



**FairPoint Communications, Inc.  
State of New Hampshire  
Docket No. DT 07-011**

**Respondent:** Brian Lippold  
**Title:** Vice President, Business and  
Wholesale Services

**REQUEST:** New England Cable and Telecommunications Association, Inc. and  
Comcast Phone of New Hampshire, LLC - Rebuttal

**DATED:** September 20, 2007

**ITEM:** NECTA/CPNH - 17 Please describe in detail Mr. Lippold's responsibilities pre- and post-  
cutover regarding the business services organization. Please state  
whether his responsibilities include the growing of revenues from  
retail business customers.

**REPLY:** Please refer to the Prefiled Rebuttal Testimony of Brian Lippold at  
page 2. Mr. Lippold's responsibilities pre and post cutover regarding  
the business services organization include, but are not limited to:

- a. Establishing the organizational design of the business services team.
- b. Hiring personnel.
- c. Oversight and guidance of system design with Capgemini to create the order.
- d. Operation and management of the sales channel post merger close.
- e. Growing retail business revenues.