

**BEFORE THE
TENNESSEE REGULATORY AUTHORITY**

IN RE:

**APPLICATION OF TIME WARNER
CABLE BUSINESS, LLC, D/B/A
TIME WARNER CABLE,
FOR A CERTIFICATE OF PUBLIC
CONVENIENCE AND NECESSITY
TO PROVIDE COMPETITIVE
INTEREXCHANGE SERVICES**

DOCKET NO. 13-00087

DIRECT TESTIMONY OF VINCENT M. PALADINI

I, Vincent M. Paladini, do hereby testify as follows in support of the application of Time Warner Cable Business, LLC ("Applicant" or "TWCB") for a Certificate of Convenience and Necessity as a competing telecommunications services provider to provide telecommunication services throughout the State of Tennessee.

Q. PLEASE STATE YOUR NAME, BUSINESS ADDRESS AND POSITION.

A. My name is Vincent M. Paladini. My business address is 13820 Sunrise Valley Drive, Herndon, VA 20171 and my telephone number is (703) 345-2523. I am employed by Time Warner Cable Inc. ("Time Warner Cable"). as Senior Counsel, Regulatory. Time Warner Cable Inc. is an indirect corporate parent of the Applicant requesting licenses from this honorable Authority.

Q. PLEASE BRIEFLY DESCRIBE YOUR DUTIES.

A. I am responsible for federal and state legal and regulatory matters concerning Time Warner Cable Inc. and its affiliates, including TWCB. I am also involved with the day to day operations of Time Warner Cable and its CLEC affiliates.

Q. PLEASE DESCRIBE YOUR BUSINESS EXPERIENCE AND BACKGROUND.

A. I have over twenty years of experience in the telecommunications industry. I hold a bachelor's degree from Rutgers University and a juris doctorate degree from Boston University School of Law. I have been employed as an attorney by Time Warner Cable Inc. for approximately nine years. Before joining Time Warner Cable, I was an attorney working in the communications practice group of DLA

Piper in Washington, DC. Prior to that, I was an Attorney/Advisor in the Wireline Competition Bureau of the Federal Communications Commission.

Q. ARE ALL STATEMENTS IN TWCB's APPLICATION TRUE AND CORRECT TO THE BEST OF YOUR KNOWLEDGE?

A. Yes.

Q. PLEASE DESCRIBE THE CURRENT CORPORATE STRUCTURE OF TWCB.

A. Applicant is a Delaware limited liability company. An organizational chart depicting Applicant's corporate structure is attached to the application as Exhibit 3.

Q. DOES TWCB POSSESS THE REQUISITE MANAGERIAL, FINANCIAL, AND TECHNICAL ABILITIES TO PROVIDE THE SERVICES FOR WHICH IT HAS APPLIED FOR AUTHORITY?

Yes.

Q. PLEASE DESCRIBE TWCB's FINANCIAL QUALIFICATIONS.

A. Applicant is financially qualified to provide its Services in Tennessee. Time Warner Cable Inc., the indirect corporate parent of TWCB, has committed to provide the financial resources and support necessary for its affiliate to enter the Tennessee market. Time Warner Cable Inc. and its affiliates provide a variety of communications services to over 14 million residential and commercial customers in the United States. Time Warner Cable Inc. (NYSE:TWC) has a market capitalization exceeding \$30 billion. Time Warner Cable Inc.'s financial information is also attached as Exhibit 5.

Q. PLEASE DESCRIBE TWCB's MANAGERIAL AND TECHNICAL QUALIFICATIONS

A. The management team responsible for the operation of TWCB is experienced and possesses a proven record of success in the telecommunications industry. Collectively, the members of Applicant's managerial and operational team possess a wealth of expertise in the management and operation of a variety of communications service providers and the development and marketing of telecommunications services. In addition, Applicant will have access to the significant additional managerial and operational resources of its affiliates and its indirect parent, Time Warner Cable, Inc. Biographical information of key members of the Applicant's management team is attached to the application as Exhibit 4.

Q. WHAT SERVICES WILL TWCB OFFER?

- A. Applicant intends to provide competitive, non-voice, point to point and point-to-multipoint long distance telecommunications services to commercial and wholesale customers in Tennessee. A more complete description of TWCB's proposed initial service offerings are provided in the Application.

