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February 4, 2019

VIA ELECTRONIC FILING

Tennessee Public Utility Commission
502 Deaderick Street, 4th Floor
Nashville, TN 37243

Re: Application of FiberLight, LLC for a Certificate to Provide Competing Local
Telecommunication Services
Docket No. 18-00130

Please accept for filing the attached, pre-filed testimony of Kevin Coyne in the above-captioned docket. This testimony replaces the pre-filed testimony of Mr. Tony Cash (**Exhibit N** to the application).

Please contact me at 615-252-2363 or hwalker@bradley.com if you have any questions about this filing.

Sincerely,

BRADLEY ARANT BOULT CUMMINGS LLP

By:

A handwritten signature in dark ink, appearing to read "H. Walker", followed by a long horizontal flourish line.

Henry Walker

HW/dbi
Attachment

**BEFORE THE
TENNESSEE PUBLIC UTILITY COMMISSION
NASHVILLE, TENNESSEE**

IN THE MATTER OF THE APPLICATION)
OF FIBERLIGHT, LLC FOR A CERTIFICATE) DOCKET NO. 18-00130
TO PROVIDE COMPETING LOCAL)
TELECOMMUNICATION SERVICES)

PRE-FILED TESTIMONY OF KEVIN COYNE

Q: Please state your full name, business address, and position.

A. *My name is Kevin Coyne. My business address is 1700 Great Oaks Way, Suite 100, Alpharetta, GA 30022. I am Chief Operating Officer of FiberLight, LLC.*

Q. On whose behalf are you testifying?

A. *I'm testifying on behalf of FiberLight, LLC.*

Q. Have you ever testified before any public service commission?

A. *On Monday, February 4, 2019, I testified before the South Carolina Public Service Commission on similar certification issues. Other than that, I have not testified before any other public service commission, including the Tennessee Public Utility Commission.*

Q. Please briefly describe your duties.

A. *I am a founding member and owner of FiberLight and serve on FiberLight's Board of Directors. As Chief Operating Officer, I oversee the organization's engineering, construction, information technology ("IT"), carrier access, finance, tax, accounting, and treasury functions. I also implement financial discipline practices across the organization. In addition, I am actively engaged in discovering and developing customer and partner relationships which create profitable and mutually-beneficial opportunities.*

Q. Please describe your business experience and educational background.

A. *I have over 23 years' experience in financial positions, much of which has been in senior financial positions with FiberLight. Prior to being FiberLight's Chief Operating Officer, I was the Chief Financial Officer responsible for all corporate financial matters. Prior to FiberLight, I was Vice President, Finance with Internap Corporation (NASDAQ: INAP), a global provider of high-performance data center and cloud solutions. Prior to that, I was a Tax Manager with Deloitte & Touche. I am a Certified Public Accountant ("CPA"), and have received degrees from Towson University (BS in Accounting) and the University of Baltimore (Masters of Taxation).*

Q: Are all statements in FiberLight's application true and correct to the best of your knowledge, information and belief?

A: *Yes.*

Q: Please describe the current corporate structure of FiberLight, LLC.

A: *FiberLight, LLC is virtually 100% (greater than 99%) owned by Thermo Acquisitions, Inc., more than 90% of which is owned by two entities, NT Assets, LLC and FL Investment Holdings, LLC. Additional detail relating to FiberLight's corporate structure is contained in Exhibit A to the Application.*

Q: Does FiberLight possess the requisite managerial, financial, and technical abilities to provide the services for which it has applied for authority?

A: *FiberLight has decades of experience in designing, engineering, building, and optimizing fiber optic networks. FiberLight designs, builds, and deploys mission-critical networks and responsive customer experiences for customers ranging from the nation's largest wireless carriers to enterprise and small businesses. Formed in 2005, FiberLight has deployed*

network to 430 cities, 931 on-net buildings, 1,116 towers, and 121 on-net data centers. As detailed in FiberLight's audited 2017 financials, attached to FiberLight's Application as **Exhibit F**, FiberLight is financially qualified to successfully provide local service in Tennessee. FiberLight has an experienced management team (see Exhibit E), with operational, engineering, financial and legal expertise, that provides the requisite managerial and technical capacity to provide local service in Tennessee.

Q: Please describe FiberLight's financial qualifications.

A: FiberLight's financials are detailed in its 2017 audited financials, attached to FiberLight's application as **Exhibit F**. A summary of FiberLight's recent financial highlights is also included in **Exhibit F**.

