

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

**Cincinnati Bell Extended Territories LLC** )  
**d/b/a altafiber connected services** )  
Application for Certificate to Provide )  
Operator Services and/or Resell )  
Telecommunications Services in Tennessee )

Docket No. 2300075

**CINCINNATI BELL EXTENDED TERRITORIES LLC  
D/B/A ALTA FIBER CONNECTED SERVICES**

**PREFILED TESTIMONY OF TED HECKMANN  
DIRECTOR OF REGULATORY AND GOVERNMENT AFFAIRS  
AND THE ASSISTANT SECRETARY**

I, Ted Heckmann, do hereby testify as follows in support of the Application of Cincinnati Bell Extended Territories LLC d/b/a altafiber connected services for a Certificate to Provide Operator Services and/or Resell Telecommunications Services throughout the State of Tennessee.

**Q. Will you please state your name and business address.**

A. My name is Ted Heckmann. My business address is 221 E. 4<sup>th</sup> Street, Cincinnati, Ohio 45202.

**Q. By whom are you employed and in what capacity?**

A. I am the Director of Regulatory and Government Affairs and the Assistant Secretary of Cincinnati Bell Extended Territories LLC d/b/a altafiber connected services.

**Q. Please give a brief description of your background and experience.**

A. I have over 43 years of experience in the telecommunications and cable TV industry sectors. I am responsible for all Federal, State and Local government and regulatory matters for altafiber. I have also held various Finance, Accounting, Government and Regulatory positions within altafiber. I assumed my current position on July 1, 2009.

**Q. What is the purpose of your testimony?**

A. The purpose of my testimony is to present evidence describing the technical, managerial and financial fitness of the Company to provide Resold Local Exchange and Interexchange Long Distance Telecommunications Services in Tennessee. This testimony will also describe the services proposed by the Company. Finally, my testimony will show that the public interest will be served by approval of the application of the Company for a certificate of public convenience and necessity to provide resold service.

**Q. Has the Company registered to do business in Tennessee?**

A. Yes. The Company has authorization to conduct business in Tennessee.

**Q. Describe the Company's experience in the telecommunications business.**

A. Cincinnati Bell Extended Territories LLC d/b/a altafiber connected services' parent company is Cincinnati Bell Telephone Company LLC, which is a direct wholly owned subsidiary of Cincinnati Bell Inc. ("CBI"), an Ohio corporation that has been a provider of telecommunications services since 1873. CBI is currently doing business as "altafiber" in Ohio, Kentucky, and Indiana. Subsidiaries Cincinnati Bell Telephone and Cincinnati Bell Extended Territories provide voice, data, broadband Internet and video services to residential and business customers in southwestern Ohio (including Cincinnati and Dayton), northern Kentucky and southeastern Indiana. CBI also provides voice, data, broadband Internet and video services throughout Hawaii via its Hawaiian subsidiaries. CBI has spent over \$1 billion to expand its fiber network which currently reaches over 80% of the greater Cincinnati market and over 50% of the Hawaii market. CBI's subsidiary, CBTS Technology Solutions LLC, provides IT consulting, security, cloud, network infrastructure and communications services nationwide working with enterprise customers to develop and deploy customer, scalable and cost-effective solutions.

**Q. Where in Tennessee does the Company intend to offer its local services?**

A. By its application, the Company is seeking to offer resold telecommunications services anywhere in the state.

**Q. Please describe the services the Company proposes to offer.**

A. The Company seeks authority to provide resold local exchange and interexchange services to business and enterprise customers in the State of Tennessee by entering into resale agreements with AT&T and/or other facilities-based carriers. The Company may also offer dedicated private line services on a resale basis.

**Q. How will the Company bill for its services?**

A. The Company will bill for its services directly, on a recurring monthly basis.

**Q. Does the Company have the financial capabilities to serve all customers within the geographic area of its requested license?**

A. Yes. The Company has sufficient financial resources to provide the requested telecommunications services, the financial capability to maintain these services, and to meet its license obligations. The financial statements of the Company's indirect parent, Cincinnati Bell Inc. and its subsidiaries are consolidated and the financial resources of Cincinnati Bell Inc. are available to its subsidiaries, including Cincinnati Bell Extended Territories as circumstances require.

**Q. Does the Company have the managerial resources to provide local exchange services to customers in these local exchange areas?**

A. Yes. Biographies of key executives and technical personnel are included with the Company's application as Exhibit C and demonstrate that the Company has sufficient managerial resources to provide the proposed services.

**Q. Does the Company have the technical resources to provide basic local exchange service within the geographic area of its license?**

A. Yes. The Company has the technical resources to serve all customers within the geographic area of its license. The Company's management team, described in Exhibit C of the Application, includes highly experienced and skilled personnel in the telecommunications industry.

**Q. How will Tennessee consumers benefit from the Company's services?**

A. As the level of competition increases within the state, consumers, as a whole, should benefit from both reduced prices and improved service quality. The Company offers high-quality, competitively priced telecommunications services designed to meet the needs of business customers which will give businesses in the state new options for their telecommunications needs.

**Q. Does this conclude your testimony?**

A. Yes

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AFFIDAVIT OF

I, Ted Heckmann, having been duly sworn, state that if I am called as a witness in this matter, I am competent to testify based on my personal knowledge as follows:

- 1) I am Director of Regulatory and Government Affairs and the Assistant Secretary for Cincinnati Bell Extended Territories LLC d/b/a altafiber connected services.
- 2) I am duly authorized by Cincinnati Bell Extended Territories LLC d/b/a altafiber connected services to file this affidavit.
- 3) The answers contained in my testimony in this matter, for which I am the sponsor, are true and accurate to the best of my knowledge and belief.

By: Ted Heckmann  
Ted Heckmann  
Director of Regulatory and Government Affairs  
and the Assistant Secretary  
Cincinnati Bell Extended Territories LLC  
d/b/a altafiber connected services

Dated: 12/27/2023

Sworn and subscribed before me this 27 day of Dec., 2023.

My Commission expires:

Chris Blanton  
Signature of official administering oath



CHRIS BLANTON  
Notary Public  
State of Ohio  
My Comm. Expires  
May 14, 2026

