STATE OF SOUTH CAROLINA)
)

(Caption of Case)

Application of Georgia Business Net Telecommunications, LLC for a Certificate of Public Convenience and Necessity to Provide Local Exchange Service and Intrastate Interexchange Telecommunications Services within the State of South Carolina, for Flexible Rate Structure for Local Exchange Service Offerings First Approved in Docket No. 97-467-C and for Alternative Regulation First Approved in Docket No. 95-661-C)

BEFORE THE
PUBLIC SERVICE COMMISSION
OF SOUTH CAROLINA

COVER SHEET

DOCKET NUMBER: 2009 - 500 - 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

January 25, 2010

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

RE: Application of Georgia Business Net Telecommunications, LLC for a Certificate of Public Convenience and Necessity to Provide Local Exchange Service and Intrastate Interexchange Telecommunications Services within the State of South Carolina, for Flexible Rate Structure for Local Exchange Service Offerings First Approved in Docket No. 97-467-C and for Alternative Regulation First Approved in Docket No. 95-661-C
Docket No. 2009-500-C, Our File No. 1993-11660

Dear Mr. Terreni:

Enclosed is the **Prefiled Direct Testimony of William C. Colvin** filed on behalf of Georgia Business Net Telecommunications, LLC in the above-referenced docket.

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

Very truly yours,

John J. Pringle, Jr.

JJP/cr
cc: Shannon Bowyer Hudson, Esq. (via electronic mail service)
Margaret Fox, Esq. (via electronic mail service)
Roy D. Tritt, Esquire (via electronic mail service)

Enclosures

BEFORE THE

SOUTH CAROLINA PUBLIC SERVICE COMMISSION

DOCKET NO. 2009-500-C

IN RE: GEORGIA BUSINESS NET TELECOMMUNICATIONS, LLC	)	
APPLICATION OF GEORGIA BUSINESS NET TELECOMMUNICATIONS, LLC FOR A CERTIFICATE OF PUBLIC CONVENIENCE AND NECESSITY TO PROVIDE LOCAL EXCHANGE SERVICE AND INTRASTATE INTEREXCHANGE TELECOMMUNICATIONS SERVICES WITHIN THE STATE OF SOUTH CAROLINA, FOR FLEXIBLE RATE STRUCTURE FOR LOCAL EXCHANGE SERVICE OFFERINGS FIRST APPROVED IN DOCKET NO. 97-467-C AND FOR ALTERNATIVE REGULATION FIRST APPROVED IN DOCKET NO. 95-661-C	)	**DIRECT TESTIMONY OF WILLIAM C. COLVIN**

Q. Please state your full name, business address, and position.

A. My name is William C. Colvin. My business address is 229 S. Belair Rd., Martinez, GA 30907. I am the President of Georgia Business Net Telecommunications, LLC ("GBT").

Q. Please describe your professional experience.

A. I received a B.S. in Computer Engineering from the Georgia Institute of Technology. Specializing in VLSI and Logic Design, I spent six years gaining experience in the manufacturing realm. Throughout that time frame, I managed multidiscipline engineering projects that included control system design, electrical engineering services, and industrial cost analysis and accounting. Since that period I have spent my time in

telecommunications and the data services industry. I started out managing a Network Operations Center, and in my most recent role had risen, through several promotions, to executive management over a regional I.T. services company. My relevant project and product work includes Cisco internetworking, RF wireless applications, and Unix/Linux administration. As President of GBT, my responsibilities include strategic planning for the company's overall direction, as well as operations & engineering executive management.

Q. What is the purpose of your testimony in this proceeding?

A. The purpose of my testimony is to describe the resold and facilities-based services that GBT proposes to offer in South Carolina and to review issues related to GBT's request for a certificate to provide such services. My testimony specifically relates to GBT's managerial, financial, and technical competence to provide the telecommunications services for which authority is requested, and its compliance with the rules and policies of this Commission.

Q. Are all of the statements in GBT's Application correct and true to the best of your knowledge, information and belief?

A. Yes.

Q. Do you wish to incorporate by reference any documents into this testimony?

A. Yes. I wish to incorporate, by reference, GBT's underlying Application filed in this proceeding and its associated exhibits.

