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FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

December 23, 1997

VIA HAND DELIVERY

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Ms. Magalie Roman Salas
Secretary
Federal Communications Commission
1919 M Street, N.W.
Washington, D.C. 20554

Re: Notice of Ex Parte Presentation; ET Docket No. 95-183; IB Docket No. 97-95; CC Docket No. 96-98; CC Docket No. 95-184; CCBPol 97-9

Dear Ms. Salas:

On December 23, 1997, Timothy Graham, Jack Richards and the undersigned, on behalf of WinStar Communications (WinStar), met with FCC Chairman Bill Kennard and his Senior Legal Advisor, Susan Fox. During the meeting, WinStar raised positions already set forth in WinStar filings in each of the above-captioned proceedings. Pursuant to Section 1.1206(a) of the FCC's rules, 47 C.F.R. § 1.1206(a), we are filing with the Secretary an original and 10 copies of this notice of ex parte presentation and our agenda from the meeting.

Should there be any questions regarding the above, please do not hesitate to contact the undersigned at 202-833-5678.

Very truly yours,

Joseph M. Sandri, Jr.
AVP and
Regulatory Counsel

Enclosure

cc: The Hon. William Kennard
Susan Fox

A Winstar Communications Company

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December 23, 1997
WinStar Communications, Inc./Federal Communications Commission

1. Introduction to WinStar Communications, Inc.
    - 38 GHz licenses
      -189 *area* licenses, each covering up to 10,000 square miles-almost 190 million people
      -licenses in the top 50 U.S. cities
    - Hub Networks attached to Lucent Class 5 Switches
      -Deploy in 20 top cities by March 1998 and in the top 42 cities by the year 2000
    - 32 Interconnection Agreements Completed- 41 of top 50 markets
      -RBOCs, GTE, Sprint, major independent LECs
    - CLEC Authority - 30 jurisdictions; CAP Authority - 38 jurisdictions
    - IXC Authority - 47 jurisdictions
    - WinStar for Education: (http:/www.csnet.net)

2. The Telecommunications Act of 1996 was crafted to promote competition by companies like WinStar

3. Non-Discriminatory Access to Customers via Building Rooftops, Inside Wire and Rights-of-Way is essential to the success of Wireless CLECs.
    - Large-scale Competitive Telecommunications Networks Are Stopped at the last "100 feet";
    - Building owners hold virtual monopoly control over tenant access to competitive telecommunications providers;
    - Price gouging and obstruction by building owners commonplace;
    - Incumbent LECs often pay nothing for building/customer access;
    - Federal solution needed
    - LMDS success is also tied to building/customer access

