." See XO Holdings, Inc. Form 10Q, for the quarterly period ended March 31, 2008, at 13.

## Information Request to One Communications

- VZ-One Comm-1-1** Please refer to [http://www.onecommunications.com/uploadedFiles/OneComm\\_Root/Products/Carrier/CarrierBroch\\_web.pdf](http://www.onecommunications.com/uploadedFiles/OneComm_Root/Products/Carrier/CarrierBroch_web.pdf), at 4: “One Communications’ extensive reach and experience in Tier 1, 2, and 3 markets allow for superior cost structure and improved service.” Please describe in detail One Communications’s “superior cost structure.”
- VZ-One Comm-1-2** Please refer to <http://www.onecommunications.com/our-company/index-clec-one.aspx>, and confirm that “Our network density, combined with the company's advanced network technologies, enables us to provide innovative solutions that help you maximize the value of your telecommunications budget.”