Q: Please describe FiberLight's managerial and technical qualifications.

A: FiberLight has the requisite managerial and technical qualifications to provide local service in Tennessee as demonstrated by the management bios provided as **Exhibit E** to the Application. As described in the attached biographical information, FiberLight's management team has extensive management and business experience in telecommunications. Based on my telecommunications experience detailed above, I am responsible for all legal and regulatory matters and Kevin Coyne, has substantial financial experience in the telecommunications industry. As noted in the management biographies of FiberLight's principal officers, FiberLight also features several officers with extensive backgrounds and decades of experience in telecommunications operations and engineering, including Don MacNeil (CEO), Ron Kormos (Chief Strategy Officer), and Jay Anderson (SVP, Engineering). With these experienced professionals, 14,000 route miles of fiber

already built throughout its markets, and bandwidth options up to 100 Gbps, FiberLight is both technically and managerially qualified to provide local exchange service in Tennessee.

Q: What services will FiberLight offer?

A: *Initially, FiberLight's services will include lit transport services, dark fiber, wireless backhaul, dedicated Internet access, and Ethernet carrier-to-carrier network-to-network interfaces. FiberLight may also provide more traditional basic local exchange and long distance services at some time in the future.*

Q: Does FiberLight plan to offer local exchange telecommunications services in areas served by any incumbent local exchange telephone company with fewer than 100,000 total access lines?

A: *FiberLight is seeking statewide certification. However, FiberLight has no intention to offer basic switched local exchange service in areas served by any incumbent local exchange telephone company with fewer than 100,000 total access lines at this time.*

Q: Will the granting of a certificate of convenience and necessity to FiberLight serve the public interest?

A: *Yes, as detailed in FiberLight's application for a certificate of convenience and necessity, grant of this certificate to FiberLight will serve the public interest. By granting FiberLight's Application, the Commission will further the goals of the Tennessee Legislature and further the public interest by expanding the availability of competitive telecommunications services in the State of Tennessee. In addition, FiberLight's intrastate services will provide Tennessee customers increased efficiencies and cost savings. Authorizing FiberLight to provide local exchange telecommunications services will enhance materially the*

telecommunications infrastructure in the State of Tennessee and will facilitate economic development.

FiberLight will deploy and expand competitive telecommunications infrastructure in Tennessee, providing customers high quality, cost effective telecommunications services, with an emphasis on customer service. In addition to driving prices closer to cost, thereby ensuring just and reasonable rates, competition by FiberLight in Tennessee will also promote efficiency in the delivery of services and in the development of innovative new services. While providing these direct benefits in terms of the value of new competitive services, FiberLight's competitive presence will also provide an incentive for other incumbent and competitive telecommunications providers in Tennessee to operate more efficiently, offer more innovative services, reduce their prices, and improve their quality of service. Accordingly, for all these reasons, grant of this Application will serve the public interest.

Q: Does FiberLight intend to comply with all Tennessee Public Utility Commission rules, statutes, and orders pertaining to the provision of telecommunications services in Tennessee, including those for disconnection and reconnection of service?

A: *Yes, FiberLight intends to comply with all Commission rules, statutes and orders.*

Q: Has any state ever denied FiberLight or one of its affiliates authorization to provide intrastate service?

A: *No.*

Q: Has any state ever revoked the certification of FiberLight or one of its affiliates?

A: *No.*

Q: Has FiberLight 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 FiberLight's operations and will serve as FiberLight's regulatory and customer service contact?

A: *Randall Covard, Esq., FiberLight Corporate Counsel is knowledgeable about FiberLight's operations and will serve as FiberLight's regulatory contact. Mr. Covard's complete contact information is contained in FiberLight's Application. In addition, FiberLight understands the importance of effective customer service for local service and other customers. FiberLight has made arrangements for its customers to call the company at its toll-free customer service number: 1-800-672-0181. In addition, customers may contact the company via email at NOC@FiberLight.com.*

Q: Please explain in detail FiberLight's proposed procedures for responding to information requests from the Commission and its staff.

A: *Information requests from the Commission and its staff will be handled by Randall Covard, Esq., Corporate Counsel. Randall reports directly to me and Randall will work with me with respect to any requests that require my attention.*

Q: Does this conclude your testimony?

A: *Yes it does.*