

FILE



1300 Columbus Sandusky Rd. N  
Marion, OH 43302

April 30, 2008

Ms. Renee J. Jenkins  
Public Utilities Commission of Ohio  
Chief of Docketing  
180 East Broad Street

RE: PUCO Case No. 05-497-TP-ACO

Dear Ms. Jenkins:

In accordance with the PUCO Opinion and Order dated November 29, 2005, in the above-referenced case, a report containing confidential information has been submitted to Staff reflecting circumstances as of December 31, 2007, on competition for retail and wholesale markets outside of Verizon North Inc. territory.

Sincerely,

Todd Colquitt  
President

Attachment

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**OHIO MARKET STUDY REPORT**

**SECOND REPORT ON COMPETITION**

**FOR RETAIL AND WHOLESALE MARKETS**

**OUTSIDE OF**

**VERIZON NORTH INC. TERRITORY**

**Delivered to**

**the Staff of the Public Utilities Commission of Ohio**

**by**

**Verizon**

**on**

**April 30, 2008**

**In Fulfillment of the Market Power Requirement of**  
**Case No. 05-497-TP-ACO**

# **Ohio Market Study Report**

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## **Introduction**

In accordance with the Commission's Order in Case No. 05-497-TP-ACO, this Ohio Market Study Report ("Report") provides a composite picture of the competitive environment within Ohio outside the local exchange serving area of Verizon North Inc., f/k/a GTE North Incorporated (hereafter "Verizon Ohio"). This is the second Report filed in compliance with the Commission's Order and is generally based on the structure of the report filed by Verizon Ohio on April 30, 2007. Verizon interstate services provided outside of Verizon Ohio's services territory are provided by MCI metro Access Transmission Services LLC d/b/a Verizon Access Transmission Services (the "Verizon CLEC") and MCI Communications Services, Inc. d/b/a Verizon Business Services (the "Verizon IXC"), collectively known as Verizon Out of Market ("VZOOM"). While VZOOM does provide some services within the Verizon Ohio service territory, it primarily provides services outside of this service territory. This Report's objective is to present a view of the retail and wholesale market competition for the VZOOM entities for mass market customers and enterprise customers. The Report also will show the availability of service from competitive providers.

This Report is organized in the following sections.

- Section 1 discusses the scope of the data used to prepare the Report.
- Section 2 presents measures of revenue and volume.
- Section 3 presents status of collocation activity including quantities of collocations.
- Section 4 presents status of interconnection.
- Section 5 presents a description of the competitive landscape.

## **Section 1: Scope of Data**

The data for this Report is derived primarily from VZOOM's billing records effective December 31, 2007.<sup>1</sup> The services upon which the data presented in this Report rely include local telephone service, intraLATA toll usage, vertical features, special and switched access, and other services. The Report illustrates competition from various providers.

## **Section 2: Measures of Revenue and Volume**

The VZOOM billing systems were built to accommodate the type of service the customer

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ordered. VZOOM billing systems do not track revenues to the certificated entities.

### **Section 3: Collocation Activity**

As of December 31, 2007, the Verizon CLEC was collocated in numerous ILEC central offices in Ohio.<sup>2</sup> The Verizon CLEC uses these collocations to provide services in other ILEC territories. Competitive information about other CLEC collocation activity in these same offices, or other offices outside of the Verizon Ohio service territory, is not available to Verizon.

### **Section 4: Interconnection**

As of December 31, 2007, the Verizon CLEC and its predecessor companies had ICAs with 11 ILECs in the state.<sup>3</sup> Through these interconnection agreements, VZOOM provides facilities-based competitive retail and wholesale services to its enterprise customers within the operating territories of several Ohio ILECs.

### **Section 5: Competitive Landscape<sup>4</sup>**

The subsections below address competition for business services, competition provided by CLECs, cable providers, VOIP providers and wireless providers. A brief compilation of publicly available news articles and internet articles is presented in Attachments 1 and 2. This material further reinforces the scope and extent of competitive activity in Ohio.

#### ***Competition for Business Customers***

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<sup>1</sup> Billed data excludes any accounting-related changes typically associated with journal entries or adjustments.

<sup>2</sup> In several instances, more than one collocation is located in the same central office.

<sup>3</sup> Verizon CLEC has ICAs with AT&T Ohio, Cincinnati Bell Telephone Company LLC, Verizon North Inc., Embarq (Sprint), Doylestown Telephone Company, The Champaign Telephone Company, The Germantown Independent Telephone Company, Telephone Service Company, ALLTEL Ohio, Inc., The Western Reserve Telephone Company and CenturyTel of Ohio, Inc.

<sup>4</sup> Sources of data for this section and Attachments 3 and 4 include:

- Federal Communications Commission:
  - “Local Telephone Competition: Status as of June 30, 2007” March 2008 report
  - “High Speed Services for Internet Access: Status as of June 30, 2007”
- Public Utilities Commission of Ohio (“PUCO”) databases
- Public information sources such as news stories, press releases, Internet sites, company reports, surveys, etc.
- Analysis and reports by consulting and financial equity firms specializing in the telecommunications industry
- Trade association information such as The Ohio Telecom Association and The Cable Telecommunications Association
- Cellular, Telecommunications & Internet Association

## Ohio Market Study Report

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A recent independent analysis of competition in business communications markets identified 13 companies which are considered to have a “strong presence” in serving certain sizes of business customers, ranging from Fortune 500 class companies to small businesses.<sup>5</sup> The chart below lists these companies in alphabetical order on lines 1-13 and also identifies whether they operate in Ohio.

Company Name	Operating in Ohio?
1 - AboveNet	Yes – Providing intrastate dedicated communications
2- Alltel	Yes – Wireless, IXC
3 - AT&T	Yes –ILEC, CLEC, IXC and Wireless
4 - Earthlink/New Edge	Yes
5 - Embarq	Yes – ILEC, IXC
6 - Level3	Yes – CLEC
7 - Paetec	Yes - CLEC
8-Qwest	Yes – Wireless, IXC
9-Sprint	Yes – Wireless, CLEC, IXC
10-Time Warner	Yes – CLEC, IXC
11-Windstream	Yes – IXC
12-XO	Yes –CLEC
13-Verizon	Yes –ILEC, CLEC, IXC and Wireless

There are many other types of competitors for business customers in addition to the wireline and cable providers listed above, including IP-based providers, systems integrators and managed services providers, applications providers, equipment vendors, and major global network service providers (“GNSPs”). Many large and medium-sized business customers purchase IP Virtual Private Networks (“VPN”) which can be (and often are) used in place of all local, interexchange, and international voice and data services. Enterprise business customers also are shifting between local, interexchange, and international voice and data services that are purchased off-the-shelf in standard configurations, and managed forms of these services that are customized to the user’s needs. For instance, for large multi-location customers no one provider may have ubiquitous network facilities, so *systems integrators* and *managed network providers* (such as EDS, IBM, Accenture, Cap Gemini,

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<sup>5</sup> Frost & Sullivan, *Stratecast Perspectives & Insight for Executives*, SPIE 2007 #14, April 13, 2007, entitled “Business Communications Markets: Who Plays Where?”

## Ohio Market Study Report

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Northrop Grumman, Lockheed Martin and General Dynamics) meet the needs of enterprise customers by aggregating the facilities of multiple providers.

Also, today large business customers can economically purchase customer premises equipment (“CPE”) that provides some of the same functions that network providers historically performed, including intra- and inter-office voice and data communications. As a result, *equipment suppliers* such as Lucent, Nortel, Siemens, Cisco and others compete to provide increasingly sophisticated on-site communications capability to replace services that were previously provided through the network. Analysts have observed that voice services can be provided as a “free, collaborative software feature” on desktop PCs, in much the same way that Microsoft Outlook and IBM’s Lotus Notes provide e-mail today.<sup>6</sup> *IP-based providers* not listed above such as Savvis Communications, Broadwing, and Global Crossing; *applications providers* such as Nortel, Cisco, NextiraOne, Presidio, Sycom, Dimension Data, Shared Technologies, Savant, and Coleman Technologies; and *GNSPs* such as Equant, British Telecom, Orange, Deutsche Telekom, COLT, KPN Telecom, and NTT also compete aggressively for these types of business customers. Verizon certainly views these firms as direct competitors to traditional telecommunications providers, and industry analysts also regard them as such.

To address this dynamic and very competitive market for business customers, Verizon has formed its Verizon Business group which competes in the multi-location, multi-state and global market and which serves large business and government customers through ZVOOM and the Verizon ILEC affiliates. Verizon Business’s global fiber optic network includes more than 485,000 route miles, including terrestrial and undersea cable, spanning six continents. Verizon Business serves tens of thousands business customers outside of the United States, providing voice, data and Internet services on its state-of-the-art fiber-optic network to customers in more than 2,700 cities and 150 countries in Europe, Asia/Pacific, and the Americas.

Technological advances and convergence of data and voice, wireline and wireless, and telecommunications and information technology have transformed traditional ideas of “markets.” These trends intersect with economic globalization to produce dramatic results: a global market extending far beyond voice and data transport services. Customers in the multi-location or global market include multinationals, government entities, systems integrators, and wholesalers. Such customers require advanced information networks and converged products, and seek partners capable

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<sup>6</sup> Bill Whyman, *et al.*, Precursor, *MSFT Enters Communications: Enterprise Voice Becoming a Free Software Feature* at 1 (Mar. 7, 2005) (“*Precursor Enterprise Voice Report*”) (“Telecom investors should factor in an acceleration of the shift in voice from a monthly, priced-telecom service to a free, collaborative software feature. . . . Voice, embedded within the application, ceases to be a separate priced service, but is subordinated as merely another collaborative feature of the MSFT platform.”).

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of providing integrated solutions to their global information needs. For example, Verizon Business offers managed services of corporate or business networks and operates more than 4,200 networks in 142 countries. To manage these networks, Verizon Business operates five major network operations centers in the U.S., Europe, and Asia/Pacific.

Traditional regulatory concepts of markets for “local” or “long distance” services are incapable of capturing the scope or nature of this multi-location or global market. Product and technological convergence, as well as the inexorable trend toward Internet Protocol networks and advances in Information Technology, render moot traditional service-specific concepts for customers who operate in multiple locations, states or countries.

### ***CLEC Competitors***

Based on data reported by the FCC, as of June 30, 2007, 18% of Ohio end-users are serviced by ILEC competitors (excluding wireless and broadband providers). Only five states registered more lines to competitors than Ohio as of June 30, 2007, and the FCC also reports only eleven states with more CLECs operating per state than Ohio’s 49 CLECs.

A listing of the CLEC competitors in Ohio can be obtained directly from the Public Utilities Commission of Ohio’s web site ([www.puco.ohio.gov](http://www.puco.ohio.gov)). The site also contains a search tool that identifies, at an exchange level, the CLECs’ service area. Although, the data is self-reported by the CLECs and has not been audited by the Commission, it does provide a clear picture of the presence of 98 CLECs in Ohio measured in terms of geographic scope, mode of competition and service diversity.

Attachment 3 in the Appendix illustrates the location of the CLEC local service switches in Ohio. Attachment 4 in the Appendix shows all Incumbent Local Exchange Carriers (“ILECs”) in Ohio. Both maps are based on data from TELE ATLAS North America.

### ***Cable Voice Competition***

Cable coverage in Ohio is nearly ubiquitous and cable providers have infrastructure within the boundaries of nearly every county in Ohio. Cable companies are competing with traditional phone providers with both circuit-switched and Voice over Internet Protocol (“VoIP”) products. According to the FCC’s March 2008 “High Speed Services for Internet Access: Status as of June 30, 2007” report, there were 1,405,899 cable modem lines and 945,096 ADSL lines in Ohio. Cable modem

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enables cable company delivery of a bundled, three-pronged approach (TV, Internet, telephony) to residential and business users. Based on FCC data as of June 2007, at least three providers of high speed lines operate in every zip code in Ohio. Attachment 5 shows a map of cable ("CATV") providers in Ohio.

