

ATTACHMENT C

BellSouth Telecommunications, Inc.
FPSC Docket No. 020119-TP
Request for Confidential Classification
Page 1 of 1
4/16/02

REQUEST FOR CONFIDENTIAL CLASSIFICATION OF BELL SOUTH'S RESPONSE
TO STAFF'S FIRST REQUEST FOR PRODUCTION OF DOCUMENTS, ITEM
NOS. 1-4, FILED APRIL 16, 2002, IN FLORIDA DOCKET NO. 020119-TP

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CONFIDENTIAL

This confidentiality request was filed by or
for a "telco" for DN 0424502. No ruling
is required unless the material is subject to a
request per 119.07, FS, or is admitted in the
record per Rule 25-22.006(8)(b), FAC.

*(X-ref. DNS 03453-02
03491-02
03534-02)*

DOCUMENT NUMBER-DATE

04245 APR 16 8

FPSC-COMMISSION CLERK

BellSouth Telecommunications, Inc.
Florida Public Service Commission
Docket No. 020119-TP
Staff's 1st Request for Production
of Documents
March 14, 2002
Item No. 4

ATTACHMENT (1)

DECLASSIFIED

DOCUMENT NUMBER-DATE

04245 APR 16 8

FPSC-COMMISSION CLERK

Cost Analysis of 1FB with Proposed Key Discounts

PL No	BLEC Days	Profit w/ S. Reg.	Total w/ S. R.	Cost Discount	PERIC Cost	PERIC Margin	LRIC Cost	LRIC Margin
1	3	\$23.36	\$31.20	\$25.36	\$18.84	26%	\$16.58	35%
2	3	\$24.54	\$32.38	\$26.25	\$18.84	28%	\$16.58	37%
3	3	\$25.84	\$33.68	\$27.22	\$18.84	31%	\$16.58	39%
4	3	\$27.01	\$34.85	\$28.10	\$18.84	33%	\$16.58	41%
5	2	\$28.14	\$35.98	\$28.95	\$18.84	35%	\$16.58	43%
6	2	\$29.38	\$37.22	\$29.88	\$18.84	37%	\$16.58	45%
7	2	\$30.38	\$38.22	\$30.63	\$18.84	38%	\$16.58	46%
8	2	\$31.38	\$39.22	\$31.38	\$18.84	40%	\$16.58	47%
9	1	\$32.32	\$40.16	\$32.08	\$18.84	41%	\$16.58	48%
10	1	\$33.03	\$40.87	\$32.61	\$18.84	42%	\$16.58	49%
11	1	\$33.74	\$41.58	\$33.15	\$18.84	43%	\$16.58	50%
12	1	\$34.33	\$42.17	\$33.59	\$18.84	44%	\$16.58	51%

PL No	BLEC Days	Profit w/ S. Reg.	Total w/ S. R.	Cost Discount	PERIC Cost	PERIC Margin	LRIC Cost	LRIC Margin
2	3	\$24.90	\$32.74	\$26.52	\$17.46	34%	\$13.40	49%
5	3	\$31.80	\$39.64	\$31.69	\$17.46	45%	\$13.40	58%
7	2	\$37.30	\$45.14	\$35.82	\$17.46	51%	\$13.40	63%
12	1	\$48.30	\$56.14	\$44.07	\$17.46	60%	\$13.40	70%

PL No	BLEC Days	Profit w/ S. Reg.	Total w/ S. R.	Cost Discount	PERIC Cost	PERIC Margin	LRIC Cost	LRIC Margin
1	3	\$27.05	\$34.89	\$28.13	\$18.36	35%	\$15.72	44%
2	3	\$30.80	\$38.64	\$30.94	\$18.36	41%	\$15.72	49%
3	2	\$32.75	\$40.59	\$32.40	\$18.36	43%	\$15.72	51%
4	1	\$39.05	\$46.89	\$37.13	\$18.36	51%	\$15.72	58%
5	1	\$39.70	\$47.54	\$37.62	\$18.36	51%	\$15.72	58%

Attorney Client Privileged and subject to the attorney work doctrine.
Private/Propriety: No disclosure outside BellSouth except by written agreement.

Cost Analysis of 1FB with Proposed Key Discounts

AL 1FB					Rate				Average HTG/Line		Total Price	
Rate Group	Units	1FB	SLC	Total	Rate Group	Price	HTG/Line	Price	Rate Group	Price	Rate Group	Price
1	575	\$35.79	\$7.84	\$43.63	1	\$0.00	0.26	\$0.00	1	\$0.00	1	\$43.63
2	2062	\$36.23	\$7.84	\$44.07	2	\$0.00	0.34	\$0.00	2	\$0.00	2	\$44.07
3	6230	\$36.23	\$7.84	\$44.07	3	\$0.00	0.39	\$0.00	3	\$0.00	3	\$44.07
4	10666	\$36.23	\$7.84	\$44.07	4	\$0.00	0.40	\$0.00	4	\$0.00	4	\$44.07
5	10541	\$36.23	\$7.84	\$44.07	5	\$0.00	0.41	\$0.00	5	\$0.00	5	\$44.07
6	88948	\$36.23	\$7.84	\$44.07	6	\$0.00	0.43	\$0.00	6	\$0.00	6	\$44.07

BL 1FB					Rate				Average HTG/Line		Total Price	
Rate Group	Units	1FB	SLC	Total	Rate Group	Price	HTG/Line	Price	Rate Group	Price	Rate Group	Price
1	94	\$23.36	\$7.84	\$31.20	1	\$0.00	0.26	\$0.00	1	\$0.00	1	\$31.20
2	464	\$24.54	\$7.84	\$32.38	2	\$0.00	0.20	\$0.00	2	\$0.00	2	\$32.38
3	5023	\$25.84	\$7.84	\$33.68	3	\$0.00	0.35	\$0.00	3	\$0.00	3	\$33.68
4	15523	\$27.01	\$7.84	\$34.85	4	\$0.00	0.34	\$0.00	4	\$0.00	4	\$34.85
5	20379	\$28.14	\$7.84	\$35.98	5	\$0.00	0.37	\$0.00	5	\$0.00	5	\$35.98
6	42928	\$29.38	\$7.84	\$37.22	6	\$0.00	0.38	\$0.00	6	\$0.00	6	\$37.22
7	16710	\$30.38	\$7.84	\$38.22	7	\$0.00	0.38	\$0.00	7	\$0.00	7	\$38.22
8	10497	\$31.38	\$7.84	\$39.22	8	\$0.00	0.39	\$0.00	8	\$0.00	8	\$39.22
9	31043	\$32.32	\$7.84	\$40.16	9	\$0.00	0.40	\$0.00	9	\$0.00	9	\$40.16
10	32174	\$33.03	\$7.84	\$40.87	10	\$0.00	0.42	\$0.00	10	\$0.00	10	\$40.87
11	23088	\$33.74	\$7.84	\$41.58	11	\$0.00	0.40	\$0.00	11	\$0.00	11	\$41.58
12	47654	\$34.33	\$7.84	\$42.17	12	\$0.00	0.53	\$0.00	12	\$0.00	12	\$42.17

CA 1FB					Rate				Average HTG/Line		Total Price	
Rate Group	Units	1FB	SLC	Total	Rate Group	Price	HTG/Line	Price	Rate Group	Price	Rate Group	Price
2	35860	\$24.90	\$7.84	\$32.74	2	\$0.00	0.39	\$0.00	2	\$0.00	2	\$32.74
5	18609	\$31.80	\$7.84	\$39.64	5	\$0.00	0.41	\$0.00	5	\$0.00	5	\$39.64
7	32589	\$37.30	\$7.84	\$45.14	7	\$0.00	0.39	\$0.00	7	\$0.00	7	\$45.14
12	169932	\$48.30	\$7.84	\$56.14	12	\$0.00	0.41	\$0.00	12	\$0.00	12	\$56.14

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Cost Analysis of 1FB with Proposed Key Discounts

UNE Plus Market Rate Worksheet

DNL	AL	FL	GA	KY	LA	MS	NC	SC	TN
2 Wire VG	\$9.39	\$11.19	\$8.94	\$8.89	\$12.52	\$11.07	\$9.04	\$10.97	\$9.22
Non-Traffic Sensitive	\$2.14	\$2.45	\$2.14	\$2.34	\$2.34	\$2.38	\$2.17	\$2.42	\$2.29
Usage	\$3.16	\$2.94	\$2.32	\$2.31	\$3.61	\$2.14	\$1.30	\$2.24	\$4.21
Total	\$14.69	\$16.58	\$13.40	\$13.54	\$18.47	\$15.59	\$12.51	\$15.63	\$16.72
TELRIC	AL	FL	GA	KY	LA	MS	NC	SC	TN
2 Wire VG Loop	\$20.19	\$16.03	\$12.55	\$22.03	\$20.55	\$27.98	\$14.18	\$20.64	\$14.12
Exchange Port	\$1.31	\$1.12	\$1.79	\$1.56	\$1.54	\$1.71	\$2.28	\$1.41	\$1.70
Usage	\$2.32	\$1.69	\$3.12	\$2.68	\$3.03	\$2.30	\$3.12	\$2.03	\$2.54
Total	\$23.82	\$18.84	\$17.46	\$26.27	\$25.12	\$31.99	\$19.58	\$24.08	\$18.36

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Rate Factor: 0.75								
FL	1LHB4	Mileage-Foreign Exchange service, distance sensitive	487	\$1,766.85	Tariff	\$4.05	\$23.00	
FL	SBLFX	Back-Up Line	2,741	\$39,240.02	Calc	\$13.95	\$19.00	#REF!
FL	S5DBD	Dual Tone Multifrequency pulsing option on DID	1,416	\$10,890.00	Tariff	\$7.50	\$8.00	
FL	P2J0X	IntraLATA Private Line Service, Voice Grade Local Channel	46	\$1,748.00	Tariff	\$38.00	\$41.83	
FL	P2JMX	IntraLATA Private Line Service, Voice Grade Local Channel	312	\$11,224.85	Tariff	\$39.00	\$41.45	
FL	P2JNX	IntraLATA Private Line Service, Voice Grade Local Channel	41	\$1,521.00	Tariff	\$39.00	\$41.45	
FL	P2JHX	IntraLATA Private Line Service, Voice Grade Local Channel	507	\$19,026.00	Tariff	\$26.00	\$27.62	
FL	P2JUX	IntraLATA Private Line Service, Voice Grade Local Channel	188	\$4,836.00	Tariff	\$26.00	\$26.91	
FL	CENAA	Standard Features per Station Line, each	3,981	\$18,354.85	Tariff	\$3.95	\$3.92	
FL	TM5	PBX Service, combination message rate trunk, additional	3,059	\$55,915.95	Calc	\$18.28	\$18.00	
FL	1SE6X	Pvt line-local channel tie line service, type 2110	180	\$2,609.20	Calc	\$14.50	\$14.00	
FL	1SE6Q	Pvt line-local channel tie line service, type 2110	3,143	\$45,642.15	Calc	\$14.89	\$14.00	
FL	SAU	IntraLATA Private Line Service-Type B signaling arrangement	191	\$1,026.00	Tariff	\$5.40	\$5.16	
FL	1SE6Y	Pvt line-local channel tie line service, type 2110	89	\$1,378.49	Calc	\$14.83	\$14.00	
FL	TM3	PBX Service, outward message rate trunk, additional	203	\$3,979.19	Calc	\$19.60	\$19.00	
FL	P2JLX	IntraLATA Private Line Service, Voice Grade Local Channel	38	\$1,140.80	Tariff	\$30.00	\$28.98	
FL	M4LFA	Station Link Flat Rate	3,114	\$48,087.00	Calc	\$15.45	\$14.43	
FL	SL5	IntraLATA Private Line Service, Automatic ringdown signaling arrangement	144	\$1,377.40	Tariff	\$9.70	\$8.37	
FL	EXMOX	Main station line, distance sensitive	67	\$1,033.55	Calc	\$15.43	\$15.14	
FL	M4LFH	Station Links Equipped with Caller ID Flat Rate	546	\$8,817.80	Calc	\$16.78	\$16.43	
FL	1D91X	FX Local Channel-Primary Channel	1,603	\$32,845.95	Tariff	\$21.15	\$18.00	
FL	1L9FX	Foreign Exchange Mileage-Fixed	29,041	\$90,565.52	Tariff	\$28.50	\$23.86	
FL	1LHGV	Foreign Central Office mileage-Fixed	3,269	\$24,475.85	Tariff	\$28.50	\$23.86	
FL	1LDPZ	MegaLink Local Channel, First 1/2 Mile	347	\$31,915.32	Tariff	\$95.05	\$78.13	
FL	M1M52	ESS Feature Group 2	205	\$1,803.80	Calc	\$7.82	\$6.36	
FL	EXMNX	Digital ESSX Service, Wire Center Lines, up to 2 1/2 miles, per Line	2,517	\$16,757.40	Calc	\$6.66	\$5.40	
FL	P1JAX	IntraLATA Private Line Service, Sub-Voice Grade Local Channel	131	\$2,149.00	Tariff	\$17.80	\$14.06	
FL	3LBBS	IntraLATA Private Line Service, Interoffice Channel, Voice Grade-Fixed	3,337	\$11,574.59	Tariff	\$30.00	\$23.94	
FL	1MBCL	Business Message Rate Line	124	\$2,843.31	Calc	\$22.93	\$18.00	
FL	1PQWU	MegaLink/LightGate, analog trunk feature activation at central office	2,789	\$15,833.50	Calc	\$5.66	\$4.45	
FL	FP115	Broadband Exchange Line Customers Premise to Wire Center at 1.538 Mbps	382	\$50,569.31	Calc	\$139.69	\$108.78	
FL	1RSD3	IntraLATA Private Line Service, SynchroNet Service, Digital Local Service	60	\$2,800.85	Tariff	\$49.35	\$37.77	
FL	1RSD9	IntraLATA Private Line Service, SynchroNet Service, Digital Local Channel	38	\$1,892.25	Tariff	\$49.35	\$37.77	
FL	1MB	Business Message Rate Line	4,320	\$102,152.77	Calc	\$23.65	\$18.00	
FL	TTT	Long distance trunks arranged for connection to company's toll switchboard	149	\$3,922.34	Calc	\$26.32	\$19.94	
FL	DS1FN	ISDN Conference Drop Hold and Transfer	500	\$1,358.40	Calc	\$2.71	\$2.02	
FL	BUA	Business measured line	168	\$4,587.70	Calc	\$27.37	\$19.94	2.9463%
FL	1LNO1	Interoffice channel mileage, fixed rate, 0-8 miles	23	\$1,304.89	Tariff	\$59.75	\$42.54	5.3420%
FL	1LNO2	Interoffice channel mileage, fixed rate, 9-25 miles	20	\$1,149.06	Tariff	\$59.75	\$42.54	5.3420%
FL	M1LFA	MultiServ Station Link Flat Rate each	849	\$21,858.00	Tariff	\$36.00	\$24.68	9.4003%
FL	M1LFH	MultiServ Station Link Equipped with Caller ID Flat Rate each	114	\$3,980.00	Tariff	\$36.00	\$24.68	9.4003%
FL	TTTXA	Long distance trunks connected to Telco toll switchboard or DDD network	320	\$3,207.23	Calc	\$26.73	\$18.00	11.3622%
FL	FCS	Flexible Call Forwarding	2,961	\$9,262.00	Tariff	\$5.00	\$3.32	12.9516%

