STATE OF SOUTH CAROLINA

(Caption of Case)

Application of Kentucky Data Link, Inc. to Provide Resold and Facilities-Based Local Exchange and Interexchange Telecommunications Services Throughout South Carolina

BEFORE THE
PUBLIC SERVICE COMMISSION
OF SOUTH CAROLINA

COVER SHEET

DOCKET NUMBER: 2008 - 16 - C

(Please type or print)
Submitted by: John J. Pringle, Jr.

Address: Ellis, Lawhorne & Sims, PA
PO Box 2285
Columbia SC 29202

SC Bar Number: 11208
Telephone: 803-343-1270
Fax: 803-799-8479
Other:

Email: jpringle@ellislawhorne.com

NOTE: The cover sheet and information contained herein neither replaces nor supplements the filing and service of pleadings or other papers as required by law. This form is required for use by the Public Service Commission of South Carolina for the purpose of docketing and must be filled out completely.

DOCKETING INFORMATION (Check all that apply)

☐ **Emergency Relief demanded in petition**

☐ **Request for item to be placed on Commission's Agenda expeditiously**

☐ **Other:**

INDUSTRY (Check one)	NATURE OF ACTION (Check all that apply)		
☐ Electric	☐ Affidavit	☐ Letter	☐ Request
☐ Electric/Gas	☐ Agreement	☐ Memorandum	☐ Request for Certification
☐ Electric/Telecommunications	☐ Answer	☐ Motion	☐ Request for Investigation
☐ Electric/Water	☐ Appellate Review	☐ Objection	☐ Resale Agreement
☐ Electric/Water/Telecom.	☐ Application	☐ Petition	☐ Resale Amendment
☐ Electric/Water/Sewer	☐ Brief	☐ Petition for Reconsideration	☐ Reservation Letter
☐ Gas	☐ Certificate	☐ Petition for Rulemaking	☐ Response
☐ Railroad	☐ Comments	☐ Petition for Rule to Show Cause	☐ Response to Discovery
☐ Sewer	☐ Complaint	☐ Petition to Intervene	☐ Return to Petition
☒ Telecommunications	☐ Consent Order	☐ Petition to Intervene Out of Time	☐ Stipulation
☐ Transportation	☐ Discovery	☒ Prefiled Testimony	☐ Subpoena
☐ Water	☐ Exhibit	☐ Promotion	☐ Tariff
☐ Water/Sewer	☐ Expedited Consideration	☐ Proposed Order	☐ Other:
☐ Administrative Matter	☐ Interconnection Agreement	☐ Protest	
☐ Other:	☐ Interconnection Amendment	☐ Publisher's Affidavit	
	☐ Late-Filed Exhibit	☐ Report	

Print Form Reset Form

ELLIS : LAWHORNE

John J. Pringle, Jr.
Direct dial: 803/343-1270
jpringle@ellislawhorne.com

March 3, 2008

FILED ELECTRONICALLY
The Honorable Charles L.A. Terreni
Chief Clerk
South Carolina Public Service Commission
PO Drawer 11649
Columbia SC 29211

RE: Application of Kentucky Data Link, Inc. to Provide Resold and Facilities-Based Local Exchange and Interexchange Telecommunications Services Throughout South Carolina
Docket No. 2008-16-C, ELS File No. 1453-11572

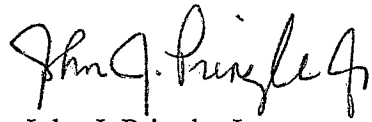
Dear Mr. Terreni:

Enclosed is the **Pre-filed Testimony of John C. Greenbank** filed on behalf of Kentucky Data Link, Inc. in the above-referenced docket.

If you have any questions or need additional information, please do not hesitate to contact me.

With kind regards, I am

Yours truly,



John J. Pringle, Jr.

