1 BEFORE THE WASHINGTON UTILITIES AND TRANSPORTATION 2 COMMISSION 3 In the Matter of the Joint) Application of) 4) VERIZON COMMUNICATIONS INC.,) DOCKET NO. UT-050814 and MCI, INC. 5) Volume II) Pages 29 - 75 For Approval of Agreement 6)) and Plan of Merger 7 ------8 9 An oral argument in the above matter was held 10 on August 4, 2005, at 9:04 a.m., at 1300 South 11 Evergreen Park Drive Southwest, Olympia, Washington, 12 before Administrative Law Judge C. ROBERT WALLIS, 13 Chairman MARK SIDRAN, Commissioners PHILIP JONES and 14 PATRICK OSHIE. 15 The parties were present as follows: 16 VERIZON COMMUNICATIONS, INC., by JUDITH ENDEJAN, Attorney at Law, Graham & Dunn, 2801 Alaskan 17 Way, Suite 300, Seattle, Washington 98121-1128; 18 telephone, (206) 340-9694. 19 MCI, INC., by ARTHUR A. BUTLER, Attorney at Law, Ater Wynne, 601 Union Street, Suite 5450, Seattle, 20 Washington 98101-2327; telephone, (206) 623-4711. 21 MCI, INC., by MICHEL SINGER NELSON (via bridge line), Senior Attorney, 707 17th Street, Suite 22 4200, Denver, Colorado 80202; telephone, (303) 390-6106. 23 24 Kathryn T. Wilson, CCR 25 Court Reporter

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1	PROCEEDINGS
2	JUDGE WALLIS: This session will please come
3	to order. This session has been called for the purpose
4	of hearing oral argument on a motion to compel
5	production of information that's been filed by Integra.
б	Chairman Mark Sidran, Commissioner Pat Oshie, and
7	Commissioner Phil Jones are presiding along with me.
8	My name is Robert Wallis.
9	I would like to ask the parties to identify
10	yourselves beginning with the moving party for this
11	docket.
12	MR. NUSBAUM: Jay Nusbaum, representing
13	Integra Telecom.
14	JUDGE WALLIS: The Respondent?
15	MS. ENDEJAN: Judy Endejan, representing
16	Verizon Communications, Inc., in this matter.
17	MR. BUTLER: Arthur A. Butler appearing on
18	behalf of MCI.
19	MR. THOMPSON: Jonathan Thompson on behalf of
20	Commission staff.
21	JUDGE WALLIS: There was some correspondence
22	earlier that addressed a motion to compel filed by
23	Commission staff and Public Counsel. It's my
24	understanding that the matter is not yet resolved but
25	that the Company is providing some information to those

1	parties, and if that is satisfactory, the motion will
2	be abandoned. If it is not, then they are free to also
3	pursue the motion that they have filed. Is that a
4	correct statement of the status of that?
5	MS. ENDEJAN: Yes, Your Honor.
6	MR. THOMPSON: I think that's mostly correct.
7	I'm not sure Public Counsel would agree to the
8	characterization of "abandoning" it. I think they want
9	the opportunity to keep it open and then ask for an
10	oral argument possibly if they think it's needed.
11	JUDGE WALLIS: I think that's what I said.
12	Very well. We did talk earlier about the division of
13	time. In an effort to keep the argument to
14	approximately 60 minutes, we indicated that Mr. Nusbaum
15	would have 30 minutes to be divided as he wishes
16	between the opening and response, and the Company would
17	have 30 minutes.
18	Staff indicated that he has no prepared
19	argument but may wish to weigh in depending on what the
20	others say. We will not allocate specific time for
21	Staff. Is that satisfactory to the parties?
22	MR. THOMPSON: Yes, Your Honor.
23	MS. ENDEJAN: Yes, Your Honor.
24	MR. NUSBAUM: Yes, Your Honor.
25	JUDGE WALLIS: Mr. Nusbaum, please proceed.

1	MR. NUSBAUM: Thank you, Your Honor,
2	Commissioners. I do believe that hopefully I won't
3	come close to using my 30 minutes this morning, because
4	I do believe that the issue, the core issue in this
5	motion is really a simple one, and that is, is the
6	Commission going to consider the state of competition
7	in Washington in this merger proceeding, because that's
8	really the issues that we have sought to identify and
9	that we've sought discovery on.
10	From our viewpoint, we have a situation where
11	we believe is the second largest wholesale competitor
12	in the state is poised to become, in its own words,
13	essentially, an even stronger competitor for a lot of
14	the same kinds of customers that Integra and other
15	competitors are out there vying for every day, and we
16	have a situation where, as near as we can identify,
17	there are no standards governing Verizon's interaction
18	with the competitors and how it provides things, how
19	the relationship between Verizon and the competitors is
20	going to go.
21	We believe that that's an important issue for
22	the Commission to consider, because I believe, as
23	Public Counsel stated when they answered our motion and
24	joined in our motion, a robust wholesale competition
25	provides protection for retail customers in the form of

reduced rates and increased choice and a variety of 1 2 other things. So we believe it is in the public 3 interest to take a look at how Verizon is competing 4 now, which is what our discovery is aimed at, and it deeply affects the public interest in this proceeding. 5 б And we've encountered a situation where we've 7 requested discovery requests on issues that relate to 8 problems that we've had with Verizon that we hopefully 9 will get to address in our testimony and have 10 essentially been shut out of getting any useful 11 information about that on the grounds, primarily, that 12 Verizon believes that that information isn't relevant 13 to this proceeding.

14 There are a couple of main ideas that I was 15 able to get out of their response to our motion as to 16 why our data requests, which relate to essentially 17 wholesale competition, are not relevant. One is that 18 they claim that we are seeking to expand the issues in 19 this proceeding because we go beyond issues that are 20 identified or addressed in Verizon's opening testimony. 21 I think that is not a valid way of looking at what the 22 issues are in this proceeding.

23 The parties at the prehearing conference 24 discussed adopting an issues list, and I think there 25 were a couple of drafts that floated around that the

parties agreed not to adopt and rather to leave the 1 2 issues open and to allow Verizon, effectively, to 3 dictate what issues the Commission is going to consider 4 in this case just by virtue of what it addresses in its opening testimony is not the way things normally work, 5 6 and I don't think it's the way things should work here. 7 There is nothing that prevents us from raising an issue 8 about the wholesale competition just because it's not 9 addressed in Verizon's opening testimony.