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FL	TMC	PBX Service, combination message rate trunk, first	682	\$18,518.59	Calc	\$27.15	\$18.00	13.1392%
FL	1FB	Business Line	493,173	\$14,960,810.66	Calc	\$30.32	\$19.94	14.0421%
FL	1FBCL	Business Line	77,645	\$678,247.98	Calc	\$30.32	\$19.94	14.0421%
FL	TMU	Message rate, PBX trunk, outdial, first	97	\$1,015.22	Calc	\$27.44	\$18.00	14.3333%
FL	TTXB	Long distance trunks connected to Telco toll switchboard, DDD or IDDD netwo	822	\$9,044.06	Calc	\$11.00	\$18.00	17.1582%
FL	7FB	Business Line-Incoming Only	262	\$8,227.20	Calc	\$32.65	\$19.94	22.9059%
FL	A6SBX	WatchAlert Service Business Line	2,468	\$22,392.00	Tariff	\$9.00	\$5.48	23.1752%
FL	OFB	Business line, outgoing	838	\$17,685.85	Calc	\$32.81	\$19.94	23.4184%
FL	LQTEB	ISDN Threshold Pricing, Basic Rate DSL Access Arrangement, Business	212	\$11,660.00	Tariff	\$55.00	\$31.57	30.6620%
FL	LQTTB	ISDN Threshold Pricing, Basic Rate DSL Access Arrangement, Business	3,242	\$176,390.20	Tariff	\$55.00	\$31.57	30.6620%
FL	LTBLB	Individual Line ISDN Business - Low Volume Access/Digital Subscriber Line (283	\$15,910.00	Tariff	\$55.00	\$31.57	30.6620%
FL	LCQSQ	Private line local channel tie line service	89	\$1,283.30	Tariff	\$24.50	\$14.06	30.8899%
FL	COMF9	Complete Choice for Business 9 line Package	621	\$211,781.00	Tariff	\$341.00	\$195.48	30.8452%
FL	BD2	Business Line with Touch-Tone and BellSouth Business Plus Calling Plan 2	17,303	\$448,402.50	Tariff	\$35.10	\$19.94	32.0211%
FL	COMF8	Complete Choice for Business 8 line Package	306	\$94,246.00	Tariff	\$308.00	\$174.13	32.6595%
FL	COM29	Complete Choice for Business 9 line Package	30	\$10,388.00	Tariff	\$346.00	\$195.48	32.7637%
FL	SP1AC	Area Connection - First	8	\$1,788.00	Tariff	\$235.00	\$131.85	33.6748%
FL	RXR	Main station without ext	85	\$3,024.30	Calc	\$35.58	\$19.94	33.6265%
FL	COM28	Complete Choice for Business 8 line Package	24	\$7,512.00	Tariff	\$313.00	\$174.13	34.8131%
FL	COMF7	Complete Choice for Business 7 line Package	408	\$111,686.00	Tariff	\$275.00	\$182.89	34.8604%
FL	M9QCX	NAR Package Both Way Flat Rate	1,653	\$28,904.87	Calc	\$16.28	\$8.01	35.5161%
FL	BCT2C	BellSouth Channelized Trunks, Combination/Two-Way Channel, Flat Rate, per	112	\$3,458.00	Calc	\$30.88	\$16.87	37.1962%
FL	1RSD5	IntraLATA Private Line Service, SynchroNet Service, Digital Local Channel	927	\$18,944.47	Tariff	\$89.10	\$37.77	37.2121%
FL	1RSD6	IntraLATA Private Line Service, SynchroNet Service, Digital Local Service	41	\$2,449.30	Tariff	\$89.10	\$37.77	37.2121%
FL	COM27	Complete Choice for Business 7 line Package	40	\$11,200.00	Tariff	\$280.00	\$152.80	37.4346%
FL	PR71V	Primary Rate ISDN Voice/Data Interface	433	\$158,590.00	Calc	\$366.19	\$199.84	37.5889%
FL	FRH25	Frame Relay Service, Customer Connection at 256 Kbps	75	\$18,295.78	Calc	\$177.28	\$96.63	37.5970%
FL	COMF6	Complete Choice for Business 6 line Package	668	\$181,656.00	Tariff	\$242.00	\$131.48	38.0498%
FL	M2RED	Meet Me Conference Executive Conference per Conference Number	73	\$1,205.25	Tariff	\$15.50	\$8.40	38.3929%
FL	EQA	Network Access Register Flat Rate Service, 2-Way Operation, each (ESSX)	1,363	\$22,706.68	Calc	\$16.66	\$9.01	38.5792%
FL	1LD1E	Primary Rate ISDN Non-Distance Sensitive Mileage	498	\$55,940.90	Calc	\$127.72	\$68.95	38.9268%
FL	COM26	Complete Choice for Business 6 line Package	77	\$19,019.00	Tariff	\$247.00	\$131.48	40.8960%
FL	SMV	Surrogate Client Number (Voice Messaging Identification Number)	794	\$1,977.60	Calc	\$2.49	\$1.31	42.5573%
FL	SHK1N	Customer Channel Interface, Per Node, Per DS1	24	\$1,005.00	Calc	\$41.88	\$21.94	43.1682%
FL	COM25	Complete Choice for Business 5 line Package	113	\$24,182.00	Tariff	\$214.00	\$110.15	45.7104%
FL	BD2CL	Business Line with Touch-Tone and BellSouth Business Plus Calling Plan 2	5,688	\$28,782.60	Tariff	\$35.10	\$18.00	46.2500%
FL	BCTOC	BellSouth Channelized Trunks, Outward Only Channel, Flat Rate, per Channel	144	\$4,752.00	Calc	\$33.00	\$16.87	46.7101%
FL	1LLBE	Mileage-extension line	2,695	\$2,975.05	Calc	\$1.15	\$0.58	48.2486%
FL	COMF5	Complete Choice for Business 5 line Package	912	\$198,816.00	Tariff	\$218.00	\$110.15	48.4340%
FL	FP184	Broadband Exchange Line From Customers Premise to Wire Center at 84 KBPS	119	\$6,788.00	Calc	\$57.05	\$28.52	50.0283%
FL	FRH10	Frame Relay Service, Customer Connection at 44.210 Mbps	3	\$6,250.00	Calc	\$2,750.00	\$1,363.53	51.2618%
FL	COMP2	Complete Choice for Business 2 Line Package	4,886	\$438,604.00	Tariff	\$94.00	\$48.17	52.6968%
FL	COM24	Complete Choice for Business 4 Line Package	539	\$105,297.00	Tariff	\$192.00	\$88.83	53.6643%
FL	FP158	Broadband Exchange Line From Customers Premise to Wire Center at 56 KBPS	78	\$4,284.00	Calc	\$58.45	\$28.52	53.7079%

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FL	PR71U	Primary Rate ISDN Extended Reach Inward Data Final Route Interface	3	\$1,125.00	Calc	\$375.00	\$182.70	53.9408%
FL	COMP3	Complete Choice for Business 3 Line Package	2,049	\$284,811.55	Tariff	\$139.00	\$67.50	59.4444%
FL	BUE	Business line, hunting, Telco equipment	248	\$9,158.00	Calc	\$37.21	\$18.00	55.0417%
FL	WMCSQ	Outward WATS service, statewide	60	\$2,247.00	Calc	\$37.45	\$18.00	56.0417%
FL	WSA1X	Open 800 Service Over an Access Line	79	\$2,739.00	Calc	\$37.45	\$18.00	56.0417%
FL	PR71E	Primary Rate ISDN Inward Data Option Interface	24	\$8,815.00	Calc	\$371.48	\$178.88	56.8148%
FL	LQ1AA	Basic Rate ISDN DSL Arrangement Optional Usage Plan A, Business	38	\$2,518.00	Tariff	\$69.95	\$33.51	56.8577%
FL	NSQ	Repeat Dialing (*66)	49,558	\$3,552.00	Tariff	\$1.50	\$0.71	56.4507%
FL	COM23	Complete Choice for Business, Business Plus Option 2, 3 Line Package	56	\$8,084.00	Tariff	\$144.00	\$67.50	60.0000%
FL	COM22	Complete Choice for Business, Business Plus Option 2, 2 Line Package	664	\$85,786.00	Tariff	\$99.00	\$46.17	60.8187%
FL	COM2H	Complete Choice for Business 3 Line Package	716	\$105,252.00	Tariff	\$147.00	\$67.50	63.9333%
FL	BCTL1	BellSouth Channelized Trunks, 1.544 Mbps Access Line, per Access Line	15	\$2,184.00	Calc	\$145.60	\$68.84	64.8088%
FL	ELX01	Package of 3 features, Group A	683	\$1,134.25	Calc	\$1.88	\$0.75	66.0688%
FL	NDT	PBX Service, BellSouth CMRS Local Loop DID trunk termination	2,430	\$82,668.00	Tariff	\$21.80	\$9.82	66.4989%
FL	COMP1	Complete Choice for Business 1 Line Package	15,372	\$789,292.00	Tariff	\$52.00	\$23.25	67.7419%
FL	TFU	PBX Service, outgoing flat rate trunk	204	\$8,445.50	Calc	\$48.30	\$19.94	74.1631%
FL	MVP	Call Hold, Intercom, Call Pickup, User Transfer/Conferencing	197	\$1,162.00	Tariff	\$8.00	\$2.54	77.1654%
FL	MVPAL	Prestige Service, Additional Line	355	\$2,130.00	Tariff	\$8.00	\$2.54	77.1654%
FL	TFC	PBX Service, combination flat rate trunk	6,605	\$312,022.81	Calc	\$47.24	\$19.94	77.6846%
FL	COMPH	Complete Choice for Business 3 Line package	7,047	\$1,008,603.00	Tariff	\$142.00	\$59.82	78.0341%
FL	TFN	PBX Service, inward flat rate trunk	68	\$3,257.63	Calc	\$47.91	\$19.94	80.2031%
FL	COM21	Complete Choice for Business, Business Plus Option 2, 1 Line Package	829	\$47,253.00	Tariff	\$57.00	\$23.25	83.8710%
FL	FX52B	Foreign Exchange business, measured, two-way	1,517	\$67,005.00	Calc	\$44.17	\$18.00	84.0362%
FL	BC2	BellSouth Business Choice Package 2	847	\$41,480.85	Tariff	\$48.85	\$19.94	84.1148%
FL	PR7BL	Primary Rate ISDN Extended Reach Inward Data Final Route B-Channels	46	\$2,139.00	Calc	\$46.50	\$18.84	85.1115%
FL	FP144	Broadband Exchange Line, Fast Packet Option at 44.210 Mbps	3	\$3,575.00	Tariff	\$1,300.00	\$526.30	85.2588%
FL	FRH12	Frame Relay Service, Customer Connection at 128 Kbps	148	\$13,363.60	Calc	\$91.53	\$36.84	87.3567%
FL	FX5CX	Foreign Exchange access, combination trunk, measured	88	\$3,960.00	Calc	\$45.00	\$18.00	87.5000%
FL	HBV	Anonymous Call Rejection	968	\$3,848.00	Calc	\$3.98	\$1.59	87.7358%
FL	FRH15	Frame Relay Service, Customer Connection at 1.538 Mbps	140	\$46,307.45	Calc	\$330.77	\$131.22	89.0682%
FL	TF5CX	Business, flat rate trunk w/meas. usage charge, (leaky PBX) comb.(FL only)	57	\$2,807.83	Calc	\$45.75	\$18.00	90.8162%
FL	1LDPA	MegaLink Local Channel, Each Additional 1/2 Mile	713	\$28,602.62	Calc	\$41.80	\$15.32	104.6345%
FL	1L9FX	Foreign Exchange Mileage-Measured	28,041	\$98,568.52	Tariff	\$1.60	\$0.58	106.8868%
FL	M1GNC	ISDN Interoffice Channel per DSL	33	\$3,734.00	Calc	\$113.15	\$40.28	110.7881%
FL	TDD1X	PBX Service, DID Inward trunk	1,883	\$87,970.43	Calc	\$47.22	\$18.65	112.7927%
FL	1LHGV	Foreign Central Office mileage-Measured	3,256	\$24,475.85	Tariff	\$1.85	\$0.58	118.5621%
FL	1LPG5	Mileage-pvt line channel, voice grade	448	\$1,209.80	Calc	\$2.70	\$0.83	117.7419%
FL	BCTS1	BellSouth Channelized Trunks, Service Interface, per Access Line	14	\$2,814.00	Calc	\$201.00	\$68.93	118.7901%
FL	VUM48	MegaLink/LightGate (AKA BellSouth SPA Point to Point Network) CO channel	4	\$1,380.00	Calc	\$325.00	\$111.12	149.3875%
FL	NRX3X	ESSX Intercom Charge, per flat rate main station	2,650	\$24,093.40	Calc	\$8.09	\$3.00	127.2900%
FL	NQT	MegaLink Channel Service NAR, per flat rated line or trunk outgoing	218	\$3,628.55	Calc	\$16.88	\$5.46	131.5881%
FL	EBY33	User Transfer/Conferencing and Call Hold	511	\$2,488.00	Calc	\$8.00	\$2.52	139.0952%
FL	LQGFX	ISDN B Channel Threshold Voice/Data	6701	\$104,167.51	Calc	\$15.55	\$4.88	138.9857%
FL	NUM3X	ESSX Intercom charge, per message rate main station	7104	\$1,002.00	Calc	\$5.88	\$3.00	140.7500%
FL	BD1	Business Line with Touch-Tone and BellSouth Business Plus Calling Plan 1	5,478	\$287,648.78	Tariff	\$84.10	\$18.84	141.0963%

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FL	LPRFX	Channels Activated B Channel Flat Rate Circuit Switched Voice/Data	650	\$10,440.00	Calc	\$16.06	\$4.88	146.8238%
FL	COM19	Complete Choice for Business 9 line Package	12	\$7,725.00	Tariff	\$644.00	\$195.46	147.1094%
FL	COM18	Complete Choice for Business 8 line Package	6	\$3,450.00	Tariff	\$575.00	\$174.15	147.6598%
FL	COM17	Complete Choice for Business 7 line Package	4	\$2,032.00	Tariff	\$508.00	\$152.80	149.3455%
FL	COM16	Complete Choice for Business 6 line Package	16	\$7,040.00	Tariff	\$440.00	\$131.43	150.9687%
FL	COM15	Complete Choice for Business 5 line Package	17	\$6,307.00	Tariff	\$371.00	\$110.15	152.6101%
FL	VUM24	MegaLink/LightGate (AKA BellSouth SPA Point to Point Network) CO channel	194	\$23,462.89	Calc	\$189.21	\$55.58	155.4131%
FL	ELY2N	User Transfer and Conferencing	9,069	\$67,669.00	Calc	\$7.00	\$2.06	156.0463%
FL	COM14	Complete Choice for Business 4 Line Package	69	\$27,145.00	Tariff	\$305.00	\$88.83	157.5144%
FL	COM12	Complete Choice for Business, Business Plus Option 1, 2 Line Package	223	\$35,457.00	Tariff	\$159.00	\$48.17	158.2946%
FL	NSS	Call Return (*69)	76,419	\$64,583.00	Tariff	\$1.50	\$0.43	161.6279%
FL	COM1H	Complete Choice for Business 3 Line Package	179	\$41,001.00	Tariff	\$237.00	\$67.50	163.8333%
FL	EBY48	User Transfer/Conferencing, Call Pickup and Call Hold	341	\$3,069.00	Calc	\$9.00	\$2.54	165.7480%
FL	BD1CL	Business Line with Touch-Tone and BellSouth Business Plus Calling Plan 1	2,019	\$19,422.30	Tariff	\$64.10	\$18.00	167.0833%
FL	EBY32	User Transfer/Conferencing and Call Pickup	293	\$2,193.00	Calc	\$7.48	\$2.08	169.8774%
FL	COM11	Complete Choice for Business, Business Plus Option 1, 1 Line Package	862	\$74,994.00	Tariff	\$87.00	\$23.25	180.6452%
FL	BC1	BellSouth Business Choice Package 1	149	\$11,614.55	Tariff	\$77.95	\$19.94	183.1921%
FL	SHK1C	Central Office Channel Interface, Per Customer Node, Per DS1	24	\$935.00	Calc	\$38.96	\$9.22	216.9197%
FL	PR7BV	Primary Rate ISDN B-Channel for Use with Voice/Data Application	8,851	\$328,090.62	Tariff	\$41.25	\$9.10	239.9725%
FL	TDDCX	Direct-Inward-Dialing combination trunk	19	\$1,826.34	Calc	\$96.12	\$20.59	250.1331%
FL	NQM	MegaLink Channel Service NAR, per flat rated line or trunk both ways	2,088	\$34,814.45	Calc	\$16.67	\$3.29	280.0973%
FL	3LBCA	SynchroNet Interoffice Channel, each 8-25 Miles Fixed Monthly Rates	79	\$2,217.34	Calc	\$28.07	\$5.07	315.2012%
FL	FRH38	Frame Relay Service, Customer Connection at 384 Kbps	5	\$1,895.00	Calc	\$339.00	\$60.84	317.8994%
FL	ESC	Three-Way Calling	35,530	\$45,023.00	Tariff	\$4.70	\$0.83	324.6988%
FL	3LBEA	SynchroNet Interoffice Channel, Over 25 Miles, Fixed	44	\$1,283.26	Calc	\$29.17	\$5.07	331.4453%
FL	3LBAA	SynchroNet Interoffice Channel, each 0-8 Miles Fixed Monthly Rates	74	\$2,161.25	Calc	\$29.48	\$5.07	336.0414%
FL	FRH64	Frame Relay Service, Customer Connection at 64 Kbps	128	\$7,439.00	Calc	\$59.04	\$10.14	336.6842%
FL	FRH56	Frame Relay Service, Customer Connection at 56 Kbps	73	\$4,354.55	Calc	\$59.65	\$10.14	341.2686%
FL	ESCWT	Three-Way Calling with Transfer	37,396	\$17,066.03	Tariff	\$4.95	\$0.83	347.2892%
FL	LQ1BA	Basic Rate ISDN DSL Arrangement Optional Usage Plan B, Business	294	\$73,224.16	Tariff	\$249.95	\$41.88	347.6182%
FL	LQ1BC	Basic Rate ISDN DSL Arrangement Optional Usage Plan B, Business	12	\$2,899.40	Tariff	\$249.95	\$41.88	347.6182%
FL	PR7N3	Provisioning of more than 1 simultaneous call per TN in an ICE arrangement	257	\$1,986.40	Calc	\$7.73	\$1.21	379.1322%
FL	RCFVF	Remote Call Forwarding - Local	1,814	\$28,896.00	Tariff	\$16.00	\$2.07	479.7101%
FL	RCFVQ	Remote Call Forwarding	103	\$1,648.00	Tariff	\$16.00	\$2.07	479.7101%
FL	RCFVS	Remote Call Forwarding	609	\$9,712.00	Tariff	\$16.00	\$2.07	479.7101%
FL	NSY	Call Block (*60)	44,271	\$9,702.00	Tariff	\$1.50	\$0.19	492.1053%
FL	NST	Call Tracing (*57)	31,309	\$5,159.00	Tariff	\$2.00	\$0.23	552.1739%
FL	DRS	RingMaster I - One RingMaster Number with Distinctive Ringing	5,918	\$19,280.00	Tariff	\$4.00	\$0.36	733.3333%
FL	NSD	Caller ID Number Delivery	662	\$5,544.00	Calc	\$5.43	\$0.55	776.8182%
FL	NQP	MegaLink Channel Service NAR, per flat rated line or trunk, Incoming	899	\$9,089.93	Calc	\$9.99	\$1.35	828.3333%
FL	DRS1X	RingMaster II - First RingMaster Number with Distinctive Ringing	646	\$1,908.00	Tariff	\$6.00	\$0.37	1116.2162%
FL	MWW	Message Waiting - Stutter Dialtone	46,669	\$17,637.25	Calc	\$0.36	\$0.02	1325.0000%
FL	1LNOC	Interoffice channel mileage, each airline mile, over 25 miles	359	\$3,816.15	Calc	\$18.15	\$0.93	1963.7097%
FL	2UN64	IntraLATA Private Line Service, SynchroNet Service, Node Channel Termination	44	\$1,079.40	Calc	\$24.53	\$1.11	1557.4324%