Time Warner Cable covers most of the state of Ohio. In 2007, Time Warner continued its rollout of VoIP in former Adelphia cable properties. Time Warner Cable also launched its business VoIP product in the major metropolitan areas of Ohio, beginning in the third quarter of 2007. Time Warner cable is a major competitor to the ILECs within Ohio, and promotes a variety of bundled services that includes residential home phone service. Typically, Time Warner's residential triple play offering is just under \$100 per month in most of the state.

Various other cable companies are present within the state of Ohio and compete directly with the ILECs. Comcast covers a small portion of the state but also offers a triple play for just under \$100. Recently it was announced that Comcast is now the fourth largest provider of home phone service in the United States. Armstrong Cable, Buckeye Cable, and Suddenlink also provide service to Ohio residents and each offers their own bundled service as well, including voice service.

There are a number of CLECs other than the cable companies competing directly with the telecommunications providers as well. American Broadband and Telecommunications offers both residential and business service and promotes its own product bundling of "Telefusion" in which it combines phone and Internet services at a discount. Other CLECs operating in Ohio include First Communications, which offers both business and residential service, One Communications, which is one of the largest privately-held CLECs in the country, and others.

### ***VOIP Providers***

Companies, such as Packet8 and VoicePulse, provide voice services to business and residential customers over Internet Broadband connections. They provide low monthly rates with multiple calling features for business and residential customers.

Vonage, a provider of broadband telephone service, continues as a competitor to the telcos and has approximately two and half million subscribers nationwide as of the second quarter of 2007.

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### ***Wireless Competition***

The Ohio Wireless Competition Maps (Attachments 6 through 7e) show that wireless competitors have coverage in every area served by VZOOM. Based on Ohio data as reported by the FCC, as of June 2007 there were 8,722,523 wireless subscribers in the state, compared to 4,973,233 ILEC wireline access lines. Compared to prior FCC reports, this constitutes a 4.1% increase in wireless subscribers and a 3.8% decrease in wireline subscribers.

### **Conclusion**

As shown above, there is substantial competition within Ohio, particularly with respect to services provided to business customers.

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## **Appendix**

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Attachment 2	Internet New Articles from January 2007 through December 2007
Attachment 3	CLEC Switches in Ohio
Attachment 4	ILECs in Ohio
Attachment 5	Map of Cable (CATV) Providers in Ohio
Attachment 6, 7 - 7e	Maps of Ohio Wireless Competition

**Verizon  
Competitive News Articles  
Telecommunications Competition in Ohio  
January 2007 – December 2007**

**1. Time Warner adding caller ID to digital tier**

By John Kiesewette, 372 words, 16 October 2007, The Cincinnati Enquirer, (c) Copyright 2007, The Cincinnati Enquirer

Time Warner Cable will introduce a free caller ID on TV service today to customers with both digital cable and digital phone service throughout the Greater Cincinnati and Dayton, Ohio, service areas.

Southwestern Ohio is among the first 10 Time Warner systems in the country to launch the feature, said Karen Baxter, Time Warner's local public affairs director. It is not available to subscribers in Delhi and Liberty townships because the technology imbedded in the system and converters is not compatible with the former Adelphia cable system, Baxter said.

Digital cable and phone customers can activate or block the function on Channel 1502. A log of the last 10 calls - time, phone number and caller - also will be listed on Channel 1502.

"Caller ID on TV" is only available on sets with a Time Warner digital converter box. Phone numbers won't be projected on TVs that don't have a digital box, Baxter said.

If a customer is recording a show on the Time Warner digital video recorder, the numbers will appear on the screen when the phone rings - but not when the show is played back, Baxter said.

Susan Santos, a Symmes Township mother of two, was impressed after testing the service this month.

"It's so much easier to look at the TV than to stop (making dinner) and find the cordless phone," Santos said.

She also said she appreciated the call information appearing in the upper left corner of the screen, away from the clutter of news tickers crawls and network logos at the bottom of the screen.

Time Warner serves 640,000 customers in 339 Southwest Ohio communities from Cincinnati to Dayton and Springfield. The company declined to say how many people have digital cable and/or digital phone service.

Insight Communications, which offers digital phone and cable service in Northern Kentucky, does not have any plans to add caller ID on TV, spokesman John Dobken said.

Caller information is displayed in the upper-left corner of Susan Santos' TV. Santos, of Symmes Township, tested Time Warner's "Caller ID on TV" earlier this month.

**2. Comcast Looking To Boose Service; Digital Offerings Expand, Customer Satisfaction Key**

Deborah Yao, Associated Press, Akron Beacon Journal (OH), 946 words, 19 August 2007, Copyright 2007, NewsBank. All Rights Reserved.

PHILADELPHIA -- By many measures, this should be the glory moment for cable TV industry leader

Comcast Corp.

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Comcast has stepped up to meet the competitive threat from satellite TV, and customers are rapidly embracing a "triple play" bundle of digital video, high-speed Internet and phone service, which not only brings in more money but makes customers less likely to jump ship.

But Comcast's 48-year-old chief executive, Brian Roberts, knows it's hardly time for the company to rest on its laurels.

Roberts, speaking in a wide-ranging interview with the Associated Press, said Comcast is aware that cable lags satellite TV in customer satisfaction surveys. The company is taking action, even as it greatly expands the premium digital services being offered.

"We have been accelerating our growth over the last three years, and we are trying to catch up on delivering quality customer service," Roberts said. "There are many things we're doing to improve the customer experience and we're already seeing early successes."

Roberts said most of Comcast's technical workers will have by year's end handheld devices and laptop computers with wireless connections so they can better diagnose technical problems at customers' homes. He said the company also is developing cable boxes that can send messages back to Comcast to identify problems when they occur.

#### Competition

Although satellite may not be the threat it once was, Philadelphia-based Comcast is facing unprecedented competition from phone companies, which now offer high-speed Internet connections as well as video and phone.

Verizon Communications Inc. is building an all fiber-optic network directly to the home that can move data faster than cable lines. It is spending \$23 billion to make fiber available to 18 million homes by 2010. The company's FiOS services promise ultra-fast Internet connections and digital video.

In response, Comcast and its cable brethren have come up with a new technical standard that Roberts says should be able to increase the broadband speeds they can offer by 20 to 30 times, from 6 megabits per second to 160 Mbps or faster for downloads.

Next year, Comcast will start limited deployment and testing of the technology, the latest version of Data Over Cable Service Interface Specifications, or DOCSIS.

But Verizon says it can currently handle 100 Mps -- and even ramp up past cable's top speed. The phone company also insists that cable will have a very hard time even getting to 160 Mps.

#### New threat

Meanwhile, a nascent threat is emerging in a technology that could deliver television and movies over wireless Internet connections.

Last week, the Federal Communications Commission set rules for the upcoming auction of a valuable swath of spectrum that could carry video, voice and Internet through obstructions and over far distances.

Companies such as Internet search leader Google Inc. have expressed interest in bidding on what could become a "third pipe" into consumer homes to challenge both cable and phone companies.

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Roberts said Comcast is still studying its options and would find partners if it decides to bid.

For now, Comcast is content to sit on the 20 megahertz of wireless spectrum won last fall through SpectrumCo, a group made up of cable companies and Sprint Nextel Corp. Comcast is majority owner of the group, which could decide to use the spectrum to start its own cell-phone network.

Tall, bespectacled and lanky, Roberts has a gentle-spoken manner, which belies a fervid competitive edge.

He was an All-American squash player in college and captain of the U.S. men's team in his age group when it won a gold medal at the 2005 Maccabiah Games in Israel.

Just as Comcast the company is a work in progress, so too is its new home, a glass skyscraper that is taking shape in downtown Philadelphia.

When it's completed next year, Comcast Center will be the tallest building between New York and Chicago, a fitting metaphor for the ambitions not only of Philadelphia but also one of its most prominent businessmen.

Roberts can see the new skyscraper from the window of his 35th-floor office, but the top of the new building will be even higher, at 57 floors.

#### **Raising the bar**

Likewise, Roberts is trying to raise the bar ever higher for Comcast -- which was founded by his father, Ralph -- as it moves beyond its traditional business of providing TV programming.

Comcast is gaining on its competitors. On Aug. 9, Vonage Holdings Corp. said it added only 57,000 net customers in the second quarter for its Internet-based phone service, a field it pioneered, bringing its total to 2.45 million subscribers. Comcast has now surpassed Vonage with 3.1 million digital phone customers.

Comcast is equally active online as it capitalizes on the heavy traffic to its Comcast.net portal. The company bought movie ticketing site Fandango in April and is testing Fancast.com, an entertainment and video content site. Comcast also has created a video-sharing site, Ziddio, and one for horror movie fans, FearNet.

"We're the second-largest broadband company in the U.S. and we will be the fourth largest phone company by the end of the year and we've only been in that business for two and a half years," Roberts said.

Brian Roberts said the company has accelerated its growth in the past three years and is now hoping to catch up in the area of customer satisfaction.

### **3. EMBARQ to deliver Wave7 system to McClure Telephone in northwest Ohio.(FTTX)**

Fiber Optics Weekly Update, 456 words, 26 October 2007, Copyright 2007 Gale Group Inc. All rights reserved.

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EMBARQ Logistics and Wave7 Optics announced at the TelcoTV Conference and Expo that customers of McClure Telephone (McClure, Ohio), an independent operating company serving parts of Henry and Wood Counties in Ohio, will soon enjoy the ultimate in broadband "triple-play" communications services.

Triple-play services include voice, data, and video. The system being installed for McClure Telephone includes Wave7 Optics' patented RF return technology, which gives network operators important economies of scale with regards to digital set-top boxes, as the Trident7 interoperates with any digital set-top box that supports the SCTE (Society of Cable Television Engineers) 55-1, 55-2, and DOCSIS standards.

"Working with EMBARQ Logistics and Wave7 has enabled us to build an FTTP network capable of delivering triple-play services to our customers, competitively priced and available on one bill from one company," said McClure Telephone Company's general manager, Duane Schroeder. "As an independent telephone company, we pride ourselves on the quality of service we provide to our customers and the network we are building with the Trident7 will enable the McClure Telephone Company to continue our commitment to quality for years to come."

EMBARQ Logistics, the deployment, distribution, and logistics division of Embarq Corporation, is managing the project, which features Wave7 Optics' Trident7 Universal Access Platform. Last year, the companies announced a distribution agreement that will help meet the growing demand from independent service providers, such as McClure Telephone, to deploy FTTP networks. The complete McClure Telephone/Wave7 solution is integrated with several other leading brands for voice switching, data networking, and set-top boxes, which demonstrates the Trident7 platform's "interoperability" features.

"Independent companies such as McClure Telephone need practical yet innovative network solutions to meet the increased competition they see from competitors such as cable companies," said Brad Clark, vice president of sales and marketing for EMBARQ Logistics. "At EMBARQ Logistics, we are able to provide McClure Telephone a comprehensive view of their FTTP deployment, which includes business case analysis, product selection, technical training and logistics management. The end result is they can more efficiently give their customers the latest communication services."

"We look forward to working with McClure Telephone, and this project demonstrates the Trident7 platform's fast-growing market presence, due in part to its industry-leading flexibility," said Emmanuel Vella, chief marketing officer of Wave7 Optics. "We have been steadily increasing our market presence and share in the IOC space as the Trident7 platform gains momentum by virtue of its ability to support multiple access standards."

With initial service debuting in January of 2008, McClure Telephone is deploying the Trident7 solution configured for the GPON standard.

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#### **4. Comcast to replace Insight as cable firm**

Rowena Vergara, 533 words, 3 April 2007, Rockford Register Star, (c) Copyright 2007, Rockford Register Star. All Rights Reserved.

ROCKFORD -- Starting early next year, cable and Internet provider Insight Communications will no longer serve its 120,000 customers in the Rockford area. Philadelphia-based Comcast Corp. will take its place, the companies jointly announced Monday.

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The change is the result of Comcast's and Insight's decision to dissolve their partnership serving cable customers in Illinois, Indiana, Ohio and Kentucky.

Little is known about how the change will affect consumers, including the impact on rates, services and e-mail addresses.

The announcement was posted on company Web sites, but was not distributed to the news media in Rockford.

An Insight spokeswoman in Rockford could offer no additional details. Comcast representatives, contacted after business hours in Philadelphia, did not return calls.