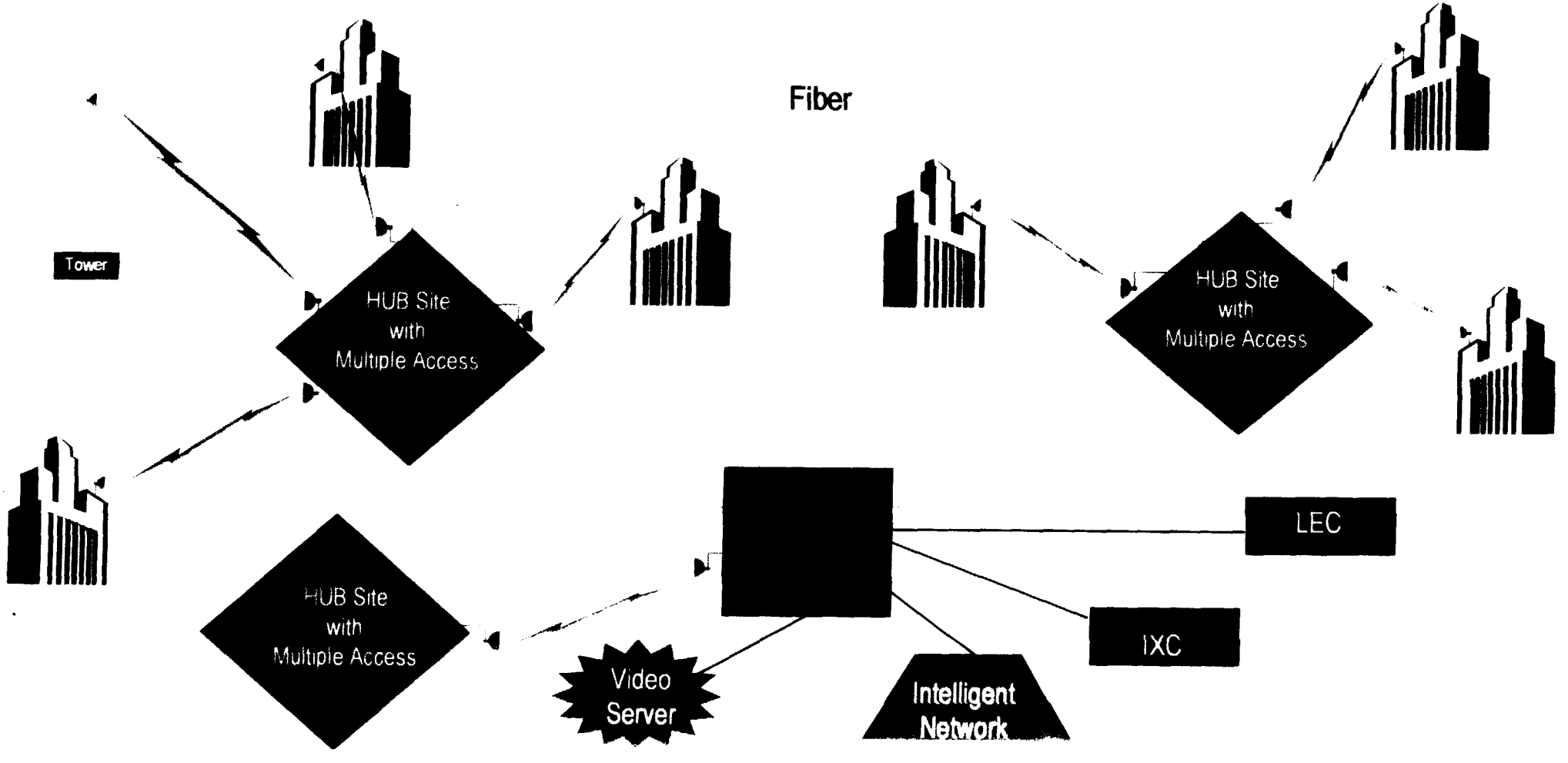
4. City and Municipal Franchise Requirements are being Applied in a Discriminatory Manner to Wireless CLECs.
    - Wireless CLECs do not place facilities in the public rights-of-way;
    - Municipalities require franchises even where public rights-of-way are not being used;
    - Municipal authority over 911 service is being leveraged by cities to require Wireless CLECs to enter into franchise agreements;
    - Municipalities that lack taxation authority cannot levy a tax under the guise of a franchise;
    - Franchise fees often bear no relation to the value or amount of the use.

5. Process outstanding 39 GHz applications.

6. Satellite Encroachment
    - Engineering studies clearly prove that ubiquitous satellite systems cannot economically or feasibly share the same spectrum with high density fixed services

Network Evolution

Multiple Access



Services:

- ✦Ring Extension
- ✦Diversity
- ✦Private Networks
- ✦Internet Access
- ✦Interactive Real Time Video
- ✦Dedicated Access
- ✦Cellular/PCS Backbone
- ✦Switched Services
- ✦Smart Buildings