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FL	2UN56	IntraLATA Private Line Service, SynchroNet Service, Node Channel Termination	326	\$8,103.84	Calc	\$24.88	\$1.11	1579.7297%
FL	1LNOB	Interoffice channel mileage, each airline mile, 9-25 miles	289	\$6,923.10	Calc	\$23.96	\$0.93	1832.2581%
FL	DS1FG	Additional Call Appearance of the Primary Directory Number	1,458	\$2,302.50	Calc	\$1.58	\$0.06	1874.0000%
FL	1LNOA	Interoffice channel mileage, each airline mile, 0-8 miles	120	\$2,944.73	Calc	\$24.54	\$0.93	1878.0323%
FL	3LBBS	IntraLATA Private Line Service, Interoffice Channel, Voice Grade-Measured	3,337	\$11,574.89	Tariff	\$1.65	\$0.06	1982.5000%
FL	NXMCR	Caller ID Name and Number Delivery with Anonymous Call Rejection	56,783	\$163,901.00	Tariff	\$7.50	\$0.23	2335.0849%
FL	SRG	Selective Class of Call Screening	2,285	\$3,818.10	Calc	\$1.67	\$0.05	2406.8500%
FL	NXECR	Enhanced Caller ID with Anonymous Call Rejection	18,984	\$45,577.00	Tariff	\$17.00	\$0.49	2484.8276%
FL	PR7CN	Calling Name Delivery Feature, per Primary Rate Interface	18	\$1,500.00	Calc	\$100.00	\$2.42	2989.1738%
FL	NXMMN	Caller ID Name and Number Delivery	2,300	\$7,786.00	Tariff	\$7.50	\$0.17	3140.2074%
FL	ESL	8 Code Speed Calling	8,670	\$5,315.00	Tariff	\$2.00	\$0.04	3650.0000%
FL	ESF	30 Code Speed Calling	20,856	\$3,354.08	Tariff	\$3.00	\$0.05	4400.0000%
FL	CREX1	Custom Toll Restriction	7,268	\$36,335.50	Calc	\$5.00	\$0.07	5256.8000%
FL	ESM	Call Forwarding	42,426	\$138,454.16	Calc	\$3.26	\$0.04	6012.8000%
FL	CREXA	Custom Toll Restriction plus expanded local calling	6,595	\$32,988.00	Calc	\$5.00	\$0.06	6152.1250%
FL	RCA	Remote Call Forwarding-Additional Capacity	3,235	\$51,712.00	Tariff	\$16.00	\$0.18	6215.7865%
FL	PR7BD	Primary Rate ISDN B-Channel for Inward Data Option	474	\$11,953.19	Calc	\$25.22	\$0.28	6422.4138%
FL	HTG	Hunting/Rollover Service	305,518	\$2,485,854.83	Calc	\$8.14	\$0.09	6683.3333%
FL	HTGMS	Hunting/rotary service message rate	4,652	\$44,332.09	Calc	\$9.53	\$0.09	7841.6667%
FL	3LBFA	SynchroNet Interoffice Channel, each Mile or Fraction Thereof	1,597	\$4,030.66	Calc	\$2.52	\$0.02	9384.8250%
FL	3LBDA	SynchroNet Interoffice Channel, each Mile or Fraction Thereof	1,104	\$2,788.79	Calc	\$2.52	\$0.02	9386.1250%
FL	3LBBA	SynchroNet Interoffice Channel, each Mile or Fraction Thereof	424	\$1,075.77	Calc	\$2.54	\$0.02	9414.5000%
FL	EATPA	Call Forwarding	1,860	\$10,224.50	Calc	\$5.50	\$0.04	10208.8750%
FL	E4O	Call Forwarding Variable-Outside, per line	311	\$1,842.80	Calc	\$5.92	\$0.04	11000.0000%
FL	DAVT2	Courtesy Complete	284	\$2,840.00	Tariff	\$10.00	\$0.06	12400.0000%
FL	GCZ	Remote Activation of Call Forwarding	41,554	\$99,340.00	Tariff	\$5.20	\$0.03	12900.0000%
FL	GCJRC	Call Forwarding Don't Answer Ring Control	52,398	\$106,675.50	Calc	\$2.04	\$0.01	15169.2500%
FL	GCE	Call Forwarding Busy Line	48,323	\$102,773.50	Calc	\$2.13	\$0.01	15875.0000%
FL	GCJ	Call Forwarding Don't Answer	45,443	\$121,785.25	Calc	\$2.68	\$0.01	20000.0000%
FL	ESX	Call Waiting	37,940	\$157,682.00	Calc	\$4.16	\$0.01	31070.7500%
FL	E9GPA	Call Forwarding Don't Answer	2,984	\$11,820.00	Calc	\$5.00	\$0.01	37400.0000%
FL	E8HPA	Call Waiting	452	\$3,184.00	Calc	\$7.00	\$0.01	52400.0000%

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BACKUPFL

FL-BACKUP Line		Qty	Unit Rate	Rate	Unit Charge	Chg	Percentage
SBLFX	Back-Up Line	1	\$13.95	\$13.95	\$18.00	\$18.00	
	Usage	118.71	0.05	\$5.94	0.002607	\$0.31	
	Subscriber Line Charge	1	\$7.84	\$7.84	\$0.00	\$0.00	
				\$27.73		\$18.31	13.57%

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PBXFL

FL-PBX Service		Qty	Unit Rate	Rate	Unit Cost	Cost	Calculation Margin
TMC	PBX Service, combination message rate trunk, first	1	\$27.15	\$27.15	\$18.00	\$18.00	
TM3	PBX Service, outward message rate trunk, additional	1	\$19.60	\$19.60	\$18.00	\$18.00	
SAU	IntraLATA Private Line Service-Type B signaling arrangement	1	\$5.40	\$5.40	\$5.16	\$5.16	
SL5	IntraLATA Private Line Service, Automatic ringdown signaling arrangement	1	\$9.70	\$9.70	\$8.37	\$8.37	
	Subscriber Line Charge	2	\$7.84	\$15.68	\$0.00	\$0.00	
				\$77.53		\$49.53	17.40%
FL-PBX Service		Qty	Unit Rate	Rate	Unit Cost	Cost	Calculation Margin
TMC	PBX Service, combination message rate trunk, first	1	\$27.15	\$27.15	\$18.00	\$18.00	
TM5	PBX Service, combination message rate trunk, additional	1	\$18.28	\$18.28	\$18.00	\$18.00	
SAU	IntraLATA Private Line Service-Type B signaling arrangement	1	\$5.40	\$5.40	\$5.16	\$5.16	
SL5	IntraLATA Private Line Service, Automatic ringdown signaling arrangement	1	\$9.70	\$9.70	\$8.37	\$8.37	
	Subscriber Line Charge	2	\$7.84	\$15.68	\$0.00	\$0.00	
				\$76.21		\$49.53	15.40%
FL-PBX Service DID		Qty	Unit Rate	Rate	Unit Cost	Cost	Calculation Margin
TDD1X	PBX Service, DID inward trunk	1	\$47.22	\$47.22	\$16.65	\$16.65	
S5DBD	Dual Tone Multifrequency pulsing option on DID	1	\$7.50	\$7.50	\$8.60	\$8.60	
	Subscriber Line Charge	1	\$7.84	\$7.84	\$0.00	\$0.00	
				\$62.56		\$25.25	85.82%

The SAU, SL5, TM3 and TM5 USOCs pass with PBX trunk TMC. They would also pass with the other PBX trunks because the margins are even higher then the TMC.

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CENTREXFL

FL-CENTREX Average System		Qty	Unit Price	Rate	Unit Price	Rate	Percentage Change
M1ACC	Std Common Equipment	1	\$31.22	\$31.22	\$0.00	\$0.00	
CENAA	Standard Features per Station Line, each	14	\$3.95	\$55.30	\$3.92	\$54.88	
M4LFA	Station Link Flat Rate	14	\$15.45	\$216.30	\$13.43	\$188.02	
M9QCX	NAR Package Both Way Flat Rate	7	\$16.28	\$113.96	\$9.01	\$63.07	
HTG	Hunting/Rollover Service	7	\$8.14	\$56.98	\$0.09	\$0.63	
				\$473.76		\$308.80	15.89%

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FEXCFL

FL-Foreign Exchange							
Typical System	USOC	Qty	Unit Price	Unit Cost	Revenue	Cost	Calculated Margin
1FB		1	\$30.32	\$19.94	\$ 30.32	\$ 19.94	\$ 10.38
1D91X		1	\$21.15	\$18.00	\$ 21.15	\$ 18.00	
1L9FX-Fixed		1	\$28.50	\$23.66	\$ 28.50	\$ 23.66	1 Fixed per Channel Estimate
1L9FX-Measured		17	\$1.60	\$0.58	\$ 27.20	\$ 9.86	Remaining Qty ratio to Fixed
Subscriber Line Charge		1	\$7.84	\$0.00	\$ 7.84	\$ -	
Total					\$ 115.01	\$ 71.46	20.71%
Typical System	USOC	Qty	Unit Price	Unit Cost	Revenue	Cost	Calculated Margin
1FB		1	\$30.32	\$19.94	\$ 30.32	\$ 19.94	\$ 10.38
1LHGV-Fixed		1	\$28.50	\$23.66	\$ 28.50	\$ 23.66	1 Fixed per Channel Estimate
1LHGV-Measured		3	\$1.65	\$0.58	\$ 4.95	\$ 1.74	Remaining Qty ratio to Fixed
Subscriber Line Charge		1	\$7.84	\$0.00	\$ 7.84	\$ -	
Total					\$ 71.61	\$ 45.34	18.46%
Typical System	USOC	Qty	Unit Price	Unit Cost	Revenue	Cost	Calculated Margin
1FB		1	\$30.32	\$19.94	\$ 30.32	\$ 19.94	\$ 10.38
1LHB4		17	\$4.50	\$23.66	\$ 76.50	\$ 23.66	
Subscriber Line Charge		1	\$7.84	\$0.00	\$ 7.84	\$ -	
Total					\$ 114.66	\$ 43.60	97.24%

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ESSEXFL

FL-ESSX Average System		Qty	Rate	Rate	Rate	Rate	Rate
NRX3X	ESSX Intercom Charge, per flat rate main station	20	\$9.09	\$181.80	\$3.00	\$60.00	
EXMNX	Digital ESSX Service, Wire Center Lines, up to 2 1/2 miles, per Line	20	\$6.66	\$133.20	\$5.40	\$108.00	
ELX01	Package of 3 features, Group A	5	\$1.66	\$8.30	\$0.00	\$0.00	
EATPA	Call Forwarding	13	\$5.50	\$71.50	\$0.04	\$0.52	
EQA	Network Access Register Flat Rate Service, 2-Way Operation, each (ESSX)	10	\$18.66	\$186.60	\$9.01	\$90.10	
HTG	Hunting/Rollover Service	10	\$8.14	\$81.40	\$0.09	\$0.90	
PGSA7	Parity charge-network access register installed after 7/83	10	\$7.84	\$78.40	\$0.00	\$0.00	
				\$721.20		\$259.52	108.42%
Loop weighting							
EXMNX	Digital ESSX Service, Wire Center Lines, up to 2 1/2 miles, per Line	2,517	97.41%	2.50	2.43525		
EXMOX	Main station line, distance sensitive	67	2.59%	5.00	0.129643963		
	Total	2,584.00		Weighted	2.564893963		
					2.5 Mile		

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MSERVFL

FL-MULTISERV						
FL-MULTISERV Average System						
		Qty	Unit Price	Revenue	Unit Cost	Cost
M1ACC	Customized common Equipment	1	\$31.22	\$31.22	\$0.00	\$0.00
M1M52	5ESS Feature Group 2	18	\$7.82	\$140.76	\$6.36	\$114.48
M1LFA	Multiserv Station Link Flat Rate each	18	\$36.00	\$648.00	\$24.68	\$444.24
9ZR	FCC Charge for Network Access	18	\$7.84	\$141.12	\$0.00	\$0.00
				\$961.10		\$558.72
						29.01%
FL-MULTISERV Plus Average System						
		Qty	Unit Price	Revenue	Unit Cost	Cost
M1ACC	Customized common Equipment	1	\$31.22	\$31.22	\$0.00	\$0.00
M1M52	5ESS Feature Group 2	18	\$7.82	\$140.76	\$6.36	\$114.48
M4LFA	Station Link Flat Rate	18	\$15.45	\$278.10	\$13.43	\$241.74
M9QCX	NAR Package Both Way Flat Rate	8	\$16.28	\$130.24	\$9.01	\$72.08
HTG	Hunting/Rollover Service	8	\$8.14	\$65.12	\$0.09	\$0.72
9ZR	FCC Charge for Network Access	27	\$7.84	\$211.68	\$0.00	\$0.00
				\$857.12		\$429.02
						49.84%

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EXTSERVFL

FL-Extension Service							
Typical System	USdc	Qty	Unit Rate	Unit Cost	Revenue	Cost	Calculated Profit
1SE6X/1SE6Q/1SE6Y		1	\$14.83	\$14.06	\$ 14.83	\$ 14.06	
1FB		2.75	\$30.32	\$19.94	\$ 83.38	\$ 54.84	
9ZR		2.75	\$7.84	\$0.00	\$ 21.56	\$ -	
Total					\$ 119.77	\$ 68.90	30.38%
1FB and 9ZR represents an existing line that would be required before adding an extension service.							
1FB/9ZR quantity based on the state average of 1FBs per Tie Code with this service.							

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MLINKFL

Florida MegaLink® Service Typical Arrangement (uses 24-48 Mo. rates)									
Service	Quantity	Description	Fla. Rate	Fla. Rate	Fla. Rate	Fla. Rate	Fla. Rate	Fla. Rate	Fla. Rate
	(A)		(B)	(C)	(D)	(E)	(F)	(G)	
						(=A*B)	(=A*C)	(=F-E)	
1LDPZ	2	LC, 1st Half Mile	\$78.18	\$95.05	\$18.82	\$150.26	\$180.10	\$33.84	
1LDPA	8	LC, Add'l Half Mile	\$15.82	\$43.00	\$27.88	\$91.92	\$258.00	\$166.08	
1LNO2	1	IOC, Fixed	\$42.54	\$59.75	\$17.21	\$42.54	\$59.75	\$17.21	
1LNOB	15	IOC, Per Mile	\$0.93	\$22.35	\$21.42	\$13.95	\$335.25	\$321.30	
					Grand Total	\$304.67	\$843.10	\$538.43	107.5442%
PROPRIETARY: Material contained within the boxes on this page is proprietary information of BellSouth which may not be disclosed without prior written authorization.									

Attorney Client Privileged and subject to the attorney work doctrine.
 Private/Proprietary: No disclosure outside BellSouth except by written agreement.

FLUsage

Local							
State	Measured Service Description	Rate/Min	MOBIL PR	Duration	Residual Margin		
FL	Standard Measured	0.029994	114.91	0.002607	762.8884%		
FL	Leaky PBX Measured	0.02338	332.92	0.002607	572.6122%		
FL	Shared Tenant Measured	0.028421	0.35	0.002607	717.6352%		
FL	Standard Message Rate	0.023638	194.98	0.002607	580.0345%		
FL	Leaky PBX Message Rate	0.046951	287.62	0.002607	1250.7192%		
FL	FX	0.067819	297.96	0.002607	1851.0644%		
FL	Back-Up Line - Flat	0.05	118.71	0.002607	1338.4350%		
FL	Megalink ISDN	0.003665	1621.59	0.002607	5.4373%		
FL	Business Plus Option 1	0.001406	1335.45	0.002607	-59.5512%		
FL	Business Plus Option 2	0.08	67.06	0.002607	2201.4960%		
FL	Business Plus Backup Opt 1	0.05	95	0.002607	1338.4350%		
FL	Business Plus Backup Opt 2	0.050328	188.92	0.002607	1347.8711%		
FL	ISDN Threshold All States	0.003442	3550.83	0.002607	-0.9781%		
FL	ISDN BRI Res All Opts & Bus Opt A	0.05	75.8	0.002607	1338.4350%		
	Business Plus Option 1	Qty	Rate	Unit Cost	Flt/Orig	Cost	Calculated Margin
BD1	BellSouth Business Plus Calling Plan 1	1	\$64.10	\$19.94	\$64.10	\$19.94	
	Business Plus Option 1	1335.45	0.001406	0.002607	\$1.88	\$3.48	
					\$65.98	\$23.42	111.2725%
Toll		Rate/Min		Residual	Residual Margin		
	Florida	\$0.199		0.009029	1550.5710%		

Attorney Client Privileged and subject to the attorney work doctrine.
 Private/Proprietary: No disclosure outside BellSouth except by written agreement.

BellSouth Telecommunications, Inc.
Florida Public Service Commission
Docket No. 020119-TP
Staff's 1st Request for Production
of Documents
March 14, 2002
Item No. 4

ATTACHMENT (2)

DECLASSIFIED

STATE OF FLORIDA

Commissioners:
LILA A. JABER, CHAIRMAN
J. TERRY DEASON
BRAULIO L. BAEZ
MICHAEL A. PALECKI
RUDOLPH "RUDY" BRADY



DIVISION OF
REGULATORY OVERSIGHT
DANIEL M. HOPPE, DIRECTOR
(850) 413-6480

Public Service Commission

February 7, 2002

Marshall M. Criser III
Vice President - Regulatory Relations
BellSouth Telecommunications, Inc.
150 South Monroe Street, Suite 400
Tallahassee, FL 32301-1556

Re: Authority No. T020035

Dear Sir/Madam:

Enclosed and listed on the attached sheet is your filing made under Commission Authority No. T020035 that became effective 01/31/2002 and will be incorporated in your file with the Florida Public Service Commission.

Any subsequent changes to your tariff should be received by the Commission in accordance with the notice requirements specified in Sections 364.051 and 364.163, Florida Statutes.

Sincerely,

A handwritten signature in cursive script that reads "Jacquelyn Gilchrist".

Jacquelyn Gilchrist
Regulatory Analyst Supervisor

JG/tfis

1634

ATTACHMENT
AUTHORITY NUMBER: T020035

SECTION A2

GENERAL SUBSCRIBER SERVICE TARIFF
GENERAL REGULATIONS

13th

34.0.2

BELLSOUTH
 TELECOMMUNICATIONS, INC.
 FLORIDA
 ISSUED: January 15, 2002
 BY: Joseph P. Lacher, President -FL
 Miami, Florida

GENERAL SUBSCRIBER SERVICE TARIFF

Thirteenth Revised Page 34.0.2
 Twelfth Revised Page 34.0.2

EFFECTIVE: January 31, 2002

A2. GENERAL REGULATIONS

A2.10 Special Promotions (Cont'd)

A2.10.2 Descriptions (Cont'd)

A. The following promotions are *on file with* the Commission: (Cont'd)

Area of Promotion	Service	Charges Waived	Period Authority
(DELETED)			
(DELETED)			
BellSouth's Service Territory ¹	2002 Key Customer Program	-Eligible monthly revenue is	01/31/02
	-For business customers	discounted at percentages	to
	served from hot wire centers ²	listed below based on monthly	06/25/02
	-Customers with Analog	total billed revenue (TBR) and	
	Private Line service are not	applied as a credit each month	
	eligible for this promotion.	on the customer's bill:	
	-Customers with Volume and	Monthly TBR - 18 months	
	Term Contract Service	\$75 - \$3,000 10%	
	Arrangements are not eligible	Monthly TBR - 36 months	
	to participate in this	\$75 - \$3,000 25%	
	promotion.		
		-50% discount will be given on	
		Rotary Service for a contract	
		period of 18 months.	
		-100% discount will be given	
		on Rotary Service for a contract	
		period of 36 months.	
		-Line Connection Charges	
		will be waived during the	
		promotion sign-up period.	

