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March 1, 2005

**Ex Parte**

Ms. Marlene H. Dortch  
Secretary  
Federal Communications Commission  
445 12<sup>th</sup> Street, SW – Portals  
Washington, DC 20554

**Re: Verizon's Petition for a Declaratory Ruling or, Alternatively, Interim Waiver and Verizon's Conditional Petition for Forbearance under 47 U.S.C. § 160(e) with Regard to Broadband Services Provided via Fiber to the Premises, WC Docket No. 04-242**

Dear Ms. Dortch:

On February 28, 2005 Jane Arnold, Russ Bykerk, Julie Chen Clocker, Will Johnson, Michael O'Connor, Shawn Strickland, and I, representing Verizon, met with Tom Navin, Julie Veach, Terri Natoli, Christi Shewman, Carol Simpson, and Tim Stelzig of the Competition Policy Division. The purpose of the meeting was to describe the technology involved with Verizon's fiber-to-the-premises (FTTP) network and the services to be provided over that network. We are attaching the presentations that were made during the meeting.

Please place this notice in the record of the above proceeding.

Sincerely,

A handwritten signature in black ink, appearing to read "Edwin J. Shimizu".

Attachments

c: Tom Navin  
Julie Veach  
Terri Natoli  
Christi Shewman  
Carol Simpson  
Tim Stelzig

# **ATTACHMENT 1**

# ***The Future of the Network***

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***Transforming the way we communicate***



***February 2005***

# ***FTTP will deliver ...***



- ◆ **A new network**
  - Complete overbuild of the existing network
  - Greater reliability and efficiency
- ◆ **A new customer experience**
  - Consumers control their services and features via web-based systems
- ◆ **New processes and systems**
  - Enables monitoring of the customer's service all the way to the desktop
  - "Personal Touch" installation process
- ◆ **New products**
  - New data speeds allow consumers to do more with the Internet than ever before
  - Video offerings that compete with those provided by cable and satellite, while providing innovative features not offered by cable

## ◆ **2004 Goals**

- Build out 100 central offices in 9 States
- Pass 1M homes and businesses

## ◆ **2005 Goals**

- Pass a total of 2M additional homes and businesses
- Create 3,000-5,000 new jobs within Verizon

## ◆ **Operational or announced deployments**

- California, Delaware, Florida, Indiana, Maryland, Massachusetts, New Hampshire, New York, Oregon, Pennsylvania, Rhode Island, Texas, Virginia

## ◆ FiOS Internet services

- Price and speed of consumer offerings include:
  - 5 Mbps/2 Mbps - \$34.95 (\$39.95 standalone)
  - 15 Mbps/2 Mbps - \$44.95 (\$49.95 standalone)
  - 30 Mbps/5 Mbps - \$199.95
- Customer reaction has been very positive
  - FiOS has achieved 20% penetration rate in just four and half months in Keller, TX (first FTTP office)
  - Communities are very supportive
    - Viewed as an attractive vehicle to spur economic growth in the community

## ◆ FiOS video offering (in 2005)

- Seeking franchises from authorities across the country – 5 granted so far

- ◆ **Nortel agreement**
  - In 2004, Verizon announced an agreement with Nortel to deploy new packet switching technology in both local and long distance networks
  
- ◆ **Will enable development of a converged network**
  - Will be capable of simultaneously handling voice, data, video and other IP-related applications
  - New capabilities will enable Verizon to introduce new services at competitive prices

- ◆ **iobi (call management / control)**
  - First-of-its-kind multimedia tool gives "point-and-click" control over home phone calls, home voice mail, call lists, directories and calendars
  - Integrates telephone, wireless, e-mail, text-messaging, voice mail, and the Internet

# Verizon One “command center”



## ◆ Features:

- 5.8 Ghz cordless phone
- DSL modem
- 802.11g wireless router
- iobi service
- Color touch screen
  - Visual voice mail
  - On-screen memo pad
  - E-mail previews
  - Address book
  - Personal calendar
  - Weather, news updates



- ◆ **Westell Technologies will manufacture the device for Verizon**

# **ATTACHMENT 2**

# ***FTTP Network***

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***(Fiber to the Premises)***