Comcast is the nation's largest cable provider with more than 24 million customers and \$25 billion in annual revenue.

Insight says it is the nation's ninth-largest cable company. It is based in New York, but has had customers only in the four states it has shared with Comcast.

Insight has lost money in each of the last five years, according to its latest annual report. It lost \$36.6 million in 2006.

Comcast and Insight formed a partnership in 2002 to serve cable customers in Illinois, Indiana, Kentucky and Ohio.

Under the partnership, called Insight Midwest, the two companies shared revenue from the area. Insight's 50 percent stake in the partnership accounted for nearly all of the company's holdings, according to its 2006 10-K annual report.

When the partnership is dissolved, Insight will keep its customers in parts of Kentucky, Indiana and Ohio. Comcast will own and operate services in Illinois and parts of Indiana.

Insight said in its 2006 annual report, filed March 27 with the Securities and Exchange Commission, that the arrangement with Comcast may give it difficulty in repaying debt.

The report also said: "The Insight Midwest partnership agreement provides that either partner has the right to commence a split-up process with respect to Insight Midwest by giving notice to the other partner. To date, neither partner has delivered such notice."

Insight Communications will remain Rockford's provider until the end of the year. No official changeover date has been set yet.

Joan Sage, Rockford's Insight spokeswoman, said service and rates for its customers will not change for the rest of the year.

Insight guarantees customers a steady cable and Internet rate for a 12-month period, she said.

Insight employs about 250 people in northern Illinois. Those jobs will remain in the local area for as long as Insight runs its operations here. It is unclear what will happen to jobs or cable services when Comcast takes ownership.

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The estimated equity value including debt of Insight's and Comcast's partnership is between \$4.7 billion and \$6.19 billion, Sandy Colony, Insight's senior vice president of communications in New York, said in an interview.

Comcast will assume \$1.335 billion of partnership debt, and Insight will take on \$1.26 billion.

Staff writer Rowena Vergara may be reached at rvergara@rrstar.com or 815-987-1341.

**5. Time Warner Cable and Sprint Launch Mobile Access Wireless Service in Cincinnati-Dayton Region**

Business Wire, 687 words, 6 March 2007, (c) 2007 Business Wire. All Rights Reserved.

CINCINNATI - (BUSINESS WIRE) - Time Warner Cable (NYSE:TWC) and Sprint (NYSE:S) today announced the launch of Mobile Access in the Cincinnati-Dayton Region. Mobile Access integrates Time Warner Cable's Digital Telephone, Digital Cable, and Road Runner products with Sprint's wireless service to bring mobility and convergence to customers. Time Warner Cable and Sprint customers will now be able to take their home-based services with them when they leave their homes, making it easier, more convenient and more cost-effective to keep in touch, stay informed and be entertained.

Mobile Access leverages the unique capabilities of Time Warner Cable and Sprint to deliver a set of services that clearly distinguish this wireless service from its competitors. Current benefits of this service include the ability to:

- Make and receive unlimited calls between the wireless phone and home Digital Phone without using any plan minutes;
- Watch select news, sports, weather, movie trailers and entertainment channels or view select Time Warner Cable channels, live, right on the Sprint wireless phone;
- Send and receive email from the customer's Road Runner account and other popular email accounts;
- Surf the web and join web-based chat rooms, instant message and more;
- Provide the customer with one integrated voicemail box. Customers will still have the ability to keep separate mailboxes and receive free text alerts on their wireless phone when they get voicemail messages on their home digital phone;
- Have unlimited call forwarding from the Sprint wireless phone to the home Digital Phone service, so customers never miss any important calls or messages;
- Receive one integrated Time Warner Cable bill for all four services.

In the future, additional benefits will be announced, including enabling a customer to program their DVR from their mobile handset.

"With Mobile Access, customers can get everything they want on one mobile device, and have an even better experience as a Time Warner Cable customer," said Vin Zachariah, Time Warner Cable Vice

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President and General Manager, Cincinnati. "Our goal is to integrate mobility into the Company's core bundle of services, providing customers with added value and level of convenience."

"It's always been about being able to take your office with you," said Kevin Gleason, area vice president for Sprint. "Now it's about taking the things that are most important to you at home (television, Internet, phone) with you, wherever you go."

Mobile Access is user-friendly. There is no complex navigation and no new interface to learn. As an example, customers' cable TV channel guide will appear on their mobile phone just as it does on their home television.

More information is available by calling 866-44CABLE or going to [www.twcinci.com](http://www.twcinci.com) and [www.twdayton.com](http://www.twdayton.com). Customers can also sign up for Mobile Access at local Sprint retail locations in Cincinnati, Hamilton, Mason, Springfield and West Chester.

#### About Time Warner Cable

Time Warner Cable's Southwest Ohio Division is proud to lead the way in meeting the entertainment, information and communication needs of more than 640,000 customers in Greater Cincinnati, Dayton and the Miami Valley. The Southwest Ohio division of Time Warner Cable serves 409 communities, provides free service to more than 1,000 schools and employs more than 1,800 people. Time Warner Cable is on the Web at [www.twcinci.com](http://www.twcinci.com) and [www.twdayton.com](http://www.twdayton.com).

#### About Sprint Nextel

Sprint Nextel offers a comprehensive range of wireless and wireline communications services bringing the freedom of mobility to consumers, businesses and government users. Sprint Nextel is widely recognized for developing, engineering and deploying innovative technologies, including two robust wireless networks serving 53.1 million customers at the end of 2006; industry-leading mobile data services; instant national and international walkie-talkie capabilities; and an award-winning and global Tier 1 Internet backbone. For more information, visit [www.sprint.com](http://www.sprint.com).

#### **6. New Wi-Fi provider enters market ; Clearwire will let customers access the Internet anywhere in Dayton service area via portable modem.**

Lisa A. Bernard Staff Writer, 320 words, 2 August 2007, Dayton Daily News, © 2007 Dayton Daily News. Provided by ProQuest Information and Learning. All Rights Reserved.

DAYTON -- Clearwire Corporation, a wireless Internet service provider, is launching its Dayton network today -- marking the company's first step into Ohio.

The move will ramp up competition among established Miami Valley's providers, which include Time Warner Cable's Road Runner and AT&T's DSL.

The company's product differentiates itself by utilizing a portable modem that customers use to access the Internet anywhere in the service area, said Bill Snoeberger, regional vice president of Clearwire's Midwest division.

The modems are available at Best Buy and Circuit City and can be leased for around \$4.99 a month or purchased for \$100. Monthly Clearwire service begins at \$29.99.

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Already the company has kiosks at the Dayton Mall and Fairfield Commons, and next week Clearwire plans to open stores in Huber Heights and Beavercreek.

When deciding where to first set up shop in the state, Clearwire "was intrigued by the early adoption of wireless Internet here as well as all of the presence of UD, Wright State and Sinclair," Snoeberger said.

Since launching in 2003, Clearwire's footprint has spread across 16 states with service in Ireland, Belgium, Denmark and Mexico.

"In less than three years we've entered more than 40 markets, and we're growing at an even faster pace now," Snoeberger said. "We don't really comment about future markets, but I would keep an eye on us."

Contact the reporter at (937) 225-7317 or lbernard@coxohio.com.

#### Working with Helping Hands

As part of its Dayton-area service launch, Clearwire is partnering with Helping Hands Community Outreach Center in Trotwood by donating a computer lab with 15 laptops.

For information about Helping Hands call (937) 268-6066 or log onto [www.ahelpinghands.com](http://www.ahelpinghands.com).

#### **7. Is AT&T ready for prime time? Phone company gets OK to offer pay-TV service throughout Ohio, competing with Time Warner Phone company about to expand pay-TV service throughout Ohio, competing with Time Warner**

Shaheen Samavati; Plain Dealer Reporter, 681 words, 9 November 2007, The Plain Dealer, © 2007 The Plain Dealer. Provided by ProQuest Information and Learning. All rights reserved.

#### FIBER OPTIC VS. CABLE

The state gave AT&T the green light this week to offer its new pay-television service throughout much of Ohio.

That means major competition for Time Warner Cable, which dominates the cable market here. It also means more Ohioans will have access to AT&T's U-verse television and high-speed Internet services.

U-verse, which debuted in Northeast Ohio in June, has spread to 38 communities. Now the Ohio Department of Commerce says AT&T can extend U-verse to the rest of its telephone service area.

That covers the most populated areas of Ohio except the Cincinnati region. An Ohio law that took effect in September requires video-service providers to obtain only one state-issued franchise agreement instead of having to cut separate deals with each community where they want to do business. AT&T, the nation's largest telephone company, becomes the first to do that. The phone company lobbied hard for Ohio lawmakers to create the new system.

The franchise agreement requires AT&T to make TV service available to at least one-fourth of the households in its service area within two years and to half the households within five years. To do that,

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AT&T plans to invest \$500 million in its Ohio network. "We are anxious to expand our service to as many customers as we can as quickly as possible," said AT&T spokeswoman Caryn Candisky.

The Ohio expansion is part of the company's \$7 billion plan to bring TV programming into homes nationwide by building a network that uses both ultra-fast fiber-optic cable and conventional copper wires. So far, U-verse is in 126,000 households in nine states and expects to reach 17 million by the end of 2008.

AT&T spokesman Bob Beasley said the company is gaining about 10,000 U-verse customers nationwide each week.

But Time Warner hasn't felt much impact so far, said Chris Thomas, a Northeast Ohio spokesman.

"We're confident in our ability to keep our customers," he said, noting that cable companies have dealt with satellite competition for a decade.

Thomas said Time Warner still has an advantage over AT&T by being able to offer faster Internet service and more-reliable TV service.

"They have a smaller [data] tube," he said. "They just can't get in as efficiently."

But AT&T says its Internet Protocol-based system is competitive. While cable companies send hundreds of channels to each of their subscribers through a one-way stream, the AT&T two-way network acts like the Internet and delivers each channel only when selected by the customer.

The technology allows the company to use its copper wires, originally for making phone calls, to transmit smaller streams of video. In most cases, the high-bandwidth fiber-optic connection goes only as far as a "node" that is within a couple of miles of each home.

John Barrett, director of research at Dallas market research company Parks Associates, said most consumers won't be able to tell much difference between U-verse and cable.

He predicts an "arms race" between providers trying to differentiate themselves with new bells and whistles. But he said consumers shouldn't necessarily expect the increased competition to bring down prices.

"Nobody wants to eat down prices and start hemorrhaging revenues," Barrett said. "They'd rather offer you more value at a higher price."

Still, it's a good thing for consumers.

"It's going to put more pressure on providers to innovate and keep pace with some of the new technological offerings that are out there," he said.

To reach this Plain Dealer reporter: ssamavat@plaind.com, 216- 999-4331

Distribution zones: All

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**1. Time Warner expands small biz lineup**

<http://crainscleveland.com/article/20070921/FREE/70921013>

By CHUCK SODER

10:42 am, September 21, 2007

Time Warner Cable's business services division has begun offering digital phone service to small businesses in Northeast Ohio and Western Pennsylvania.

The move completes the lineup of telecommunications services offered under the Time Warner Business Class banner. The company already provides Internet, traditional cable and online security services to businesses in its Northeast Ohio and Western Pennsylvania regions.

Time Warner should benefit from a complete group of products because it now can offer customers several services on one bill, said Don Kosec, vice president of Time Warner Business Class services for Northeast Ohio and Western Pennsylvania.

"This gives us the ability to go to a customer and be their single point for all their telecommunications needs," Mr. Kosec said.

The service is available only to customers with 12 or fewer phone lines, but Time Warner eventually plans to expand the service to businesses with more lines, which would require additional product development, Mr. Kosec said.

Time Warner's Northeast Ohio division serves all of Cleveland, most of Cuyahoga County and parts of 20 other counties throughout the region. It also serves parts of four counties in the northwest corner of Pennsylvania.

Nationwide, Time Warner started rolling out its Business Class digital phone service in March. The company plans to expand the service to all of its divisions nationwide by the end of the year.

The company in July began offering digital phone service to residential customers in its Northeast Ohio and Western Pennsylvania coverage areas.

