

ORIGINAL

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RECEIVED

June 13, 2002

JUN 13 2002

FEDERAL COMMUNICATIONS COMMISSION  
OFFICE OF THE SECRETARY

VIA COURIER

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

*Ex Parte*

CC Docket Nos. 96-98, 98-147, 01-338, 02-33

Dear Ms. Dortch:

Pursuant to Section 1.1206 of the Commission's rules, 47 C.F.R. § 1.1206, this will provide notice that on June 12, 2002, Julia Strow, Vice President - Regulatory Affairs, Cbeyond Communications and the undersigned met with Dan Gonzalez, Senior Advisor, Office of Commissioner Kevin Martin. We introduced Cbeyond and highlighted key pending regulatory issues as set forth in the attached document, which was provided at the meeting.

Sincerely,



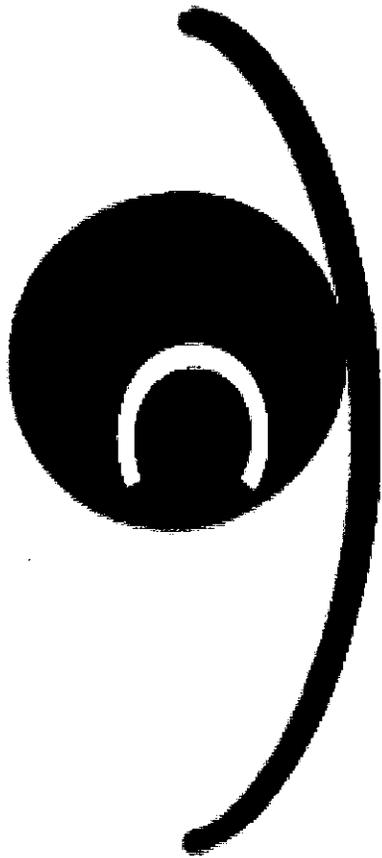
Patrick J. Donovan  
Counsel for  
Cbeyond Communications

cc: Dan Gonzalez

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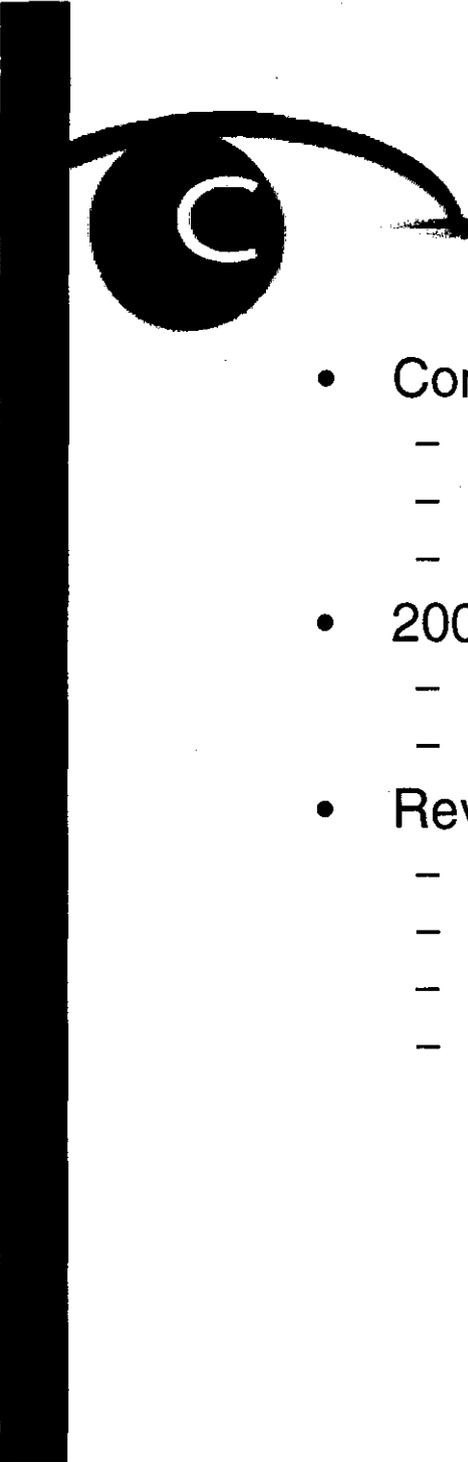
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# **BEYOND COMMUNICATIONS**