***February 2005***

# ***Transformational Nature of FTTP***



Fiber to the Premises

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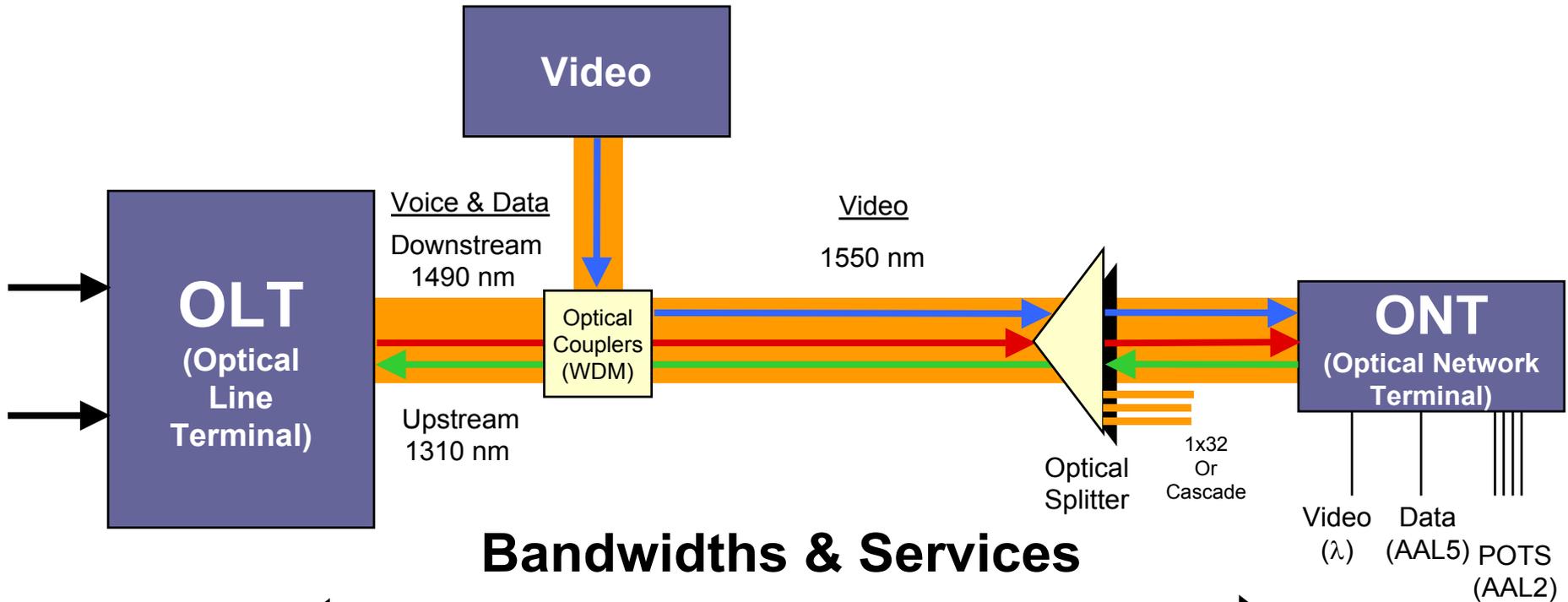
## ***FTTP Means ...***

- ✓ **A New Network**
- ✓ **New Processes and Systems**
- ✓ **New Services**
- ✓ **A New Customer Experience**