10 We made the point in our opening brief, but 11 I'll make it again, that ultimately, the standard to be 12 applied here is the public interest, and that is really 13 the main issue in this case, and our data requests 14 relate to the public interest in that they ask for 15 information about the state of competition in 16 Washington, which is a factor that the Commission has to consider in the merger proceeding, so there is no 17 18 expansion of the issues by those data requests.

Another argument that Verizon makes is that essentially because the data requests themselves don't ask about postmerger landscape, the effect that the merger itself is going to have on competition, that therefore, they are not relevant to this proceeding, but I think it's important to know and to understand, first of all, the principle that governs discovery,

which is that discovery is permissible if it seeks 1 information that's relevant or reasonably calculated to 2 3 lead to relevant evidence and the context in which the 4 discovery arises. Essentially, these discovery requests are foundation for our proposed testimony. 5 б Competition. Verizon's competition and Integra's ability to compete with Verizon in Washington 7 8 is really our primary issue in this case. The 9 discovery requests were intended to provide 10 foundational evidence for our testimony and our legal 11 briefs, and to the extent that they themselves don't 12 ask for postmerger information doesn't prevent us from 13 making the connection either in our testimony or in our 14 briefs using the information that we get from Verizon 15 in this round of discovery as a foundation for that. 16 And it seems to me that it's a little like putting the cart before the horse to say that it's not 17 18 relevant because we haven't had a chance to prove our 19 case yet. It seems to me it's more appropriate that if 20 Verizon wants to raise the issue in its rebuttal 21 testimony, that is the most appropriate place to do it, 22 but at the discovery phase when we are just seeking to 23 gather information to allow us to present our case is 24 not appropriate for them to shut off all dialogue on 25 this issue.

1	We did intend to have additional discovery,
2	and our intention was to explore the postmerger
3	landscape, but given that we've essentially had the
4	door shut on us on our first round, it didn't seem like
5	it would be effective to do that until we had an idea
6	of whether we were going to get this foundational
7	information, and so it essentially is cutting us off
8	from our ability to make our case.
9	One of the other reasons that Verizon gave
10	for refusing to answer claiming that all of the data
11	requests that it hasn't answered are irrelevant is that
12	the schedule doesn't allow for consideration of
13	wholesale service quality standards. That to me just
14	seems like a convenient argument, because in the
15	prehearing conference, there was a bit of discussion
16	about the schedule in this case and the fact that it
17	was very quick, and for Verizon to propose an expedited
18	schedule when basically require the other parties to
19	adhere to that and then use that as an excuse for not
20	responding to data requests seems like an unfair
21	advantage to me and certainly not a reason to prevent
22	us from asking the questions and getting answers to the
23	questions.

24 If wholesale service quality standards are a 25 complex issue, which is another argument that Verizon

raises, and require a lot of thought and research and 1 2 understanding, I don't think that is a reason for not 3 allowing us to get discovery on that information 4 because there are a lot of complex issues in this case. This case by its nature is a complex case. So to say 5 it's a complex issue, it's a difficult issue to address 6 7 wholesale service quality standards, doesn't get to the point. There are a lot of other issues that are 8 9 complex that are going to be addressed here.

10 Since Verizon brought up the issue of the 11 schedule in this case, I feel compelled to also bring 12 up the fact that this delay on our primary issue has 13 caused us to not have any information from Verizon that 14 we can use in our testimony to prevent us from being 15 able to identify witnesses that are actually going to 16 submit testimony in this case, and in one case, our 17 vice president of regulatory affairs, who was a 18 potential witness or is a potential witness on these 19 issues, is now going to be outside out of the office on 20 a prescheduled vacation until after we file our opening 21 testimony.

22 So we've had a delay of 16 days at this point 23 trying to get this information from Verizon. That 24 delay has had concrete effects on Integra's ability to 25 present its case, and we would ask that to the extent

the Commission grants our motion to compel, it also adjusts the schedule accordingly to allow us to have the additional time to incorporate the information we get from Verizon into our testimony.

5 The other issue I wanted to talk about is 6 Verizon's argument that Integra is using its data 7 requests to get early discovery in another docket that 8 it has pending before the Commission. We have a 9 complaint case that's pending before the Commission. I 10 refer to it as the Boys and Girls Club Complaint 11 because that's the main customer at issue, and there 12 are about 13 data requests, not 22, that relate to 13 issues that are at issue in the Boys and Girls Club 14 Complaint. We don't dispute that.

15 But the legal and factual issues there are 16 also relevant here because the issues in the Boys and Girls Club Complaint relate to Verizon's wholesale 17 18 performance, and it's one of the problems, frankly, that we've been having with Verizon that we want to 19 20 talk about in this case to give the Commission a 21 picture of what's going on out there on a daily basis. 22 And so there is overlap. We admit that, but 23 there is also overlap for relevance, and the question 24 has been raised whether Integra is gaining the system 25 to get early discovery in that case, and my response to

that is, to what end? We don't have any incentive to 1 2 get early discovery in that case. We have a prehearing 3 conference scheduled for next week. We anticipate the 4 discovery rule will be invoked and that we will get answers to our discovery requests in that case by the 5 6 end of August. That case is not on an expedited 7 schedule. We have nothing scheduled in that case as of 8 yet, and there is no reason for us to have early 9 discovery in that case.

10 We did submit discovery requests early in 11 that docket before the prehearing conference. That was 12 simply a mistake, and we intend to reissue them if 13 necessary after the prehearing conference, but that 14 wasn't an attempt and shouldn't be seen as an attempt 15 to get early discovery; frankly because we have no use 16 for that information other than in that docket.

17 Without getting into the details, 18 necessarily, of the various objections that Verizon 19 raises to our data requests, there are a couple of main 20 issues that I wanted to address quickly, and that is 21 there are a few data requests where Verizon objects, in 22 addition to the grounds of relevancy, that they are 23 required to give a legal conclusion in order to answer 24 the question.

