

1 **Q. WHAT ELSE DO THE NUMBERS SUGGEST?**

2 A. The facts suggest that the trigger nominees have not been actively seeking
3 new mass market customers to be served using their own switches. Those
4 minimal quantities are not evidence of “actively providing” service to
5 mass market customers by self-providers of switches. Some of the
6 numbers are so low I would find it easier to believe the number was a
7 result of an error with Qwest’s data than evidence that the carrier is
8 actively providing voice service to mass market customers using its own
9 switch.

10 **Q. IF THE COMMISSION ADOPTS WIRE CENTERS AS THE**
11 **MARKET, IS THE MINIMUM 3-5% THRESHOLD MET**
12 **ANYWHERE IN WASHINGTON FOR ANY CLEC?**

13 A. ~~No. out of the seventy four wire centers in LATA 672 and 674, there is~~
14 ~~one CLEC in one wire center where the CLEC share of the total loops in~~
15 ~~service exceeds 3-5%. As can be seen in Highly Confidential Exhibit~~
16 ~~JFF 10HC, in the Olympia/Evergreen wire center, there is one CLEC that~~
17 ~~has achieved a market share of over 5% of the total number of loops in the~~
18 ~~wire center. However, that is the only CLEC providing service to mass~~
19 ~~market customers in that wire center. In only three of seventy-five wire~~
20 ~~centers (Kent O’Brien, Tacoma Fawcett and Vancouver Oxford) have the~~
21 ~~CLECs collectively obtained between 2% and 2.7% of the total loops in~~

REDACTED

1 service. CLECs have obtained between 1% and 2% of the total loops in
2 service in only twelve of the seventy-five wire centers (Bellevue
3 Sherwood, Seattle Atwater, Seattle Campus, Seattle Cherry, Seattle
4 Duwamish, Seattle East, Seattle Elliott, Seattle Lakeview, Seattle Main,
5 Seattle Sunset ~~and~~ Vancouver North and Olympia Whitehall).

6 **Q. IF THE COMMISSION ADOPTS AT&T'S RECOMMENDED**
7 **CROSS-OVER POINT WILL THAT CHANGE THIS ANALYSIS?**

8 A. It might, but not significantly. The analysis described above was run
9 based on "mass market lines" as that term is currently defined. I do not
10 have the information necessary to determine whether the trigger nominee
11 market share of the business customers with 4 (the cross-over point that
12 Qwest used to identify mass market loops) to 12 (AT&T's proposed cross-
13 over point) lines per premises is greater or less than their market share of
14 business customers with 1 to 3 lines per premises. Depending on the
15 answer to that question the numbers could well shift, but it would be very
16 unlikely to shift to anything close to the FCC's minimum 3-5% threshold
17 per trigger nominee. Unfortunately, the data to do that analysis are simply
18 not available at this time.

REDACTED

1 expectation that all customers within the defined area will have the benefit
2 of multiple, alternative sources of facilities-based competition.³²

3 **Q. STARTING WITH THE LATA-LEVEL MARKET PROPOSED BY**
4 **AT&T, HAS QWEST DEMONSTRATED THAT THERE ARE ANY**
5 **SELF-PROVIDERS OF SWITCHING ACTIVELY SERVING MASS**
6 **MARKET CUSTOMERS ACROSS THE WIRE CENTERS IN LATA**
7 **674?**

8 A. No. There are sixty-eight wire centers in LATA 674 (generally the area
9 around Puget Sound including Seattle, Tacoma, and Olympia). Highly
10 Confidential Exhibit JFF-10HC shows that in the vast majority of the
11 sixty-eight wire centers there are less than three nominees identified and
12 in over half of the total wire centers (thirty-five) there is not even one
13 nominee present. Table 5 below breaks down the serving area of each
14 trigger nominee. ***** BEGIN CONFIDENTIAL** [REDACTED]

15 [REDACTED]
16 [REDACTED]
17 [REDACTED]

³² Drs. Selwyn and Lehr explain in further detail in their direct and response testimony why a trigger nominee must serve at least a substantial portion of the market before it is reasonably counted as a trigger.