**2. Time Warner's Soft 2nd Quarter Picked Up By Phone**

<http://www.cable360.net/wireless/25003.html>

August 2, 2007

By Shirley Brady

Time Warner Cable reaffirmed its 2007 outlook this morning while reporting its 2nd quarter results. The operator, like Comcast, lost basic subscribers in the 2nd quarter: 38,000 in its acquired systems and 19,000 in its legacy systems for 57,000 total in the quarter.

Analysts were projecting no more than 11,000 basic video sub losses for the quarter, but Time

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Warner Cable executives on this morning's earnings call said 80% of basic sub defections occurred in acquired markets such as Los Angeles, a former Adelphia system where it got off to a rocky start and ended up changing its SoCal management team and Dallas, which it acquired in an Adelphia-triggered swap with Comcast.

In contrast, Time Warner Cable's Buffalo market, once Adelphia's flagship system, marked its first anniversary under TWC's flag today by saying the operator's investments over the past 12 months have been welcomed and have "moved the area forward by about 3 years." Buffalo subscribers received digital voice service in June to augment the company's introduction this past year of HDTV, DVRs and Road Runner high-speed online service.

The MSO's 2nd quarter high-speed data (Internet) numbers also lagged, which company officials attributed to 2nd quarter's traditional seasonal softness and the slumping housing market. The MSO added 188,000 HSD subscribers in 2nd quarter, coming in below analysts' projected 254,000 high-speed sub gains.

TWC also added 184,000 digital cable subscribers, but its real performer was digital phone, with 241,000 new digital voice customers making the service the company's fastest-growing product line.

Company execs on its earnings call acknowledged the results were disappointing—while pointing out TWC's legacy systems have posted subscriber gains in eight of the last ten quarters—and vowed to offer lower-priced bundles (which it declined to detail) to attract price-sensitive customers to bolster its subscriber ranks.

TWC's net income fell 7.2% (to \$272 million) over 2nd quarter 2006, while revenue jumped 59% in the quarter to \$4.01 billion, from \$2.52 billion, including \$1 billion from system acquisitions from the Adelphia- and Comcast system acquisitions that closed on July 31, 2006. OIBDA (Operating Income before Depreciation and Amortization) increased 52% to \$1.4 billion in the 2nd quarter.

Other highlights to upsell its subscriber base:

- The company said it will expand a local-only VoIP option and an in-state only calling plan to sweeten its voice offering. The local-only option is aimed at the 15% of customers who don't make long-distance calls and has already rolled out four divisions in the past month. TW has launched unlimited in-state calling to 2/3 of its divisions, which is aimed at the 30% of customers who spend \$25-\$44 per month on landline and/or second-line phone service. TWC also plans to add an international calling plan in the third quarter.
- TWC is also creating four standard tiers of high-speed service: Lite (768 Kbps downstream), Basic (1.5 Mbps), Standard (7-10 Mbps) and Turbo (10 Mbps or faster).
- The company plans to expand its Enhanced TV quartet of time-shifting, no-ad-skipping, network DVR-based advanced video features: Start Over, which replays a program from the top without recording it; Quick Clips, which ports broadband video onto digital cable; Look Back, which allows programs to be replayed within 24 hours of their premiere; and Catch Up, which offers VOD-like marathons of series' episodes so viewers can, well, catch up with shows they've missed. Not yet available: Look Back, which will be trialed this year, and Catch Up, which is "coming soon." Half of TWC's divisions will have Start Over (which launched in South Carolina in 2005 and last summer expanded to Greensboro, NC; Rochester, NY; and San Antonio, TX) and Quick Clips (which launched in Columbia, SC) by year-end.
- Separately, the operator confirmed that it's bidding on Insight Communications, which recently extended its deadline for bids. Time Warner Cable also noted that Sprint Nextel has pulled out its 5% stake in SpectrumCo, the joint venture between Sprint and cable operators (TWC, Comcast, Cox Communications and Bright House Networks) to purchase spectrum in the FCC's AWS auction last

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year.

- Parent company Time Warner Inc. today reaffirmed its 2007 outlook and reported 2nd quarter earnings, with CEO Dick Parsons reiterating his support for Time Warner Cable on the earnings call.

**3. EMBARQ Logistics to Deliver Wave7 Optics State-of-the-Art Fiber Optic Broadband System to McClure Telephone in Northwest Ohio.**

<http://www.allbusiness.com/media-telecommunications/5296914-1.html>

Date: Tuesday, October 23 2007

Subject: Fiber optic equipment, Broadband

Leading IOC Chooses the Trident7 Platform from Wave7 Optics - the Industry's Only FTTP System Compliant with both IEEE GE-PON and ITU GPON Standards

ATLANTA -- EMBARQ Logistics and Wave7 Optics today announced here at the TelcoTV Conference and Expo that customers of McClure Telephone (McClure, Ohio), an Independent Operating Company serving parts of Henry and Wood Counties in

Ads by GoogleVoice & Data Cabling ProsCat 3, Cat 5e, Cat 6, Fiber Optic, Computer Networking, VoIPwww.tier1ip.comTime Warner CableTailored communications solutions For Business - Data, Phone, Videowww.twcbc.comCable, Internet & PhoneYour total choice for quality home entertainment and communicationswww.suddenlink.comOhio, will soon enjoy the ultimate in broadband "triple play" communications services.

Triple play services include voice, data and video. The system being installed for McClure Telephone includes Wave7 Optics' patented RF return technology, which gives network operators important economies of scale with regards to digital set top boxes, as the Trident7 interoperates with any digital set top box that supports the SCTE (Society of Cable Television Engineers) 55-1, 55-2 and DOCSIS standards.

"Working with EMBARQ Logistics and Wave7 has enabled us to build an FTTP network capable of delivering triple play services to our customers, competitively priced and available on one bill from one company," said McClure Telephone Company's General Manager Duane Schroeder. "As an independent telephone company, we pride ourselves on the quality of service we provide to our customers and the network we are building with the Trident7 will enable the McClure Telephone Company to continue our commitment to quality for years to come."

EMBARQ Logistics, the deployment, distribution, and logistics division of Embarq Corporation (NYSE: EQ), is managing the project, which features Wave7 Optics' Trident7[™] Universal Access Platform. Last year the companies announced a distribution agreement that will help meet the growing demand from independent service providers, such as McClure Telephone, to deploy FTTP networks. The complete McClure Telephone/Wave7 solution is integrated with several other leading brands for voice switching, data networking and set top boxes, which demonstrates the Trident7 platform's industry-leading "interoperability" features.

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"Independent companies such as McClure Telephone need practical yet innovative network solutions to meet the increased competition they see from competitors such as cable companies," said Brad Clark, Vice President of Sales and Marketing for EMBARQ Logistics. "At EMBARQ Logistics, we are able to provide McClure Telephone a comprehensive view of their FTTP deployment, which includes business case analysis, product selection, technical training and logistics management. The end result is they can more efficiently give their customers the latest communication services."

"We look forward to working with McClure Telephone, and this project demonstrates the Trident7 platform's fast-growing market presence, due in part to its industry-leading flexibility," said Emmanuel Vella, Chief Marketing Officer of Wave7 Optics. "We have been steadily increasing our market presence and share in the IOC space as the Trident7 platform gains momentum by virtue of its ability to support multiple access standards."

With initial service debuting in January of 2008, McClure Telephone is deploying the Trident7 solution configured for the GPON standard. Wave7 Optics is exhibiting the complete Trident7 product suite at the TelcoTV Conference and Expo in Atlanta, October 23rd - 25th, in booth 427.

#### About EMBARQ Logistics

EMBARQ[TM] Logistics, a subsidiary of EMBARQ Corporation, is a supply chain integrator serving network service providers, manufacturers and resellers throughout North America. With approximately 1,000 employees, including experts in logistics; engineering, integration and deployment; and telecommunications equipment, EMBARQ Logistics offers supply chain solutions recognized for their innovation, effectiveness, and efficiency.

EMBARQ Logistics' network, comprised of best-in-class IT systems and strategically located distribution centers, provides customers a highly reliable infrastructure to meet a wide variety of supply chain needs. For more information, visit [embarqlogistics.com](http://embarqlogistics.com).

#### About McClure Telephone

The McClure Telephone Company is an Independent Operating Company serving a single exchange centered around and encompassing the Village of McClure.

#### About Wave7 Optics

Wave7 Optics is an industry leader in optical broadband access systems with an expanding FTTP product portfolio featuring a variety of architectural options, based on IP and Ethernet standards, for triple-play voice, video and data services. The company's patented Trident7 and Last Mile Link systems are rapidly gaining market share around the world with service providers in the PTT, IOC, CLEC, cable MSO, municipal, utilities and real estate development categories. For more information, please visit Wave7 Optics' website at [www.Wave7Optics.com](http://www.Wave7Optics.com)

#### 4. AT&T expands its 'U-verse'

<http://crainscleveland.com/article/20070625/FREE/70625002>

By John Booth

9:32 am, June 25, 2007

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AT&T rolls out another "T" this week with the launch of its U-verse television service in 23 Northeast Ohio communities. It's the latest push in the increasingly-overlapping consumer arena where telecommunications companies and their cable counterparts vie for business. U-verse uses the company's existing hard-wire network to carry television signals. The service's Ohio rollout begins in Bay Village, Berea, Broadview Heights, Brooklyn, Euclid, Fairview Park, Lakewood, Lyndhurst, Mayfield Heights, Westlake, Willowick, Cuyahoga Falls, Fairlawn, Kent, Munroe Falls, Silver Lake and Stow. "Where we launched was a byproduct of our agreements with those municipalities to be able to sell the service," explained Kevin Petersen, AT&T vice president and general manager for Ohio. "We're not disclosing our build plan, but we will continue to roll this out throughout the state." Adding service in Akron and Cleveland brings AT&T's U-verse coverage to 23 markets nationwide after its debut in San Antonio about a year ago.

Mr. Petersen says the company's existing television product, a partnership with Dish Network marketed as AT&T's HomeZone, will stay on the product menu for the time being. He says the two television offerings aren't necessarily competitors because "on Day One of our (U-verse) launch, we aren't going to cover the entire market."

While he offered no projections of how many Northeast Ohio subscribers are expected for U-verse, Mr. Peterson said AT&T expects to be providing the service to 8 million U.S. homes by the end of the year and 18 million by the end of 2008.

With U-verse, AT&T fully enters the crossover fray, bundling TV service with its telephone, Internet access and wireless services.

For several years, cable companies have staked out turf previously dominated by telcos, offering digital phone service and high-speed Internet access over their cable lines. Both Cox Communications and Time Warner Cable also are working on adding wireless telephone service to their offerings.

## **5. Insight, Comcast divide ownership of regional cable systems**

<http://columbus.bizjournals.com/columbus/stories/2007/04/02/daily9.html>

Tuesday, April 3, 2007 Business First of Columbus

Insight Communications Company Inc. and Comcast Corp. have agreed to split their joint venture, leaving the Columbus market under Insight's ownership.

After the partnership, dubbed Insight Midwest, is terminated, Insight will also own cable systems serving customers in Louisville, Covington, Bowling Green and Lexington, Ky., Evansville, Ind.

As of Dec. 31, those markets accounted for 1.3 million households served by the partnership.

Comcast will end up with customers in five cities in Illinois and three in Indiana. Those markets make up 1.2 million households served by the joint venture last year.

"This is a logical split for both companies," Michael Willner, CEO of Insight, said in a release. "Comcast already has significant properties in Indiana and Illinois, so it makes sense for them to assume control over the systems in these states."

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The partnership termination is expected to be completed by the end of 2007. Comcast will be responsible for \$1.33 billion of the partnership's debt and Insight \$1.26 billion.

New York-based cable operator Insight serves 1.4 million customers in Illinois, Kentucky, Indiana and Ohio.

Philadelphia-based Comcast (NASDAQ:CMCSA) provides broadband cable systems to about 14 million customers. It also delivers programming content to networks including E! Entertainment Television, the Golf Channel and Style Network.