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That applies to Requests 9 through 12 and to

26 in particular where we ask about wholesale service 1 2 quality standards, and I think it's clear from reading 3 the requests that we are asking Verizon to admit to 4 facts, which is clearly allowed by the rule that defines what a data request is allowed to do. You can 5 6 ask a party to admit to facts, admit the fact that 7 there are no wholesale service quality standards 8 imposed by statute or by rule or by order, and that 9 seems like very straightforward questions to me that 10 don't call for legal conclusions.

And I would also point out that Verizon doesn't address our Data Request 13, which is clearly in narrative form, and that asks, Do you follow, essentially, any wholesale service quality standards in Washington? If so, why, what's the source, and please explain it to us, and that's as straightforward a question as you can get.

18 I guess the other thing I wanted to bring up was Verizon also raises an issue about our Data 19 20 Requests 17 through 19, which asks specifically about 21 the differences between Verizon East and Verizon West, 22 and our experience is, and we hope to be able to 23 demonstrate this in our testimony, is there is 24 substantial differences between the way things are done 25 in Verizon East and Verizon West.

Those discovery requests were intended to get 1 2 Verizon to provide information about those differences 3 and to explain those differences in the case of having 4 provisioning intervals on its Web site for Verizon East but not Verizon West. The question is why? Why is 5 there this distinction? We think that's a legitimate 6 7 question that gets to the heart of the kinds of issues 8 that we are encountering on a daily basis.

9 Finally, I wanted to address a comment that 10 Verizon made about our claim in our motion that we have 11 continual problems with Verizon. Verizon responds by 12 saying we've only filed one complaint, and that involves eight customers, and I want to point out that 13 14 for a company like Integra that has three people in its 15 regulatory department, is nowhere near the size of 16 Verizon, an issue has to get to a place where we feel like there is nowhere else to go on it, that we have no 17 18 other choice, before we commit the resources to file a 19 complaint.

There are other issues that I've been working on in the two months or so since I've been with Integra that we've been preparing to file complaints on against Verizon, and we haven't, and we've been in discussions with Verizon on how we can avoid doing that, and that's my point.

We have business-to-business contacts with 1 2 Verizon all the time, every day, about issues that we 3 have that impede our ability to compete in the State of 4 Washington. Some of those are resolved, quite frankly, but that doesn't mean they are not problems that need 5 6 to be fixed, because the resolution may come after a substantial amount of time and numerous problems and 7 8 customer indignation that they have to wait or do 9 additional things in order to get their service. 10 So the fact that we've only filed one 11 complaint against Verizon in Washington doesn't mean we 12 don't have problems we are talking with them about 13 every single day trying to resolve short of filing 14 complaints, and it doesn't mean that those issues are 15 any less important. That's really all I have to say on 16 kind of the main issues that Verizon raises in its 17 response. Thank you. JUDGE WALLIS: Thank you. It's been called 18 to my attention that Mr. ffitch, Public Counsel, is on 19

20 the bridge line, and I think he's able to communicate 21 with us now. Mr. ffitch, are you there?

22 MR. FFITCH: Thank you, Your Honor. Can you 23 hear me? I apologize. I had attempted to appear. For 24 some reason, I was not being heard in the hearing room, 25 but I am now listening in.

JUDGE WALLIS: Did you intend to participate 1 2 in the argument? 3 MR. FFITCH: Simply to state that for the 4 reasons set out in our filed pleading, we support the Integra motion. 5 б JUDGE WALLIS: Very well. 7 MS. SINGER NELSON: Your Honor, this is 8 Michel Singer Nelson. I'm also on the line for MCI, 9 but I don't plan to participate at this point. 10 JUDGE WALLIS: Is there anyone else on the 11 bridge line who wishes to participate? Let the record 12 show there is no response. Ms. Endejan, will you be 13 arguing on behalf of the merging parties? 14 MS. ENDEJAN: I will. Good morning, 15 Commissioners and Chair Sidran. 16 JUDGE WALLIS: Excuse me. I believe there is a question. 17 18 CHAIRMAN SIDRAN: Before you proceed, I would 19 like to ask Mr. Nusbaum a question about how you 20 respond to, and I assume Ms. Endejan will be addressing 21 this, but in Verizon's brief, there is a not very fully 22 developed but notion that because the merger is between 23 the parent companies and not the operating companies that somehow, that makes a difference; although, it's 24 25 not really very clearly developed in the brief, but I

take the point in the brief to be that it makes a 1 2 difference that it's a merger of the parent level. 3 And then in the brief from Verizon, there is 4 this suggestion that the point you made in your brief about the Commission's disposition of the Qwest/US West 5 6 merger where the issue of wholesale standards was addressed is part of a settlement that Verizon's brief 7 8 states -- actually, the passage that's quoted supports 9 Verizon's position here and then goes on to basically 10 suggest that Verizon's wholesale performance 11 practices -- I'm quoting now from the brief on Page 12 3 -- that it asks that Integra, in effect, the 13 discovery request doesn't ask how any of Verizon's 14 wholesale performance practices at a local operating 15 company level might be impacted by the merger. 16 Would you respond to what I take Verizon's 17 point to be that because this is a merger at the parent 18 level, what's happening at the operating company level 19 somehow doesn't matter? I guess that's the implicit point, or it doesn't matter as much, and I'm sure 20 21 Ms. Endejan will address this, and that the precedent 22 you cite from the Qwest/US West merger is not apropos 23 to this issue.

24 MR. NUSBAUM: I will, Chairman Sidran. Thank 25 you. I think the issue of this being a merger between

the parent companies is an issue that's going to be explored in this docket and its effect on competition here locally with respect to Verizon Northwest, but I think it's important -- and I would say that that's not a reason to not allow us to engage in information gathering about the local entity.

7 Our ability to tie that to the merger, the 8 effect of the merger, is up to us. If you took the 9 position that any discovery requests that didn't 10 specifically ask about a particular issue was not 11 relevant, then I think you would have a much more 12 limited discovery. I don't think I'm articulating 13 myself very well, and I apologize.