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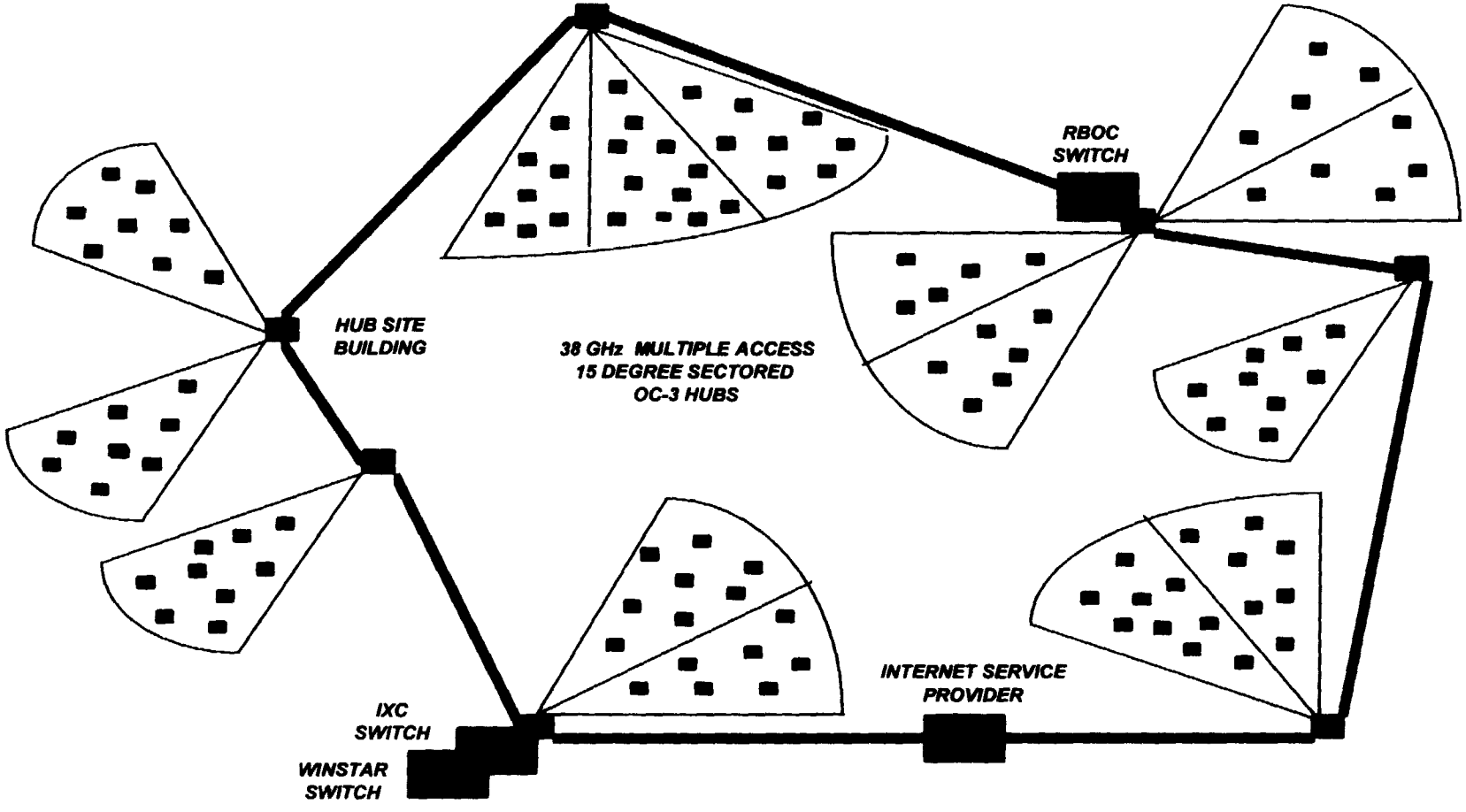
Campus Multiple Access Network



Network Consists of Multipoint Radio (Access) And Backbone (Transport) Components