## **6. Fiber-optic option key to growth**

[http://nl.newsbank.com/nl-search/we/Archives?p\\_action=doc&p\\_docid=11C1A66BB3107E98&p\\_docnum=6](http://nl.newsbank.com/nl-search/we/Archives?p_action=doc&p_docid=11C1A66BB3107E98&p_docnum=6)

*Businesses seek highspeed communications for their operations.*

BYLINE: Doug Page Staff Writer

DATE: October 4, 2007

TROY — There is a new factor in the site-selection decision of businesses looking for a place for a new warehouse or factory. Communication.

"It used to be the telephone companies were what they were," said Jim Dando, the city's economic development director and member of the Troy Development Council. "Now there are more options."

The major option is fiber optic lines, something not available for most in Troy. Fiber optic cable utilize light rather than electricity to transmit data. Fiber can transmit hundreds to thousands times more data than conventional copper wire.

A single fiber cable — the basis on higher-speed broadband — can handle extreme high-speed Internet connections, telephone calls, cable television and still have room for much more.

"The 'just in time' inventory control demands the type of flexibility that only fiber optics can provide," Dando said.

Manufacturers and retailers want the part or the pair of red shoes only when they are about to be used or the last pair of red shoes is sold. That type of control demands fast, reliable communications.

"You can track a truck or shipment on a truck by GPS. But how do you get the information to the customer? The Internet. Same thing, you need fast and reliable," he said.

Fiber is available on a limited basis to large users, though the cost is quite high.

The challenge for the city is finding someone interested in bringing fiber from a trunk line along Interstate 75 to city homes and businesses. The Troy Development Council has approached large companies that provide telephone and cable services to city residents. Neither were immediately enthusiastic.

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Other small cities have partnered with smaller companies to provide citywide broadband access. In many cases, once the partnership was announced, larger telecommunications companies serving those areas became very interested in providing a similar service at a lower price.

Dando said he received two calls last Thursday — the same day a teaser for this story appeared on the front page of the Neighbors section — from a cable company and a telecommunications consultant wondering what they might do to help the city.

#### **7. Insight Adds Record No. of Telephony Subscribers**

<http://www.multichannel.com/article/CA6439061.html?industryid=47203&q=voip+in+ohio>

##### **Cable Operator Posts Solid First-Quarter-2007 Financial Results**

-- Multichannel News, 5/3/2007 3:36:00 PM

Insight Communications reported first-quarter-2007 revenue of \$339.5 million, up 13% versus the prior-year period.

Adjusted operating income before depreciation and amortization was \$129.3 million, up 15% from the first quarter of 2006.

The MSO reported 1,426,300 total customer relationships as of March 31, up 49,500 from the March 31, 2006, total of 1,376,800, and total revenue-generating units of 2,801,600, up 319,900, or 13%.

Insight also reported first-quarter-2007 capital expenditures of \$76.9 million and free cash flow of \$16.8 million.

As for subscriber gains in individual sectors, Insight picked up 21,200 basic customers during the period, bringing its total to 1.344 million and marking a 2.9% rise versus the previous-year quarter; 44,800 new high-speed-data subscribers, up from 44,000 in the first quarter of 2006, bringing the MSO's total to 656,000; a drop in digital-subscriber additions to 32,200 from 41,700, for a total of 653,800; and the company's best telephony-customer-addition total ever, 24,400, dwarfing the 9,800 additions in the year-ago period, for a total of 147,800.

As of March 31, 98% of Insight's subscribers were passed by two-way, 750-megahertz or higher capacity upgraded network.

Insight and Comcast agreed to split their 50-50 Insight Midwest partnership in half last month, with Comcast receiving 684,000 customers in Illinois (Rockford/Dixon, Quincy/Macomb, Springfield, Peoria and Champaign/Urbana) and Indiana (Bloomington, Anderson, and Lafayette/Kokomo) and Insight retaining 639,000 customers in Kentucky (Louisville, Lexington, Bowling Green and Covington); Evansville, Ind.; and Columbus, Ohio.

#### **8. Time Warner launches Mobile Access service**

<http://columbus.bizjournals.com/dayton/stories/2007/03/05/daily8.html>

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Tuesday, March 6, 2007 Dayton Business Journal

A new service that brings e-mail, voice-mail and cable television to subscribers' cell phones is being launched by Time Warner Cable and Sprint.

The service, which will be available in Time Warner's Cincinnati-Dayton region, brings the cable company's home-based services to Sprint cell phones, including: Digital telephone service; certain Time Warner cable TV channels, as well as news, sports, weather and other programming; Road Runner e-mail; Web access; an integrated voice-mail box; and call forwarding.

Customers will receive one Time Warner Cable bill for all the services.

For more information, call 866-44-CABLE, or visit twdayton.com.

Time Warner Cable (NYSE: TWC) serves more than 640,000 customers in its Southwest Ohio division. Sprint Nextel (NYSE: S) offer wireless and wireline telephone services.

In the Dayton-Cincinnati area, Time Warner employs about 1,800 people.

**9. Dayton Becomes First Ohio City to Experience Clearwire Wireless Broadband Internet.**

<http://www.allbusiness.com/electronics/computer-equipment-modems/5248329-1.html>

Publication: Business Wire

Date: Thursday, August 2 2007

Internet Service Provider Introduces Its Cutting-Edge Services to Residents and Businesses in the Ohio Area and Partners with Helping Hands Community Outreach Center

DAYTON, Ohio -- Clearwire Corporation (NASDAQ:CLWR) is bringing the freedom of wireless broadband Internet service to the Dayton, Ohio, area with its official launch today. Residents and businesses now have a fast, simple, portable, reliable and affordable alternative to traditional dial-up, cable and DSL. Clearwire service eliminates the confines of traditional cable or telephone wiring, allowing customers to connect at home, a local coffeehouse, the office or virtually anywhere else in the Clearwire service area.

"Clearwire is changing the way Dayton-area residents and businesses connect online and with one another, by offering a simple, quick connection process coupled with exceptional customer service and portability," said Bill Snoeberger, Clearwire's regional vice president in Dayton. "In addition to launching our innovative services today, we are proud to announce a partnership with the Helping Hands Community Outreach Center located in nearby Trotwood, where we will donate a completely brand new computer lab outfitted with Clearwire service so that the center can continue to empower youth and adults through computer and Internet skills training."

**A Community Partner**

Clearwire is committed to helping make a difference in the communities it serves. Through its "Clearly Connected Communities" the company provides simple, reliable and portable Internet service to local

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community organizations. To celebrate its entry as one of Dayton's newest businesses and community partners, Clearwire is partnering with the Helping Hands Community Outreach Center by sponsoring the "Clearwire Learning Lab" -- a computer lab that will allow students computer access to create resumes, learn how to use various computer applications and more. Helping Hands is dedicated to empowering youth and adults to become tomorrow's leaders through the development of social, educational and economic skills.

"We are extremely excited, honored and grateful that Clearwire has chosen to support the Helping Hands Community Outreach Center," explained Neldra Glasper, director, Helping Hands Community Outreach Center. "Clearwire's generous donation to help renovate our computer lab as well as the laptops and Internet service they have given us will help our members tremendously. More people will now have access to learning tools essential in earning a GED, computer applications necessary to complete school projects and other endless opportunities available via the Internet."

#### The Clearwire Difference

From students or realtors to entrepreneurial accountants or construction site managers, Clearwire is an ideal solution for anyone in search of portable high-speed Internet service. Simply purchase a modem at the Dayton or Fairfield Commons Mall or the new Clearwire store at the Harshman Shopping Center, slated to open Aug. 8. Customers can also purchase modems at Circuit City, Best Buy or online at [www.clearwire.com](http://www.clearwire.com), and, within minutes, Internet access will be up and running. Clearwire's service area includes Dayton, Beavercreek, Bellbrook, Centerville, Englewood, Fairborn, Franklin, Huber Heights, Kettering, Miamisburg, Middletown, Oakwood, Springboro, Springfield, Tipp City, Trotwood, Troy, Vandalia, West Carrollton, Wilmington and Xenia.

Clearwire's next-generation, non-line-of-sight wireless broadband network solution connects customers through licensed or secured spectrum. Radio signals are transmitted from a tower to a small, wireless modem, which easily connects a user's computer to the Internet. With its simple plug-and-play installation customers can be on the Internet within minutes of set-up.

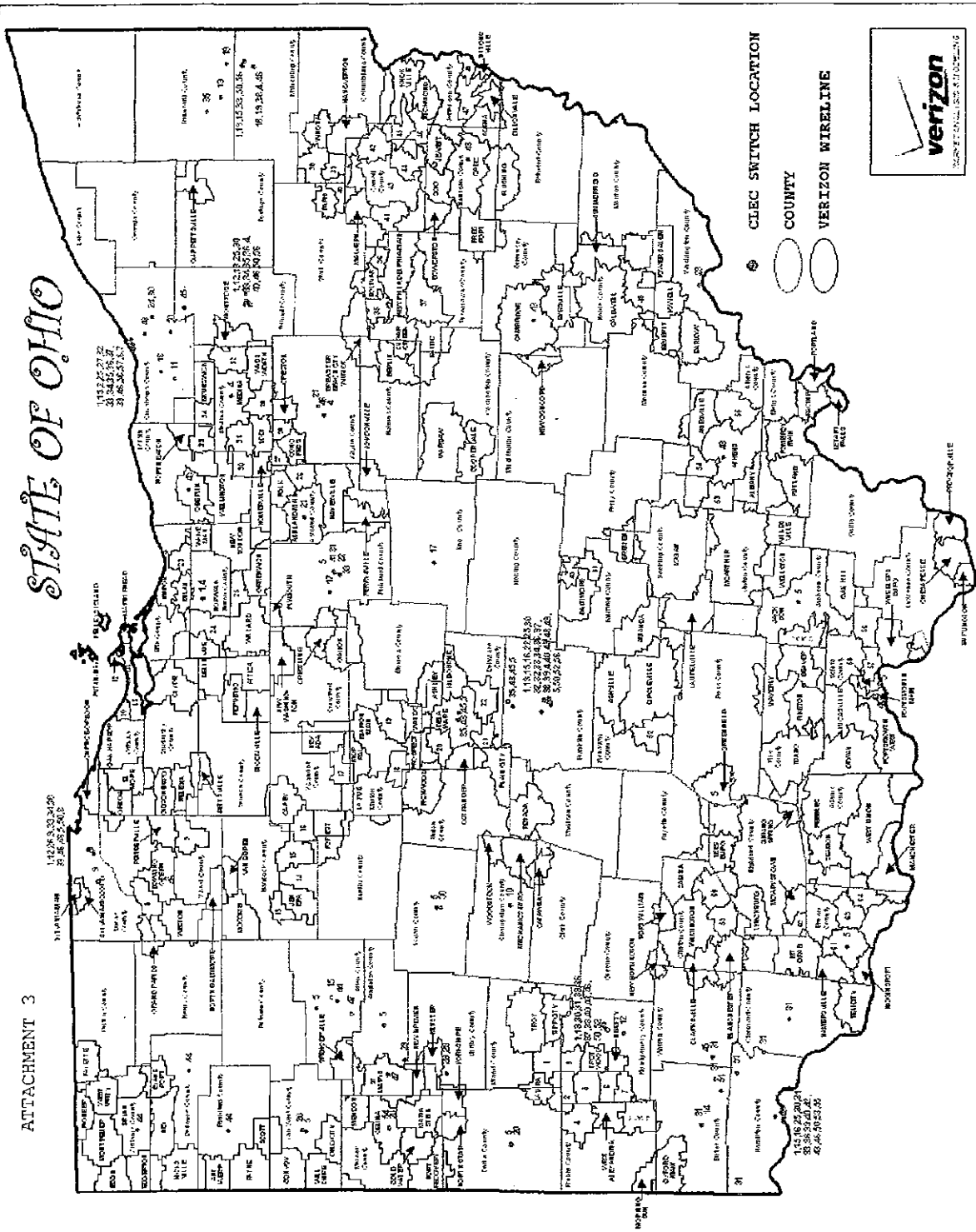
#### About Clearwire

Clearwire, founded in October 2003 by Craig O. McCaw, is a provider of simple, portable and reliable wireless high-speed Internet service. Headquartered in Kirkland, Wash., the company launched its first market in August 2004 and now offers service in 43 markets in more than 400 municipalities in 15 states across the U.S. Clearwire's international markets include Ireland and Belgium, and the company also offers wireless high-speed Internet services in Mexico and Denmark through its partners, MVS Net and Danske Telecom. For more information, visit [www.clearwire.com](http://www.clearwire.com).