14 Here's how we look at this issue: We look at 15 it in a very straightforward way, and that is Verizon 16 has said that this merger will make it a stronger 17 competitor, a more vigorous competitor. That means as 18 part of that merger, a competitive LEC, MCI, that has 19 been very vocal on a national scale in terms of leading 20 the CLEC community along with AT&T in its fights, is 21 going to disappear. There is going to be one less 22 competitor for retail customers in Washington to chose 23 from that's not Verizon, and the CLEC community, as I think the New York staff pointed out in their white 24 25 paper, is going to be missing a very vocal voice for

1 its rights.

2 So we look at it in terms of the effect of 3 the merger on competition is going to be that a major 4 competitor is going to be gone and that Verizon is 5 going to have less incentive to perform well on a 6 wholesale basis after the merger and that those issues 7 should be considered by the Commission.

The fact that this is a merger between the 8 parent companies to me doesn't impact whether -- it's a 9 10 merger between the parent companies, but there are 11 consequences as a result of that, and that is that MCI 12 as a CLEC disappears; again, that Verizon, through its 13 concentrated market power, has less of an incentive to 14 provide well on a wholesale basis, and that that 15 directly affects the public interest even in a 16 postmerger world.

17 I think that gets to the effect of the merger 18 as well, and that is the question of the fact that our 19 data requests don't address that specifically doesn't 20 mean that they are not relevant in order to help us 21 build our case and inform the Commission about the 22 issues that are at stake here.

And with respect to the US West/Qwest merger
being inapplicable, I think that was the point there,
was that what I took Verizon's statement to mean was

there, they did consider the merger's effect on 1 2 competition, and the parties essentially settled and 3 the Commission adopted wholesale service quality 4 standards that addressed those issues. That's not to say that that's not going to happen here, and that's 5 6 not to say that our data requests that asked for 7 information that will allow us to build our case are 8 not relevant and should not be answered. Did that 9 answer your question? 10 CHAIRMAN SIDRAN: Yes, thank you. 11 JUDGE WALLIS: Ms. Endejan? 12 MS. ENDEJAN: Chair Sidran, I think you hit 13 the nail right on the head. If you look at the actual 14 data requests here, they don't have anything to do with 15 the impact on competition of the merger. Rather, they 16 deal with the individualized beef that Integra, one 17 CLEC, has with Verizon, and I want to put this in 18 context, first of all, and compare and contrast this 19 situation with what happened in the Qwest case. 20 First of all, back in 1999, I think that all

of us could agree that the competitor landscape in the world was a lot different. The 271 proceedings had not occurred, whereby the least US West here in this state had to adopt certain performance quality standards that applied overall to everybody. Back then, it's

important to highlight that what was being acquired was
 US West, which was the provider of the unbundled
 network elements, etcetera, that the CLEC's were
 concerned about.

5 That's not the situation here. Nothing is 6 going to happen to Verizon Northwest, Inc., in terms of 7 it will still be the wholesale provider. It will still 8 honor its interconnection agreement with Integra, which 9 I will address in a minute. Nothing is going to 10 change, and if it was going to change, the data 11 requests we are talking about here today certainly 12 didn't ask about that. Instead, what we have here is 13 an individualized complaint case shoehorned into a 14 general merger proceeding.

15 I would also like to highlight several 16 critical facts. Back in 1999 with the US West merger, there were eight CLEC's that were intervenors. There 17 18 was a systemic problem associated with US West's 19 wholesale service quality back then. Here, in 20 contrast, you have one CLEC, and the Staff has not even 21 weighed in to say that, Gee, there is a wholesale 22 service quality problem with Verizon. There is only 23 Integra saying, We don't like what they did at the Boys and Girls Club in Woodinville. 24

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Well, that's fine. That will be addressed in

the related complaint case. None of the data requests 1 2 that we are talking about here today have anything to 3 do with A, how Verizon might change things as a result 4 of the merger with respect to wholesale provisioning; doesn't ask at all about the impact of MCI. It has 5 nothing to do with MCI here, and as we're stated 6 7 repeatedly throughout this, there are really only 8 40,000 MCI access lines that will be acquired in this 9 state. So the key difference between the Qwest/US West 10 merger and ours is the systemic versus the 11 individualized issue, and Integra really has to be 12 viewed as an outlier here.

13 I would also point out a couple of things 14 relating to the Commission's procedural rules. When a 15 party intervenes, a party basically says that, I'm here 16 to protect my interests and I don't intend to broaden 17 the issues. That's what Integra said. Now all of a 18 sudden, we have Integra in here broadening the issue of 19 whether or not Verizon properly provisioned the Boys 20 and Girls Club in Woodinville, and I would submit to 21 the Commission that it would be a waste of your time 22 and resources to engage in the resolution of an 23 individualized complaint within the context of the 24 broader merger proceeding.

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Now, Integra said that, Gee, what you should

do, Commissioners, is you should condition approval 1 2 upon the adoption of wholesale service quality 3 standards. The complexity of doing that, we would be 4 tied up until Mt. Saint Helens blew again, because as the New York experience demonstrates, first of all, 5 when you are going to adopt, quote, wholesale service 6 7 quality standards, they must be generic and apply to 8 other providers who are not present in this case.

9 CHAIRMAN SIDRAN: Let me interrupt you for a 10 minute, because you raise the New York example. Isn't 11 there a distinction between getting to the issue of 12 whether we should have wholesale standards and what 13 those standards should be, which I agree could be very 14 complex and time-consuming? Isn't that a separate 15 issue from a discovery issue as to whether or not the 16 existence or absence of wholesale standards, or for that matter, simply the performance or lack of 17 18 performance in this regard, would be impacted by the 19 merger?

20 MS. ENDEJAN: Well, first of all, the 21 Commission may not be aware that the Commission had 22 opened a proceeding and decided not to proceed with 23 respect to the adoption of wholesale service quality 24 standards several years ago, and that's cited in the 25 brief, and I think one of the reasons for that is as

the industry has evolved, there are wholesale service quality standards that are incorporated within the walls of each parties' interconnection agreement, and Integra knows this. They don't like dealing with the interconnection agreement provisions.

б CHAIRMAN SIDRAN: Let me try reframing the 7 question. In Integra's brief, they cite the staff report from the New York Public Service Commission, 8 9 which you point out is simply a staff report, but 10 again, looking at it in the context of a discovery 11 request as opposed to getting to the merits of the 12 advisability or inadvisability of adopting standards, 13 just looking at the Staff and New York Commission's 14 white paper report and what they had to say, doesn't 15 that suggest at least relevancy that its an issue that 16 is fairly addressed in the context of looking at the 17 merger?