1 **Q. Has anything occurred since the Application of GBT was filed on December 7, 2009**
2 **that materially changes the representations therein?**
3 A. No.
4
5 **Q. Has Applicant registered to do business in South Carolina?**
6 A. Yes. GBT received foreign corporation authority to transact business in South Carolina
7 on October 22, 2009. A copy of the Certificate of Authority was attached to the
8 Application as Exhibit B.
9
10 **Q. Please describe the corporate structure of GBT.**
11 A. GBT is a Georgia limited liability company. A copy of the Certificate of Existence was
12 attached to the Application as Exhibit A.
13
14 **Q. Does GBT possess the requisite managerial, financial, and technical abilities to**
15 **provide the services for which it has applied for authority?**
16 A. Yes.
17
18 **Q. Please describe GBT's managerial and technical qualifications.**
19 A. GBT possesses the managerial and technical qualifications to provide its proposed
20 telecommunications services. GBT's management team includes individuals with
21 substantive experience in successfully developing and operating a telecommunications
22 business. Consequentially, the Company has the adequate internal technical resources to
23 support its South Carolina operations. Specific details of the business and technical
24 experience of GBT's officers and management personnel were attached to the

Application as Exhibit D. GBT is currently authorized to provide telecommunications services in the State of Georgia. GBT has not been denied requested certification in any jurisdiction.

Q. Please describe GBT's financial qualifications.

A. As explained in its Application, GBT possesses the financial qualifications necessary to conduct its telecommunications operations. Financial statements demonstrating GBT's financial capability to offer the proposed services have been submitted as Exhibit E of its Application.

Q. Please describe the types of services that GBT will offer in South Carolina.

A. GBT intends to provide facilities-based and resold local exchange and facilities-based and resold interexchange telecommunications services in the South Carolina. GBT intends to offer services to existing specialty service providers and carriers, therefore allowing easier geographic reach into South Carolina for their respective telecommunications and data products. Applicant plans to offer both local exchange and interexchange services to residential and business customers located in the State of South Carolina through a combination of its own facilities and facilities leased from AT&T.

Q. Does GBT intend to offer prepaid debit card services in South Carolina?

A. No, GBT does not intend to offer prepaid debit card services in South Carolina. GBT is aware of the Commission's $5,000 bond or certificate of deposit requirement associated

with prepaid debit card services, and will file such an instrument with the Commission if GBT decides to offer these services in the future.

Q. What regulatory treatment is GBT seeking in this application?

A. Applicant requests that its interexchange services be subject to alternative regulation, pursuant to South Carolina Code § 58-9-585 (Supp. 1999), as was first granted by the Commission in Order Nos. 95-1734 and 96-55 issued in Docket No. 95-661-C. Applicant also requests flexible regulation for its local exchange telecommunications services as the Commission granted in Order No. 98-165 in Docket No. 97-467-C.

Q. What facilities will GBT use to provide its proposed local exchange services?

A. GBT's telecommunications services in the State of South Carolina will initially be provided through the resale of the facilities of other certificated carriers. GBT will deploy its own facilities in South Carolina as business and market conditions warrant.

Q. What geographic areas will GBT serve?

A. GBT seeks authority to provide service throughout the State of South Carolina.

Q. Does GBT have offices in South Carolina?

A. No. GBT does not intend to have offices in South Carolina at this time. Accordingly, GBT requests, pursuant to Rule 103-610, that the Commission allow it to keep all applicable books and records at its offices in Augusta, Georgia. In the event that the

Commission or ORS should desire to inspect such books and records, GBT will provide access expeditiously at its own expense.

Q. By what method will GBT keep its financial records?

A. GBT uses Generally Accepted Accounting Principles ("GAAP"). To the extent that the Commission's Rules require the use of the Uniform System of Accounts ("USOA"), GBT requests a waiver in order that GAAP be allowed.

Q. How will GBT market its services?

A. GBT will market its services in a limited fashion through the use of sales associates contacting a target market of existing service providers and carriers that currently provide services in or wish to expand into South Carolina.

