

# TENNESSEE REGULATORY AUTHORITY

February 11, 2011

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



460 James Robertson Parkway  
Nashville, Tennessee 37243-0505

RE: Docket No. 10-00187, *Application of Aegis Telecom, Inc. for a Certificate of Public Convenience and Necessity to Provide Competing Local Exchange and Interexchange Telecommunications Services in Tennessee*

Dear Mr. Steinhart:

In regard to the above application, please provide the following information:

- 1) All industry studies and internal business documents justifying the customer retention percentage as stated in "Assumption for Profit and Loss."
- 2) Provide the annual per customer billing rate to account for the ILEC billing amount for the year beginning January 2011 and ending December 2011. Include the number of customers in your analysis and reconcile this amount to the expected monthly customer growth rate.
- 3) Explain the basis of negative retained earnings as listed on the balance sheet as of August 31, 2010.
- 4) Explain the "Contributions" expense item as listed on the Profit and Loss statement of August 31, 2010.
- 5) Is there common ownership between Telecom Service Bureau, Inc. and High Tech Communications, as listed on Robert Clark's resume?
- 6) Does Robert Clark have an ownership interest in either Telecom Service Bureau, Inc. or High Tech Communications or any other company, telecommunications or otherwise?
- 7) Define the role of Robert Clark in the operation of Aegis Telecom, Inc.
- 8) Provide valid telephone and fax numbers for Aegis Telecom, Inc. for the purpose of contacting the company.
- 9) Does Aegis Telecom, Inc. intend to apply for Eligible Telecommunications Carrier status in Tennessee?
- 10) Per the Management Services Agreement, does Aegis plan or anticipate using the optional software described in exhibit 2.1 to dispute ILEC billing?

Please provide the above information by February 25, 2011 by 2:00 pm. 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. 10-00187 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 'David Foster', is written over the word 'Sincerely,'.

David Foster  
Utilities Division Chief