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October 5, 1992

Mr. Steve C. Tribble
Director, Division of Records and Reporting
Florida Public Service Commission
101 East Gaines Street
Tallahassee, Florida 32301

RE: Docket No. 920260-TL

Dear Mr. Tribble:

Enclosed are an original and fifteen copies of Southern Bell Telephone and Telegraph Company's Request for Confidential Classification. Please file these documents in the captioned docket.

A copy of this letter is enclosed. Please mark it to indicate that the original was filed and return the copy to me. Copies have been served on the parties shown on the attached Certificate of Service.

Sincerely,

Sidney J. White, Jr.
Sidney J. White, Jr. *oz*

Enclosures

cc: All Parties of Record
A. M. Lombardo
H. R. Anthony
R. D. Lackey

RECEIVED & FILED

J. J.
FPSC BUREAU OF RECORDS

DOCUMENT NUMBER-DATE
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CERTIFICATE OF SERVICE
Docket No. 920260-TL

I HEREBY CERTIFY that a copy of the foregoing has been furnished by United States Mail this 5th day of October, 1992 to:

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Sickey J. White, Jr.

BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION

In re: Comprehensive Review of)
the Revenue Requirements and Rate) Docket No. 920260-TL
Stabilization Plan of Southern)
Bell Telephone and Telegraph) Filed: October 5, 1992
Company (Formerly FPSC Docket)
Number 880069-TL))
_____)

SOUTHERN BELL TELEPHONE AND TELEGRAPH COMPANY'S
REQUEST FOR CONFIDENTIAL CLASSIFICATION

COMES NOW BellSouth Telecommunications, Inc., d/b/a Southern Bell Telephone and Telegraph Company ("Southern Bell" or "Company"), pursuant to Rule 25-22.006, Florida Administrative Division Code, and files its Request for Confidential Classification for certain documents or portions of documents produced in response to Staff's Third Request for Production of Documents, as referenced in the Company's September 14, 1992 Notice of Intent to Request Confidential Classification ("Notice").

1. In accordance with Rule 25-22.006, Florida Administrative Code, Southern Bell is now filing its Request for Confidential Classification for documents or portions of documents containing employee personnel information unrelated to compensation, duties, qualifications, or responsibilities, forecasted intraLATA toll message, minutes of use, revenue information, vendor-specific contractual information, and market and other competitive analyses.

2. Southern Bell has appended to this request for confidential classification as Attachment A a listing of the location in the documents of the information designated by

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Southern Bell as confidential. In any instances in which Southern Bell has requested that an entire document be granted confidential classification, this representation and specific justification therefore will be included in place of specific location information.

3. Appended hereto in an envelope designated as Attachment B are two edited copies of the documents with the confidential information deleted.

4. A sealed package marked as Attachment C contains copies of the documents with the material which is confidential and proprietary highlighted. Copies of Attachment C are not being served on other parties to this proceeding.

5. With respect to Request No. 80, Southern Bell has produced documents containing vendor-specific contractual and other information. Section 364.183(3)(d), Florida Statutes, specifically provides that proprietary confidential business information includes "[i]nformation concerning bids or other contractual data, the disclosure of which would impair the efforts of the company or its affiliates to contract for goods and services on favorable terms." The information produced for Staff includes vendor-specific pricing negotiated by Southern Bell as well as other vendor-specific equipment capabilities of a proprietary nature. Public disclosure of this information would impair the Company's ability to contract for similar goods and services in the future on favorable terms. Southern Bell has opportunities to negotiate bulk discounts or other favorable

pricing with its vendors. These vendors require that the terms of these contractual arrangements be kept confidential in order to avoid undue pressure from other customers to reduce prices. Through public disclosure of such contractual information, these vendors providing crucial products and services to Southern Bell would likely react by increasing Southern Bell's prices rather than lower all other potential customers' prices for similar services or products. Also, if vendor-specific information were subject to public disclosure, these vendors may withhold valuable information regarding proprietary product capabilities which must be available for evaluation by Southern Bell to fully analyze proposals from vendors in future negotiations. Either result would cause harm to Southern Bell in its operations and could tend to increase the Company's cost of doing business which, in turn, would be harmful to Southern Bell ratepayers. Finally, pursuant to private agreements entered into with its vendors, Southern Bell is under an obligation not to release this information to the public. Section 364.183(3), Florida Statutes, specifically provides that proprietary confidential business information includes information possessed by the Company which is subject to existing non-disclosure agreements with third parties.

6. With respect to Request No. 89, Southern Bell has produced summary documents containing forecasted views for customer access lines pertaining to discrete services. Specifically, this information discloses where Southern Bell

expects new customer demand for coin lines. Such information would be of value to competitors such as private pay phone service providers who may wish to selectively target their capital deployment and marketing efforts for maximum efficiency. Competitors and potential competitors should not be allowed the free use of such market information. Section 364.183(3)(e) specifically provides that proprietary confidential business information includes "[i]nformation relating to competitive interests, the disclosure of which would impair the competitive business of the provider of the information." Access line gain forecasts indicate where business opportunities are developing. If Southern Bell's existing or potential competitors beat the Company to these opportunities, Southern Bell will clearly be harmed through lost revenue opportunities. Southern Bell's competitors should be required to make their capital deployment decisions based on their research and analysis, not based on Southern Bell's similar research and analysis compiled internally within Southern Bell.