Q. How will GBT handle service, billing and repair complaints?

A. GBT has a toll-free number, (800) 201-6349, that customers may call to register service, billing and repair complaints. GBT views customer satisfaction as critical to its success in the competitive marketplace and will address all services, billing, and repair complaints and inquiries promptly. If GBT is unable to resolve a billing complaint to a customer's satisfaction, GBT will advise the customer of its right to file a complaint with the South Carolina Office of Regulatory Staff or the South Carolina Public Service Commission.

Q. Please provide the name, address and telephone number of the person that will serve as your company's contact to the Consumer Service Division for complaint resolution.

A. Please contact Doug Hamlett GBT at P.O. Box 211006, Augusta, GA 30917-1006 or by email: gtoperations@gabn.net.

Q. If authorized to provide competitive telecommunications services, will GBT abide by the rules, regulations, policies and orders of this Commission, and the laws of the State of South Carolina, as now adopted or that may be adopted in the future, in its provision of competitive intrastate telecommunications services?

A. Yes. GBT commits to abide by all rules and regulations that are deemed to be applicable to GBT.

Q. Please describe the proposed tariff filed by GBT.

A. GBT filed as Exhibit C of its Application its proposed tariff. The tariff contains the applicable rules and regulations for the provision of its services. I believe that GBT's tariff will comport with all applicable Commission Rules and Orders, and GBT agrees to make all changes suggested by the ORS that may be necessary to comply with applicable authority.

Q. How will GBT guard against slamming?

A. GBT will prevent unauthorized switching of customers by obtaining a signed letter of authorization ("LOA"), or similar authorization, from all new customers. GBT will comply with South Carolina law and Federal Communications Commission ("FCC")

regulations regarding how carriers may change a customer's Primary Interexchange Carrier.

Q. Please describe the public interest benefits associated with GBT's proposed offering of telecommunications services in South Carolina.

A. Grant of this Application will further the public interest by expanding the availability of competitive telecommunications services in the State of South Carolina. Competitive provision of these services is in the public interest because the services will provide South Carolina customers with access to new technologies and service choices and can permit customers to achieve increased efficiencies and cost savings. GBT's entry into the intrastate telecommunications services market thereby will enhance materially the telecommunications infrastructure in the State of South Carolina and will facilitate economic development. In particular, the public will benefit both directly, through the use of the competitive services to be offered by GBT, and indirectly because the presence of GBT in this market will increase the incentives for other telecommunications providers to operate more efficiently, offer more innovative services, reduce their prices, and improve their quality of service. Grant of the Application will enhance further the service options available to South Carolina citizens for the reasons set forth above.

Q. Does this conclude your testimony?

A. Yes, it does.

BEFORE THE

SOUTH CAROLINA PUBLIC SERVICE COMMISSION

DOCKET NO. 2009-500-C

IN RE: GEORGIA BUSINESS NET TELECOMMUNICATIONS, LLC	)	
APPLICATION OF GEORGIA BUSINESS NET TELECOMMUNICATIONS, LLC FOR A CERTIFICATE OF PUBLIC CONVENIENCE AND NECESSITY TO PROVIDE LOCAL EXCHANGE SERVICE AND INTRASTATE INTEREXCHANGE TELECOMMUNICATIONS SERVICES WITHIN THE STATE OF SOUTH CAROLINA, FOR FLEXIBLE RATE STRUCTURE FOR LOCAL EXCHANGE SERVICE OFFERINGS FIRST APPROVED IN DOCKET NO. 97-467-C AND FOR ALTERNATIVE REGULATION FIRST APPROVED IN DOCKET NO. 95-661-C	)	**CERTIFICATE OF SERVICE**

This is to certify that I have caused to be served this day, one (1) copy of the **Direct Testimony of William C. Colvin** 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:

VIA ELECTRONIC MAIL SERVICE
Shannon Bowyer Hudson, Esquire
Office of Regulatory Staff
Legal Department
PO Box 11263
Columbia SC 29211

VIA ELECTRONIC MAIL SERVICE
Margaret Fox, Esquire
McNair Law Firm, PA
PO Box 11390
Columbia SC 29211

Carol Roof
Carol Roof
Paralegal

January 25, 2010
Columbia, South Carolina