Note 1: Customer may elect to participate only once during each promotion.

Note 2: The list of hot wire centers that are eligible for this promotion is listed on Page 34.0.2.1.

* Registered Service Mark of BellSouth Intellectual Property Corporation

FLORIDA PUBLIC SERVICE COMMISSION

APPROVED

Authority Number T-020035
Docket Number(s) _____
Order Number(s) _____
Effective Date JAN 1 1981

A2. GENERAL REGULATIONS

A2.10 Special Promotions (Cont'd)

A2.10.2 Descriptions (Cont'd)

A. The following promotions are *on file with the Commission: (Cont'd)*

Eligible Hot Wire Centers Key Customer 2002		
BCRT BOCA TEECA	HITCHNSON IS MAIN	MIAM W. DADE
BOCA RATON MAIN	JCBH-MAIN	MIAM W. MIAMI
BCRT SANDALFOOT	JCVL-ARLINGTON	MELBOURNE
BROOKSVILLE	JCVL-BEACHWOOD	MILTON RAVINE
BELLE GLADE MAIN	JCVL-FT CAROLINE	MNDR-LORETTO
BUNNEL	JCVL-LAKE FOREST	NDAD ARCH CREEK
BOYNTON BEACH MAIN	JCVL-INT'L AIRPORT	NDAD BRENTWOOD
COCOA BEACH	JCVL-NORMANDY	JCVL-CLAY STREET MGO
COCOA-MAIN	JCVL-OCEANWAY	NDAD GOLDEN GLADES
COCOA-MERRITT ISLAND	JCVL-RIVERSIDE	NDAD OLETA
DEBARY DELTONA	JCVL-SAN JOSE	NEW SMYRNA BCH
DEBARY MAIN	JCVL-SAN MARCO	ORLD-AZALEA PARK
DELAND	JCVL-SOUTHPOINT	ORLD-COLONIAL
DLBH KINGS POINT	JCVL-WESCONNETT	ORLD-MAGNOLIA
DELRAY BCH MAIN	JUPITER MAIN	ORLD-PINECASTLE
DEERFIELD BEACH MAIN	KEY WEST MAIN	ORLD-PINEHILLS
DYBH-MAIN	LAKE CITY	ORLD-SAND LAKE
DYBH-ORMND BCH	LAKE MARY	ORPK-MAIN
DYBH-PORT ORANGE	MIAM ALHAMBRA	ORPK-RIDGEWOOD
EGLL-INDN HBR BH	MIAM ALLAPATTAH	OVIDO
EGLL-BOWE GDNS	MIAM AIRPORT	FERRINE MAIN
FT LAUD MAIN RELIEF	MIAM BAYSHORE	PANAMA CITY BEACH
FTLD CORAL RIDGE	MIAM BISCAYNE	PANAMA CITY MAIN
FTLD CYPRESS	MIAM BEACH	PMBH CORAL SPRINGS
FTLD JACARANDA	MIAM CANAL	PMBH FEDERAL
FTLD OAKLAND	MIAM DADELAND BLVD	PMBH MARGATE
FTLD PLANTATION	MIAM FLAGLER	PMBH TAMARAC
FTLD SAWGRASS	MIAM GRANDE	PNSC-BELMONT
FTLD SUNRISE	MIAM HIALEAH	PNSC-FERRY PASS
FTLD WESTON	MIAM INDIAN CREEK	PNSC WARRINGTON
FERNANDINA BCH	MIAM KEY BISCAYN	PONTE VEDRA BCH
FORT PIERCE MAIN	MIAM METRO	PALM COAST
GULF BREEZE	MIAM NORTH MIAMI	PALATKA
GSVL-MAIN	MIAM NORTHSIDE	PORT ST. LUCIE MAIN
GSVL-NORTHWEST	MIAM OPA LOCKA	PTSL SOUTH PTSL
HLWD HALLANDALE	MIAM PALMETTO	SANFORD-O-WS
HLWD PEMBROKE PINES	MIAM POINCIANA	STAG-MAIN
HLWD WEST HOLLYWOOD	MIAM RED ROAD	STUART MAIN
HOLLYWOOD MAIN	MIAM MIAMI SHORES	TITUSVILLE
HOMESTEAD MAIN	MIAM SILVER OAKS	VERO BEACH MAIN
		WPBH GARDENS
		WPBH GREENACRES
		WPBH HAVERHILL
		WPBH MAIN ANNEX
		WPBH LAKE WORTH
		WPBH RIVIERA BCH
		WPBH RYL PLM BCH
		WWSP-HIGHLAND
		WWSP-SPRING HILL

FLORIDA PUBLIC SERVICE COMMISSION

APPROVED

Authority Number T - 020 035
Docket Number(s) _____
Order Number(s) _____
Effective Date JAN 1 1982

1634

BellSouth Telecommunications, Inc.
 Suite 400
 150 South Monroe Street
 Tallahassee, FL 32301-1556

marshall.criser@bellsouth.com

Marshall M. Criser III
 Vice President
 Regulatory & External Affairs

850 224 7798
 Fax 850 224 5073

January 15, 2002

Mr. Dan Hoppe, Director
 Division of Regulatory Oversight
 Attn: Tariff Section
 2540 Shumard Oak Boulevard
 Tallahassee, Florida 32399-0850

Dear Mr. Hoppe:

Pursuant to Florida Statute 364.051, we are filing herewith revisions to our General Subscriber Service Tariff. Following are the affected tariff pages:

General Subscriber Service Tariff
 Section A2 – Thirteenth Revised Page 34.0.2

This promotion is an 18 or 36 month offering targeting BellSouth customers in specific Wire Centers. The promotion will begin January 31, 2002 and end June 25, 2002.

Program Eligibility

- Available to new, existing and former BellSouth business customers
- Monthly BST revenue for subscriber's location must be \$75 to \$3,000
- Subscriber's location must be served out of an eligible wire center.
- Subscriber must sign a 18 or 36 month agreement to receive the discounts

Promotion Elements

- Subscribers, who participate in the promotion and purchase new service during the promotional period, will receive a waiver on all line connection charges associated with the service order. This will include the Line Connection Charge (first and additional lines, line equivalents and trunks).
- Subscribers meeting the eligibility requirements will receive the base discount and may be eligible to receive the hunting discount based upon having BellSouth hunting service.
- Base discount: Specified % discount off subscriber's total billed revenue (TBR) from the GSST A and PLS B tariffs.

Monthly TBR	18 Month	36 Month
\$75 - \$3000	10%	25%
Hunting Discount	50%	100%

- Hunting discount: Subscribers that have hunting service are eligible to receive 50% or 100% off their monthly hunting charges in addition to the base discount depending on selected term.
- *Internet Offer: Customer may choose one of the following offers:

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7

Product	18 Month	36 Month
DSL	Waiver of fee 1 Month	Waiver of fee 2 Months
Web Hosting Site Builder Plans	Waiver of fee 3 months	Waiver of fee 3 months
Web Hosting Shared Web Hosting Basic Plan - Plan C	Waiver of fee 3 months	Waiver of fee 3 months
Dedicated Internet Access	\$30 off monthly credit on BellSouth Internet charges	\$40 off monthly credit on BellSouth Internet charges

*Waiver not good on existing service.

- Base customer discount is based on end-user monthly total billed BST charges
 - The total billed revenue consists of all total billed BST charges (recurring, non-recurring and usage) excluding the following unregulated charges:
 - BellSouth Internet Service charges
 - Cingular Wireless
 - taxes, late payment charges, charges billed pursuant to Federal or State Access Service Tariffs, charges collected on behalf of municipalities (including, but not limited to surcharges for 911 service and dual party relay service), and charges for services provided by other companies.
- Participant must be a BST customer at the time of the discount to receive the discount. The discount will appear as a credit in the OC&C section of the subscriber's bill.
- In the event the subscriber terminates the contract; the subscriber must pay back all the discounts. This reimbursement for the base and hunting offer is to pay back all monetary discounts received as a result of being on this program. This payback will appear on the subscriber's final bill as a charge in the OC&C section.
- In addition to the reimbursement for the base and hunting discounts, the subscriber will also incur a charge for the waived non-recurring charges (line connection charges) and all other costs directly related to subscriber's premature termination.
- In addition, as provided in the Internet addendum, the customer must also pay back all discounts or credits related to Internet service option.
- Subscribers with multi-locations that are BTN'd or CLUB billed may have all locations participate as long as one location is in a Hot Wire Center and one location meets the revenue requirement.
- Subscribers with Centrex, MultiServ and ESSX with SLAs not meeting the per location revenue may have all locations participate as long as it is billed under the same account and at least one location is located in a Hot Wire Center

Promotion Restrictions

- Customers with aggregate annual billing per state of BellSouth services exceeding \$36,000 are not eligible to participate in this tariffed promotion.
- Base and hunting discounts (for hunting service) apply only to BST total billed charges within a state, not across states.
- Customers participating in a Volume and Term Agreement CSAs are not eligible to participate in this promotion.
- Customers with Analog Private Line are not eligible to participate in this promotion.
- This promotion may not be used concurrently with any previous local exchange services term contract program.
- Customers currently participating in SBS Small Business Promotion (Hunting Term Promo) may migrate to this promotion without incurring any termination liability from the other program specifications.
- BellSouth reserves the right to terminate this program at any time; provided, however, that subscribers participating in the program will be grandfathered for the term of their agreement.

Wire Center Qualification

- The wire centers were chosen based upon total cumulative lines lost as well as the velocity of losses, based on a three month rolling average and market share.

Acknowledgment, date of receipt and authority number of this filing are requested. A duplicate letter of transmittal is attached for this purpose.

Your consideration and approval will be appreciated.

Yours very truly,

Marshall M. Criss *MCS*

Regulatory Vice President
Attachments

EXECUTIVE SUMMARY

The purpose of these revisions is to allow BellSouth to offer business customers a Key Customer Promotion from January 31, 2002 to June 25, 2002: This promotion is an 18 or 36 month offering targeting BellSouth customers in specific Wire Centers.

Program Eligibility

- Available to new, existing and former BellSouth business customers
- Monthly BST revenue for subscriber's location must be \$75 to \$3,000
- Subscriber's location must be served out of an eligible wire center.
- Subscriber must sign a 18 or 36 month agreement to receive the discounts

Promotion Elements

- Subscribers, who participate in the promotion and purchase new service during the promotional period, will receive a waiver on all line connection charges associated with the service order. This will include the Line Connection Charge (first and additional lines, line equivalents and trunks).
- Subscribers meeting the eligibility requirements will receive the base discount and may be eligible to receive the hunting discount based upon having BellSouth hunting service.
- Base discount: Specified % discount off subscriber's total billed revenue (TBR) from the GSST A and PLS B tariffs.

Monthly TBR	18 Month	36 Month
\$75 - \$3000	10%	25%
Hunting Discount	50%	100%

- Hunting discount: Subscribers that have hunting service are eligible to receive 50% or 100% off their monthly hunting charges in addition to the base discount depending on selected term.
- *Internet Offer: Customer may choose one of the following offers:

Product	18 Month	36 Month
DSL	Waiver of fee 1 Month	Waiver of fee 2 Months
Web Hosting Site Builder Plans	Waiver of fee 3 months	Waiver of fee 3 months
Web Hosting Shared Web Hosting Basic Plan - Plan C	Waiver of fee 3 months	Waiver of fee 3 months
Dedicated Internet Access	\$30 off monthly credit on BellSouth Internet charges	\$40 off monthly credit on BellSouth Internet charges

*Waiver not good on existing service

- Base customer discount is based on end-user monthly total billed BST charges
 - The total billed revenue consists of all total billed BST charges (recurring, non-recurring and usage) excluding the following unregulated charges:
 - BellSouth Internet Service charges
 - Cingular Wireless
 - taxes, late payment charges, charges billed pursuant to Federal or State Access Service Tariffs, charges collected on behalf of municipalities (including, but not limited to surcharges for 911 service and dual party relay service), and charges for services provided by other companies.
- Participant must be a BST customer at the time of the discount to receive the discount. The discount will appear as a credit in the OC&C section of the subscriber's bill.
- • In the event the subscriber terminates the contract; the subscriber must pay back all the discounts. This reimbursement for the base and hunting offer is to pay back all monetary discounts received as a result of being on this program. This payback will appear on the subscriber's final bill as a charge in the OC&C section.
- In addition to the reimbursement for the base and hunting discounts, the subscriber will also incur a charge for the waived non-recurring charges (line connection charges) and all other costs directly related to subscriber's premature termination.
- • In addition, as provided in the Internet addendum, the customer must also pay back all discounts or credits related to Internet service option.
- Subscribers with multi-locations that are BTN'd or CLUB billed may have all locations participate as long as one location is in a Hot Wire Center and one location meets the revenue requirement.
- Subscribers with Centrex, MultiServ and ESSX with SLAs not meeting the per location revenue may have all locations participate as long as it is billed under the same account and at least one location is located in a Hot Wire Center

Promotion Restrictions

- Customers with aggregate annual billing per state of BellSouth services exceeding \$36,000 are not eligible to participate in this tariffed promotion.
- Base and hunting discounts (for hunting service) apply only to BST total billed charges within a state, not across states.
- Customers participating in a Volume and Term Agreement CSAs are not eligible to participate in this promotion.
- Customers with Analog Private Line are not eligible to participate in this promotion.
- This promotion may not be used concurrently with any previous local exchange services term contract program.
- Customers currently participating in SBS Small Business Promotion (Hunting Term Promo) may migrate to this promotion without incurring any termination liability from the other program specifications.
- BellSouth reserves the right to terminate this program at any time; provided, however, that subscribers participating in the program will be grandfathered for the term of their agreement.

Wire Center Qualification

The wire centers were chosen based upon total cumulative lines lost as well as the velocity of losses, based on a three month rolling average and market share.

PROPOSED TARIFF PAGES

A2. GENERAL REGULATIONS

A2.10 Special Promotions (Cont'd)

A2.10.2 Descriptions (Cont'd)

A. The following promotions are *on file with* the Commission: (Cont'd)

Area of Promotion	Service	Charges Waived	Period Authority	
(DELETED)				(T)
(DELETED)				(D)
BellSouth's Service Territory ¹	2002 Key Customer Program	-Eligible monthly revenue is discounted at percentages listed below based on monthly total billed revenue (TBR) and applied as a credit each month on the customer's bill:	01/31/02 to 06/25/02	(D)
	-For business customers served from hot wire centers ² .	Monthly TBR - 18 months \$75 - \$3,000 10%		(D)
	-Customers with Analog Private Line service are not eligible for this promotion.	Monthly TBR - 36 months \$75 - \$3,000 25%		(N)
	-Customers with Volume and Term Contract Service Arrangements are not eligible to participate in this promotion.			
		-50% discount will be given on Rotary Service for a contract period of 18 months.		
		-100% discount will be given on Rotary Service for a contract period of 36 months.		
		-Line Connection Charges will be waived during the promotion sign-up period.		

Note 1: Customer may elect to participate only once during each promotion.

Note 2: The list of hot wire centers that are eligible for this promotion is listed on Page 34.0.2.1. (N)

A2. GENERAL REGULATIONS

A2.10 Special Promotions (Cont'd)

A2.10.2 Descriptions (Cont'd)

A. The following promotions are approved by on file with the Commission: (Cont'd)

Area of Promotion	Service	Charges Waived	Period	Authority
BellSouth's Service Territory ¹ -From Central Offices where Caller ID features are available. (DELETED)	Caller ID-Deluxe, Enhanced Caller ID, Enhanced Caller ID with Call Management and Caller ID with Call Management and Call Forwarding	Nonrecurring charges and one month's recurring charges	1/23/01 —to 12/31/01	(D)
(DELETED) BellSouth's Service Territory ¹ (DELETED)	2001 Key Customer Program -For business customers served from wire centers in competitive situations. -Customers with Analog Private Line service are not eligible for this promotion. -Customers with Volume and Term Contract Service Arrangements are not eligible to participate in this promotion.	-Eligible monthly revenue is discounted at percentages listed below based on monthly total billed revenue (TBR) and applied as a credit each month on the customer's bill: Monthly TBR — 18 months \$1,000 — \$3,000 — 14% \$150 — \$999.99 — 10% Monthly TBR — 36 months \$1,000 — \$3,000 — 18% \$150 — \$999.99 — 14% \$100 — \$149.99 — 10% -50% discount will be given on Rotary Line service for a contract period of 18 months. -75% discount will be given on Rotary Line service for a contract period of 36 months. -Line Connection Charges will be waived during the promotion sign-up period.	06/26/01 —to 06/25/02	(D) (N)(D)
<u>BellSouth's Service Territory¹</u>	<u>2002 Key Customer Program</u> <u>-For business customers served</u> <u>from hot wire centers².</u> <u>-Customers with Analog Private</u> <u>Line service are not eligible for</u> <u>this promotion.</u> <u>-Customers with Volume and</u> <u>Term Contract Service</u> <u>Arrangements are not eligible to</u> <u>participate in this promotion.</u>	<u>-Eligible monthly revenue is</u> <u>discounted at percentages</u> <u>listed below based on monthly</u> <u>total billed revenue (TBR) and</u> <u>applied as a credit each month</u> <u>on the customer's bill:</u> <u>Monthly TBR - 18 months</u> <u>\$75 - \$3,000 — 10%</u> <u>Monthly TBR - 36 months</u> <u>\$75 - \$3,000 — 25%</u> <u>-50% discount will be given on</u> <u>Rotary Service for a contract</u> <u>period of 18 months.</u> <u>-100% discount will be given on</u> <u>Rotary Service for a contract</u> <u>period of 36 months.</u>	01/31/02 —to 06/25/02	(N)

¹Registered Service Mark of BellSouth Intellectual Property Corporation

BELLSOUTH
TELECOMMUNICATIONS, INC.
FLORIDA

GENERAL SUBSCRIBER SERVICE TARIFF

~~Thirteenth Revised Page 34.0.2~~
~~Twelfth Canceled Eleventh Revised Page 34.0.2~~

~~ISSUED: June 11, 2001~~ January 15, 2002
BY: Joseph P. Lacher, President -FL
Miami, Florida

January 31, 2002 ~~EFFECTIVE: June 26, 2001~~

-Line Connection Charges
will be waived during the
promotion sign-up period.