MS. ENDEJAN: Well, I would submit that the New York staff report is focusing on whether there will be ongoing compliance with respect to the standards that they've adopted, not whether they should be adopted and what they are.

There are national standards that Integra is fully aware of by virtue of the fact that they reference the Company's Web site. It's called the WISE

1 system, and it basically lays out for all CLEC's and 2 has operated successfully for CLECs across the country 3 for the past several years. Integra just doesn't like 4 the system. It exists. 5 But to go to your direct point, you are 6 asking, is the issue of wholesale service quality 7 standards relevant in this proceeding --

8 CHAIRMAN SIDRAN: Forget standards. I'm just 9 asking you whether the issue of the quality of 10 wholesale service to CLEC's is relevant?

11 MS. ENDEJAN: In the overall context of this 12 proceeding, I would say no, simply because Verizon 13 Northwest Inc., there is nothing that is going to 14 change. There is going to be no impact on how they 15 provision today. That is a separate issue. It may be 16 relevant to another proceeding, etcetera, but I would 17 also like to point out, and I would like to go through 18 these data requests, they don't really go to the issue 19 of wholesale service quality and how Verizon is 20 performing.

21 So even if you accept this attenuated theory 22 of relevancy that Integra is propounding here, when you 23 look at the actual questions themselves, they don't go 24 to that issue. It's kind of like a double layer of 25 irrelevancy. For instance --

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1 COMMISSIONER OSHIE: Before you go there, 2 Ms. Endejan, I want to go back to the point that you 3 made earlier in just this response to Commissioner 4 Sidran, which is that nothing is going to change, and 5 as a result of that statement, any issues that might 6 deal with change in the competitive landscape would be 7 irrelevant.

8 Isn't that a subject that is raised in the 9 testimony and, I believe, in the petition, the Verizon 10 and MCI, in this merger matter that nothing really is 11 going to change in the competitive landscape? Isn't 12 really the issue in play in this, and that can't 13 Verizon or can't Integra or any other party argue that 14 they might see a change in the competitive environment 15 as a result of the merger, and can't they bring that to 16 us? They might argue that all UNE's should be free as a result of this, but aren't they free to do that, and 17 18 wouldn't they have the burden to carry that in any kind 19 of proceeding and we would have to make a decision? 20 I guess I see that issue as being relevant to 21 this proceeding, so I was taken aback a bit when you 22 stated that, Well, no, because nothing is going to

23 change, it's not relevant if Integra wants to talk 24 about how it might change.

MS. ENDEJAN: Point well taken, Commissioner

Oshie, but I would like to emphasize if you look at the 1 2 actual questions that we are here about today, they 3 don't go to the issue of whether the competitive 4 landscape is going to change, and they also ask nothing about anything Verizon has said in its testimony or in 5 its petition. They ask for things such as, Admit that 6 7 the WUTC has not promulgated any rules that include or 8 set forth any wholesale service quality standards.

9 Now, that's not a fact. That is something 10 that if Integra wanted to prepare its case, it could 11 look and very easily research and find out that there 12 are no WUTC promulgated rules. This does not ask us to 13 provide factual information that's only in our 14 possession in order to enable an opposing party to 15 present their case.

16 So I guess I take issue with Mr. Nusbaum's 17 claim that we have to have all these answers in order 18 to write testimony because that is simply not the case. 19 CHAIRMAN SIDRAN: I was just going to say, I

20 think for our purposes today, the focus should not be 21 on the individual requests because they may or may not 22 be very artfully framed in terms of their individual 23 requests. I don't personally think we need to reach 24 that this morning.

What I'm interested in hearing about, which I

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think is really the big issue, is help me understand 1 2 why it's not relevant, why it's not a legitimate area 3 for inquiry? Maybe these data requests individually, 4 which I'm sure Judge Wallis will do, need to be reframed, or maybe some will not be allowed, but the 5 6 big picture issue that I would like you to focus on, and I think Commissioner Oshie did a nice job of 7 8 framing it, is if this is not relevant because nothing 9 is going to change, if that's the premise, then what is 10 there for the Commission to examine, because Verizon's 11 position is nothing is changed. Therefore, this is no 12 impact of this merger, and if we took that literally, 13 we could all go home.

MS. ENDEJAN: I have to admit, Chair Sidran, that that is the Company's position; that nothing will change. However, I also acknowledge that parties are free to challenge the Company's position.

I guess my point here is Integra's not doing that in its data requests, and I won't focus on the individualized ones, but they don't ask questions about how Verizon might be changing as a result of the merger, its service provisioning intervals. They don't go there.

24 They simply go to their individualized25 problems with Verizon on a number of occasions, and we

submit that this merger proceeding, it's really an abuse of the merger proceeding to deal with some individualized service problems. There are other forums. It's not like Integra is not going to have relief. It has every opportunity in the related complaint case to bring these forward.

7 CHAIRMAN SIDRAN: Wouldn't you acknowledge 8 that you can have the same issue arise in two separate 9 proceeding, subject, perhaps, to different kinds of 10 standards? The fact that Integra has this pending 11 complaint where many of these issues may well be 12 addressed, how does that preclude the relevancy of an 13 inquiry if the context of the merger that simply speaks 14 to this question of whether wholesale service will be 15 affected by the merger? Now, that's got to be to a 16 relevant question; don't you think?

MS. ENDEJAN: Yes, that is a relevant
question, but again, Integra's discovery don't go
there. They don't address that issue.

20 CHAIRMAN SIDRAN: But you can see it's a 21 relevant question. If they reframe under Judge 22 Wallis's individualized attention their data requests, 23 if you can concede that wholesale service is a relevant 24 area of inquiry in terms of the merger, then can't we 25 find some way to, under Judge Wallis's guidance, to go

through those individual requests and decide which ones speak to that issue, which don't, which might need to be refined in some way, which might be too burdensome, which are not burdensome at all? Wouldn't that meet the need here?

б MS. ENDEJAN: The Company, I think, would -and we tried to work on this one. If the Commission 7 8 wants some information with respect to whether Verizon 9 is complying with its own wholesale performance 10 standards, etcetera, and if the questions were framed 11 properly that way and if they were capable of being 12 answered, because a lot of the questions here aren't, 13 then the Company would have to respond.

