### Lance J.M. Steinhart, P.C.

1720 Windward Concourse Suite 115 Alpharetta, Georgia 30005

Also Admitted in New York and Maryland

Telephone:(770) 232-9200 Facsimile:(770) 232-9208 Email: lsteinhart@telecomcounsel.com

May 6, 2010

# VIA ELECTRONIC FILING AND OVERNIGHT DELIVERY

Mr. David Foster Utility Division Deputy Chief Tennessee Regulatory Authority 460 James Robertson Parkway Nashville, TN 37243-0505 (615) 741-3939

filed electronically in docket office on 05/06/10

Re:

Docket No. 10-00017, Application for Absolute Home Phones, Inc. for Certificate of Public Convenience and Necessity to Provide Competing Local Exchange and Interexchange Telecommunication Services in Tennessee

Dear Mr. Foster:

Enclosed please find for filing an original and four (4) copies of the Data Request No. 1 for Absolute Home Phones, Inc. This filing has been electronically submitted on May 6, 2010.

APPLICANT HAS ALSO ENCLOSED ONE COPY OF ITS FINANCIAL INFORMATION IN A SEPARATE ENVELOPE AND HEREBY RESPECTFULLY REQUESTS CONFIDENTIAL TREATMENT OF THE ENCLOSED FINANCIAL INFORMATION THAT CONTAINS CONFIDENTIAL AND PROPRIETARY INFORMATION. APPLICANT EXPECTS THAT THIS INFORMATION WILL BE RESTRICTED TO COUNSEL, AGENTS AND EMPLOYEES WHO ARE SPECIFICALLY ASSIGNED TO THIS APPLICATION BY THE COMMISSION.

I have also enclosed an extra copy of this letter to be date stamped and returned to me in the enclosed, self-addressed, postage prepaid envelope.

If you have any questions or if I may provide you with additional information, please do not hesitate to contact me.

Respectfully submitted,

Lance J.M. Steinhart

Attorney for Absolute Home Phones, Inc.

Enclosures: Chris Peltier

Question No. 1

Provide the original Bank of America Letter of Credit.

Response: The original was sent directly from the bank to the Commission, received on March 24, 2010 by Mr. R. Ashe.

Question No. 2

Are there additional management personnel or support staff for the company other than Mr. Peltier? If so, provide biographical information for those individuals.

Response: Telecom Service Bureau is the Agency providing Support staff for the customers of Absolute Home Phones, Inc. Telecom Service Bureau has been in business for over a year and is currently providing staff support for several CLEC's in the areas of Call Center Management, Order Provisioning and Repair, Tax and Public Service Commission Compliance, as well as providing connections with vendors across several avenues, such as Long Distance, Internet, Customer Bills, and CGM, Inc consulting company. The website for Telecom Service Bureau is <a href="https://www.telecomservicebureau.com">www.telecomservicebureau.com</a>

Question No. 3

The application indicates that the company plans in "marketing to specific customer population." Define these customers and what manner of marketing will be conducted.

Response: Marketing will be conducted across several areas, such as Radio Ads, Newspaper Ads, Television commercials, and a Direct Mail Campaign. The "specific customer population" mentioned are primarily Low Income customers on some form of Government Assistance. Our sole purpose is to help those customers that the large ILECs have abandoned, providing low cost affordable residential service to customers that would not normally have home phone service.

#### Question No. 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.

Response: Our interpretation of Direct Sales is that our marketing department will send out Direct Mail postcard advertisements. Customers will then be calling into our office directly to inquire about service and following through with the connection at that time.

#### Question No. 5

Does the Company have access to any additional funding other than revenues from operations? If so, provide proof of the source of the funding.

Response: We are ETC qualified in the state of NC and are now eligible for USAC reimbursement in that state. The first filing was made for February and March on April 22<sup>nd</sup>. We should receive our first reimbursement within 90 days. Proof can be found on the USAC website:

http://www.usac.org/li/tools/disbursements/default.aspx All vendors of Absolute Home Phones, Inc are on a per customer fee, so expenses never outweigh income.

Question No. 6

Provide projected financials for 2011, 2012 and 2013.

Response: Please see attached - Exhibit A (Filed as

Confidential)

Question No. 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.

Response: Tina Allen, Operations Manager, will be the direct contact responsible for resolving all consumer complaints.

Her contact information:

Office

(352) 433-2116 (352) 433-2161

Fax Email

tallen@telecomservicebureau.com

## Exhibit A

Projected Financials for 2011, 2012 and 2013

(Filed as Confidential)