Note 1: Customer may elect to participate only once during each promotion.

Note 2: The list of hot wire centers that are eligible for this promotion is listed on Page 34.0.2.1

(N)

15P3



BellSouth Telecommunications, Inc 850 224-7798
Suite 400 Fax 850 224-5073
150 South Monroe Street
Tallahassee, Florida 32301-1556
June 11, 2001

Marshall M. Criser III
Regulatory Vice President

Mr. Dan Hoppe, Director
Division of Regulatory Oversight
Attn: Tariff Section
2540 Shumard Oak Boulevard
Tallahassee, Florida 32399-0850

Dear Mr. Hoppe:

Pursuant to Florida Statute 364.051, we are filing herewith revisions to our General Subscriber Service Tariff. Following is the affected tariff page:

General Subscriber Service Tariff
Section A2 - Twelfth Revised Page 34.0.2

The purpose of this revision is to offer the following promotion for Small Business customers. This promotion will begin June 26, 2001, and end June 25, 2002. This promotion is available to new and existing BellSouth business customers. The monthly BST revenue for subscriber's location must be between \$100 and \$3,000. The subscriber's location must be served out of an eligible wire center. The subscriber must sign an 18 or 36 month agreement to receive the discounts listed below. The base discount will be applied to eligible monthly revenue throughout the term of the agreement. An additional discount will be given on hunting service for the term of the agreement. If the customer adds lines, trunks or Network Access Registers (NARs) during the term of the agreement, Line Connection Charges will be waived.

Monthly TBR	18 Month	36 Month
\$1,000 - \$3,000	14%	18%
\$150 - \$999.99	10%	14%
\$100 - \$149.99	6%	10%
Hunting Discount	50%	75%

The base customer discount is based on end-user monthly total billed BST revenue which consists of all total billed BST revenue (recurring, non-recurring and usage) excluding all unregulated charges including: Charges for unregulated services, taxes, late payment charges, charges billed pursuant to Federal or State Access Service Tariffs, charges collected on behalf of municipalities (including, but not limited to surcharges for 911 service and dual party relay service), and charges for services provided by other companies.

Subscribers who have hunting service are eligible to receive 50% or 75% off their monthly hunting charges in addition to the base discount depending on the selected term agreement. Subscriber may currently have or purchase the services during the enrollment period, June 26, 2001, through June 25, 2002, to qualify.

At the end of the subscriber's agreed upon term, subscriber may renew the agreement for another term, under the same terms and conditions. In the event the subscriber terminates the contract; the subscriber must pay back all the discounts. This reimbursement for the base and hunting offer is to pay back all monetary discounts received as a result of being on this program. This payback will appear on the subscriber's final bill as a charge in the OC&C section of their bill.

Listed below are restrictions that apply to, and affect participation in, this promotion:

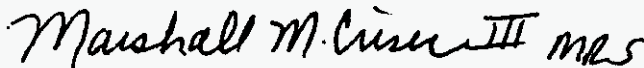
- Subscribers may not have Analog Private Line service.
- Subscribers with multi-locations that are billed to the same telephone number or CLUB billed may have all locations participate as long as one location is in an eligible Wire Center and meets the revenue requirement.
- Subscribers with BellSouth[®] Centrex, MultiServ[®] service, ESSX[®] service, and Digital ESSX[®] service with Secondary Location Addresses not meeting the per location revenue may have all locations participate as long as they are billed under the same account and at least one location is located in an eligible Wire Center.
- Customers with aggregate annual billing per state of BellSouth services exceeding \$36,000 are not eligible to participate in this tariffed promotion.
- Base and hunting discounts (for hunting service) apply only to BST total billed revenue within Kentucky.
- Customers participating in a Volume and Term Agreement Contract Service Agreement are not eligible to participate in this promotion.
- This promotion may not be used concurrently with any previous Key Customer promotions, SBS Small Business Promotion (Hunting Term Promo), Welcome Back! Winback, Full Circle and/or any future versions of those two programs.
- Customers currently participating in SBS Small Business Promotion (Hunting Term Promo) may migrate to this promotion without incurring any penalty from the other program specifications.

BellSouth reserves the right to terminate this program at any time; provided, however, that subscribers participating in the program will be grandfathered for the term of their agreement.

Acknowledgment, date of receipt and authority number of this filing are requested. A duplicate letter of transmittal is attached for this purpose.

Your consideration and approval will be appreciated.

Yours very truly,



Regulatory Vice President

Attachments

[®] BellSouth is a Registered Trademark of BellSouth Intellectual Property Corporation.

[®] Registered Service Mark of BellSouth Intellectual Property Corporation.

EXECUTIVE SUMMARY

BellSouth proposes the following promotion for Small Business customers. This promotion will begin June 26, 2001, and end June 25, 2002. This promotion is available to new and existing BellSouth business customers. The monthly BST revenue for subscriber's location must be between \$100 and \$3,000. The subscriber's location must be served out of an eligible wire center. The subscriber must sign an 18 or 36 month agreement to receive the discounts listed below. The base discount will be applied to eligible monthly revenue throughout the term of the agreement. An additional discount will be given on hunting service for the term of the agreement. If the customer adds lines, trunks or Network Access Registers (NARs) during the term of the agreement, Line Connection Charges will be waived.

Monthly TBR	18 Month	36 Month
\$1,000 - \$3,000	14%	18%
\$150 - \$999.99	10%	14%
\$100 - \$149.99	6%	10%
Hunting Discount	50%	75%

The base customer discount is based on end-user monthly total billed BST revenue which consists of all total billed BST revenue (recurring, non-recurring and usage) excluding all unregulated charges including: Charges for unregulated services, taxes, late payment charges, charges billed pursuant to Federal or State Access Service Tariffs, charges collected on behalf of municipalities (including, but not limited to surcharges for 911 service and dual party relay service), and charges for services provided by other companies.

Subscribers who have hunting service are eligible to receive 50% or 75% off their monthly hunting charges in addition to the base discount depending on the selected term agreement. Subscriber may currently have or purchase the services during the enrollment period, June 26, 2001, through June 25, 2002, to qualify.

At the end of the subscriber's agreed upon term, subscriber may renew the agreement for another term, under the same terms and conditions. In the event the subscriber terminates the contract, the subscriber must pay back all the discounts. This reimbursement for the base and hunting offer is to pay back all monetary discounts received as a result of being on this program. This payback will appear on the subscriber's final bill as a charge in the OC&C section of their bill.

Listed below are restrictions that apply to, and affect participation in, this promotion:

- Subscribers may not have Analog Private Line service.
 - Subscribers with multi-locations that are billed to the same telephone number or CLUB billed may have all locations participate as long as one location is in an eligible Wire Center and meets the revenue requirement.
 - Subscribers with BellSouth[®] Centrex, MultiServ[®] service, ESSX[®] service, and Digital ESSX[®] service with Secondary Location Addresses not meeting the per location revenue may have all locations participate as long as they are billed under the same account and at least one location is located in an eligible Wire Center.
 - Customers with aggregate annual billing per state of BellSouth services exceeding \$36,000 are not eligible to participate in this tariffed promotion.
 - Base and hunting discounts (for hunting service) apply only to BST total billed revenue within Kentucky.
 - Customers participating in a Volume and Term Agreement Contract Service Agreement are not eligible to participate in this promotion.
 - This promotion may not be used concurrently with any previous Key Customer promotions, SBS Small Business Promotion (Hunting Term Promo), Welcome Back! Winback, Full Circle and/or any future versions of those two programs.
 - Customers currently participating in SBS Small Business Promotion (Hunting Term Promo) may migrate to this promotion without incurring any penalty from the other program specifications.
- 1) BellSouth reserves the right to terminate this program at any time; provided, however, that subscribers participating in the program will be grandfathered for the term of their agreement.

The services included in the promotions are in the Business Basic and Non-Basic service categories. Revenue from the promotions exceeds cost.

Tariff page attached.

PROPOSED TARIFF PAGES

ISSUED: June 11, 2001
BY: Joseph P. Lacher, President -FL
Miami, Florida

EFFECTIVE: June 26, 2001

A2. GENERAL REGULATIONS

A2.10 Special Promotions (Cont'd)

A2.10.2 Descriptions (Cont'd)

A. The following promotions are approved by the Commission: (Cont'd)

Area of Promotion	Service	Charges Waived	Period	Authority
BellSouth's Service Territory' -From Central Offices where Caller ID features are available.	Caller ID Deluxe, Enhanced Caller ID, Enhanced Caller ID with Call Management and Caller ID with Call Management and Call Forwarding	Nonrecurring charges and one month's recurring charges	1/23/01 to 12/31/01	

(DELETED)

BellSouth's Service Territory'	2001 Key Customer Program -For business customers served from wire centers in competitive situations. -Customers with Analog Private Line service are not eligible for this promotion. -Customers with Volume and Term Contract Service Arrangements are not eligible to participate in this promotion.	-Eligible monthly revenue is discounted at percentages listed below based on monthly total billed revenue (TBR) and applied as a credit each month on the customer's bill: Monthly TBR - 18 months \$1,000 - \$3,000 14% \$150 - \$999.99 10% \$100 - \$149.99 6% Monthly TBR - 36 months \$1,000 - \$3,000 18% \$150 - \$999.99 14% \$100 - \$149.99 10% -50% discount will be given on Rotary Line service for a contract period of 18 months. -75% discount will be given on Rotary Line service for a contract period of 36 months. -Line Connection Charges will be waived during the promotion sign-up period.	06/26/01 to 06/25/02	(D) (N)
--------------------------------	---	--	----------------------------	------------

Note 1: Customer may elect to participate only once during each promotion.

BellSouth - Florida

LEGISLATIVE FORMAT

A2. GENERAL REGULATIONS

A2.10 Special Promotions (Cont'd)

A2.10.2 Descriptions (Cont'd)

A. The following promotions are approved by the Commission: (Cont'd)

Area of Promotion	Service	Charges Waived	Period	Authority
BellSouth's Service Territory' -From Central Offices where Caller ID features are available.	Caller ID Deluxe, Enhanced Caller ID, Enhanced Caller ID with Call Management and Caller ID with Call Management and Call Forwarding	Nonrecurring charges and one month's recurring charges	1/23/01 to 12/31/01	(H)
(DELETED) BellSouth's Service Territory'	2000 Key Customer Program -for business customers served from wire centers in competitive situations: -Customers with Analog Private Line service are not eligible for this promotion:	-Eligible monthly revenue is discounted at percentages listed below based on monthly total billed revenue (TBR) and applied as a credit each month on the customer's bill: Monthly TBR - 12 months \$4,500 - \$6,000 - 8% \$3,000 - \$4,499.99 - 7% \$1,500 - \$2,999.99 - 6% \$150 - \$1,499.99 - 5% Monthly TBR - 24 months \$4,500 - \$6,000 - 12% \$3,000 - \$4,499.99 - 11% \$1,500 - \$2,999.99 - 10% \$150 - \$1,499.99 - 9% Monthly TBR - 36 months \$4,500 - \$6,000 - 16% \$3,000 - \$4,499.99 - 15% \$1,500 - \$2,999.99 - 14% \$150 - \$1,499.99 - 13% -An additional reward of 6% will be given on MegaLink® service and ISDN PRI service -Line Connection Charges will be waived during the promotion sign-up period: -40% discount will be given on Rotary Line service for a contract period of 12 months: -60% discount will be given on Rotary Line service for a contract period of 24 months: -80% discount will be given on Rotary Line service for a contract period of 36 months:	02/01/01 to 06/25/01	(DKC)

BELLSOUTH
TELECOMMUNICATIONS, INC.
FLORIDA

ISSUED: ~~June 11, January 8, 2001~~
BY: Joseph P. Lacher, President -FL
Miami, Florida

GENERAL SUBSCRIBER SERVICE TARIFF

Twelfth Eleventh Revised Page 34 0.2
Cancels ~~Eleventh Tenth Revised Page 34 0.2~~

EFFECTIVE: ~~June 26, January 23, 2001~~

BellSouth's Service Territory: 2001 Key Customer Program -Eligible monthly revenue is 06/26/01 (S)
~~-For business customers served~~ ~~discounted at percentages~~ ~~to~~
~~from wire centers in~~ ~~listed below based on monthly~~ ~~06/25/02~~
~~competitive situations.~~ ~~total billed revenue (TBR) and~~
~~-Customers with Analog Private~~ ~~applied as a credit each month~~
~~Line service are not eligible for~~ ~~on the customer's bill:~~
~~this promotion.~~ ~~Monthly TBR - 18 months~~
~~-Customers with Volume and~~ ~~\$1,000 - \$3,000 14%~~
~~Term Contract Service~~ ~~\$150 - \$999.99 10%~~
~~Arrangements are not eligible to~~ ~~\$100 - \$149.99 6%~~
~~participate in this promotion.~~ ~~Monthly TBR - 36 months~~
~~\$1,000 - \$3,000 18%~~
~~\$150 - \$999.99 14%~~
~~\$100 - \$149.99 10%~~
~~-50% discount will be given on~~
~~Rotary Line service for a~~
~~contract period of 18 months.~~
~~-75% discount will be given on~~
~~Rotary Line service for a~~
~~contract period of 36 months.~~
~~-Line Connection Charges~~
~~will be waived during the~~
~~promotion sign-up period.~~

Note 1: Customer may elect to participate only once during each promotion.

BellSouth - Florida

BACK-UP INFORMATION

This 12 month promotional tariff is an 18 or 36 month offering targeted to BellSouth customers in specific Wire Centers located in the BellSouth nine-state region. The SBS Key Customer Program will offer three separate discounts on the subscriber's bill. Subscribers must sign an 18 or 36-month agreement to participate in the program to receive the discounts specified. This promotion will be offered on an outbound and inbound basis, from June 26, 2001 through June 25, 2002.

Program Eligibility

- Available to new and existing BellSouth business customers
- Monthly BST revenue for subscriber's location must be \$100 to \$3,000
- Subscriber's location must be served out of an eligible wire center.
- Subscriber must sign a 18 or 36 month agreement to receive the discounts

Promotion Elements

- Subscribers, who participate in the promotion and purchase new service during the 12-month promotional period, will receive a waiver on all line connection charges associated with the service order. This will include the Line Connection Charge (first and additional lines, line equivalents and trunks).
- Subscribers meeting the eligibility requirements will receive the base discount and may be eligible to receive the hunting discount based upon having BellSouth hunting service.
- Base discount: Specified % discount off subscriber's total billed revenue (TBR) from the GSST A and PLS B tariffs.

Monthly TBR	18 Month	36 Month
\$1000 - \$3000	14%	18%
\$150 - \$999	10%	14%
\$100 - \$149	6%	10%
Hunting Discount	50%	75%

- Hunting discount: Subscribers that have hunting service are eligible to receive 50% or 75% off their monthly hunting charges in addition to the base discount depending on selected term. Subscriber may currently have or purchase the services during the enrollment period, June 26, 2001, through June 25, 2002, to qualify.
- Subscribers that choose a 36-month term and purchase an additional line from BellSouth from 6/26/01 - 9/28/01 are eligible for a 12-month waiver on BellSouth Voice Mail Service (BVMS). Where BVMS is available.

- ***Internet Offer: Customer may choose one of the following offers:**

Product	18 Month	36 Month
DSL	Waiver of fee 1 Month	Waiver of fee 1 Month
Web Hosting Site Builder Plans	Waiver of fee 6 months	Waiver of fee 12 months
Web Hosting Shared Web Hosting Basic Plan - Plan E	Waiver of fee 6 months	Waiver of fee 12 months
Dedicated Internet Access	\$x or % off monthly credit on BellSouth Internet charges	\$x or % off monthly credit on BellSouth Internet charges
BellSouth Digital Office		

*Waiver not good on existing service

- **Base customer discount is based on end-user monthly total billed BST revenue**
 - The total billed revenue consists of all total billed BST revenue (recurring, non-recurring and usage) excluding all unregulated charges including:
 - BellSouth Internet Service charges
 - Cingular Wireless
 - taxes, late payment charges, charges billed pursuant to Federal or State Access Service Tariffs, charges collected on behalf of municipalities (including, but not limited to surcharges for 911 service and dual party relay service), and charges for services provided by other companies.
- Participant must be a BST customer at the time of the discount to receive the discount. The discount will appear as a credit in the OC&C section of the subscriber's bill.
- At the end of the subscriber's agreed upon term, subscriber may renew the agreement for another term, under the same terms and conditions. Except NC & TN.
- In the event the subscriber terminates the contract; the subscriber must pay back all the discounts. This reimbursement for the base and hunting offer is to pay back all monetary discounts received as a result of being on this program. This payback will appear on the subscriber's final bill as a charge in the OC&C section. **Exception TN: TN Subscribers must pay BellSouth a termination liability equal to the lesser of: (1) the discounts received during the term of the contract; or (2) the discounts received during the previous 12 months.**
- The reimbursement for the Dedicated Internet Access offer is to pay back the months free that the Subscriber received as being a part of this program.

- Subscribers with multi-locations that are BTN'd or CLUB billed may have all locations participate as long as one location is in a Hot Wire Center and meets the revenue requirement.
- Subscribers with Centrex, MultiServ and ESSX with SLAs not meeting the per location revenue may have all locations participate as long as it is billed under the same account and at least one location is located in a Hot Wire Center

Promotion Restrictions

- Customer's with aggregate annual billing per state of BellSouth services exceeding \$36,000 are not eligible to participate in this tariffed promotion.
- Base and hunting discounts (for hunting service) apply only to BST total billed revenue within a state, not across states.
- Customers participating in a Volume and Term Agreement CSAs are not eligible to participate in this promotion.
- This promotion may not be used concurrently with any previous Key Customer promotions, SBS Small Business Promotion (Hunting Term Promo), Business Discount Program (TN Only), Welcome Back! Winback, Full Circle and/or any future versions of those two programs.
- Customers currently participating in SBS Small Business Promotion (Hunting Term Promo) may migrate to this promotion without incurring any penalty from the other program specifications.
- BellSouth reserves the right to terminate this program at any time; provided, however, that subscribers participating in the program will be grandfathered for the term of their agreement.

Wire Center Qualification

- The wire centers were chosen based upon total cumulative lines lost as well as the velocity of losses, based on a three month rolling average and market share.