# STATE OF OHIO

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verizon

VERIZON WIRELINE

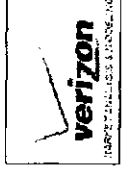
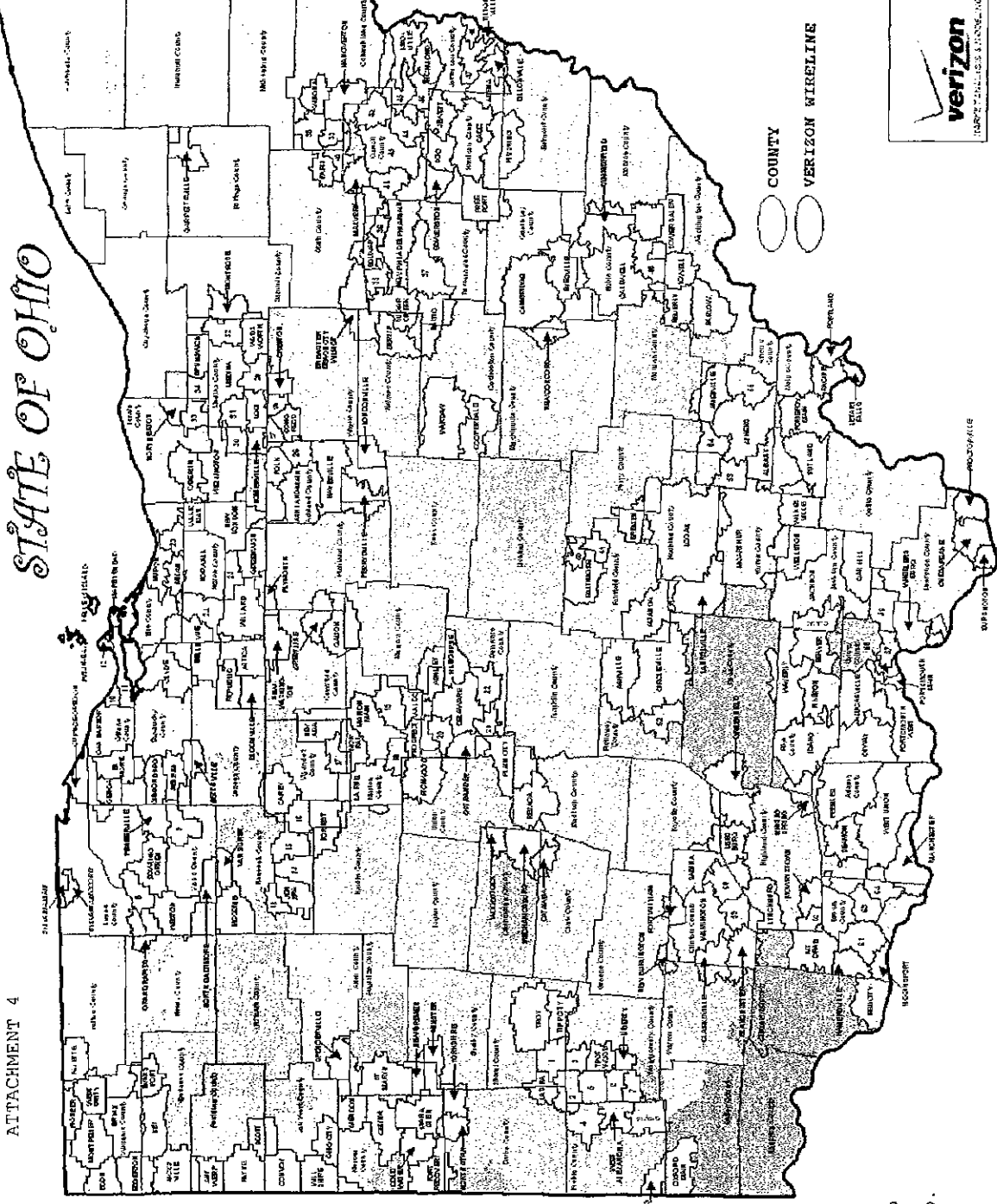
CLEC SWITCH LOCATION

COUNTY

VERIZON WIRELINE

# STATE OF OHIO

ATTACHMENT 4



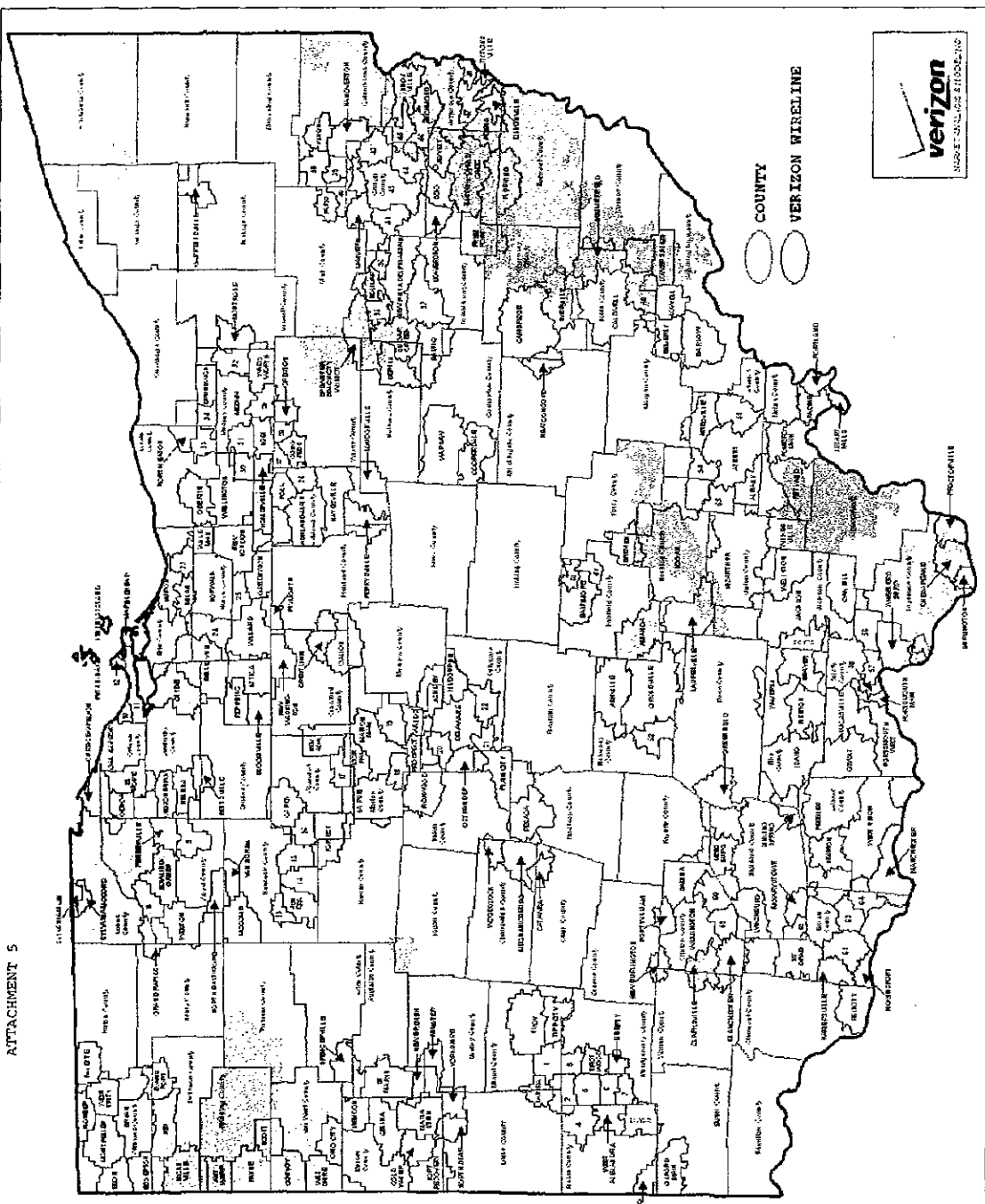
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## MAJOR LOCAL ILEC

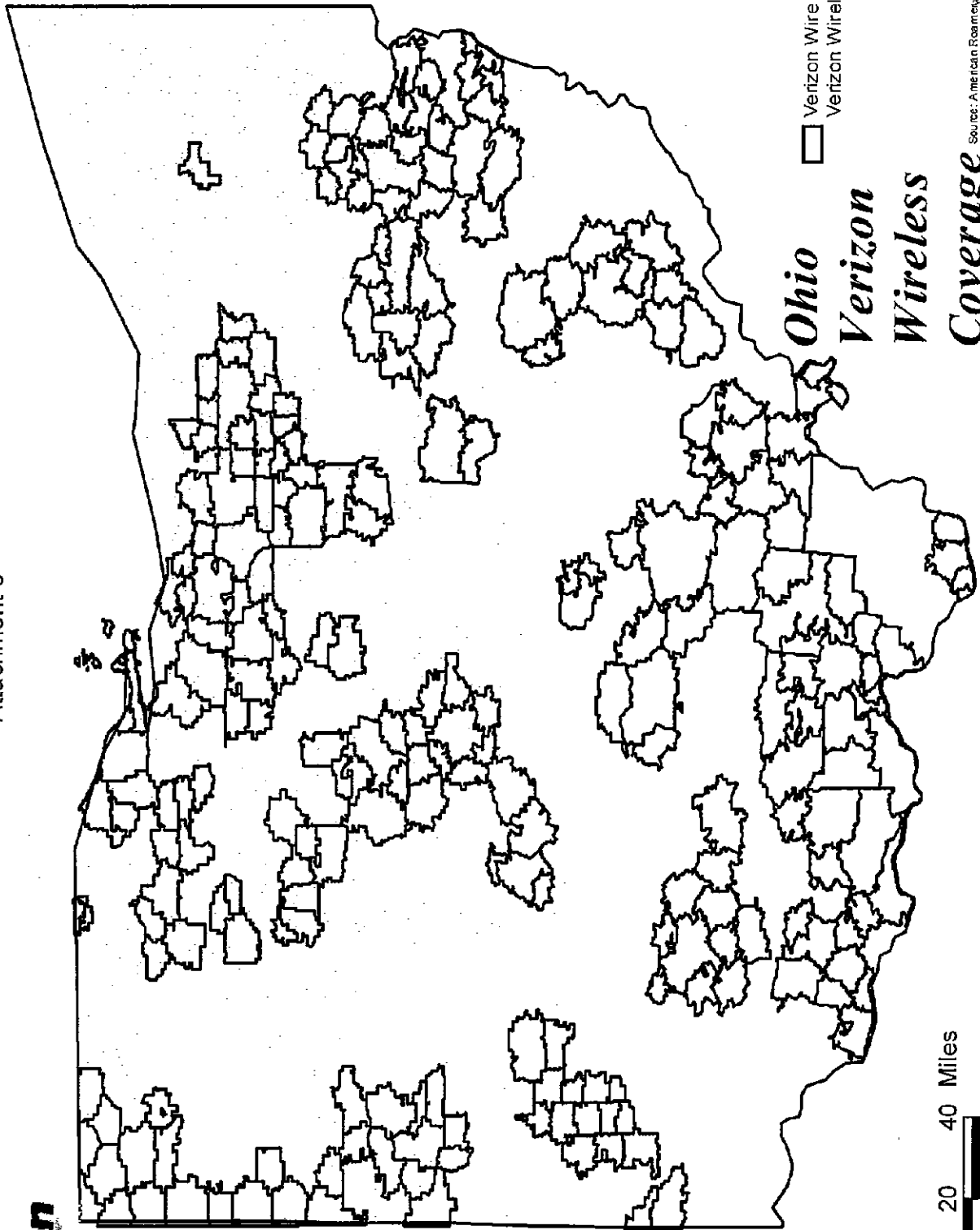
- Alitel Ohio, Inc.
- Ameritech Ohio
- Centurytel of Ohio, Inc.
- Cincinnati Bell, Inc.
- United Telephone Co. of Ohio
- Western Reserve Telephone Co.
- OTHER LOCAL ILEC