7. With respect to Request No. 91, Southern Bell has produced documents containing market share and demand analyses relating to competitive intraLATA toll services. Section 346.183(3)(e), Florida Statutes, specifically includes as proprietary confidential business information Company "[i]nformation relating to competitive interests, the disclosure of which would impair the competitive business of the provider of the information." Clearly, the Company's competitive demand

analysis and market share analysis relating to the highly competitive intraLATA toll market, including market assumptions underlying and supporting such analyses, fall squarely within this express statutory provision. If Southern Bell's intraLATA toll competitors gained an unfair advantage as a result of public disclosure of Southern Bell's market information, then the Company would be subject to erosion of revenues in this market, thereby harming Southern Bell and ultimately its ratepayers who depend upon these toll subsidies to reduce the upward pressures on basic local exchange rates.

8. With respect to Request No. 94(a), Southern Bell has produced documents containing the underlying competitive analyses and market assumptions which were used to develop the Company's various access line forecasts. Information relating to coin access line demand, time of day distribution of demand and interexchange carrier (IXC)-specific access demand is included in these documents. Coin access line demand projections should be afforded confidential classification because competitors would be able to make their independent strategic business decisions regarding entry into such business using Southern Bell's market information. This information is valuable, was collected in order to analyze the status and trends in the coin telephone location market, is used by Southern Bell in conducting its business and in making business decisions, and is not generally shared with others outside the Company. Consequently, this information falls within the express statutory provisions of

§ 364.183(3)(a) and (e), Florida Statutes. Time of day distribution of toll demand data is also clearly proprietary confidential business information pursuant to § 364.183(3)(a) and (e), Florida Statutes. Such information could be used by a competitor to target specific times of day for its key marketing efforts, thereby risking harm to Southern Bell in the form of lost revenues. Also, the Company does not generally share this valuable information publicly, it is used by Southern Bell in conducting its business, and Southern Bell strives to keep it secret. Thus, this information is also a trade secret. Southern Bell's intraLATA toll competitors should not be allowed to gain free access to Southern Bell's market information done at Company expense but rather should be required to do their own market research and studies in these areas subject to competition. Finally, the IXC-specific access demand information constitutes customer-specific information which this Commission has consistently protected from public disclosure in recognition of customers' reasonable expectations of privacy in such information.

9. Southern Bell has treated and intends to continue to treat the material for which confidential classification is sought as private, and this information has not been generally disclosed.

WHEREFORE, Southern Bell moves the Prehearing Officer to enter an order declaring the information described above and contained in the indicated portions of the attached exhibits to

be confidential proprietary business information and thus not subject to public disclosure.

Respectfully submitted this 5th day of October, 1992.

SOUTHERN BELL TELEPHONE
AND TELEGRAPH COMPANY

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FPSC DOCKET 920260-TL
FPSC STAFF'S 3RD REQUEST FOR DOCUMENTS

JUSTIFICATION FOR CONFIDENTIALITY REQUEST

REASONS:

3. The documents furnished the Staff in response to this request contain forecasted information on usage, market share, and/or revenues of services that are competitive and are considered Proprietary and Confidential Business Information by Southern Bell.

LOCATION OF THE PROPRIETARY INFORMATION

The proprietary information is identified by page and line numbers as follows:

Page Number	Line Number	Reason
F01B03Z		
00275	9-13,5-18,20,29,26,28-30	3
276	5,6,8,9,11-13,15,16	3
277	11,22,29	3
278	3,4,7,8,11,13,16	3
279	35,38,39	3
282	9,24-27	3
283	6-8,17-19	3
284	5-7,16-18	3
285	5-7,16-18	3
287	5-7,16-18	3
288	6-8,17-19	3
289	5-7,16-18	3
291	5-42	3
292	4-8,10-54	3
294	4-8,1054	3
295	5-43,45	3
297	8,20,28,35,43	3
298	4-8,10-54	3
299	5-41	3
302	5-9,12-16,19-33,27-31,34-38,41-45	3
410	16-19, 21-24,26-29	3
411	11-14,16-19,21-24,47-50	3
412	6-9,11-14,37-40,42-45,67-50	3

3 Forecast of Competitive Information

Page Number	Line Number	Reason
F01B03Z		
413	27-30,37-35,37-40	3
467	11-14,16-19,21-24	3
468	6-9,11-14,16-19,42-45,47-50	3
469	6-9,32-35,37-40,42-45	3
470	22-25,27-30,32-35	3
329	9	3
330	5-7	3
331	7-24,26-46	3
332	3,6,8	3
392	10,13,15,19-21	3
393	7-14	3
395	6-10,12-17,20,21	3
396	Forecast portion of Graph	3
348	7-32	3
349	7-9,14-23,28-32	3
350	7-10,14-23,28-32	3
351	7-9,17-23,27-34	3
352	6-29	3
353	6-29	3