

# TENNESSEE REGULATORY AUTHORITY



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460 James Robertson Parkway  
Nashville, Tennessee 37243-0505

April 28, 2010

Lance J.M. Steinhart  
Lance J.M. Steinhart, P.C.  
1720 Windward Concourse  
Suite 115  
Alpharetta, Georgia 30005

RE: Docket No. 10-00071, *Application of Absolute Home Phones, Inc. for a Certificate of Public Convenience and Necessity to Provide Competing Local Exchange and Interexchange Telecommunications Services in Tennessee*

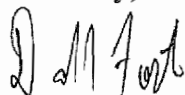
Dear Mr. Steinhart:

CLEC applicants are required, by statute, to demonstrate their managerial, financial and technical abilities to provide the services for which they seek authority. To assist the Authority in its review of Absolute Home Phones, Inc.'s application for Certificate of Convenience and Necessity to provide competing local exchange and interexchange telecommunications services in Tennessee, you are requested to provide the following information:

1. Provide the original Bank of America Letter of Credit. The application contained a copy.
2. Are there additional management personnel or support staff for the company other than Mr. Peltier? If so, provide biographical information for those individuals.
3. The application indicates that the company plans on "marketing to specific customer population." Define these customers and what manner of marketing will be conducted.
4. The pre-filed testimony indicates that Absolute Home Phones, Inc. intends to market its services via direct sales by Absolute Home Phone employees. Please describe the direct sales techniques to be used.
5. Does the company have access to any additional funding other than revenues from operations? If so, provide proof of the source of funding.
6. Provide projected financials for 2011, 2012 and 2013.
7. Provide the name and telephone number of an employee of the company that will be responsible to work with the TRA on resolving consumer complaints.

Please provide the above information by May 7, 2010. In accordance with TRA Rules, please submit either (1) thirteen written copies of your response or (2) four written copies and an electronic version and reference Docket No. 10-00071 on the correspondence. If you have questions concerning this request or need additional information, please contact Lisa Foust at 615-741-2904 extension 220.

Sincerely,

A handwritten signature in black ink, appearing to read "D. Foster".

David Foster  
Utilities Division Deputy Chief