Q. WILL THE GRANTING OF A CERTIFICATE OF CONVENIENCE AND NECESSITY TO TWCIS SERVE THE PUBLIC INTEREST?

- A. Yes. The TRA's grant of the Certificate requested by TWCB's Application would serve the public interest because TWCB is technically, managerially, and financially qualified to provide quality services to consumers within the State of Tennessee. Moreover, the grant of applications for competing licenses to provide telecommunications service promotes the public interest by expanding the variety and availability of alternative sources of telecommunications services in the State of Tennessee. It is well-established that increased competition leads to lower prices, service innovation and more responsive customer service, which over time stimulates consumer utility and demand for the services supplied by all providers, including the incumbents. Incumbent providers also respond to robust competition by improving the efficiency of their operations and expanding the market to which they offer their services, ultimately benefiting consumers and the Tennessee economy statewide. Accordingly, granting TWCB the authority to provide competitive telecommunications services will lead to an increase in the range of competitive choices available to users of telecommunications services and create an incentive for existing service providers to improve quality and decrease prices, thereby creating multiple public benefits.

Q. DOES TWCB INTEND TO COMPLY WITH ALL TRA RULES, STATUTES, AND ORDERS PERTAINING TO THE PROVISION OF TELECOMMUNICATIONS SERVICES IN TENNESSEE, INCLUDING THOSE FOR THE DISCONNECTION AND RECONNECTION OF SERVICE?

- A. Yes.

Q. HAS ANY STATE EVER DENIED TWCB, OR ONE OF ITS AFFILIATES, AUTHORIZATION TO PROVIDE INTRASTATE SERVICE?

- A. TWCB has never been denied authority to provide intrastate service. In 2010, an affiliate of Applicant applied to the Idaho PUC for authorization to provide its intrastate services. Although the Commission Staff determined that the Applicant's affiliate was qualified to receive a state certification to provide intrastate telecommunications services, the Commission rejected the application on grounds that it lacked authority to grant the application because a state certification was not required to authorize the provision of the services that need not be included in intrastate tariffs, including those that Applicant's affiliate proposed to

offer in Idaho. Thereafter, the Idaho PUC initiated a further review of its certification practices and criteria, which ultimately resulted in the creation of a new process to enable the certification of local exchange service providers seeking to offer intrastate telecommunications services for which tariff filing requirements do not apply. On September 27, 2011, Applicant's affiliate submitted to the Idaho PUC a new application for authorization, which was granted on December 16, 2011. With the exception of that just described, no entity affiliated with TWCB has ever been denied authority to operate in any state.

Q. HAS ANY STATE EVER REVOKED THE CERTIFICATION OF TWCB, OR ONE OF ITS AFFILIATES?

A. No.

Q. HAS TWCB, OR ONE OF ITS AFFILIATES, EVER BEEN INVESTIGATED OR SANCTIONED BY ANY REGULATORY AUTHORITY FOR SERVICE OR BILLING IRREGULARITIES?

A. No.

Q. WHO IS KNOWLEDGEABLE ABOUT TWCB'S OPERATIONS AND WILL SERVE AS TWCB'S REGULATORY AND CUSTOMER SERVICE CONTACT?

A. The regulatory contact is Julie Laine, Group Vice President, Chief Counsel, Regulatory, Time Warner Cable Inc., 60 Columbus Circle, New York, NY 10023. Ms. Laine may be reached by telephone at (212) 364-8200.

The customer service contact is me, Vincent M. Paladini, Senior Counsel, Regulatory, Time Warner Cable Inc., 13820 Sunrise Valley Drive, Herndon, VA 20171. My telephone number is: (703) 345-2523. All customer service complaints and requests should be sent to twc.regulatory.complaints@twcable.com

Q. PLEASE EXPLAIN IN DETAIL PROPOSED PROCEDURES FOR RESPONDING TO INFORMATION REQUESTS FROM THE TRA AND ITS STAFF?

A. As the regulatory contact for TWCB, Ms. Laine will endeavor to respond to all information requests from the TRA or its Staff. Ms. Laine will contact the appropriate individual within TWCB to obtain the requested information and will promptly provide such information to the requesting TRA party.

Q. DOES THIS CONCLUDE YOUR TESTIMONY?

A. Yes.

I swear that the foregoing testimony is true and correct to the best of my knowledge.



Vincent M. Paladini
Senior Counsel, Regulatory
Time Warner Cable Inc.

Respectfully submitted this 16th day of July, 2013.


Notary Public

Commonwealth of Virginia

County of Fairfax

My commission expires 1/31/2017