14 CHAIRMAN SIDRAN: Thank you.

15 MS. ENDEJAN: So I guess I would return 16 though to the issue that is raised by Integra, which is, is the merger proceeding -- the allegations in 17 18 their filings are that this should be a vehicle for 19 adopting wholesale service quality standards, and we 20 would submit that that's just unworkable, and this is 21 not the forum or the place or the time to do that, 22 which is a separate question from the one you just 23 raised, which is will the merger impact existing 24 wholesale service quality performance.

25 JUDGE WALLIS: Ms. Endejan, isn't it

premature to address that question right now? We don't have parties actually offering evidence to which you can object. We don't have parties making arguments, all of the parties in the case making arguments on this point that you could respond to.

6 All we have now is a batch of discovery 7 requests that may or may not ultimately get into 8 testimony that will be something that you can address 9 and all parties could argue.

10 MS. ENDEJAN: Your Honor, the only reason I 11 raised it is in Integra's motion, they assert that the 12 adoption of service quality standards in this 13 proceeding as a condition of approval is one of the 14 bases for why their data requests are relevant. If 15 that's the case and if the Commission agrees or finds 16 that it would not be proper in this proceeding to 17 engage in that sort of examination, then I think that 18 one of the underpinnings of their relevancy argument 19 goes away.

If you look at their requests, they are pretty much asking for individualized information that doesn't go to the general, broad public interest issue that Chair Sidran raises, and so I would submit that perhaps if Integra did ask the proper questions that tie to that issue, then the Company would have to

answer, but as it stands today and on the record and
 with these data requests, they don't go to that central
 issue.

4 We would also ask that if to the extent possible, you bear in mind that there is a related 5 6 complaint case, and we would submit that individualized 7 grievances with customer service at the Boys and Girls 8 Club, issues with that should be confined to the 9 complaint case. That's an entirely separate issue from 10 whether or not there is a systemic problem that Verizon 11 has with providing wholesale service to other CLEC's.

12 No other voices are here today except 13 Integra's on that point. We would submit that that's 14 pretty good proof that it really shouldn't be an issue 15 here, and maybe you will have to make that conclusion 16 based upon the other testimony that will be submitted 17 in this case.

But I really think that it's a waste of valuable time and resources to focus on an issue that is really only one party's individual beef when there are so many other considerations that this Commission is going to have to weigh when it looks at the ultimate decision of whether or not to approve or disapprove the merger.

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CHAIRMAN SIDRAN: I just want to note that

apparently Public Counsel is in support of Integra's 1 2 motion, and I assume Mr. ffitch can speak for himself 3 on this, but I assume that because they agree, at a 4 minimum, there is a relevancy here of the wholesale services issue in the context of the merger, but if you 5 6 don't mind my interrupting for just a moment, can you 7 clarify, Mr. Thompson, does Staff have no position on 8 this issue?

9 MR. THOMPSON: Your Honor, we hadn't joined 10 in this motion given the time frame. Our discovery 11 efforts and investigation hadn't focused yet on 12 Verizon's wholesale performance. We do intend to ask 13 for updates of information, for example, in the WISE 14 Web site that Ms. Endejan mentioned and to ask a couple 15 of questions about Verizon's wholesale performance.

We do think it's relevant, and we certainly disagree with Verizon's assertion that it's categorically irrelevant. The big picture being Verizon is acquiring one of its larger competitors. So Verizon's own testimony that's been filed already deals exclusively with competition issues, so competition is very much an issue in the case.

And you look at the reduction of a competitor and then you get to the question, well, are there things that mitigate that potential harm or possibly

exacerbate that harm, and one of those things is how is 1 2 Verizon doing in terms of providing piece parts of its 3 network to its local exchange competitors? Should we 4 be concerned about the state of competition after the merger because that performance isn't good, or should 5 we take comfort in the fact that it is good and that 6 7 there won't be barriers to entry by the remaining 8 competitors after the merger? 9 Those are the kinds of issues we think are 10 relevant and that we will turn our attention to. CHAIRMAN SIDRAN: I'm sorry to interrupt. 11 12 Please go ahead. 13 MS. ENDEJAN: I want to be very clear on why 14 the Company views this whole wholesale service quality 15 issue as a red herring in the sense that if you look at 16 the transaction, the ownership, control, whatever, of Verizon Northwest Inc., it's not going to change. 17 18 That's what I meant when I said there will be no 19 change. In other words, this transaction that occurs 20 at the parent company level will have no, the 21 transaction itself, impact on Verizon Northwest Inc. 22 So that's why if you are looking at merger

23 impacts, which we believe, I guess, is the central 24 issue here, if there is no change, and I realize you 25 might not agree with that, but the whole issue of

wholesale service quality performance of the Company is 1 2 separate from an analysis of potential competitive 3 impacts as a result of the merger. And that's why we 4 would resist going down this bunny trail of making the Company's wholesale service quality a major issue here. 5 6 I also just want to give you some factual 7 information, and we are happy to supplement this, as 8 Mr. Thompson said. There is and has been in place this 9 national wholesale service quality system that is 10 referenced and incorporated by reference as a result of 11 the parties' interconnection agreements, and you can go 12 into the system. You can find the service quality 13 standards. You can find the metrix that measure the 14 Company's perform, etcetera. 15 Integra has been given a password to have 16 access to this system. They've been invited to consumer-user forums, intercarrier forums. Frankly, 17 18 they have not availed themselves of the opportunity to 19 be trained on the system and to go to these forums, 20 except for in the very recent several months, I'm told. 21 So a lot of the problem with Integra and 22 Verizon is the fact that they just haven't bothered to 23 learn Verizon's system. They are comfortable with the 24 Qwest system. They want Verizon to be like Qwest, and