Key2001.doc

Filing Package FL2001-063
May 24, 2001

TO: MaryRose Sirianni, Manager – Regulatory (FL)
FROM: Sherry Bircheat, Manager – Market Pricing Strategy
SUBJECT: 2001 Key Customer Promotion

Please make arrangements for the following promotion for Small Business customers. This promotion will begin June 26, 2001, and end June 25, 2002. This promotion is available to new and existing BellSouth business customers. The monthly BST revenue for subscriber's location must be between \$100 and \$3,000. The subscriber's location must be served out of an eligible wire center. The subscriber must sign an 18 or 36 month agreement to receive the discounts listed below. The base discount will be applied to eligible monthly revenue throughout the term of the agreement. An additional discount will be given on hunting service for the term of the agreement. If the customer adds lines, trunks or Network Access Registers (NARs) during the term of the agreement, Line Connection Charges will be waived.

Monthly TBR	18 Month	36 Month
\$1,000 - \$3,000	14%	18%
\$150 - \$999.99	10%	14%
\$100 - \$149.99	6%	10%
Hunting Discount	50%	75%

The base customer discount is based on end-user monthly total billed BST revenue which consists of all total billed BST revenue (recurring, non-recurring and usage) excluding all unregulated charges including: Charges for unregulated services, taxes, late payment charges, charges billed pursuant to Federal or State Access Service Tariffs, charges collected on behalf of municipalities (including, but not limited to surcharges for 911 service and dual party relay service), and charges for services provided by other companies.

Subscribers who have hunting service are eligible to receive 50% or 75% off their monthly hunting charges in addition to the base discount depending on the selected term agreement. Subscriber may currently have or purchase the services during the enrollment period, June 26, 2001, through June 25, 2002, to qualify.

At the end of the subscriber's agreed upon term, subscriber may renew the agreement for another term, under the same terms and conditions. In the event the subscriber terminates the contract; the subscriber must pay back all the discounts. This reimbursement for the base and hunting offer is to pay back all monetary discounts received as a result of being on this program. This payback will appear on the subscriber's final bill as a charge in the OC&C section of their bill.

Listed below are restrictions that apply to, and affect participation in, this promotion:

- Subscribers may not have Analog Private Line service.
- Subscribers with multi-locations that are billed to the same telephone number or CLUB billed may have all locations participate as long as one location is in an eligible Wire Center and meets the revenue requirement.
- Subscribers with BellSouth[®] Centrex, MultiServ[®] service, ESSX[®] service, and Digital ESSX[®] service with Secondary Location Addresses not meeting the per location revenue may have all locations participate as long as they are billed under the same account and at least one location is located in an eligible Wire Center.
- Customers with aggregate annual billing per state of BellSouth services exceeding \$36,000 are not eligible to participate in this tariffed promotion.
- Base and hunting discounts (for hunting service) apply only to BST total billed revenue within Kentucky.
- Customers participating in a Volume and Term Agreement Contract Service Agreement are not eligible to participate in this promotion.
- This promotion may not be used concurrently with any previous Key Customer promotions, SBS Small Business Promotion (Hunting Term Promo), Welcome Back! Winback, Full Circle and/or any future versions of those two programs.
- Customers currently participating in SBS Small Business Promotion (Hunting Term Promo) may migrate to this promotion without incurring any penalty from the other program specifications.

BellSouth reserves the right to terminate this program at any time; provided, however, that subscribers participating in the program will be grandfathered for the term of their agreement.

I have attached the full program notification. A spreadsheet of the eligible wire centers is provided as a separate attachment. A regulatory analysis developed indicates, other than Analog Private Line service, all services usually ordered by Small Business customers pass the regulatory test with the maximum discount applied. The gross revenue for this promotion is \$31,354,128. Discounts have been estimated to be \$4,138,730 and costs of services of \$14,668,104 for a total cost of \$18,806,834. This results in net revenue of \$12,547,294. Please call me if you have any questions or need additional information.

Attachments

cc: Florida Tariff Distribution List
Susan Callaghan
Conrad Martin
Amy Britt
Vickie Milne
Bonnie O'Bannon
Tom Walden

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Key01FL.doc

Key Customer Program Financials - FL

Assumptions

Avg. Mo. Rev/CLAC

	Tier 1	Tier 2	Tier 3	Tier 4	Tier 5
	353		387	374	307
					116

Total Customers

	Tier 1	Tier 2	Tier 3	Tier 4	Tier 5
FL	3015		3350	3685	1507
TOTAL	3,015		3,350	3,685	1,507

Total Monthly Revenue

	Tier 1	Tier 2	Tier 3	Tier 4	Tier 5
FL	\$ 1,084,281	\$ 1,296,409	\$ 1,378,146	\$ 462,788	\$ 602,311
TOTAL	\$ 1,084,281	\$ 1,296,409	\$ 1,378,146	\$ 462,788	\$ 602,311

2001 - 2002 Rev

12 months from program launch

	Tier 1	Tier 2	Tier 3	Tier 4	Tier 5
FL	\$ 12,771,133	\$ 15,556,904	\$ 16,537,753	\$ 5,553,453	\$ 7,227,730
TOTAL	\$ 12,771,133	\$ 15,556,904	\$ 16,537,753	\$ 5,553,453	\$ 7,227,730

Monthly Discount Revenue

	Tier 1	Tier 2	Tier 3	Tier 4	Tier 5
FL	\$ 230,625	\$ 280,932	\$ 298,644	\$ 100,286	\$ 130,521
TOTAL	\$ 230,625	\$ 280,932	\$ 298,644	\$ 100,286	\$ 130,521

Expense

	Tier 1	Tier 2	Tier 3	Tier 4	Tier 5
FL	\$ 6,315	\$ 5,452	\$ 4,466	\$ 1,352	\$ 2,245
TOTAL	\$ 6,315	\$ 5,452	\$ 4,466	\$ 1,352	\$ 2,245

COGS

33%

	Tier 1	Tier 2	Tier 3	Tier 4	Tier 5
FL	351,206.15	427,814.86	454,788.20	152,719.96	198,782.56
TOTAL	\$ 351,206	\$ 427,815	\$ 454,788	\$ 152,720	\$ 198,763

Monthly Net Revenue (contribution)

	Tier 1	Tier 2	Tier 3	Tier 4	Tier 5
FL	476,114.85	582,210.05	620,247.61	208,429.68	270,782.48
TOTAL	\$ 476,115	\$ 582,210	\$ 620,248	\$ 208,430	\$ 270,782

TOTAL

16,749
16,749

TOTAL

\$ 4,803,914
\$ 4,803,914

TOTAL

\$ 57,646,972
\$ 57,646,972

TOTAL

\$ 1,041,008
\$ 1,041,008

TOTAL

\$ 19,830
\$ 19,830

TOTAL

\$ 1,585,292
\$ 1,585,292

TOTAL

\$ 2,157,785
\$ 2,157,785



1476

BellSouth Telecommunications, Inc 850 224-7798
Suite 400 Fax 850 224-5073
150 South Monroe Street
Tallahassee, Florida 32301-1556

Marshall M. Criser III
Regulatory Vice President

February 25, 2000

Mr. Walter D'Haeseleer
Director, Division of Communications
Florida Public Service Commission
2540 Shumard Oak Boulevard
Gerald L. Gunter Building, Room 270
Tallahassee, Florida 32399-0850

Dear Mr. D'Haeseleer:

Pursuant to Florida Statute 364.051, we are filing herewith revisions to our General Subscriber Service Tariff. Following is the affected tariff page:

General Subscriber Service Tariff
Section A2 - Seventh Revised Page 34.0.2

The purpose of this revision is to offer the following promotions for business customers: The first promotion is for Small Business customers ordering additional lines from March 13 through June 10, 2000. Small Business customers in this case are those billing less than \$10,000 per month per customer account. Flat Rate lines, Business PlusSM lines and Message Rate lines are included in this promotion. The customer will receive a check that will reimburse them for the applicable nonrecurring charges when one to three lines are added. The customer may only receive one check during this promotion. This promotion is available for resale.

The second promotion is a 90-day promotion and is a 12, 24 or 36-month offering targeted to BellSouth customers served from wire centers in competitive situations (meaning those where 1,000 lines or more have been to competition). This promotion will be offered on an outbound and inbound basis, from March 13, 2000 through June 10, 2000, and is available to new and existing BellSouth customers. Monthly BST revenue for the customer location must be \$250 to \$6,000. The customer's location must be served out of an eligible wire center.

The SBS 2000 Key Customer Program will offer a waiver of Line Connection Charges and two separate rewards on the customer's bill. Customers must sign a 12, 24 or 36-month agreement to participate in the program to receive the reward benefits specified. Customers meeting the eligibility requirements may receive the following separate rewards.

1. Customers, who order new service during the 90-day promotional period, will receive a waiver on all line connection charges associated with the service order. This will include the Line Connection Charge (first and additional line).
2. Customers meeting the eligibility requirements will receive the base reward and may be eligible to receive the bonus reward based upon having ISDN PRI and/or MegaLinkSM services with BellSouth Business.

Base reward: Specified % discount below, off their total billed revenue (TBR) from the GGST A and B tariffs.

Monthly TBR	12 Month	24 Month	36 Month
\$4,500 - \$6,000	8%	12%	16%
\$3,000 - \$4,499.99	7%	11%	15%
\$1,500 - \$2,999.99	6%	10%	14%
\$250 - \$1,499.99	5%	9%	13%

3. Bonus reward: 5% off specified strategic products in addition to the base reward. Products are limited to MegaLink and ISDN PRI. Customer may currently have or order these services during the enrollment period, March 13 through June 10, 2000.

The participant must be a BellSouth (BST) customer at the time of the reward to receive the reward. The reward will appear as a credit in the OC&C section of the customer's bill. At the end of the customer's agreed upon term, customer may renew the agreement for another term, under the same terms and conditions. In the event the customer terminates the contract, the customer must pay back the discounts. This reimbursement is to pay back all monetary discounts received as a result of being on this program. This payback will appear on the customer's final bill as a charge in the OC&C section. This promotion is available for resale.

Acknowledgment, date of receipt and authority number of this filing are requested. A duplicate letter of transmittal is attached for this purpose.

Your consideration and approval will be appreciated.

Yours very truly,

Marshall M. Ciser
Regulatory Vice President

Attachments

EXECUTIVE SUMMARY

The purpose of this revision is to offer the following promotions for business customers: The first promotion is for Small Business customers ordering additional lines from March 13 through June 10, 2000. Small Business customers in this case are those billing less than \$10,000 per month per customer account. Flat Rate lines, Business Plus[®] lines and Message Rate lines are included in this promotion. The customer will receive a check that will reimburse them for the applicable nonrecurring charges when one to three lines are added. The customer may only receive one check during this promotion. This promotion is available for resale.

The second promotion is a 90-day promotion and is a 12, 24 or 36-month offering targeted to BellSouth customers in competitive situations. This promotion will be offered on an outbound and inbound basis, from March 13, 2000 through June 10, 2000, and is available to new and existing BellSouth customers. Monthly BST revenue for the customer location must be \$250 to \$6,000. The customer's location must be served out of an eligible wire center. Eligible wire centers are those where 1,000 or more lines have been lost to competition.

The SBS 2000 Key Customer Program will offer a waiver of Line Connection Charges and two separate rewards on the customer's bill. Customers must sign a 12, 24 or 36-month agreement to participate in the program to receive the reward benefits specified. Customers meeting the eligibility requirements may receive the following separate rewards.

1. Customers, who order new service during the 90-day promotional period, will receive a waiver on all line connection charges associated with the service order. This will include the Line Connection Charge (first and additional line).
2. Customers meeting the eligibility requirements will receive the base reward and may be eligible to receive the bonus reward based upon having ISDN PRI and/or MegaLink[®] services with BellSouth Business.

Base reward: Specified % discount below, off their total billed revenue (TBR) from the GGST A and B tariffs.

Monthly TBR	12 Month	24 Month	36 Month
\$4,500 - \$6,000	8%	12%	16%
\$3,000 - \$4,499.99	7%	11%	15%
\$1,500 - \$2,999.99	6%	10%	14%
\$250 - \$1,499.99	5%	9%	13%

3. Bonus reward: 5% off specified strategic products in addition to the base reward. Products are limited to MegaLink and ISDN PRI. Customer may currently have or order these services during the enrollment period, March 13 through June 10, 2000.

The participant must be a BellSouth (BST) customer at the time of the reward to receive the reward. The reward will appear as a credit in the OC&C section of the customer's bill. At the end of the customer's agreed upon term, customer may renew the agreement for another term, under the same terms and conditions. In the event the customer terminates the contract, the customer must pay back the discounts. This reimbursement is to pay back all monetary discounts received as a result of being on this program. This payback will appear on the customer's final bill as a charge in the OC&C section. This promotion is available for resale.

Tariff pages attached.

A2. GENERAL REGULATIONS

A2.10 Special Promotions (Cont'd)

A2.10.2 Descriptions (Cont'd)

A. The following promotions are approved by the Commission: (Cont'd)

Area of Promotion (DELETED)	Service	Charges Waived	Period	Authority
(DELETED)				(B)
BellSouth's Service Territory -From Central Offices where Caller ID features are available	Caller ID Deluxe, Enhanced Caller ID and Enhanced Caller ID with Call Management (business)	Nonrecurring and one month's recurring charges for customers ordering within 90 days of establishing a new location.	01/01/00 to 12/31/00	(E)
(DELETED)				(B)
BellSouth's Service Territory ¹ -for business customers served from wire centers in competitive situations	<u>2000 Key Customer Program</u>	-Eligible monthly revenue is discounted at percentages listed below based on monthly total billed revenue (TBR) and applied as a credit each month on the customer's bill: Monthly TBR - 12 months \$4,500 - \$6,000 8% \$3,000 - \$4,499.99 7% \$1,500 - \$2,999.99 6% \$250 - \$1,499.99 5% Monthly TBR - 24 months \$4,500 - \$6,000 12% \$3,000 - \$4,499.99 11% \$1,500 - \$2,999.99 10% \$250 - \$1,499.99 9% Monthly TBR - 36 months \$4,500 - \$6,000 16% \$3,000 - \$4,499.99 15% \$1,500 - \$2,999.99 14% \$250 - \$1,499.99 13% -An additional reward of 5% will be given on Megalink SM service and ISDN PRI service -Line Connection Charges will be waived during the promotion sign-up period.		(N)
BellSouth's Service Territory ¹ -From Central Offices where <u>Flat Rate, Business PlusSM and Message Rate Lines</u> are available for business customers.	<u>Flat Rate, Business PlusSM and Message Rate Lines</u> (business only)	<u>Business customers will be reimbursed via a check for Line Connection Charges (First and Additional) on one to three lines added at a customer location where the customer bills less than \$10,000 per month per customer account. Limit of one coupon to a customer.</u>	03/13/00 to 06/10/00	(N)

¹ Registered Service Mark of BellSouth Intellectual Property Corporation

A2. GENERAL REGULATIONS

A2.10 Special Promotions (Cont'd)

A2.10.2 Descriptions (Cont'd)

A. The following promotions are approved by the Commission: (Cont'd)

Area of Promotion	Service	Charges Waived	Period	Authority
BellSouth's Service Territory' -From Central Offices where Caller ID features are available	Caller ID Deluxe, Enhanced Caller ID and Enhanced Caller ID with Call Management (business)	Nonrecurring and one month's recurring charges for customers ordering within 90 days of establishing a new location.	01/01/00 to 12/31/00	
BellSouth's Service Territory'	2000 Key Customer Program -for business customers served from wire centers in competitive situations	-Eligible monthly revenue is discounted at percentages listed below based on monthly total billed revenue (TBR) and applied as a credit each month on the customer's bill: Monthly TBR - 12 months \$4,500 - \$6,000 8% \$3,000 - \$4,499.99 7% \$1,500 - \$2,999.99 6% \$250 - \$1,499.99 5% Monthly TBR - 24 months \$4,500 - \$6,000 12% \$3,000 - \$4,499.99 11% \$1,500 - \$2,999.99 10% \$250 - \$1,499.99 9% Monthly TBR - 36 months \$4,500 - \$6,000 16% \$3,000 - \$4,499.99 15% \$1,500 - \$2,999.99 14% \$250 - \$1,499.99 13% -An additional reward of 5% will be given on MegaLink [®] service and ISDN PRI service -Line Connection Charges will be waived during the promotion sign-up period.		(N)
BellSouth's Service Territory' -From Central Offices where Flat Rate, Business Plus [®] and Message Rate Lines are available for business customers.	Flat Rate, Business Plus [®] and Message Rate Lines (business only)	Business customers will be reimbursed via a check for Line Connection Charges (First and Additional) on one to three lines added at a customer location where the customer bills less than \$10,000 per month per customer account. Limit of one coupon to a customer.	03/13/00 to 06/10/00	(N)

Note 1: Customer may elect to participate only once during each promotion.

[®] Registered Service Mark of BellSouth Intellectual Property Corporation

BellSouth Telecommunications, Inc 850 224-7798
Suite 400 Fax 850 224-5073
150 South Monroe Street
Tallahassee, Florida 32301-1556

Marshall M. Criser III
Regulatory Vice President

#1506

June 9, 2000

Mr. Dan Hoppe, Director
Division of Regulatory Oversight
Attn: Tariff Section
2540 Shumard Oak Boulevard
Tallahassee, Florida 32399-0850

Dear Mr. Hoppe:

Pursuant to Florida Statute 364.051, we are filing herewith revisions to our General Subscriber Service Tariff. Following is the affected tariff page:

- General Subscriber Service Tariff
- Section A2 - Eighth Revised 34.0.2
- Private Line Services Tariff
- Section B2 - Fifth Revised Page 69

The purpose of this revision is to offer the following promotion for business customers: This promotion is scheduled to begin June 26, 2000 and end June 25, 2001. Business customers served from specific wire centers who have monthly total billed BellSouth revenue from \$150 to \$6,000 and agree to participate in the Key Customer Program for a period of 12, 24 or 36 months will receive a base discount as described below. Business customers with MegaLink[®] service and/or ISDN PRI enrolled in this Program will receive an additional six percent discount of their total monthly billed revenue. The customers may currently have or subscribe to the services during the enrollment period.

The base customer discount is based on end-user monthly total billed BST revenue.

- The total billed revenue consists of all total billed BST revenue (recurring, non-recurring and usage from the General Subscriber Services Tariff and the Private Line Services Tariff excluding:
 - BellSouth Internet Service charges
 - BellSouth Mobility, BellSouth Mobility DCS charges
 - taxes, late payment charges, charges billed pursuant to Federal or State Access Service Tariffs, charges collected on behalf of municipalities (including, but not limited to surcharges for 911 service and dual party relay service), and charges for services provided by other companies.

