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February 25, 2010

Via Electronic Transmission
& Hand-Delivery

Sharla Dillon, Docket Room Manager filed electronically in docket office on 02/25/10
Tennessee Regulatory Authority
460 James Robertson Parkway
Nashville, TN 37243-0505
Email: sharla.dillon@tn.gov

**RE: TRA Docket 09-00201; Application of Intelepeer, Inc. for a
Certificate of Convenience and Necessity to Provide Facilities-
Based and resold Competing Local Telecommunications
Services and Facilities-Based and Resold Interexchange
Telecommunications Services in Tennessee;
Response to Data Request Number 1**

Dear Ms. Dillon:

On behalf of Intelepeer, Inc., attached hereto, please find the referenced filing.
The original Response and four (4) copies will be delivered to your office shortly.

**In addition, the Applicant requests confidential treatment of its
"Financial Information" as provided in "Attachment 2" to this filing. This
document will be delivered under seal with the original Response and
marked "Confidential."**

Thank you for your assistance in this matter. Should you have any questions
regarding this filing, please do not hesitate to contact me.

Respectfully submitted,

FARRIS MATHEWS BOBANGO PLC



Charles B. Welch, Jr.

BEFORE THE TENNESSEE REGULATORY AUTHORITY
NASHVILLE, TENNESSEE

IN THE MATTER OF THE)	
APPLICATION OF INTELEPEER, INC.)	
FOR A CERTIFICATE OF CONVENIENCE)	
AND NECESSITY TO PROVIDE)	DOCKET NO. 09-00201
FACILITIES-BASED AND RESOLD)	
COMPETING LOCAL TELECOMMUNICATIONS)	
SERVICES AND FACILITIES-BASED)	
AND RESOLD INTEREXCHANGE)	
TELECOMMUNICATIONS SERVICES IN TENNESSEE)	

RESPONSE TO DATA REQUEST NUMBER 1

Intelepeer, Inc., by undersigned counsel hereby provides the following response to the Tennessee Regulatory Authority's ("TRA") Data Request Number 1 in the referenced docket:

1. Will IntelePeer, Inc. provide local and long distance services to residential customers or only to business and enterprise customers?

Response: IntelePeer, Inc. ("IntelePeer") initially intends to offer service only to business customers in its service territory. As market conditions warrant, IntelePeer will provide service to residential customers in its service territory.

2. In compliance with Tenn. Code Ann. § 65-4-125(j), provide either an irrevocable letter of credit or corporate surety bond in the amount of \$20,000.

Response: IntelePeer will comply with all Tennessee laws including the requirement to obtain a surety bond in the amount of \$20,000. IntelePeer will submit the bond to the Authority once it is obtained.

3. Is the company providing telecommunications services in any other states? If so, list the states in which IntelePeer, Inc. is doing business.

Response: IntelPeer is in the process of requesting authority to provide telecommunications services in all 50 states. Currently, IntelPeer is authorized to provide telecommunications services in: Colorado, the District of Columbia, Florida, Georgia, Illinois, Indiana, Iowa, Maryland, Massachusetts, Michigan, Minnesota, Nebraska, Nevada, New Mexico, , New York, Ohio, Oregon, Rhode Island, South Dakota, Texas, Vermont, Wisconsin and Washington State.

4. Provide a sample bill.

Response: A sample bill is attached hereto as Attachment 1.

5. Provide proof of sources of funding available to IntelPeer, Inc., other than revenue from operations, to provide telecommunications services in Tennessee. Provide copies of any documents endorsing the funding or any additional resources available to the company.

Response: To assist the Commission in its review of IntelPeer's financial information, IntelPeer provides information for the period ending December 31, 2009, under seal, as Attachment 2. IntelPeer would like to highlight to the Authority that it maintains an approximate cash balance of between \$9M and \$10M at the end of each month. IntelPeer also has preferred and common stock equaling total shareholder equity of \$11 million. Furthermore, the Company has positive equity and is solvent, ensuring that IntelPeer can collect receivables and continue to offer service in the future. In addition, IntelPeer has successfully raised a substantial amount of money in three different equity rounds totaling \$35 million. IntelPeer has also been successful in raising \$15 million in debt with plans to raise more. Lastly, IntelPeer is backed by VantagePoint Venture Partners and Kenneth Venture Partners LLC, among others, that collectively manage approximately \$5.5 billion in assets. Given all of this, IntelPeer is financially well-situated to provided telecommunications services in Tennessee.