Julia Strow - Vice President

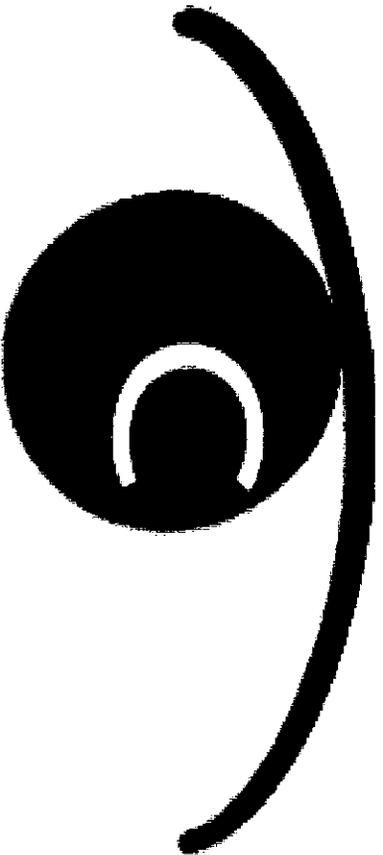
June 12, 2002



# Cbeyond Communications

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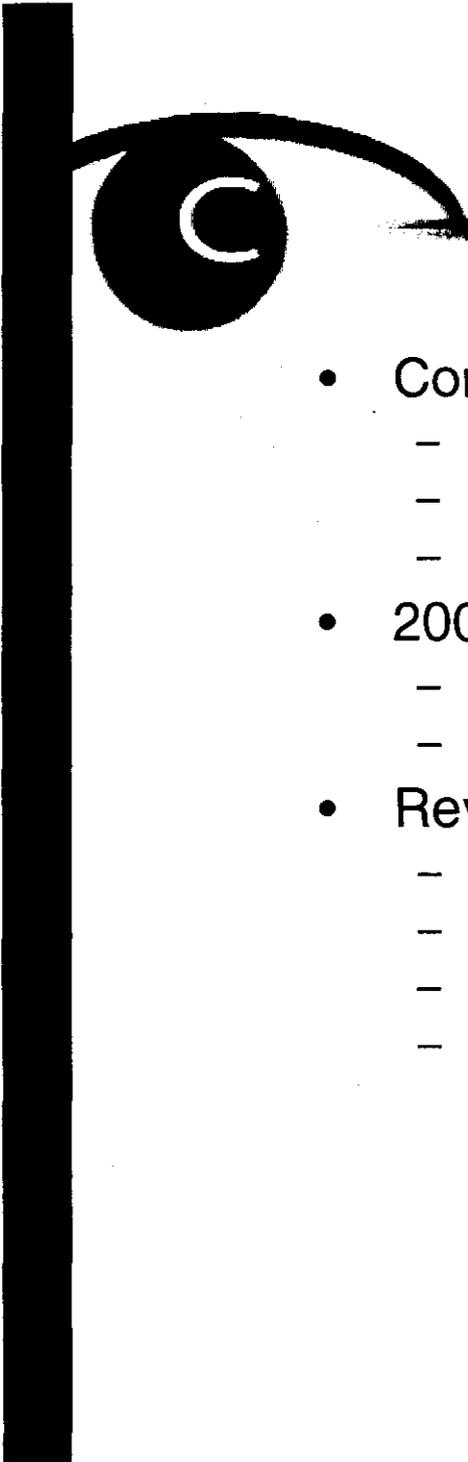
- Company Overview
  - Our business plan
  - Our value proposition
  - Our network
- 2001 Accomplishments
  - Success in the marketplace
  - Proven scalability
- Review of Critical Issues for Continued Success
  - Technology neutral focus
  - Access to high capacity loops/transport as UNEs
  - Access to new combinations of UNEs
  - Enforcement of existing 251/252 rules