Base discounts are as listed below:

Monthly TBR	12 Month	24 Month	36 Month
\$4,500 - \$6,000	8%	12%	16%
\$3,000 - \$4,499.99	7%	11%	15%
\$1,500 - \$2,999.99	6%	10%	14%
\$150 - \$1,499.99	5%	9%	13%

Subscribers, who participate in the promotion and purchase additional services during the 12-month promotional period, will receive a waiver on all line connection charges associated with the service order. This will include the Line Connection Charge (first and additional line), line equivalents and trunks. This waiver does not include ISDN PRI or MegaLink[®] service. At the end of the subscriber's agreed upon term, subscriber may renew the agreement for another term, under the same terms and conditions. In the event the subscriber terminates the contract, the subscriber must pay back all the discounts. This reimbursement for the base and bonus offer is to pay back all monetary discounts received as a result of being on this program. This payback will appear on the subscriber's final bill as a charge in the OC&C section.

Listed below are the restrictions that apply to this promotion:

- Subscribers with aggregate annual billing of BellSouth services exceeding \$150,000 are not eligible to participate in this tariffed promotion.
- Base and Bonus discounts apply only to BellSouth total billed revenue within a state, not across states
- Customers participating in a Customer Service Arrangement (CSA) Volume and Term Agreement are not eligible to participate in this promotion.
- This promotion may not be used concurrently with any previous Key Customer promotions, SBS Small Business Promotion (Hunting Term Promotion) and/or any future versions of those two programs.
- Customers currently participating in a previous version of Key Customer or SBS Small Business Promotion (Hunting Term Promotion) may migrate to this promotion without incurring any penalty from the other program specifications.

Acknowledgment, date of receipt and authority number of this filing are requested. A duplicate letter of transmittal is attached for this purpose.

Your consideration and approval will be appreciated.

Yours very truly,



Regulatory Vice President

Attachments

EXECUTIVE SUMMARY

BellSouth proposes the following promotion for Small Business customers: This promotion is scheduled to begin June 26, 2000 and end June 25, 2001. Business customers served from specific wire centers who have monthly total billed BellSouth revenue from \$150 to \$6,000 and agree to participate in the Key Customer Program for a period of 12, 24 or 36 months will receive a base discount as described below. Business customers with MegaLink[®] service and/or ISDN PRI enrolled in this Program will receive an additional six percent discount of their total monthly billed revenue. The customers may currently have or subscribe to the services during the enrollment period.

The base customer discount is based on end-user monthly total billed BST revenue.

- The total billed revenue consists of all total billed BST revenue (recurring, non-recurring and usage from the General Subscriber Services Tariff and the Private Line Services Tariff excluding:
 - BellSouth Internet Service charges
 - BellSouth Mobility, BellSouth Mobility DCS charges
 - taxes, late payment charges, charges billed pursuant to Federal or State Access Service Tariffs, charges collected on behalf of municipalities (including, but not limited to surcharges for 911 service and dual party relay service), and charges for services provided by other companies.

Base discounts are as listed below:

Monthly TBR	12 Month	24 Month	36 Month
\$4,500 - \$6,000	8%	12%	16%
\$3,000 - \$4,499.99	7%	11%	15%
\$1,500 - \$2,999.99	6%	10%	14%
\$150 - \$1,499.99	5%	9%	13%

Subscribers, who participate in the promotion and purchase additional services during the 12-month promotional period, will receive a waiver on all line connection charges associated with the service order. This will include the Line Connection Charge (first and additional line), line equivalents and trunks. This waiver does not include ISDN PRI or MegaLink[®] service. At the end of the subscriber's agreed upon term, subscriber may renew the agreement for another term, under the same terms and conditions. In the event the subscriber terminates the contract, the subscriber must pay back all the discounts. This reimbursement for the base and bonus offer is to pay back all monetary discounts received as a result of being on this program. This payback will appear on the subscriber's final bill as a charge in the OC&C section.

Listed below are the restrictions that apply to this promotion:

- Subscribers with aggregate annual billing of BellSouth services exceeding \$150,000 are not eligible to participate in this tariffed promotion.
- Base and Bonus discounts apply only to BellSouth total billed revenue within a state, not across states
- Customers participating in a Customer Service Arrangement (CSA) Volume and Term Agreement are not eligible to participate in this promotion.
- This promotion may not be used concurrently with any previous Key Customer promotions, SBS Small Business Promotion (Hunting Term Promotion) and/or any future versions of those two programs.
- Customers currently participating in a previous version of Key Customer or SBS Small Business Promotion (Hunting Term Promotion) may migrate to this promotion without incurring any penalty from the other program specifications.

The services included in this promotion are in the Business Basic and Non-Basic service categories. Revenue from the promotion exceeds costs.

Tariff pages attached.

[®] Registered Service Mark of BellSouth Intellectual Property Corporation

A2. GENERAL REGULATIONS

A2.10 Special Promotions (Cont'd)

A2.10.2 Descriptions (Cont'd)

A. The following promotions are approved by the Commission: (Cont'd)

Area of Promotion	Service	Charges Waived	Period	Authority
BellSouth's Service Territory -From Central Offices where Caller ID features are available	Caller ID Deluxe, Enhanced Caller ID and Enhanced Caller ID with Call Management (business)	Nonrecurring and one month's recurring charges for customers ordering within 90 days of establishing a new location.	01-01-00 to 12-31-00	
BellSouth's Service Territory	2000 Key Customer Program -for business customers served from wire centers in competitive situations	-Eligible monthly revenue is discounted at percentages listed below based on monthly total billed revenue (TBR) and applied as a credit each month on the customer's bill: Monthly TBR - 12 months \$4,500 - \$6,000 8% \$3,000 - \$4,499.99 7% \$1,500 - \$2,999.99 6% \$250/50 - \$1,499.99 5% Monthly TBR - 24 months \$4,500 - \$6,000 12% \$3,000 - \$4,499.99 11% \$1,500 - \$2,999.99 10% \$250/50 - \$1,499.99 9% Monthly TBR - 36 months \$4,500 - \$6,000 16% \$3,000 - \$4,499.99 15% \$1,500 - \$2,999.99 14% \$250/50 - \$1,499.99 13% -An additional reward of 56% will be given on MegaLink [®] service and ISDN PRI service -Line Connection Charges will be waived during the promotion sign-up period.	06/26/00 to 06/25/00	(H)(C)
(DELETED) BellSouth's Service Territory -From Central Offices where Flat Rate, Business Plus [®] and Message Rate Lines are available for business customers:	Flat Rate, Business Plus [®] and Message Rate Lines (business only)	Business customers will be reimbursed via a check for Line Connection Charges (First and Additional) on one to three lines added at a customer location where the customer bills less than \$10,000 per month per customer account. Limit of one coupon to a customer.	03/13-00 to 06-10-00	(D) (H)

Note 1: Customer may elect to participate only once during each promotion.

ISSUED: ~~June 9, 2000~~ December 10, 1998
BY: Joseph P. Lacher, President -FL
Miami, Florida

EFFECTIVE: ~~June 26, 2000~~ January 4, 1999

B2. REGULATIONS

B2.7 Special Promotions (Cont'd)

B2.7.1 Regulations (Cont'd)

- A. The Company may offer approved special promotions of new or existing services or products for limited periods as approved by the Public Service Commission. These promotions are a temporary waiver of certain recurring and/or nonrecurring charges as stated in paragraph B2.7.2.A. These promotions will be offered on a completely nondiscriminatory basis with each subscriber in the classification of service and area for which the promotion is offered having an equal opportunity for participation.

B2.7.2 Descriptions

- A. The following promotions are approved by the Commission:

Area of Promotion	Service	Charges Waived	Period	Authority
BellSouth's Service Territory ¹	2000 Key Customer Program -for business customers served from wire centers in competitive situations	-Eligible monthly revenue is discounted at percentages listed below based on monthly total billed revenue (TBR) and applied as a credit each month on the customer's bill: Monthly TBR - 12 months \$4,500 - \$6,000 8% \$3,000 - \$4,499.99 7% \$1,500 - \$2,999.99 6% \$150 - \$1,499.99 5% Monthly TBR - 24 months \$4,500 - \$6,000 12% \$3,000 - \$4,499.99 11% \$1,500 - \$2,999.99 10% \$150 - \$1,499.99 9% Monthly TBR - 36 months \$4,500 - \$6,000 16% \$3,000 - \$4,499.99 15% \$1,500 - \$2,999.99 14% \$150 - \$1,499.99 13% -An additional reward of 6% will be given on MegaLink [®] service and ISDN PRI service -Line Connection Charges will be waived during the promotion sign-up period.	06/26/00 — to 06/25/01	(B)
(DELETED)				(B)
(DELETED)				(B)
(DELETED)				(B)
BellSouth's Service Territory	MegaLink [®] service (Service under a 24-months or longer contract periods requested by small business customers (defined as any customer with monthly billed revenue less than \$10,000+)	100% Nonrecurring Charges	1/4/99 — to 3/31/99	(B)

¹ Registered Service Mark of BellSouth Intellectual Property Corporation

1550



BellSouth Telecommunications, Inc 850 224-7798
Suite 400 Fax 850 224-5073
150 South Monroe Street
Tallahassee, Florida 32301-1556

Marshall M. Criser III
Regulatory Vice President

January 8, 2001

Mr. Dan Hoppe, Director
Division of Regulatory Oversight
Attn: Tariff Section
2540 Shumard Oak Boulevard
Tallahassee, Florida 32399-0850

Dear Mr. Hoppe:

Pursuant to Florida Statute 364.051, we are filing herewith revisions to our General Subscriber Service Tariff. Following are the affected tariff pages:

- General Subscriber Service Tariff
- Section A2 - Eleventh Revised Page 32
- Twenty First Revised Page 33
- Eleventh Revised Page 34.0.2
- Original Page 34.0.3
- Private Line Services Tariff
- Section B2 - Sixth Revised Page 69

The purpose of this revision is to offer the following promotions: New Customer 2001 offers a Small Business customer who establishes new service, an opportunity to add selected features/services within 90 days of establishing that new location, and receive a waiver of the Secondary Service Charge. Custom Calling services, TouchStar[®] service and RingMaster[®] service may be added under the terms of this offer. This promotion begins January 23 and ends December 31, 2001.

New Customer Caller ID 2001 offers a Small Business customer who establishes new service, an opportunity to add Caller ID services within 90 days of establishing that new location, and receive a waiver of the Secondary Service Charge and the first month's recurring charges. Caller ID Deluxe with Anonymous Call Rejection (ACR), Caller ID without ACR, Caller ID Enhanced with ACR, Caller ID with Call Management, and Caller ID with Call Management and Call Forwarding may be added under the terms of this offer. This promotion begins January 23 and ends December 31, 2001.

The Voice Mail Companion Services package for Non-Complete Choice plan customers promotion will be extended through February 28, 2001. This promotion for residence subscribers began November 1, 2000, and was to have ended February 15, 2001. Residence subscribers ordering BellSouth Voice Mail or voice mail provided by another enhanced service provider will receive the Voice Mail Companion Services package free for one month.

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Page 2

The Key Customer 2000 business promotion currently in effect will have an additional discount added for customers with Rotary Line service. A 40% discount on Rotary Line service will be given to customers with a 12-month Key Customer agreement. A 60% discount on Rotary Line service will be given to customers with a 24-month Key Customer agreement. An 80% discount on Rotary Line service will be given to customers with a 36-month Key Customer agreement. Customers with Analog Private Line service will no longer be eligible for the promotion.

Acknowledgment, date of receipt and authority number of this filing are requested. A duplicate letter of transmittal is attached for this purpose.

Your consideration and approval will be appreciated.

Yours very truly,

Marshall M. Criss III MRS
Regulatory Vice President

Attachments

EXECUTIVE SUMMARY

BellSouth proposes the following promotions: New Customer 2001 offers a Small Business customer who establishes new service, an opportunity to add selected features/services within 90 days of establishing that new location, and receive a waiver of the Secondary Service Charge. Custom Calling services, TouchStar^R service and RingMaster^R service may be added under the terms of this offer. This promotion begins January 23 and ends December 31, 2001.

New Customer Caller ID 2001 offers a Small Business customer who establishes new service, an opportunity to add Caller ID services within 90 days of establishing that new location, and receive a waiver of the Secondary Service Charge and the first month's recurring charges. Caller ID Deluxe with Anonymous Call Rejection (ACR), Caller ID without ACR, Caller ID Enhanced with ACR, Caller ID with Call Management, and Caller ID with Call Management and Call Forwarding may be added under the terms of this offer. This promotion begins January 23 and ends December 31, 2001.

The Voice Mail Companion Services package for Non-Complete Choice plan customers promotion will be extended through February 28, 2001. This promotion for residence subscribers began November 1, 2000, and was to have ended February 15, 2001. Residence subscribers ordering BellSouth Voice Mail or voice mail provided by another enhanced service provider will receive the Voice Mail Companion Services package free for one month.

The Key Customer 2000 business promotion currently in effect will have an additional discount added for customers with Rotary Line service. A 40% discount on Rotary Line service will be given to customers with a 12-month Key Customer agreement. A 60% discount on Rotary Line service will be given to customers with a 24-month Key Customer agreement. An 80% discount on Rotary Line service will be given to customers with a 36-month Key Customer agreement. Customers with Analog Private Line service will no longer be eligible for the promotion.

The services included in the promotions are in the Residence and Business Non-Basic service category. Revenue from the promotions exceeds cost.

Tariff pages attached.

^R Registered Trademark of BellSouth Intellectual Property Corporation.

A2. GENERAL REGULATIONS

A2.10 Special Promotions

A2.10.1 Regulations

- A. The Company may offer approved special promotions of new or existing services or products for limited periods as approved by the Public Service Commission. These promotions are a temporary waiver of certain recurring, nonrecurring and/or usage charges as stated in paragraph A2.10.2.A. These promotions will be offered on a completely non-discriminatory basis with each subscriber in the classification of service and area for which the promotion is offered having an equal opportunity for participation.

A2.10.2 Descriptions

- A. The following promotions are approved by the Commission:

Area of Promotion	Service	Charges Waived	Period	Authority
(DELETED) BellSouth's Service Territory ¹ -From Central Offices where Custom Calling Services are available	Custom Calling Services	Service Connection Charges will be waived for customers adding this feature to lines at locations with twenty lines or less, installed after January 23, 2001, for up to ninety days after installation date of business exchange lines.	01/23/01 to 12/31/01	(D) (C)
(DELETED) BellSouth's Service Territory ¹ -From Central Offices where TouchStar [®] Services are available	TouchStar [®] Services	Service Connection Charges will be waived for customers adding this feature to lines at locations with twenty lines or less, installed after January 23, 2001, for up to ninety days after installation date of business exchange lines.	01/23/01 to 12/31/01	(D) (C)

Note 1: Customer may elect to participate only once during each promotion.

¹ Registered Service Mark of BellSouth Intellectual Property Corporation

A2. GENERAL REGULATIONS

A2.10 Special Promotions (Cont'd)

A2.10.2 Descriptions (Cont'd)

A. The following promotions are approved by the Commission: (Cont'd)

Area of Promotion	Service	Charges Waived	Period	Authority
BellSouth's Service Territory -From Central Offices where RingMaster [®] Service is available	RingMaster [®] I, II Service	Service Connection Charges will be waived for customers adding this feature to lines at locations with twenty lines or less, installed after January 23, 2001, for up to ninety days after installation date of business exchange lines.	01/23/01 to 12/31/01	(C)
(DELETED)				(D)
BellSouth's Service Territory ¹ -From Central Offices where Custom Calling services are available.	Custom Calling services	Nonrecurring charge One month's recurring	01/01/01 to 12/31/01	
BellSouth's Service Territory ¹ -From Central Offices where TouchStar [®] services are available.	TouchStar [®] services	Nonrecurring charge One month's recurring	01/01/01 to 12/31/01	
BellSouth's Service Territory ¹ -From Central Offices where RingMaster [®] services are available.	RingMaster [®] services	Nonrecurring charge One month's recurring	01/01/01 to 12/31/01	
BellSouth's Service Territory ¹ -From Central Offices where Message Waiting Indication is available.	Message Waiting Indication	Nonrecurring charge One month's recurring	01/01/01 to 12/31/01	
BellSouth's Service Territory ¹ -From Central Offices where Voice Mail Companion Services Package is available.	Voice Mail Companion Services Package	One month's recurring	11/16/00 to 02/28/01	(C)

Note 1: Customer may elect to participate only once during each promotion

A2. GENERAL REGULATIONS

A2.10 Special Promotions (Cont'd)

A2.10.2 Descriptions (Cont'd)

A. The following promotions are approved by the Commission: (Cont'd)

Area of Promotion	Service	Charges Waived	Period	Authority
BellSouth's Service Territory -From Central Offices where Caller ID features are available.	Caller ID Deluxe. Enhanced Caller ID, Enhanced Caller ID with Call Management and Caller ID with Call Management and Call Forwarding	Nonrecurring charges and one month's recurring charges	1/23/01 to 12/31/01	(N)
BellSouth's Service Territory'	2000 Key Customer Program -for business customers served from wire centers in competitive situations. <i>-Customers with Analog Private Line service are not eligible for this promotion.</i>	-Eligible monthly revenue is discounted at percentages listed below based on monthly total billed revenue (TBR) and applied as a credit each month on the customer's bill: Monthly TBR - 12 months \$4,500 - \$6,000 8% \$3,000 - \$4,499.99 7% \$1,500 - \$2,999.99 6% \$150 - \$1,499.99 5% Monthly TBR - 24 months \$4,500 - \$6,000 12% \$3,000 - \$4,499.99 11% \$1,500 - \$2,999.99 10% \$150 - \$1,499.99 9% Monthly TBR - 36 months \$4,500 - \$6,000 16% \$3,000 - \$4,499.99 15% \$1,500 - \$2,999.99 14% \$150 - \$1,499.99 13% -An additional reward of 6% will be given on MegaLink [®] service and ISDN PRI service -Line Connection Charges will be waived during the promotion sign-up period. <i>-40% discount will be given on Rotary Line service for a contract period of 12 months. -60% discount will be given on Rotary Line service for a contract period of 24 months. -80% discount will be given on Rotary Line service for a contract period of 36 months.</i>	02/01/01 to 06/25/01	(C)

Note 1: Customer may elect to participate only once during each promotion.

