



March 9, 2015
Via ECFS

**REDACTED –
FOR PUBLIC INSPECTION**

Marlene H. Dortch, Secretary
Federal Communications Commission
445 12th Street, S.W.
Washington, DC 20554

**RE: RCN Corporation
FRN 0011432986
Special Access Data Collection
WC Docket No. 05-25, RM10593**

Dear Ms. Dortch,

Attached are the public versions of the essay responses for the above referenced Special Access Data Collection proceedings, submitted on behalf of **RCN Corporation** (“Company”) and in accordance with *Order and Data Collection Protection Order*, DA 14-1424, adopted October 1, 2014.

The Company’s responses have also been submitted via the Special Access Web Portal.

Any questions you may have regarding this filing should be directed to my attention at 407-740-3002 or via email to cwrightman@tminc.com. Thank you for your assistance in this matter.

Sincerely,

/s/ Connie Wightman

Connie Wightman
Consultant to RCN Corporation

cc: Trudy Longnecker - RCN
file: RCN - FCC SADC
tms: FCx1501

CERTIFICATION

I have examined the responses and certify that, to the best of my knowledge, all statements of fact, data, and information contained therein are true and correct.

Signature: /s/ Thomas K. Steel

Printed Name: Thomas K. Steel

Title: VP of Regulatory and Public Affairs

Date: March 9, 2015

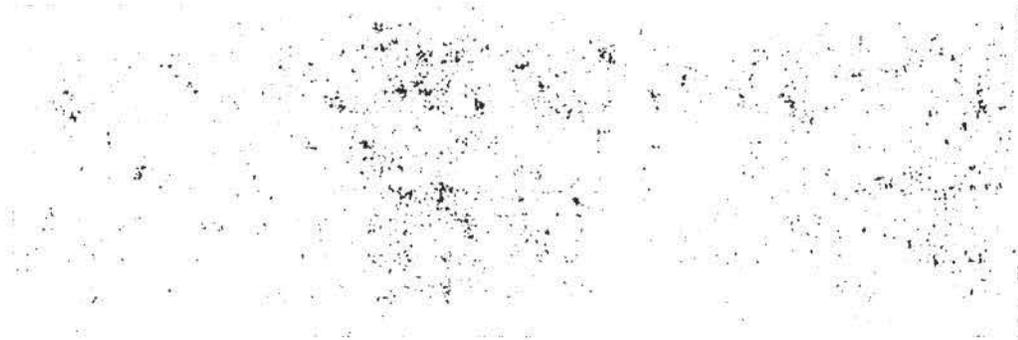
**HIGHLY CONFIDENTIAL INFORMATION –
SUBJECT TO PROTECTIVE ORDERS IN WC DOCKET NO. 05-25
BEFORE THE FEDERAL COMMUNICATIONS COMMISSION**

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**Special Access Data Collection
WC Docket No. 05-25 and RM-10593
Response of RCN Corporation
Question II.A.5**

Question: Provide a map showing the fiber routes that you (a) own or (b) lease pursuant to an IRU agreement that constitute your network, including the fiber Connections to Locations. In addition, include the locations of all Nodes used to interconnect with third party networks, and the year that each Node went live.

Response:



RCN Business Services:

II.A.8:

Customer must be located within RCN's fiber network. RCN evaluates the customer's needs to determine cost effectiveness for RCN and the customer.

RCN Business Services:

Serving small, mid-sized and enterprise businesses in Boston, Chicago, Philadelphia, Lehigh Valley (PA), New York City and Washington, D.C., RCN Business received the Metro Ethernet Forum's CE 2.0 certification in the E-Line, E-LAN and E-Access categories.

RCN Business Services:

II.A.11

Identify the five most recent Requests for Proposals (RFPs) for which you were selected as the winning bidder to provide each of the following: (a) *Dedicated Services*; (b) *Best Efforts Business Broadband Internet Access Services*; and, to the extent different from (a) or (b), (c) some other form of high-capacity data services to business customers.

None to report

RCN Business Services:
II.A.11part2

Not Applicable

RCN Business Services:

II.A.18

If you offer *Dedicated Services* pursuant to an agreement or *Tariff* that contains either a *Prior Purchase-Based Commitment* or a *Non-Rate Benefit*, then explain how, if at all, those sales are distinguishable from similarly structured ILEC sales of *DS1s*, *DS3s*, and/or *PBDS*.

Not Applicable

RCN Business Services:

II.A.19

Provide the business justification for the *Term* or *Volume Commitments* associated with any *Tariff* or agreement you offer or have in effect with a customer for the sale of *Dedicated Services*.

RCN does not offer services via a tariff. All "Term" or "Volume Commitments" are developed in the individual customer contract and are based on the company's cost and the customers needs.

RCN Business Services:

II.D.1

Describe your company's short term and long-range promotional and advertising strategies and objectives for winning new – or retaining current – customers for *Dedicated Services*. In your description, please describe the size (e.g., companies with 500 employees or less, etc.), geographic scope (e.g., national, southeast, Chicago, etc.), and type of customers your company targets or plans to target through these strategies.

RCN's typical SMB offering (including Internet, phone and video over DOCSIS) targets businesses with less than 20 employees. The Enterprise offering (including dedicated Internet access, Ethernet, PRI/SIP trunks over fiber) targets businesses with greater than 20 employees.

RCN's marketing plans for targeting the SMB audience includes building awareness for RCN Business, utilizing tactics such as cross channel, online (display, Search Engine Optimization, Search Engine Marketing) and on occasion print advertising. On a regular basis, direct mail is sent to small business prospects, promoting one-off product and bundle offers. The marketing plan for the Enterprise consists of attending/participating/sponsoring local and national tradeshows, targeting IT/Telco managers within a business. Public Relations is also utilized to help create awareness for specific product offerings, customer announcements and case study/whitepaper development. Targeted direct and dimensional mail is also used to introduce RCN Enterprise sales reps to key decision makers within a business. Marketing support is provided to the direct sales reps in the form of collateral development.

RCN Business Services:

II.D.2

Identify where your company's policies are recorded on the following *Dedicated Service*-related processes: (a) initiation of service; (b) service *Upgrades*; and (c) service *Disconnections*. For instance, identify where your company records recurring and non-recurring charges associated with the processes listed above. If recorded in a *Tariff*, provide the specific *Tariff* section(s). If these policies are recorded in documents other than *Tariffs*, list those documents and state whether they are publicly available. If they are publicly available, explain how to find them. For documents that are not publicly available, state whether they are conveyed to customers orally or in writing.

The Company's general terms and conditions policy are available on the company's website at <http://rcn.com/business/policies-and-disclaimers/>. More specific data is written into the customer's individual contract.