



R. Reed Harrison III
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March 26, 1996

Mr. Donald W. McLeod
Vice President
Regulatory and Government Affairs - East
Local Competition/Interconnection Program Office
HQE01E63
P.O. Box 152092
Irving, Texas 75015-2092

RE: March 19, 1996, correspondence regarding negotiations in support of
Section 252 of the Telecommunications Act of 1996

Dear Mr. McLeod,

In response to the above referenced correspondence, I am available to begin negotiations with GTE on April 2, in Irving Texas. I will be joined by Ron Shurter - Southern States & National Local Infrastructure & Access Management Vice President, Joyce Beasley - General Attorney representing Regulatory and Government Affairs and Gary Rall - District Manager Local Negotiations. AT&T desires to begin negotiations as soon as possible considering the limited time provided for in the Telecommunications Act to come to a mutually acceptable wholesale offer.

AT&T continues to support the position that negotiations for all states should include all GTE telephone companies including CONTEL, and be conducted on a combined basis and at a corporate level. AT&T believes that this approach will be the most effective and efficient means for both companies, especially in view of the urgency inherent in the timeframes provided by the Telecommunications Act.

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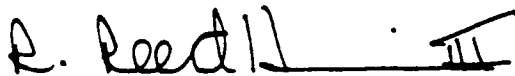
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AT&T believes it is appropriate to begin negotiations at a corporate level with an initial focus on understanding each company's requirements. As a result of the national systems and processes GTE currently has implemented (e.g., provisioning & maintenance systems, billing systems, etc.) we believe much of the negotiations can be completed nationally. AT&T understands that our negotiations will surface specific issues that will need to be negotiated at the state level to ensure compliance to different state regulatory environments. We believe these will be minimal. Lastly, the emphasis GTE has placed on implementation of a nationwide world class network and on national processes, would position GTE to address a significant number of the issues at the corporate level. Again, in an effort to negotiate in the most efficient manner, AT&T continues to support corporate level negotiations as the primary negotiation approach.

In response to GTE's request for AT&T to provide its specific interconnection requests prior to the meeting, AT&T believes the Telecommunications Act is fairly clear relative to interconnection issues. Additionally, our prior negotiations specific to California outlined AT&T's interconnection requirements. As a result, we feel the requested information is generally known. We propose the agenda for the meeting focus on the scope, structure and guidelines for the negotiation process. In addition, AT&T would like to discuss three current issues which have a significant ability to impede negotiations: AT&T's expectation for parity with GTE as opposed to GTE's intention to provide parity with the Alternate Local Exchange Carriers, AT&T's requirement for electronic interfaces, and Directory Service issues; specifically database accessibility and branding.

We look forward to meeting with you on April 2, 1996 in Irving, Texas. If there are questions prior to the meeting please call me at 908-771-2700, or Ron Shurter at, 908-771-3500.

Sincerely,



R. Reed Harrison III
Vice President
Local Infrastructure & Access Management Regional Operations

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Copy to:

GTE

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AT&T

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