# **BEYOND COMMUNICATIONS**

Julia Strow - Vice President

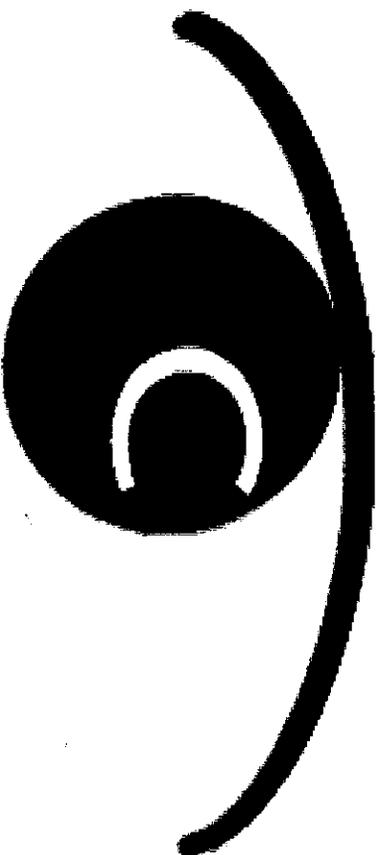
June 12, 2002



# Cbeyond Communications

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- Company Overview
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# **BEYOND COMMUNICATIONS**

June 2002

# Cbeyond Communications

"We knew the problem we were  
trying to solve, to give  
big business communication  
prices they could afford."

**CBYOND  
COMMUNICATIONS**  
Founder and CEO



## *Our Mission:*

To give "Big Business" tools to Small Businesses at prices they can afford and that Cbeyond can deliver profitably.

## *Our Vision:*

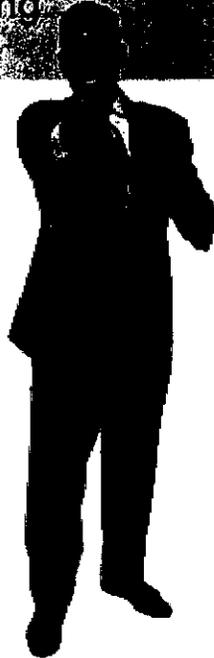
To be #1 in the admiration and loyalty of our customers.

## *Our Values:*

Passion for the Customer  
Foundation of Integrity  
Attitude of Responsibility  
Balance  
Pursuit of Improvement

# Cbeyond's Business Model

Customers want  
what we're selling



**CBYOND  
COMMUNICATIONS**  
*Cbeyond Sales and*

## Target Market

Small businesses with 5-25 lines in Tier 1 markets.

## Facilities-based Communications Service Provider

- Utilize next generation architecture
- Use DS1 loops provided by ILECs for last mile connection to our customers

## Core Competencies

- Integration of voice and Internet applications
- Direct sales force
- State of the Art Operation Support Systems (OSS) and Business Support Systems (BSS)

## Network Technology

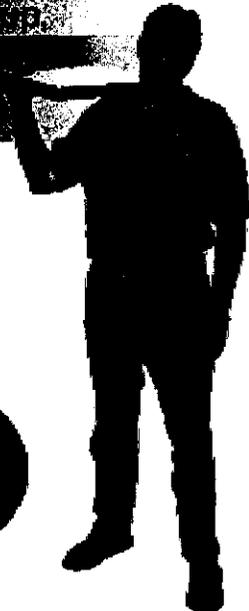
- Cisco Powered, local VOIP network
- Single integrated voice and data network