25 guess what, they are different, and you can't expect

two national companies to alter their systems so that 1 2 they are exactly the same. 3 COMMISSIONER OSHIE: I think I'm hearing an 4 argument in the Boys and Girls Club case here, but how does it relate to this matter? 5 6 MS. ENDEJAN: It doesn't relate to the merger 7 matter. That's what I keep saying. It doesn't go to 8 the central issue of impact as a result of Verizon 9 Communications, Inc., acquiring MCI Communications, 10 Inc. That's the question here. 11 So I think that, and I will cease my argument 12 on this point because I think I've emphasized it 13 enough, that the issues raised by Integra don't go to 14 the question you all have to answer, so accordingly, 15 and particularly because many of them are virtually 16 impossible to answer, we shouldn't have to answer them. 17 So with that, I will conclude. 18 JUDGE WALLIS: Mr. Butler? MR. BUTLER: I would like to make a few 19 comments, and really to reemphasize the point that 20 21 Ms. Endejan is making. It's important to focus on what 22 exactly is before the Commission here, and the issue is 23 whether this particular transaction will harm the 24 public interest. 25

The transaction, as she said, does not

involve the change in ownership or control of Verizon 1 2 Northwest. It involves an acquisition by Verizon 3 Northwest parent of MCI; in other words, a change of 4 ownership and control of MCI, unlike the US West/Qwest merger case where the issue was a change in the 5 ownership of control of US West, a major incumbent 6 local exchange company with carrier-of-last-resort 7 8 obligations. No such issue was involved here. 9 What you have is a change in the ownership 10 and control of MCI, a small CLEC that serves less than 11 two percent of the access lines in the state, is 12 supposed to even be exempt from the chapter of RCW 13 dealing with property transfers. It's also a 14 competitively-classified company for which these 15 provisions have been waived. There is nothing in 16 Integra's questions that go to the issue of about what 17 will be the effect on MCI's service quality. 18 Looking parallel to the US West case, the 19 question was concern about the impact of the 20 transaction on US West service quality, and there was

21 concern that Qwest, which was a long-haul carrier and a 22 CLEC, didn't know what it was doing in terms of running 23 an incumbent local exchange company. That isn't

24 involved here.

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We have to keep the eye on the ball, which is

the impact of this specific transaction, and the 1 2 concerns about the impact on competition generally are 3 really relevant to the extent that they affect the 4 competition that MCI was providing. There is nothing in this transaction that involves a change in the 5 6 ownership, control, or operation of Verizon Northwest, 7 and that's why we believe that the motion to compel should be denied, why we don't think the questions that 8 9 Integra is asking are relevant for this proceeding. 10 They are maybe properly the subject of a 11 complaint proceeding, which is why you have that 12 complaint process. You also have that expedited 13 process that deals with enforcement of the 14 interconnection agreements. If there is a problem with 15 compliance of the service quality requirements and the 16 interconnection agreement, you have an expedited 17 proceeding to deal with that, but it doesn't belong 18 here. JUDGE WALLIS: Let's ask Mr. ffitch at this 19 point if he has any comments. Mr. ffitch? 20

21 MR. FFITCH: Thank you, Your Honor. I don't 22 really think I have anything to add. I believe that a 23 number of points that I wanted to raise were actually, 24 I think, framed very well by questions from the Bench 25 regarding the relevance of wholesale service quality in

this case, and so I don't think I'm going to raise 1 2 those again. I think Verizon has conceded that 3 wholesale service quality is an issue, and I think 4 these questions are certainly relevant, so I won't add anything beyond that, Your Honor. 5

б JUDGE WALLIS: Mr. Nusbaum? MR. NUSBAUM: I would add that I believe I 7 8 saw some data requests from Public Counsel on that very 9 issue. It's not just Integra that has asked questions 10 about it. Public Counsel has admittedly. The other two 11 CLEC's in this case, to my knowledge, have not, but 12 that doesn't mean that the issues that are raised 13 aren't important to the public interest to ultimately 14 retail consumers.

15 We've heard a lot about how the questions get 16 at the individualized beefs that Integra has with Verizon. Some of them do, but most of them don't. 17 18 Most of them are more general questions about issues 19 involving ordering, provisioning, escalations, the 20 kinds of things Integra deals with on a daily basis. 21 If we have trouble with that, that affects our ability 22 to compete which affects the public interest which 23 affects the public. I wanted to make that point. 24 I wanted to make a quick point about these customer-user forums, which a colleague of mine has

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recently started attending. We didn't know about them 1 2 until fairly recently, I think, in the late fall. And 3 we weren't afforded an opportunity to participate in 4 them. We are participating in them now. They do exist. She's flown back to New York and has 5 6 participated in them. My understanding is they are not a forum 7 8 where you can -- it's kind of a generalized, broad forum where everybody can discuss the issues that they 9 10 have on kind of a global scale. That's my

11 understanding, and it's not the kind of discussion you 12 can have on a company-to-company basis.

13 I guess those are the main points I wanted to 14 make, and I'll stop there.

15 JUDGE WALLIS: Very well. Are there any 16 further questions of counsel?

17 COMMISSIONER JONES: I have a question of Mr. Nusbaum. Can you give me a little bit of context 18 19 on this, on the number of complaints. You mentioned on 20 a daily operating basis, you have a lot of issues, 21 obviously, that escalates, and I notice in your 22 Complaint that some of them go back to 2002, this Boys 23 and Girls Complaint, and the counsel for the other 24 party has said there are only, what, one complaint has 25 been filed by Integra for eight firms in question.

1 Can you give us a little sense of the number 2 of customers you have in the state and how large a 3 percentage or what kind of impact this has in terms of 4 a total context of your CLEC business in the State of 5 Washington?

6 MR. NUSBAUM: I would be happy to do that. I 7 would be happy to follow-up with that. Unfortunately, 8 I don't know the answers to those questions off the top 9 of my head. I'm relatively new to the company, about 10 two months now. I will say that some of the Boys and 11 Girls Club issues do go back to 2002 and have been 12 around since then.

13 To get a more general sense of the kinds of 14 things that happen, I mentioned some of the stages in 15 obtaining a customer -- ordering services from Verizon; 16 having Verizon provision them; if there is a problem, 17 escalating it to the appropriate people, trying to get 18 it resolved, and then maintenance and repair is kind of the last issue that we have, and we have issues with 19 20 Verizon in all of those kind of general categories, 21 frequently in Washington.