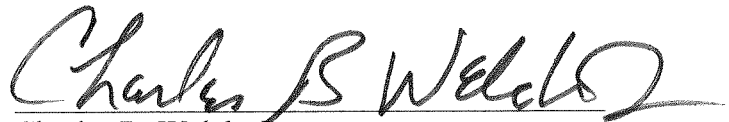
6. Provide financial statements through the period ended December 31, 2009.

Response: Please find attached as Attachment 2, IntelPeer's quarterly financials for the period ended December 31, 2009.

7. Have the companies projected financials been adjusted in accordance with its financials through the period ended December 31, 2009? If so, provide updated projected financials for the next three (3) years.

Response: IntelPeer's projected financial information, provided as Confidential Exhibit F to the application, has not been adjusted. But IntelPeer has been EBITDA positive since June 2008 and expects to generate \$105 million in total revenue, and over \$2 million positive EBITDA. The Company has maintained a minimum of a 40% growth rate over the last few years and has grown approximately 70% through the current economic recession (2008-2009).

Respectfully submitted,



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Attachment 1

Sample Bill

Billing Date: MM/DD/YYYY

Due Date: MM/DD/YYYY

Valued Customer

123 Main Street, Suite 800
Anytown, USA 12345

Customer ID: 12345000
REF: ABC000945

Billing/Service Questions Should First Be
Directed to the Company*

Customer Care:
(866) 780-8639 or www.intelepeer.com
Account Director:

Service Manager:
Director of Customer
Service
Consumer Services.
Tennessee Regulatory Authority
460 James Robertson Parkway
Nashville, TN 37243

Account Summary

Previous Bill

Activity through MM/DD/YYYY	\$xxxx.xx	
Payment Received	\$xxxx.xx	
Late Payment Charge	\$ 0.00	
Balance Forward		\$ 0.00

Current Charges

Monthly Charges	\$xxxx.xx	
Other Charges and Credits	\$xxxx.xx	
Adjustments	\$xxxx.xx	
Total Charges		\$xxxx.xx

Federal Tax included in above total	\$xxxx.xx	
State Tax included in above total	\$xxxx.xx	
County Tax included in above total	\$xxxx.xx	
City Tax included in above total	\$xxxx.xx	
Unincorporated Tax included in above total	\$xxxx.xx	
Total Taxes		\$xxxx.xx

Federal Universal Service Fee	\$xxxx.xx	
911 Fee	\$xxxx.xx	
Total Fees		\$xxxx.xx

Total Current Charges		<u>\$xxxx.xx</u>
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Balance Due

\$xxxx.xx

*If your complaint is not resolved after you have called (name of utility), or for general utility information, residential and business customers may contact the Tennessee Regulatory Authority (TRA) for assistance at 1-800-342-8359 (toll free) or for TTY at 1-800-276-0677 (toll free), from 8:00 a.m. to 5:00 p.m. weekdays, or at <http://www.state.tn.us/tra/contactus.html>.

Please detach and return with payment.

IntelePeer, Inc.
2855 Campus Drive, Suite 200
San Mateo, CA 94403
Attn: Accounts Receivable

Billing Date is MM/DD/YYYY
Current Charges are Past due on MM/DD/YYYY

Amount Due:	<u>\$xxxx.xx</u>
Amount Paid	<u> </u>

For questions, comments or further information, please visit us at www.intelepeer.com

Billing Date: MM/DD/YYYY

Valued Customer

123 Main Street, Suite 800
Anytown, USA 12345

Customer ID: 12345000
REF: ABC000945

Billing/Service Questions Should First Be
Directed to the Company*

Customer Care:
(866) 780-8639 or www.intelepeer.com
Account Director:

Service Manager:
Director of Customer
Service
Consumer Services.
Tennessee Regulatory Authority
460 James Robertson Parkway
Nashville, TN 37243

Summary of Charges: MM/DD/YYYY - MM/DD/YYYY

Customer ID# _____ Charge _____

ID#12345000

(614) 555-1234

Outbound Long Distance Service

Date	Time	Called Number	Duration	Rate	Total
Aug 1, 2009	8:27 am	(615) 555-1212	3:47	0.xx	x.xx
Aug 2, 2009	9:33 pm	(615) 555-1212	2:45	0.xx	x.xx

Other Charges & Credits	\$xxxx.xx
Adjustments	\$xxxx.xx
Taxes	\$xxxx.xx

Grand Total Charges \$xxxx.xx

For questions, comments or further information, please visit us at www.intelepeer.com

Attachment 2

Financial Information

- CONFIDENTIAL -