- 31 WEST BEND  
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# STATE OF OHIO

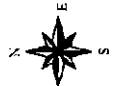


- LOCAL CATV CARRIER**  
 ARMSTRONG  
 BLOCK COMMUNICATIONS INC.  
 CEQUEL COMM  
 COMCAST  
 TIME WARNER  
 OTHER LOCAL CATV CARRIER

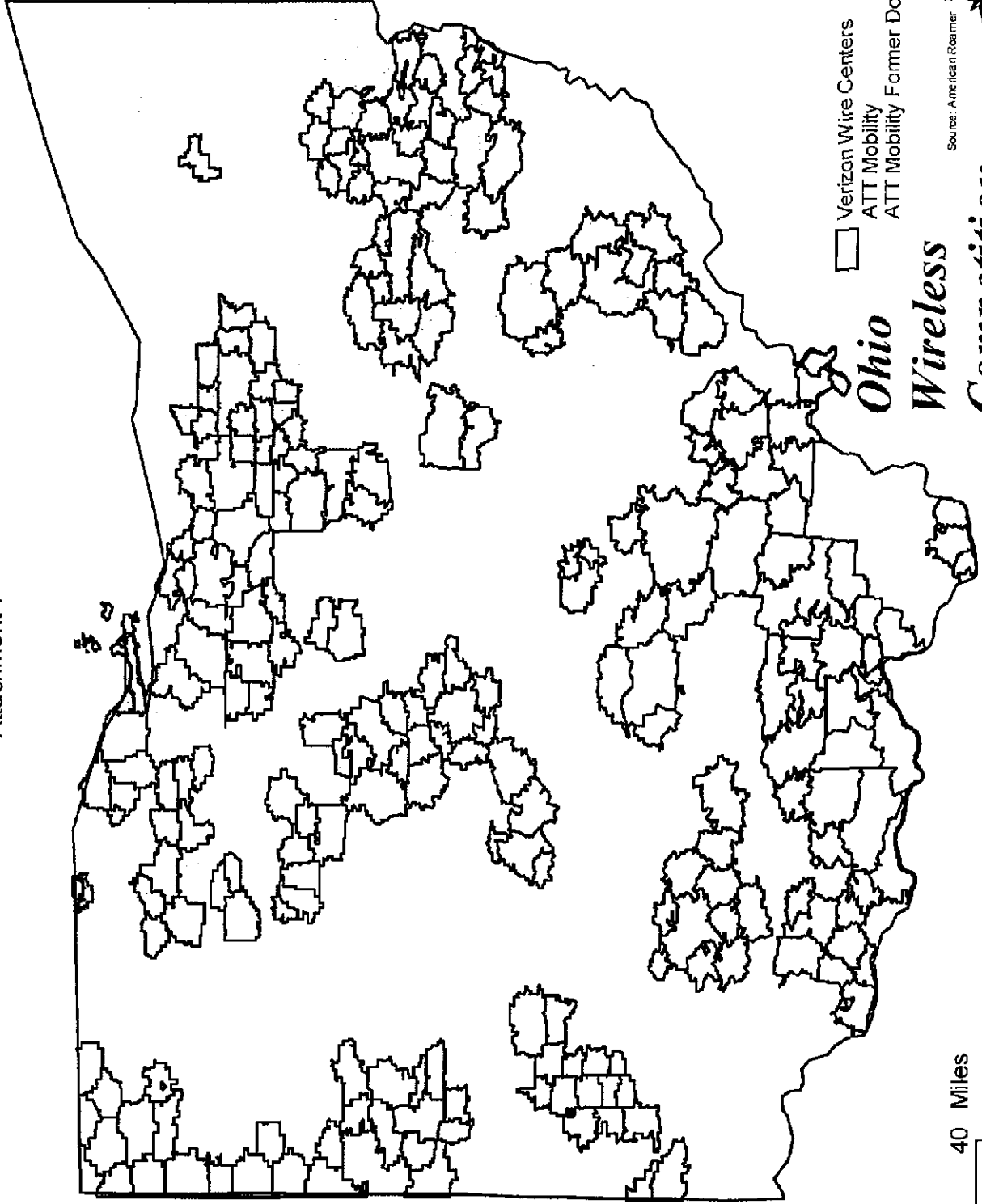


**Ohio  
Verizon  
Wireless  
Coverage**

Verizon Wire Centers  
Verizon Wireless



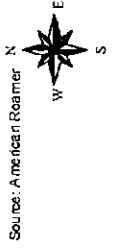
Source: American Roaming



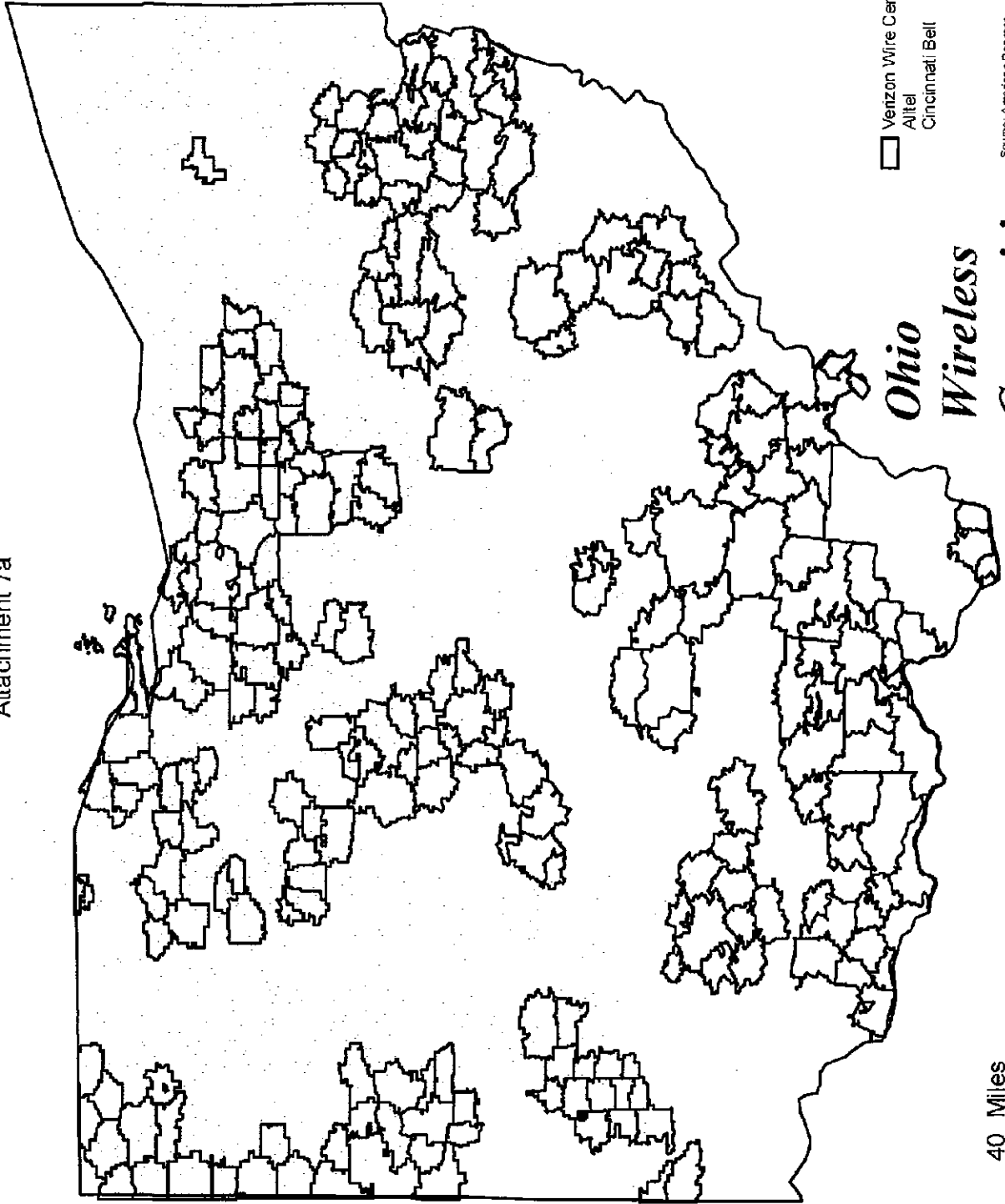
Verizon Wire Centers  
ATT Mobility  
ATT Mobility Former Dobson