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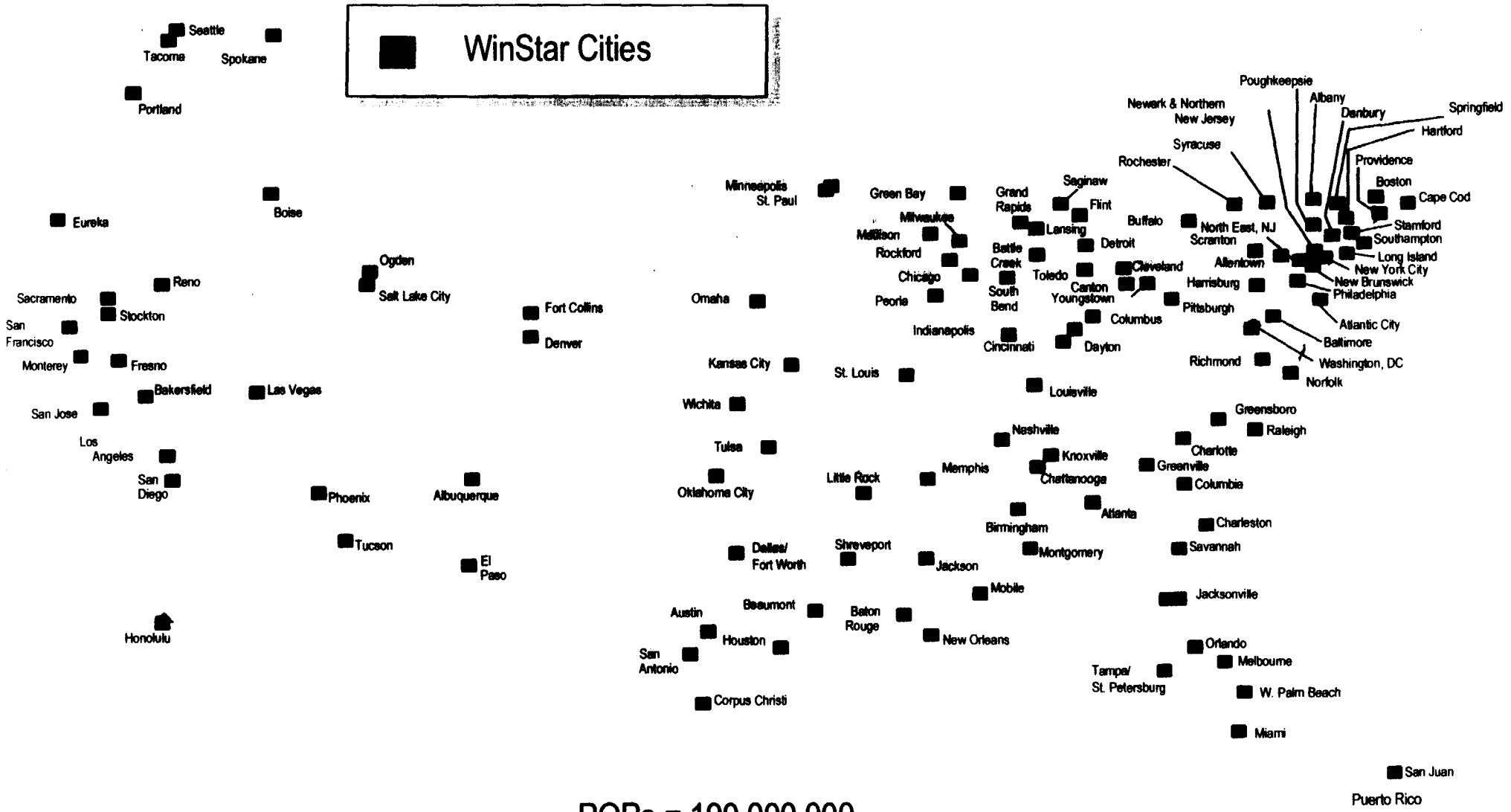
National Scope of WinStar Licenses



POPs = 190,000,000

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Education Products

- LivingPage™
- WebBoard™
- NewsNow™
- MindsEye Monster Exchange™
- Insect Ecology™
- Fish-n-Chips™
- The Journey™
- Tidal Passages™
- Community Register™
- Lesson Plan Warehouse™
- Mass Mailer™
- NetCard™
- Community Alert™

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for EDUCATION

K-12 Infrastructure Products

- Teaching T-1 ™
- Wireless Fiber sm
  - 38 GHz
- Easy-Admin E-mail ™
- Internet Boot Camp

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