

TECHLINE

October 11, 1996

DOCKET FILE COPY ORIGINAL
DOCKET FILE COPY ORIGINAL

FCC MAIL ROOM

OCT 18 1996

RECEIVED

Secretary: William A. Chong
Federal Communications Commission
1919 M Street NW
Washington D.C. 20554

RE: Bundling of CPE by Inter Exchange Carriers, CC Docket 96-61

Dear Mr. Secretary:

As a competitive Value Added Reseller ("VAR"), we wish to express our strong opposition to the Commission's proposal to allow inter exchange carriers to bundle customer premises equipment ("CPE") with their regulated transmission service.

Value Added Resellers purchase equipment from independent CPE manufactures. We then combine equipment from different manufactures to provide customized solutions that meet the individualized needs of our customers. Because most of our customers are small to medium size businesses, they lack the resources or sophistication to assemble such customized solutions themselves. As A result, VARs are an important source of choice for these users.

If the Commission allows CPE bundling, we believe many VARs will be forced out of business. Bundling would allow carriers to offer packages that combine transmission service with "free" CPE. A company such as ours simply cannot compete against such an offer. As a result, end-users will have no practical choice but to accept the CPE chosen by their carriers, even if it is not the best equipment for their needs. This result would not be in the publics best interest.

We therefore urge the Commission to retain the current rule, thereby allowing us to continue to provide increased choice to our customers. See enclosed Line card that enhances the choices for end users, consultants for the end users etc etc...

Sincerely,



Colin E. Quinn

No. of Copies rec'd 0
List ABCDE

RECEIVED
OCT 18 1996
FCC MAIL ROOM

CTS

Commercial Telecom Systems, Inc.

3500 Lakeside Dr., Suite 200, San Diego, CA 92108 • Telephone: (619) 441-1177 • (800) 632-0855 • FAX: (918) 749-0855

October 9, 1996

William A. Caton, Secretary of FCC
Federal Communications Commission
1919 M Street NW
Washington, D.C. 20554

DOCKET FILE COPY ORIGINAL

RE: Bundling of CPE by Interexchange Carriers, CC Docket 96-61

Dear Mr. Caton,

As a competitive Value Added Reseller ("VAR"), we wish to express our strong opposition to the Commission's proposal to allow interexchange carriers to bundle customer premises equipment ("CPE") with their regulated transmission service.

Value Added Resellers purchase equipment from independent CPE manufacturers. We then combine equipment from different manufacturers to provide customized solutions that meet the individualized needs of our customers. Because most of our customers are small to medium size businesses, they lack the resources or sophistication to assemble such customized solutions themselves. As a result, VARs are an important source of choice for these users.

If the Commission allows CPE bundling, we believe that many VARs will be forced out of business. Bundling would allow carriers to offer packages that combine transmission service with "free" CPE. A company such as ours simply cannot compete against such an offer. As a result, end-users will have no practical choice but to accept the CPE chosen by their carriers, even if it is not the best equipment for their needs. This result would not be in the public interest.

We therefore urge the Commission to retain the current rule, thereby allowing us to continue to provide increased choice to our customers.

Sincerely,

John Whitten, Pres.

No. of Copies rec'd 0
List ABCDE

**Alternative
Data
Communication
Sources, Inc.**

FCC MAIL ROOM

OCT 18 1996

RECEIVED

DOCKET FILE COPY ORIGINAL

October 7, 1996

William A. Caton
Federal Communications Commission
1919 M Street NW
Washington, DC 20544

RE: Bundling of CPE by Interexchange Carriers, CC Docket 96-61

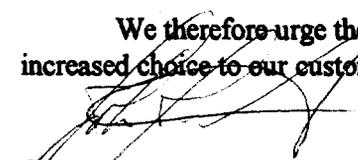
Dear Mr. Caton:

As a competitive Value Added Reseller ("VAR"), we wish to express our strong opposition to the commission's proposal to allow interexchange carriers to bundle customer premises equipment ("CPE") with their regulated transmission service.

Value Added Resellers purchase equipment from independent CPE manufacturers. We then combine equipment from different manufactures to provide customized solutions that meet the individualized needs of our customers. Because most of our customers are small to medium size businesses, they lack the resources or sophistication to assemble such customized solutions themselves. As a result, VAR's are an important source of choice for these users.

If the commission allows CPE bundling, we believe that many VAR's will be forced out of business. Bundling would allow carriers to offer packages that combine transmission service with "free" CPE. A company such as ours simply cannot compete against such an offer. As a result, end-users will have no practical choice but to accept the CPE chosen by their carriers, even if it is not the best equipment for their needs. This result would not be in the best public interest.

We therefore urge the commission to retain the current rule, thereby allowing us to provide increased choice to our customers.


Sincerely,
John Arico

Owner: Alternative Data Communications Sources Inc.

cc: Chairman Reed Hundt
Commissioner Quello
Commissioner Ness
Commissioner Chong

No. of Copies rec'd 0
List ABCDE

DATASTORE™

THE DATASTORE INCORPORATED

9 October, 1996

DOCKET FILE COPY ORIGINAL

FCC MAIL ROOM

OCT 15 1996

RECEIVED FCC MAIL ROOM

OCT 15 1996

RECEIVED

Mr. Reed Hunt, Chairman
Federal Communications Commission
1919 M Street NW
Washington DC 20554

Dear Mr. Hunt:

As a company that provides communication network integration services, we wish to convey our strong opposition to the Commission's proposal to allow interexchange carriers to bundle customer premises equipment (CPE) with their regulated transmission services. (CC Docket 96-61)

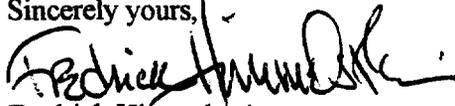
Network Integrators purchase equipments from independent manufacturers of hardware and software. We then blend these various equipments in order to provide the specific solutions that meet the requirements of our clients. Most of our client base consists of small to medium sized businesses that lack the technical resources to design and implement these solutions.

If the commission allows this CPE bundling, we believe that many of our colleagues will be forced out of business, Bundling would allow carriers to offer packages that combine transmission services with no cost CPE. Obviously such an environment would not allow us to compete with the carrier. As a result our clients would have no other choice but to accept the carrier's solutions, even though it may not be the best.

If we are forced to either cutback or go out of business, there would be the loss of 30 jobs that our company provides.

We therefore urge the commission to retain the current rule, thereby allowing us to provide state of the art solutions for our clients.

Sincerely yours,



Fredrick Himmelstein
Executive Vice President

cc: Commissioner Quello
Commissioner Ness
Commissioner Chong
William A. Caton

No. of Copies rec'd 1
List ABCDE