Material previously appearing on this page now appears on page(s) 34.0.3 of this section.

¹ Registered Service Mark of BellSouth Intellectual Property Corporation

EFFECTIVE: January 23, 2001

A2. GENERAL REGULATIONS

A2.10 Special Promotions (Cont'd)

A2.10.2 Descriptions (Cont'd)

A. The following promotions are approved by the Commission: (Cont'd)

Area of Promotion	Service	Charges Waived	Period	Authority	(M)
BellSouth's Service Territory -From Central Offices where BellSouth [®] Centrex service is available.	BellSouth [®] Centrex service	-Nonrecurring charges for new customers selecting 24 or 36 months contract. -Nonrecurring and one month's recurring charges for new customers selecting 48 months or greater contract. -Three (3) months' recurring charges for Common Equipment for ESSX [™] and Digital ESSX [™] converting to BellSouth [®] Centrex for contracts of a minimum of 36 months.	01/16/01 to 03/31/01		(M)

Note 1: Customer may elect to participate only once during each promotion.

B2. REGULATIONS

B2.7 Special Promotions (Cont'd)

B2.7.1 Regulations (Cont'd)

- A. The Company may offer approved special promotions of new or existing services or products for limited periods as approved by the Public Service Commission. These promotions are a temporary waiver of certain recurring and/or nonrecurring charges as stated in paragraph B2.7.2.A. These promotions will be offered on a completely nondiscriminatory basis with each subscriber in the classification of service and area for which the promotion is offered having an equal opportunity for participation.

B2.7.2 Descriptions

- A. The following promotions are approved by the Commission:

Area of Promotion	Service	Charges Waived	Period	Authority
BellSouth's Service Territory ¹	2000 Key Customer Program -for business customers served from wire centers in competitive situations -Customers with Analog Private Line service are not eligible for this promotion.	-Eligible monthly revenue is discounted at percentages listed below based on monthly total billed revenue (TBR) and applied as a credit each month on the customer's bill: Monthly TBR - 12 months \$4,500 - \$6,000 8% \$3,000 - \$4,499.99 7% \$1,500 - \$2,999.99 6% \$150 - \$1,499.99 5% Monthly TBR - 24 months \$4,500 - \$6,000 12% \$3,000 - \$4,499.99 11% \$1,500 - \$2,999.99 10% \$150 - \$1,499.99 9% Monthly TBR - 36 months \$4,500 - \$6,000 16% \$3,000 - \$4,499.99 15% \$1,500 - \$2,999.99 14% \$150 - \$1,499.99 13% -An additional reward of 6% will be given on MegaLink [®] service and ISDN PRI service -Line Connection Charges will be waived during the promotion sign-up period. -40% discount will be given on Rotary Line service for a contract period of 12 months. -60% discount will be given on Rotary Line service for a contract period of 24 months. -80% discount will be given on Rotary Line service for a contract period of 36 months.	02/01/01 to 06/25/01	(C)

¹ Registered Service Mark of BellSouth Intellectual Property Corporation

ISSUED: ~~January 8, 2001~~ December 17, 1999
BY: Joseph P. Lacher, President -FL
Miami, Florida

EFFECTIVE: January 23, 2001 ~~January 1, 2000~~

A2. GENERAL REGULATIONS

A2.10 Special Promotions

A2.10.1 Regulations

- A. The Company may offer approved special promotions of new or existing services or products for limited periods as approved by the Public Service Commission. These promotions are a temporary waiver of certain recurring, nonrecurring and/or usage charges as stated in paragraph A2.10.2.A. These promotions will be offered on a completely non-discriminatory basis with each subscriber in the classification of service and area for which the promotion is offered having an equal opportunity for participation.

A2.10.2 Descriptions

- A. The following promotions are approved by the Commission:

Area of Promotion	Service	Charges Waived	Period	Authority
(DELETED)BellSouth's Service Territory* -From Central Offices where Remote Call Forwarding is available	Remote Call Forwarding	Service Connection Charges will be waived for customers adding this feature to lines at locations with twenty lines or less, installed after January 1, 2000, for up to ninety days after installation date of business exchange lines.	01/01/00 —to 12/31/00	(D)(F)
BellSouth's Service Territory* -From Central Offices where Custom Calling Services are available	Custom Calling Services	Service Connection Charges will be waived for customers adding this feature to lines at locations with twenty lines or less, installed after January 23, 2001, for up to ninety days after installation date of business exchange lines.	01/01/00 23/01 to 12/31/01	(C)
(DELETED)BellSouth's Service Territory* -From Central Offices where Prestige* Communications Service is available	Prestige* Communications Service	Service Connection Charges will be waived for customers adding this feature to lines at locations with twenty lines or less, installed after January 1, 2000, for up to ninety days after installation date of business exchange lines.	01/01/00 —to 12/31/00	(D)(F)
BellSouth's Service Territory* -From Central Offices where TouchStar* Services are available	TouchStar* Services	Service Connection Charges will be waived for customers adding this feature to lines at locations with twenty lines or less, installed after January 23, 2001, for up to ninety days after installation date of business exchange lines.	01/01/00 23/01 to 12/31/01	(C)

Note 1: Customer may elect to participate only once during each promotion.

ISSUED: ~~January 8, 2001~~ December 15, 2000
BY: Joseph P. Lacher, President -FL
Miami, Florida

EFFECTIVE: January 23, 2001

A2. GENERAL REGULATIONS

A2.10 Special Promotions (Cont'd)

A2.10.2 Descriptions (Cont'd)

A. The following promotions are approved by the Commission: (Cont'd)

Area of Promotion	Service	Charges Waived	Period	Authority
BellSouth's Service Territory' -From Central Offices where RingMaster [®] Service is available	RingMaster [®] I, II Service	Service Connection Charges will be waived for customers adding this feature to lines at locations with twenty lines or less, installed after January 12, 2000, for up to ninety days after installation date of business exchange lines.	01-01-00 to 12-31-00	(C)
(DELETED) BellSouth's Service Territory' -From Central Offices where Rotary Service is available	Rotary Service	Service Connection Charges will be waived for customers adding this feature to lines at locations with twenty lines or less, installed after January 1, 2000, for up to ninety days after installation date of business exchange lines.	01-01-00 to 12-31-00	(D)
BellSouth's Service Territory' -From Central Offices where Custom Calling services are available.	Custom Calling services	Nonrecurring charge One month's recurring	01/01/01 to 12/31/01	(E)
BellSouth's Service Territory' -From Central Offices where TouchStar [®] services are available.	TouchStar [®] services	Nonrecurring charge One month's recurring	01 01 01 to 12 31 01	(E)
BellSouth's Service Territory' -From Central Offices where RingMaster [®] services are available.	RingMaster [®] services	Nonrecurring charge One month's recurring	01.01 01 to 12/31/01	(E)
BellSouth's Service Territory' -From Central Offices where Message Waiting Indication is available.	Message Waiting Indication	Nonrecurring charge One month's recurring	01/01:01 to 12 31:01	(C)
BellSouth's Service Territory' -From Central Offices where Voice Mail Companion Services Package is available.	Voice Mail Companion Services Package	One month's recurring	11:16:00 to 02-15-01	(C)

Note 1: Customer may elect to participate only once during each promotion

A2. GENERAL REGULATIONS

A2.10 Special Promotions (Cont'd)

A2.10.2 Descriptions (Cont'd)

A. The following promotions are approved by the Commission: (Cont'd)

Area of Promotion (DELETED)	Service	Charges Waived	Period	Authority
BellSouth's Service Territory -From Central Offices where Caller ID features are available.	Caller ID Deluxe, Enhanced Caller ID, Enhanced Caller ID with Call Management and Caller ID with Call Management and Call Forwarding	Nonrecurring charges and one month's recurring charges	1/23/01 to 12/31/01	(B)
BellSouth's Service Territory	2000 Key Customer Program -for business customers served from wire centers in competitive situations. -Customers with Analog Private Line service are not eligible for this promotion.	-Eligible monthly revenue is discounted at percentages listed below based on monthly total billed revenue (TBR) and applied as a credit each month on the customer's bill: Monthly TBR - 12 months \$4,500 - \$6,000 8% \$3,000 - \$4,499.99 7% \$1,500 - \$2,999.99 6% \$150 - \$1,499.99 5% Monthly TBR - 24 months \$4,500 - \$6,000 12% \$3,000 - \$4,499.99 11% \$1,500 - \$2,999.99 10% \$150 - \$1,499.99 9% Monthly TBR - 36 months \$4,500 - \$6,000 16% \$3,000 - \$4,499.99 15% \$1,500 - \$2,999.99 14% \$150 - \$1,499.99 13% -An additional reward of 6% will be given on MegaLink [®] service and ISDN PRI service -Line Connection Charges will be waived during the promotion sign-up period. -40% discount will be given on Rotary Line service for a contract period of 12 months. -60% discount will be given on Rotary Line service for a contract period of 24 months. -80% discount will be given on Rotary Line service for a contract period of 36 months.	06/26/00 to 01/01 to 06/25/01	(C)

Material previously appearing on this page now appears on page(s) 34.0.3 of this section.

* Registered Service Mark of BellSouth Intellectual Property Corporation

BELLSOUTH
TELECOMMUNICATIONS, INC.
FLORIDA

GENERAL SUBSCRIBER SERVICE TARIFF

~~Eleventh Tenth~~ Revised Page 34.0.2
Cancels ~~Tenth Ninth~~ Revised page 34.0.2

ISSUED: ~~January 8, 2001~~ December 21, 2000
BY: Joseph P. Lacher, President -FL
Miami, Florida

EFFECTIVE: January 23, 45, 2001

BellSouth's Service Territory -From Central Offices where BellSouth [®] Centrex service is available.	BellSouth [®] Centrex service	-Nonrecurring charges for new customers selecting 24 or 36 months contract. -Nonrecurring and one month's recurring charges for new customers selecting 48 months or greater contract. -Three (3) months' recurring charges for Common Equipment for ESSX [®] and Digital ESSX [®] converting to BellSouth [®] Centrex for contracts of a minimum of 36 months.	01/16/01 to 03/31/01	(M)N
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~~(DELETED)~~

Note 1: Customer may elect to participate only once during each promotion.

(M)N

Material previously appearing on this page now appears on page(s) 34.0.3 of this section.

[®] Registered Service Mark of BellSouth Intellectual Property Corporation

ISSUED: January 8, 2001

EFFECTIVE: January 23, 2001

BY: Joseph P. Lacher, President -FL
Miami, Florida

A2. GENERAL REGULATIONS

A2.10 Special Promotions (Cont'd)

A2.10.2 Descriptions (Cont'd)

A. The following promotions are approved by the Commission: (Cont'd)

Area of Promotion	Service	Charges Waived	Period	Authority
BellSouth's Service Territory' -From Central Offices where BellSouth's Centrex service is available.	BellSouth's Centrex service	-Nonrecurring charges for new customers selecting 24 or 36 months contract. -Nonrecurring and one month's recurring charges for new customers selecting 48 months or greater contract. -Three (3) months' recurring charges for Common Equipment for ESSX [®] and Digital ESSX [®] converting to BellSouth's Centrex for contracts of a minimum of 36 months.	01/16/01 to 03/31/01	(M)(H)

~~(DELETED)~~

Note 1: Customer may elect to participate only once during each promotion.

(H)

ISSUED: January 8, 2001 ~~June 9, 2000~~
BY: Joseph P. Lacher, President -FL
Miami, Florida

EFFECTIVE: January 23, 2001 ~~June 26, 2000~~

B2. REGULATIONS

B2.7 Special Promotions (Cont'd)

B2.7.1 Regulations (Cont'd)

- A. The Company may offer approved special promotions of new or existing services or products for limited periods as approved by the Public Service Commission. These promotions are a temporary waiver of certain recurring and/or nonrecurring charges as stated in paragraph B2.7.2.A. These promotions will be offered on a completely nondiscriminatory basis with each subscriber in the classification of service and area for which the promotion is offered having an equal opportunity for participation.

B2.7.2 Descriptions

- A. The following promotions are approved by the Commission:

Area of Promotion	Service	Charges Waived	Period	Authority	(C)(4)
BellSouth's Service Territory ¹	2000 Key Customer Program -for business customers served from wire centers in competitive situations. <u>-Customers with Analog Private Line service are not eligible for this promotion.</u>	-Eligible monthly revenue is discounted at percentages listed below based on monthly total billed revenue (TBR) and applied as a credit each month on the customer's bill: Monthly TBR - 12 months \$4,500 - \$6,000 8% \$3,000 - \$4,499.99 7% \$1,500 - \$2,999.99 6% \$150 - \$1,499.99 5% Monthly TBR - 24 months \$4,500 - \$6,000 12% \$3,000 - \$4,499.99 11% \$1,500 - \$2,999.99 10% \$150 - \$1,499.99 9% Monthly TBR - 36 months \$4,500 - \$6,000 16% \$3,000 - \$4,499.99 15% \$1,500 - \$2,999.99 14% \$150 - \$1,499.99 13% -An additional reward of 6% will be given on MegaLink [®] service and ISDN PRI service -Line Connection Charges will be waived during the promotion sign-up period. <u>-40% discount will be given on Rotary Line service for a contract period of 12 months.</u> <u>-60% discount will be given on Rotary Line service for a contract period of 24 months.</u> <u>-80% discount will be given on Rotary Line service for a contract period of 36 months.</u>	06/26/00291/01 to 06/25/01		(C)(4)
(DELETED)					(C)(4)

¹ Registered Service Mark of BellSouth Intellectual Property Corporation

BellSouth Telecommunications, Inc 850 224-7798
Suite 400 Fax 850 224-5073
150 South Monroe Street
Tallahassee, Florida 32301-1556

Marshall M. Criser III
Regulatory Vice President

June 21, 2001

Mr. Dan Hoppe, Director
Division of Regulatory Oversight
Attn: Tariff Section
2540 Shumard Oak Boulevard
Tallahassee, Florida 32399-0850

Dear Mr. Hoppe:

Pursuant to Florida Statute 364.051, we are filing herewith revisions to our General Subscriber Service Tariff. Following is the affected tariff page:

General Subscriber Service Tariff
Section A2 - Second Revised Page 34.0.3

The purpose of this revision is to offer the following promotion for Business customers. Beginning July 6, 2001 through January 5, 2002, the Basic Service Advantage Program will offer up to three separate discounts (depending on the services the customer is using) on the subscriber's bill.

- This program is available to new and existing BellSouth business customers with annual BST account revenue between \$35,000 and \$150,000.
- Customers must have a minimum of 12 lines per account and have service in the Metropolitan Statistical Areas of Fort Lauderdale, Miami, Jacksonville, Orlando and West Palm Beach.
- Subscribers must sign a 24 or 36-month agreement to participate in the program to receive the discounts specified.
- The discount will appear as a credit in the OC&C section of the subscriber's bill.
- The customer cannot renew their contract when it expires.
- In the event the subscriber terminates the contract, or reduces the number of Flat Rate Lines or Flat Rate Trunks to a level below eighty (80) percent of the number of Lines or Trunks in service at time of enrollment, the subscriber must pay back all the discounts. This reimbursement for the Basic Service Advantage offer is to pay back all monetary discounts received as a result of being on this program. This payback will appear on the subscriber's final bill as a charge in the OC&C section.
- Customers with aggregate annual billing on their account of BellSouth services exceeding \$150,000 are not eligible to enroll in this tariff promotion.
- This promotion may not be used concurrently with any other promotions or contracts that affect the services discounted in this promotion, including Volume and Term Agreements, Contract Service Arrangements, Optional Payment Plan for multi-line or Key Customer Promotions.

BellSouth reserves the right to terminate this program at any time; provided, however, that subscribers participating in the program will be grandfathered for the term of their agreement.

Customers' participating in this program will be billed \$33.47 per month per Individual Flat Line and \$48.23 per Flat Rate Trunk and \$5.00 per month per line/trunk for Rotary Line service on a 24-month agreement. Customers' participating in this program will be billed \$32.61 per month per Individual Flat Line and \$47.00 per Flat Rate Trunk and \$0.00 per month per line/trunk for Rotary Line service on a 36-month agreement.

Acknowledgment, date of receipt and authority number of this filing are requested. A duplicate letter of transmittal is attached for this purpose.

Your consideration and approval will be appreciated.

Yours very truly,

Marshall M. Criss III
Regulatory Vice President

Attachments

ISSUED June 21, 2001
BY Joseph P. Lacher, President -FL
Miami, Florida

EFFECTIVE July 6, 2001

A2. GENERAL REGULATIONS

A2.10 Special Promotions (Cont'd)

A2.10.2 Descriptions (Cont'd)

A. The following promotions are approved by the Commission: (Cont'd)

Area of Promotion	Service	Charges Waived	Period	Authority
BellSouth's Service Territory -From Central Offices where business exchange service is available.	Flat Rate Individual Lines and Trunks, Rotary Line service (business only). For business customers with annual BST account revenue between \$35,000 and \$150,000. Customers must have a minimum of 12 lines per account and have service in the Metropolitan Statistical Areas of Fort Lauderdale, Miami, Jacksonville, Orlando and West Palm Beach. -This promotion may not be used concurrently with any other promotions or contracts that affect the services discounted in this promotion, including Volume and Term Agreements, Contract Service Arrangements, Optional Payment Plan for multi-line or Key Customer Promotions.	Business subscribers with a 24 month contract will receive the following rates: - Individual Flat Rate Lines at \$33.47 per line per month. Flat Rate Trunks at \$48.23 per trunk per month and Rotary Line service at \$5.00 per line/trunk per month. Business subscribers with a 36 month contract will receive the following rates: - Individual Flat Rate Lines at \$32.61 per line per month. Flat Rate Trunks at \$47.00 per trunk per month and Rotary Line service at \$0.00 per line/trunk per month.	07/06/01 to 01/05/02	
BellSouth's Service Territory -From Central Offices where business exchange lines are available.	Business Plus [®] service, flat rate and message lines.	Small business customers billing less than \$3,000 per month per account will receive the following when an additional line is added to an existing account and ordered via BellSouth's Small Business web site: -\$25 web certificate for one line -\$50 web certificate for two lines -\$75 web certificate for three lines	05/01/01 to 07/27/01	

Note 1: Customer may elect to participate only once during each promotion.