

**2018 Competitive Local Exchange Carrier (CLEC) Questionnaire**  
(Due by April 16, 2018)<sup>1</sup>

Company Code TX 008  
Company Name Airus, Inc.  
Contact name & title: John McCluskey, General Manager  
Telephone number: 312-878-4164  
E-mail address: jmccluskey@airustel.com  
Stock Symbol (if company is publicly traded):

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COMMISSION CLERK

**Questions About Your Company**

1. Please provide a copy of the Form 477 you filed with the FCC with data as of **December 31, 2017**.
2. Are you currently operating under Chapter 7 or Chapter 11 bankruptcy protection?  
Yes (Chapter 7) \_\_\_\_\_ Yes (Chapter 11) \_\_\_\_\_ No  X

3. What services, other than local service, does your company currently provide in Florida? Please check all that apply.

- |   |  |
|---|--|
| <input type="checkbox"/> Private line/special access      | <input type="checkbox"/> Wholesale loops                     |
| <input checked="" type="checkbox"/> VoIP                  | <input type="checkbox"/> Fiber or copper based video service |
| <input type="checkbox"/> Wholesale transport              | <input type="checkbox"/> Cable television                    |
| <input checked="" type="checkbox"/> Interexchange service | <input type="checkbox"/> Satellite television                |
| <input type="checkbox"/> Cellular/wireless service        | <input type="checkbox"/> Broadband Internet access           |
| <input type="checkbox"/> Other                            |  |

4. What percentage of your Florida residential and business customers purchase bundled (i.e. voice service packaged with additional services such as internet or video service) offerings? Please provide the percentage below. Do not include bundles of telecom-only services.

Residential \_\_\_\_\_ Business \_\_\_\_\_ Not applicable  X

5. Does your company currently publicly publish your service and price schedules for services offered in Florida at a location other than the Florida Public Service Commission? If yes, please indicate where and include the complete address or hyperlink if on a webpage. (Chapter 364.04, F.S.)

Yes  X  If yes, where?  www.airustel.com  No \_\_\_\_\_

**PLEASE TURN OVER**

<sup>1</sup> The due date is established by Section 364.386(1)(b), Florida Statutes. Failure to comply with this rule may result in the Commission assessing penalties of up to \$25,000 per offense, with each day of noncompliance constituting a separate offense per Section 364.285(1), Florida Statutes.

## Questions About the Competitive Markets

6. Have you experienced any significant barriers in entering Florida's local exchange markets? Please describe any major barriers encountered that may be impeding the growth of local competition in the state, along with any suggestions as to how to remove such obstacles. Any additional general information is welcome.

No.

7. What types of customers do you pursue/what does your typical customer look like?

Small enterprise / wholesale VoIP

8. How do you compete for customers today, and how has that changed in the past five years? The past 10 years? 20?

We have a small, experienced sales team. They directly contact prospective customers.

9. Other than Special Access/Business Data Services pricing, what are CLECs' main issues/challenges today?

No comment.

10. What decisions have the FCC and/or states made since the 1996 Federal Telecom Act that affected your company the most (good or bad)?

No comment.

11. Did your company try to interconnect via IP and/or purchase any wholesale IP services from AT&T in their IP trial central office in West Delray Beach? If so, what was your experience there?

Not applicable.

12. What can states do/what should states be doing to ensure competition for telecom services continues to grow in their state, including "best practices"?

No comment.

13. What do you think will be the major proceedings/decisions from the FCC over the next five years?

No comment.

**Please use additional paper if needed.**