

**New Hampshire Public Utilities Commission Staff Advocates**

**Docket No. 10-025**

**Respondent:** John Lisciandro  
Director, Deloitte FAS

**Request:** Otel Telekom, Inc.

**Dated:** March 31, 2010

**Item:** Otel: Staff ADV-12 Regarding the discussion of access revenue on pp. 10-11 of Mr. Lisciandro's testimony:

- (a) Please provide an unredacted copy of such testimony.
- (b) Please specify any and all factors, and any changes or trends in those factors that are projected to result in increased access revenues, including but not limited to rates, ARPU, number of channels, and number of customers.

**Reply:**

- (a) In order to conduct my inquiry and analysis Deloitte FAS entered into a confidentiality agreement with FairPoint with respect to confidential and competitively sensitive business information. Deloitte FAS is not at liberty to provide unredacted copies of any of that information.
- (b) In the telecom industry, access revenue is typically comprised of a number of categories including end user, interstate switched, intrastate switched and interstate special. Factors that are typically included by telecom companies in the calculations of certain access revenue include customers, number of lines, minutes of use and rates. FairPoint's projected increase in access revenue appears to be primarily driven by NNE Interstate Special Access revenue. However, the growth of NNE Interstate Special Access Revenue appears to be based on a percentage growth rate over the previous period rather than based on a more detailed approach that includes factors such as rates and customers. Therefore, we do not have the specific factors that are projected to result in increased access revenues.