# Cbeyond Communications – Facts



**CBYOND  
COMMUNICATIONS**

*Cbeyond Network  
Architect*



## **General**

Founded in November, 1999  
260+ Employees  
Headquartered in Atlanta, GA

## **Current Services**

Local and Long Distance Voice;  
Broadband Internet access;  
Website Services; Email;  
Voicemail; Conference  
Calling; Toll-Free; Calling Card

## **Current Markets**

Atlanta, Dallas, Denver

## **Customers**

2,900

## **Investment**

\$40 million

## **Technology**

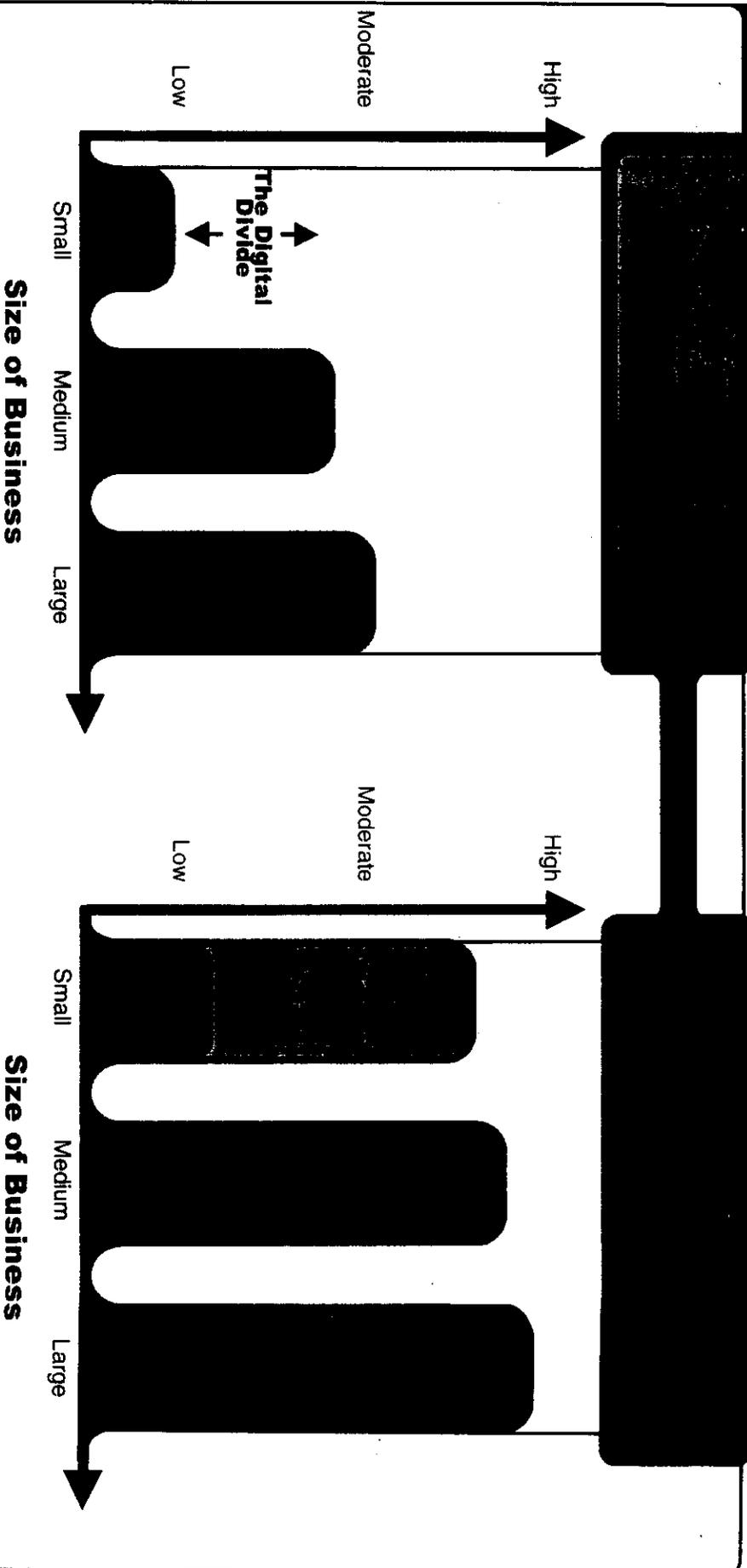
Cisco Systems

## **Fully Funded**

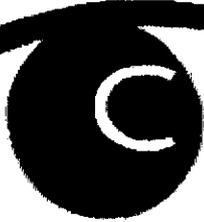
\$141M private equity led by Madison Dearborn Capital Partners, Battery Ventures Partners, Vantage Point Ventures Partners and Morgan Stanley  
\$240M private debt financing

# Cbeyond Communications

## Bridging the Digital Divide



# Cbeyond - A Single Solution



"The way small businesses  
are **communicating** and  
**operating** is dramatically changing...  
and **Cbeyond** is enabling it."