# Ohio Wireless Competition

20 0 20 40 Miles



Attachment 7a



Verizon Wire Centers  
Alltel  
Cincinnati Bell

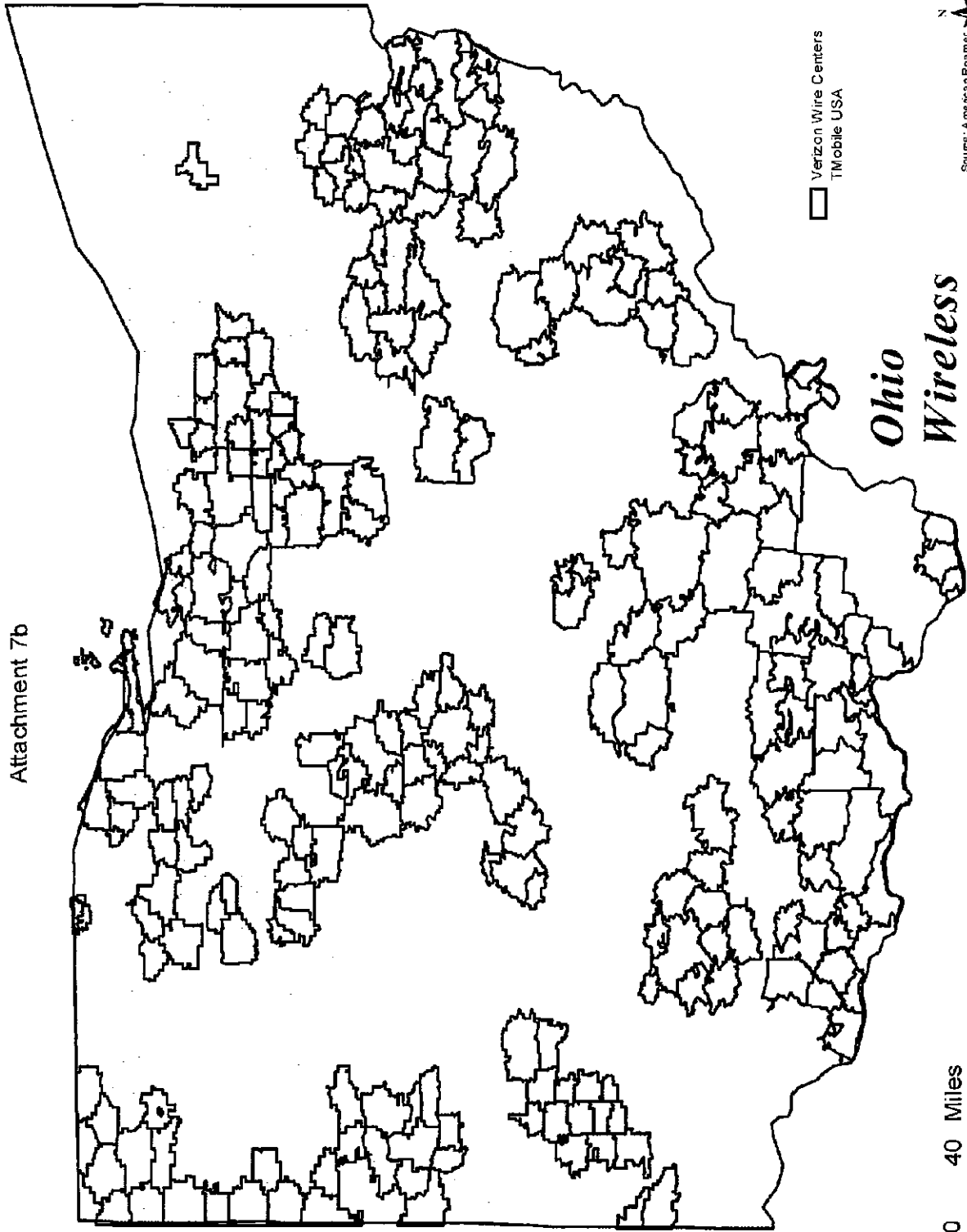


Source: American Roamer

# Ohio Wireless Competition



Attachment 7b

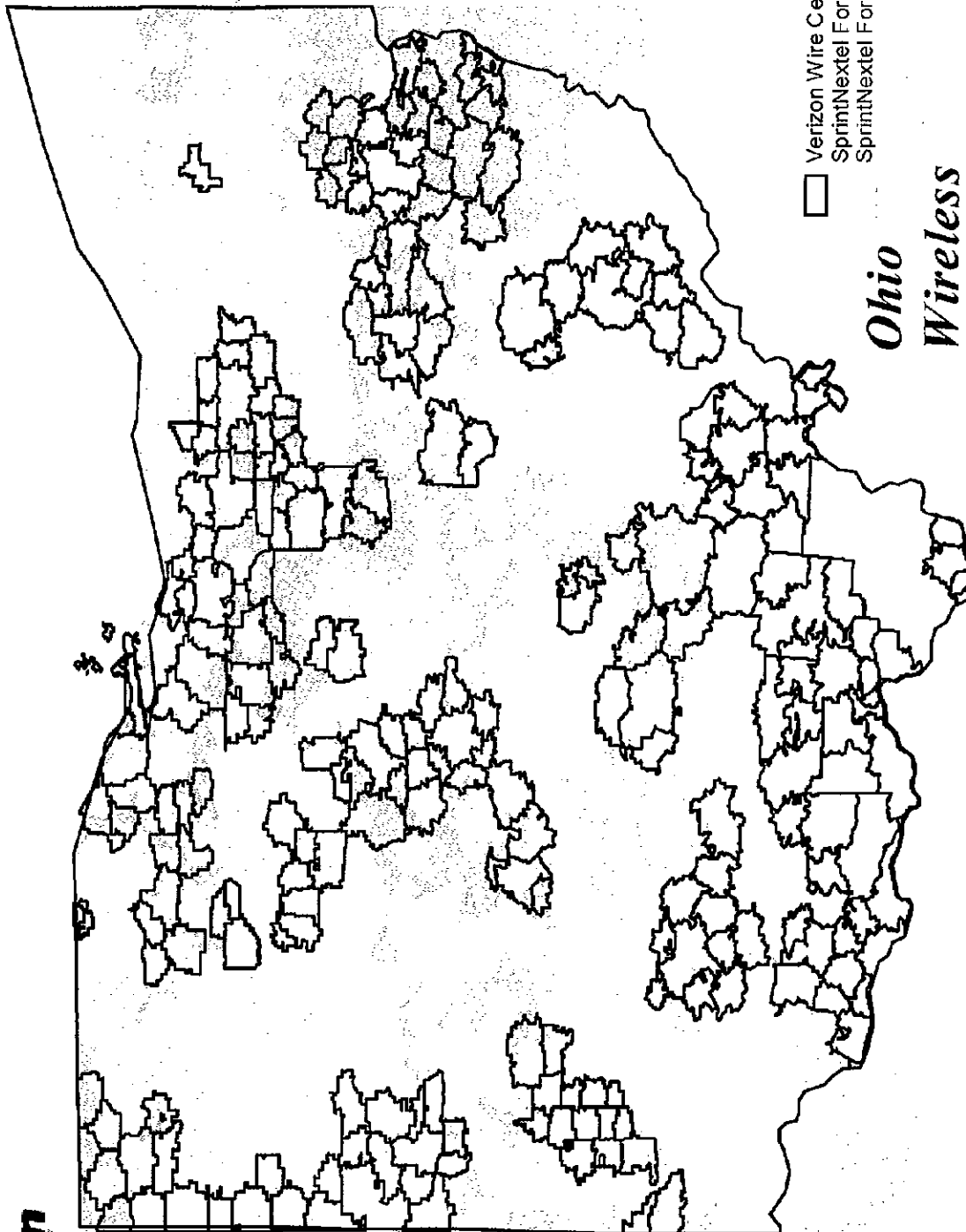


20 0 20 40 Miles



Ohio  
Wireless  
Competition

Source: American Roamers

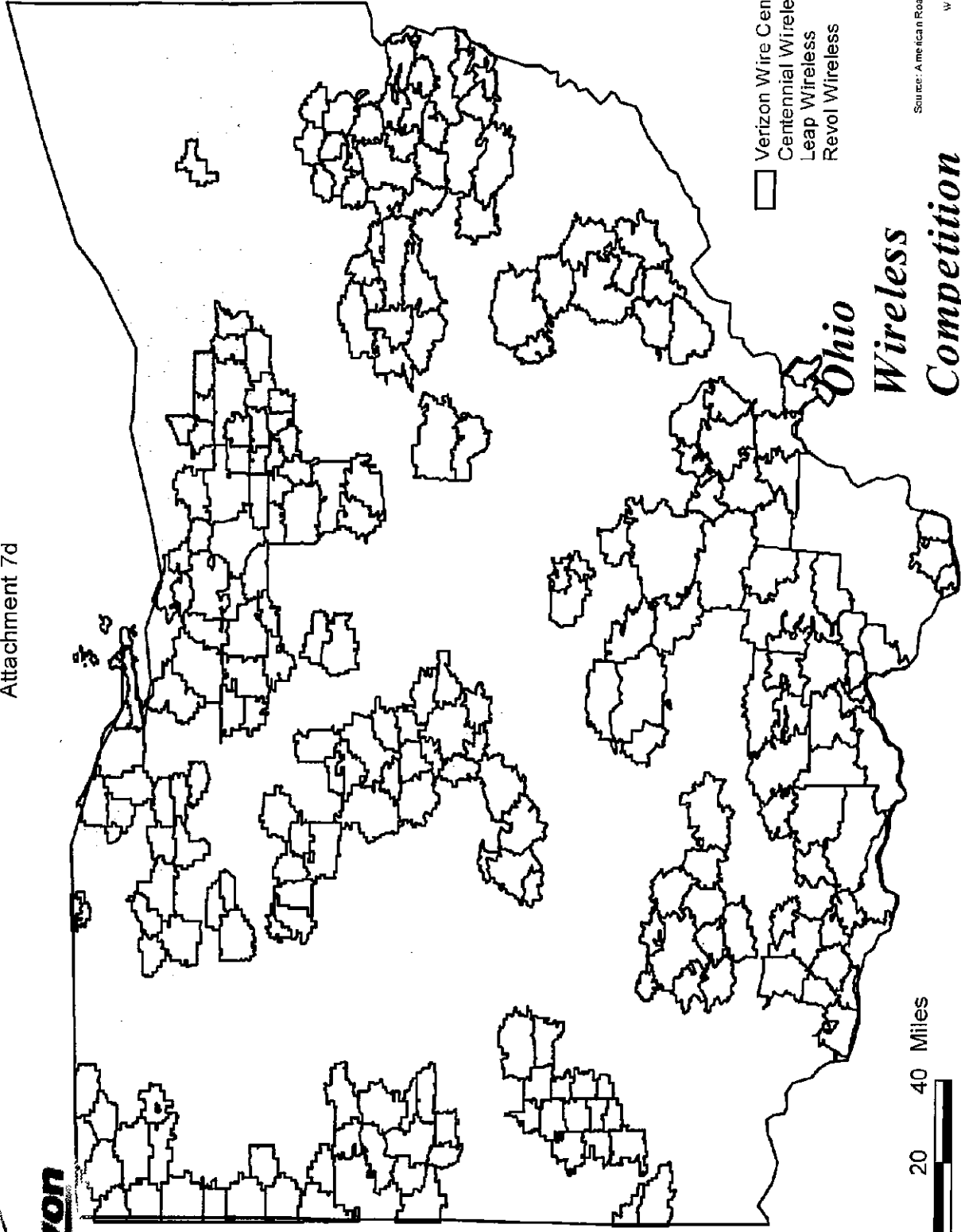


# Ohio Wireless Competition



Attachment 7d

**verizon**



- ☐ Verizon Wire Centers
- ☐ Centennial Wireless
- ☐ Leap Wireless
- ☐ Revol Wireless

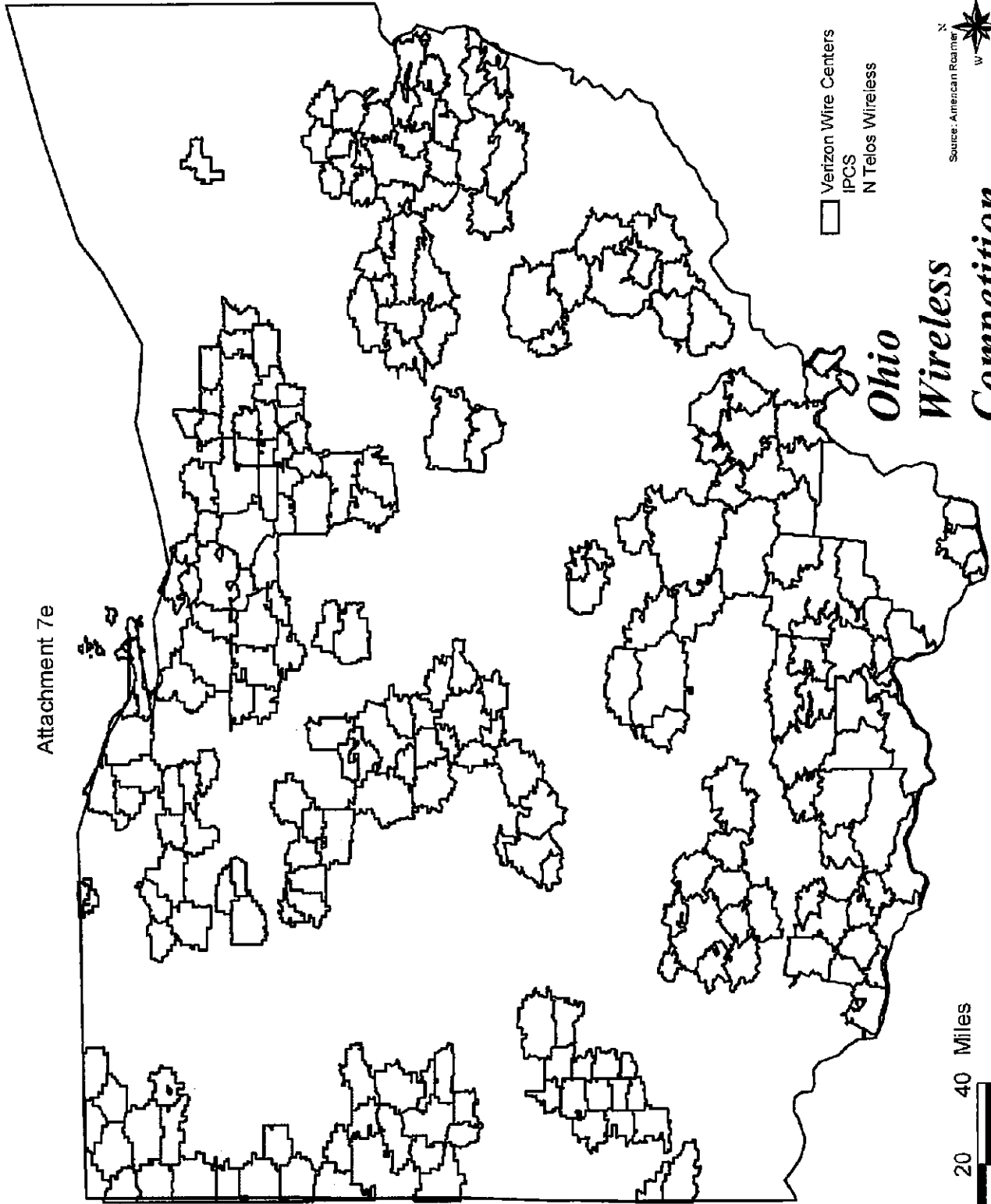
20 0 20 40 Miles



# Ohio Wireless Competition



Attachment 7e



Source: American Roadmap

# Ohio Wireless Competition