JJP/cr
cc: C. Lessie Hammonds, Esquire (via electronic and 1st class mail service)
Margaret Fox, Esquire (via electronic and 1st class mail service)
Anthony D. Gillette, Esquire (via electronic mail service)

BEFORE

THE PUBLIC SERVICE COMMISSION OF

SOUTH CAROLINA

Docket No. 2008-16-C

Re:	Application of Kentucky Data, Link, Inc. for a Certificate of Public Convenience and Necessity to Provide Resold and Facilities-based Local Exchange and Interexchange Telecommunications Services in the State of South Carolina	)))))))

KENTUCKY DATA LINK, INC.

TESTIMONY OF

JOHN C. GREENBANK

1 **Q. Will you please state your name and business address?**

2 A. My name is John C. Greenbank. My business address is 3701 Communications Way,
3 Evansville, Indiana 47715. My telephone number is (812) 456-1205 and facsimile
4 number (812) 456-4731.

5 **Q. By whom are you employed and in what capacity?**

6 A. In my current capacity, I am the President of Kentucky Data Link, Inc. ("KDL").

7 **Q. Please give a brief description of your background and experience.**

8 A. I have over nineteen (19) years of experience within the telecommunications industry.
9 During my first ten (10) years within the industry, I worked as an applications engineer
10 with Sound Engineering and Design Company, of Springfield, Missouri, and as a senior
11 applications engineer for American Telephone Distributors, located in Kansas City,
12 Missouri. In 1992, I was hired by CSI Corporation, a Kansas City interconnect company,
13 as President. From there I became Vice-President of KDL. In 1999, I became President
14 of KDL, which is the position I currently hold. I am a shareholder with Q-Comm
15 Corporation, a privately held Nevada corporation, which is a holding company of KDL,
16 as well as Norlight, Inc., Cinergy Telecommunication Networks-Indiana, Inc., Cinergy
17 Telecommunication Networks-Ohio, Inc., among others. My focus at KDL is to oversee
18 the operations, product development, customer service, telecommunications training, and
19 general management of the company as a whole. I have also served as consultant to
20 Digital Telecommunications Inc. of Jackson, Tennessee, a switch manufacturer.

21 **Q. What is the purpose of your testimony?**

1 A. This testimony has been filed to answer the question for this Commission as to whether
2 KDL is technically, financially, and managerially capable to provide the services it
3 proposes in South Carolina.

4 **Q. Has KDL registered to do business in South Carolina?**

5 A. Yes. KDL has authorization to conduct business in South Carolina. A copy of the
6 certificate is attached to our Application.

7 **Q. Describe KDL's experience in the telecommunications business.**

8 A. KDL is a rapidly growing telecommunications carrier providing services to both
9 certificated carriers and to business customers. The company has been operating for
10 approximately eighteen (18) years and currently operates in Arkansas, Georgia, Illinois,
11 Indiana, Iowa, Kentucky, Michigan, Mississippi, Missouri, North Carolina, Ohio,
12 Pennsylvania, Tennessee, Virginia, West Virginia and Wisconsin. The Company has a
13 strong managerial ability and experience in the telecommunications industry that will
14 allow it to be a successful facilities-based local exchange and interexchange service
15 provider.

16 **Q. Where is KDL currently certificated?**

17 A. KDL is currently certificated in the following states:
18 Arkansas, Georgia, Illinois, Indiana, Iowa, Kentucky, Michigan, Mississippi, Missouri,
19 North Carolina, North Dakota, Ohio, Pennsylvania, Tennessee, Virginia, West Virginia
20 and Wisconsin.

21 **Q. Where in South Carolina does KDL intend to offer its local services?**

22 A. By its application, KDL is seeking statewide authority to provide local exchange and
23 interexchange services.

1 **Q. Please describe the services KDL proposes to offer.**

2 A. Initially, KDL will provide leased capacity, private line, and dedicated local transport
3 utilizing its own facilities and fiber optic network to customers in South Carolina. KDL
4 will also offer high speed data services, from DS1 to OC48 circuits. Service will be
5 available on a contract basis only for specified term periods. The Company offers its
6 services 24 hours a day, 7 days per week. The Company has a strong managerial and
7 technical staff, combined with many years of direct operational telecommunications
8 experience. Profiles of key management staff are attached to KDL's Application.