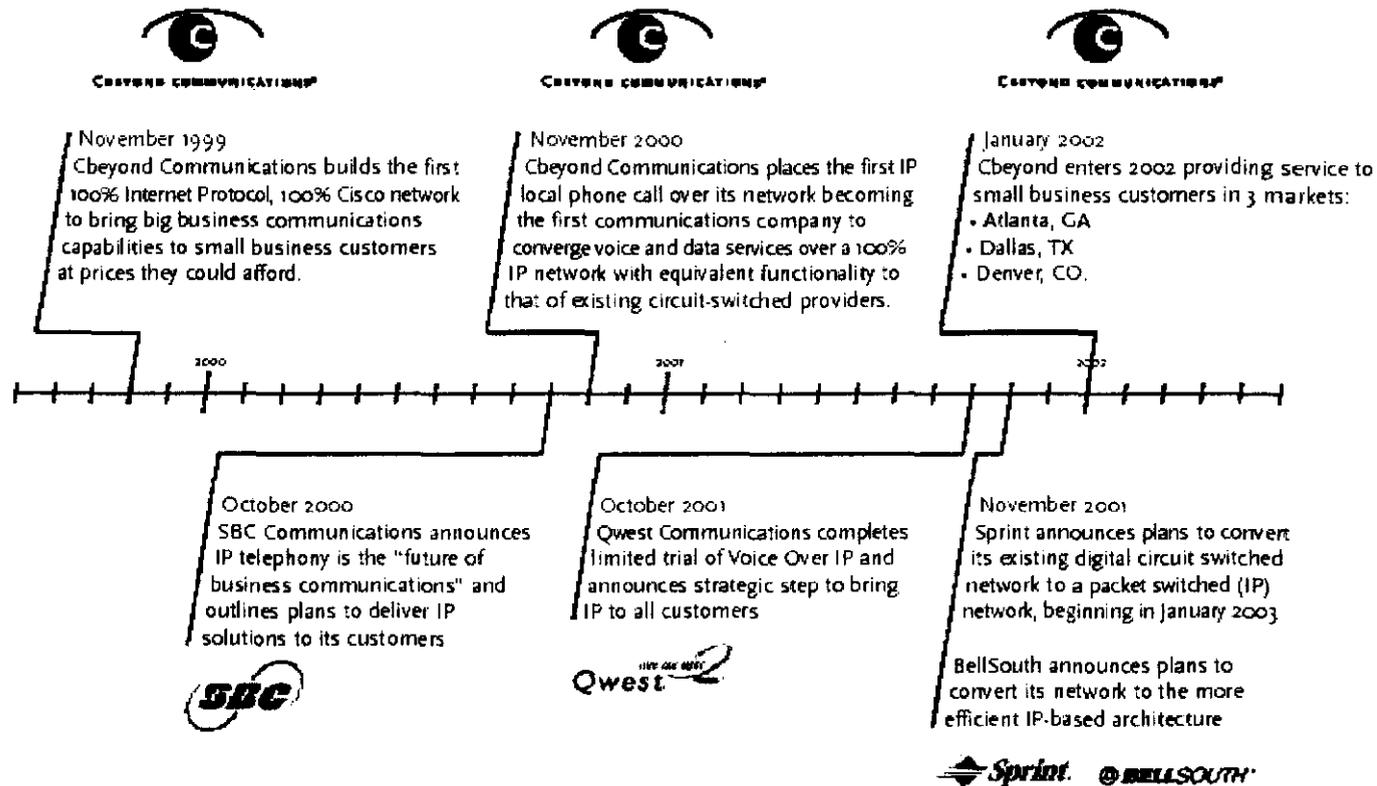
**CBYOND  
COMMUNIC**

Executive Vice  
Chief Operations

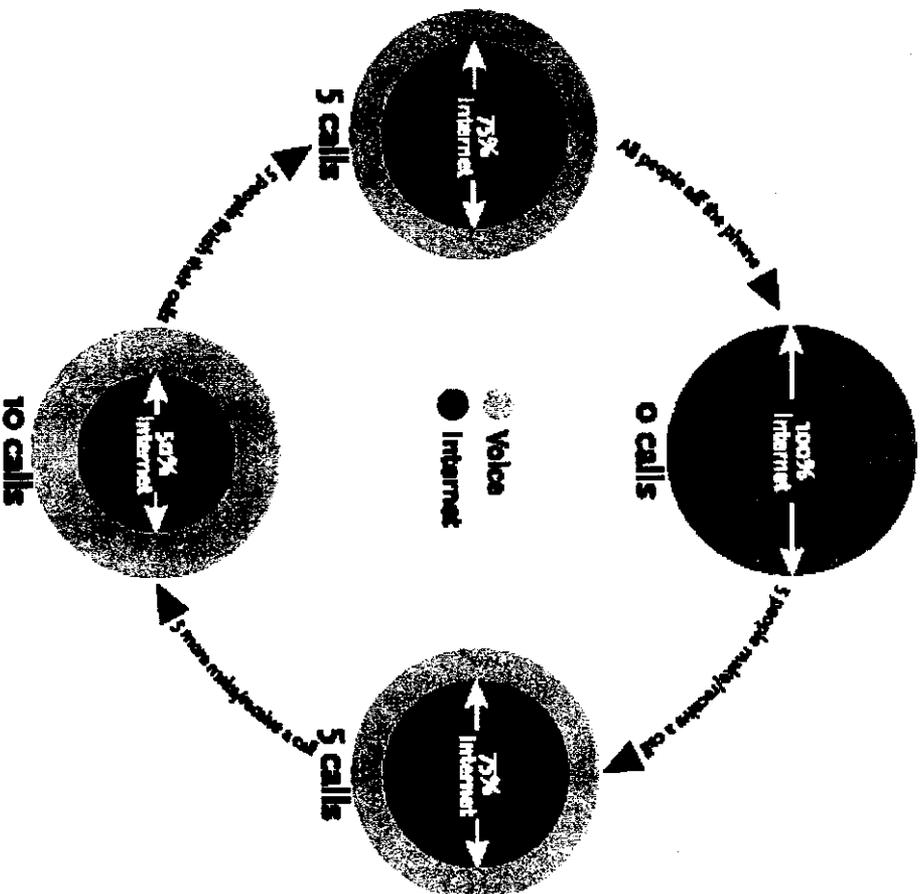
- One company
- One contact
- One connection for voice and data
- Reliable always on, high speed Internet – up to 50 times faster than a dial up modem
- Flexible bandwidth that adjusts to your needs at any moment
- Lower cost and higher value than typical phone service

# Cbeyond - Leading Innovation

Cbeyond is leading the communications' revolution that is transforming America's telephone network. Nearly all major communication providers have announced plans to convert their circuit-based networks into the type of Internet Protocol network that Cbeyond has already successfully built and deployed.