I would be happy to give you more specifics if you would like. The only information I have about the size of Integra in Washington is we believe we are the largest UNE purchaser in the Verizon territory in

Washington. That was one of our questions to Verizon 1 2 that did not get answered. 3 COMMISSIONER JONES: So you believe you are 4 the largest UNE purchaser of Verizon in the State of Washington? 5 б MR. NUSBAUM: We believe so. There are other 7 carriers who focus on resale, UNE-P or equivalent, things like that, or have different operations. 8 9 Integra's operations in Washington focus on small and 10 medium-size businesses, and we are a facilities-based 11 carrier. We have our own switches, so we focus on 12 UNE's from Verizon. 13 COMMISSIONER JONES: Just one question for

14 Mr. Butler. I understand your argument about the 15 parent companies. This is a composed acquisition 16 between Verizon -- doesn't have anything to do with 17 Verizon Northwest, but you also mention in that 18 statement that MCI, a legitimate area of inquiry would 19 be the effect of the merger on wholesale competition, 20 specifically on MCI, and you are representing MCI 21 today; is that correct? 22 MR. BUTLER: Yes, that's correct. There are 23 no questions here about MCI's service quality. COMMISSIONER JONES: Can you answer this 24 25 question for me, and my information is not up-to-date,

but aren't MCI and AT&T the largest CLEC's in the State 1 2 of Washington by number of access lines? 3 MR. BUTLER: It certainly is not. MCI has 4 less than two percent of the access lines in this state, considerably less than two percent of the access 5 lines in this state, and the smallest portion of those 6 are in the Verizon territory. Most of those are in the 7 8 Qwest territory, but way below two percent. So that 9 makes MCI not the largest, but one of the smallest 10 CLEC's in the state. COMMISSIONER JONES: Well, if MCI is one of 11 12 the smallest CLEC's in the state, who are some of the 13 largest CLEC's in the state? 14 MR. BUTLER: I believe Comcast has more than 15 two percent of the access lines, and it is considered a 16 Class A company and has to comply with certain reporting requirements of the Commission. MCI does 17 18 not. I assume AT&T is, maybe XO. I don't know the specific numbers of those CLEC's, but I do know the 19 20 numbers for MCI, and MCI just isn't that big. 21 COMMISSIONER JONES: I understand your point. 22 My point is that you do concede the point that it is a 23 proper area of inquiry for this Commission to look at 24 wholesale competition postmerger, the impact of this transaction on wholesale competition. 25

MR. BUTLER: Look at whether the acquisition 1 of MCI --2 3 COMMISSIONER JONES: That's my question, the 4 acquisition of MCI. 5 MR. BUTLER: -- will do harm in the public 6 interest here, but these questions don't go to that. 7 In no way do they approach touching that issue. 8 COMMISSIONER JONES: Okay. I'll leave it at 9 that. 10 JUDGE WALLIS: Is there anything further? 11 CHAIRMAN SIDRAN: I would like to follow-up 12 with Mr. Butler. I'm puzzled by that notion, again, in 13 a discovery context, where there is a fairly low 14 standard of relevancy or likely to lead to the 15 discovery of relevant evidence, to suggest that yes, 16 it's a legitimate area that may have some impact on public interest to look at wholesale service and 17 18 competition, but that the acquisition of MCI by Verizon will have no impact on that issue at all and that it's 19 20 irrelevant to look at Verizon, look at the Verizon side 21 of that issue to look at what they are doing now and 22 what they might be doing in the future, which can sort 23 of look at the future impact of the merger. Isn't it relevant to look at what is now 24 25 happening on the Verizon side of that issue in order to

somehow attempt to predict the future impact, if any, 1 2 that would come from the acquisition of MCI? 3 MR. BUTLER: Again, this transaction involves 4 the change and the ownership and control of MCI by Verizon Northwest, a local exchange company and the 5 6 wholesale provider you are talking about, by its 7 parent, not by Verizon Northwest. There is nothing 8 about this transaction that involves a change for Verizon Northwest. 9 10 There is a change for MCI, and that should be 11 the inquiry and the impact on, quote, the wholesale 12 market or wholesale service quality should be focused

13 on the effect of this transaction on what portion of 14 that MCI provides.

15 CHAIRMAN SIDRAN: Shouldn't the focus be on 16 the market and the impact on the market? The part I just can't track in terms of your argument is that when 17 18 Verizon propounds the value to Verizon of the acquisition of MCI is to make it a stronger competitor 19 20 in the market place, to suggest that we should not 21 determine that it is relevant or likely to lead to the 22 discovery of relevant evidence on the issue of the 23 impact on the marketplace of wholesale services in competition to look at where Verizon is today in that 24 context and where it might be tomorrow if the merger 25

goes through, I just don't find that very persuasive.
 MR. BUTLER: The issue is the change that is
 brought about by the fact that MCI's ownership and
 control is changing, and it is being bought by Verizon
 Northwest's parent, not Verizon Northwest. There is no
 change for Verizon Northwest.

7 These questions don't go to the issue that 8 you are talking about. These questions go to some service quality complaints that one CLEC has with 9 10 Verizon Northwest that may be properly the subject of a 11 complaint proceeding and apparently are the subject of 12 a complaint proceeding, but they are not relevant in 13 this case because this transaction doesn't affect 14 Verizon Northwest's service quality, and these 15 questions are geared towards finding out what the 16 effect this transaction has on the overall market, overall wholesale market, or the impact of MCI and the 17 18 part that it plays in here.

19 That's my point, that it doesn't really touch
20 the issues that are the subject of this proceeding.
21 Those questions don't touch them.

22 CHAIRMAN SIDRAN: Let me conclude by asking 23 the same question I asked Ms. Endejan. Leaving aside 24 these questions, the objection of relevancy of an 25 inquiry into the impact on the market with respect to

wholesale service of the acquisition of MCI by Verizon, would you agree that that's a relevant area of inquiry, leaving aside these particular questions? MR. BUTLER: If someone were to ask about what the effect on the wholesale market would be of the change in the ownership of MCI, I would say that that would be relevant. CHAIRMAN SIDRAN: Would you agree that in order to --MR. BUTLER: Don't concede jurisdiction. CHAIRMAN SIDRAN: I understand. Thank you. JUDGE WALLIS: Thank you all very much. This argument is concluded. (Oral argument adjourned at 10:11 a.m.)