9 **Q. Describe the proposed KDL South Carolina tariff.**

10 A. KDL's tariff describes the company's rules and regulations, services and rates of services
11 offered to its Customers.

12 **Q. Does KDL own any network switches or transmission facilities used in routing calls?**

13 A. Yes.

14 **Q. How will KDL bill for its services?**

15 A. KDL intends to bill its customers directly, using its in-house billing systems. Our name
16 will appear on the bill and the bill will contain our toll free number for inquiries.

17 **Q. How are billing errors, complaints and trouble reports handled?**

18 A. KDL customers may contact the Company via its Toll Free telephone number, 1-877-
19 700-4535, for billing inquiries and questions. The Customer Service Department is
20 staffed twenty-four hours a day, seven days per week to assist customers.

21 **Q. How will KDL effect repairs for local exchange service?**

22 A. KDL will provide repair services using its own agents or through agents contracted for
23 with the incumbent local exchange carrier or an independent third-party contractor.

1 **Q. Does KDL have a regulatory contact person that will work with the Commission to**
2 **resolve customer complaints?**
3 A. Yes, Anthony D. Gillette at KDL, 8829 Bond Street, Overland Park, Kansas 66214 is the
4 contact person for the Commission. His telephone number is (913) 754-3341; Facsimile
5 number is (812) 759-0999; and email address is anthony.gillette@kdlinc.com.
6 **Q. Has KDL begun negotiations with incumbent LECs in South Carolina?**
7 A. No.
8 **Q. Describe KDL's financial ability to operate as a telecommunications provider.**
9 A. KDL has sufficient financial resources to provide the requested telecommunication
10 services in South Carolina, the financial capability to maintain these services, and the
11 financial capability to meet its lease and ownership obligations.
12 The Company has established a strong team to support its venture into the
13 telecommunications market. KDL has managerial ability and experience in the
14 telecommunications industry that will allow it to be a successful competitive local
15 exchange and toll provider. Financial information was filed under Seal with KDL's
16 Application.
17 **Q. How do you plan to solicit customers?**
18 A. KDL will utilize a direct sales force and direct marketing aimed at other certificated
19 carriers and business customers with needs for dedicated (non-switched) services. The
20 company will not engage in telemarketing to solicit customers.
21 **Q. Why is KDL seeking a waiver from the Uniform System of Accounts?**

1 A. The company currently maintains its books and records according to GAAP (Generally
2 Accepted Accounting Principles). KDL requests the waiver to avoid maintaining two
3 sets of books.

4 **Q. Have any formal complaints or judgments been levied against the company?**

5 A. No, the Company has not been involved in any formal customer complaints.

6 **Q. How will South Carolina consumers benefit from KDL's services?**

7 A. Certification of KDL as a facilities-based provider of local and interexchange services
8 will increase the level of competition in South Carolina. KDL proposes to offer quality
9 services at competitive prices. The use of facilities will only enhance the company's
10 ability to provide innovative, high quality telecommunications services to South Carolina
11 consumers. In addition, KDL's marketing plan will expand subscriber awareness of
12 options and services available to them, thus encouraging the growth and success of
13 competitive services.

14 **Q. Does this conclude your testimony?**

15 A. Yes.

BEFORE

THE PUBLIC SERVICE COMMISSION OF

SOUTH CAROLINA

Docket No. 2008-16-C

Re: Application of Kentucky Data, Link, Inc. for a Certificate of Public Convenience and Necessity to Provide Resold and Facilities-based Local Exchange and Interexchange Telecommunications Services in the State of South Carolina	)	**CERTIFICATE OF SERVICE**

This is to certify that I have caused to be served this day, one (1) copy of the **Pre-Filed Testimony of John C. Greenbank** by placing a copy of same in the care and custody of the United States Postal Service (unless otherwise specified), with proper first-class postage affixed hereto and addressed as follows:

Margaret Fox, Esquire
McNair Law Firm, PA
PO Box 11390
Columbia SC 29211

Carol Roof
Paralegal

March 3, 2008
Columbia, South Carolina