# Cbeyond - Breakthrough Technology

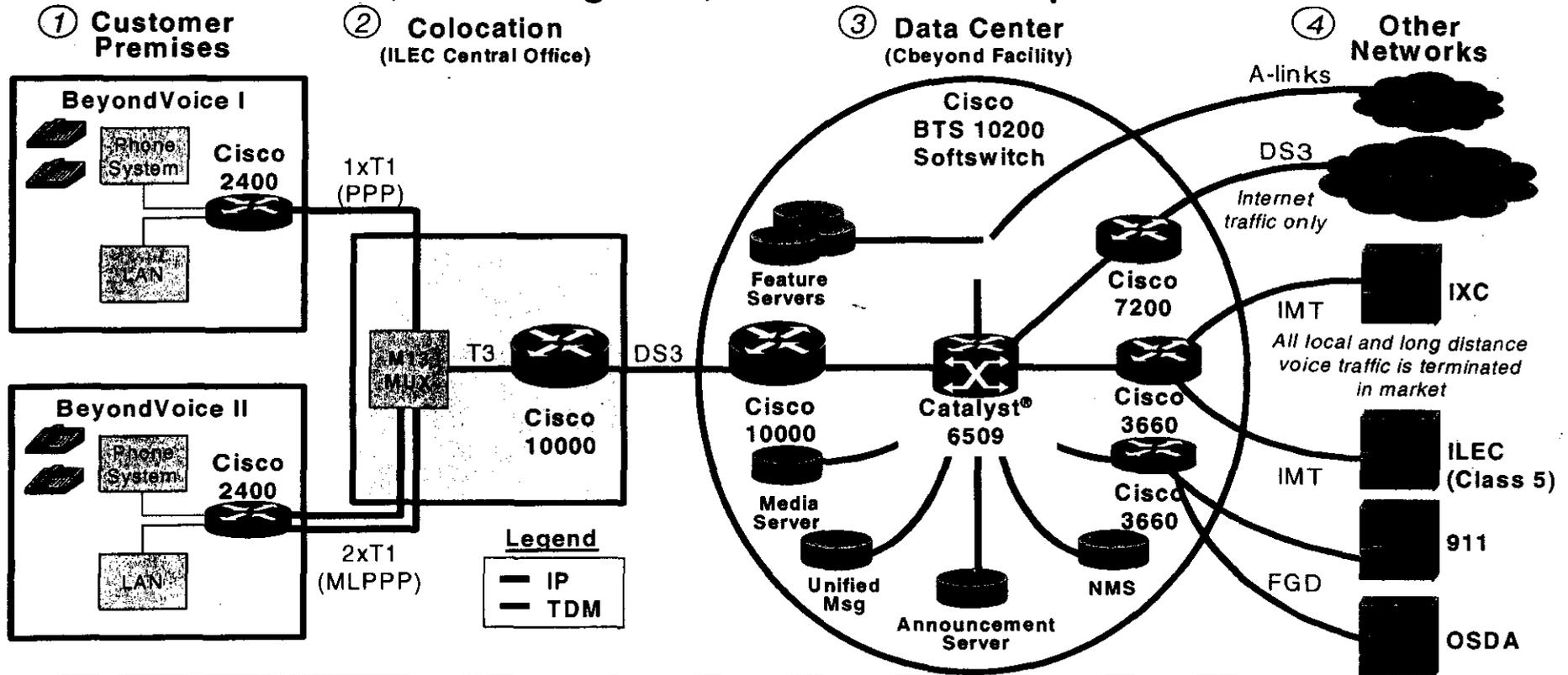


# Cbeyond's Next-Gen Network is 100% IP and 100% Cisco



CBYOND COMMUNICATIONS

Cbeyond's Class 5, VoIP network is fully interconnected with three different ILECs; including SS7, LNP and 911 capabilities



www.cbeyond.net

Confidential - Proprietary Information  
 Subject to Non-disclosure Agreement

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