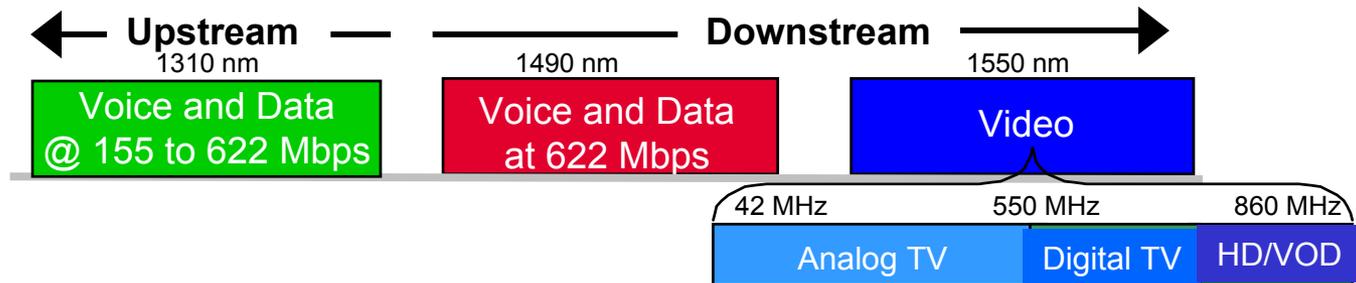
# Basic FTTP Components



Fiber to the Premises



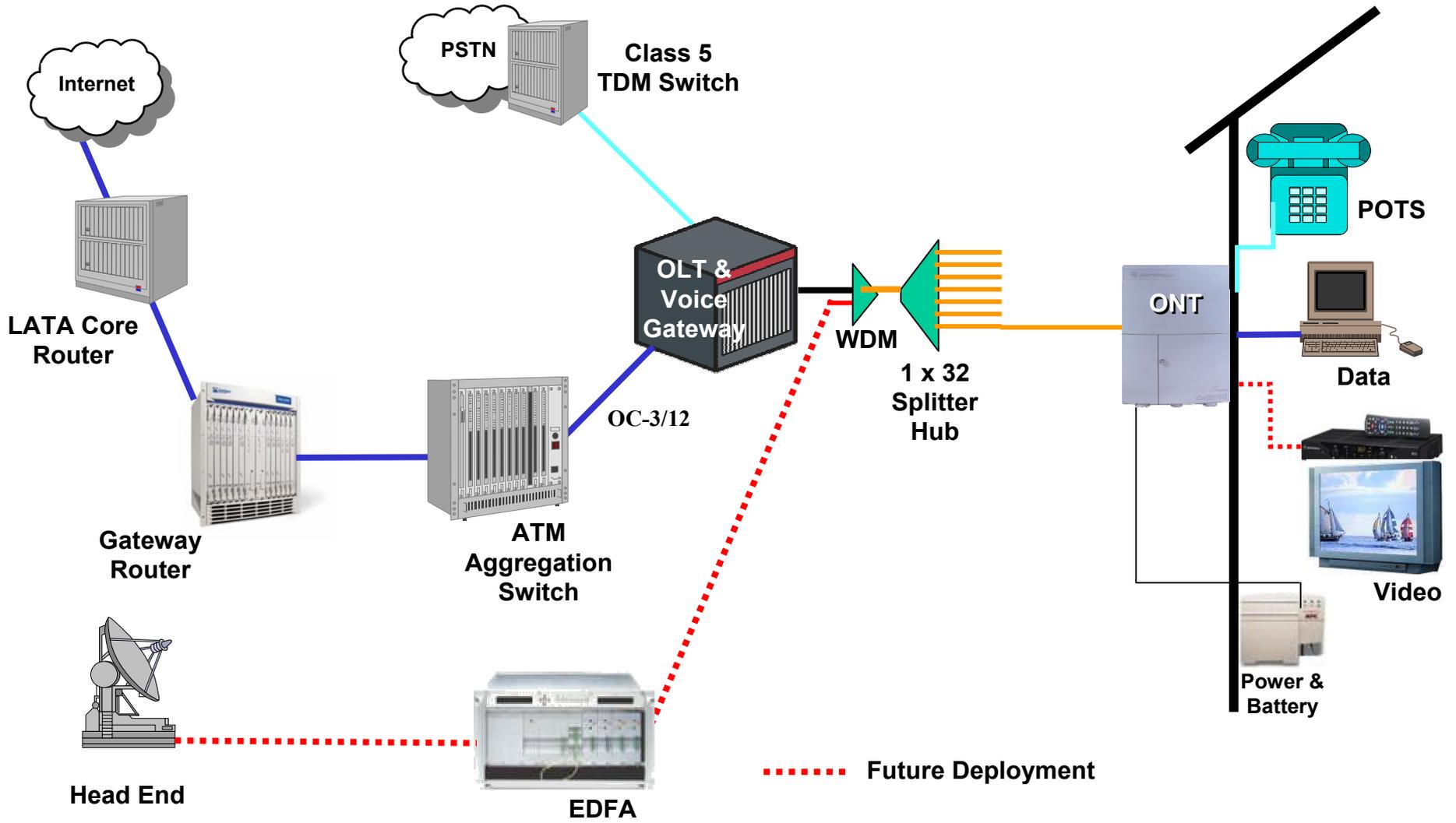
## Bandwidths & Services



# FTTP Network Architecture (example)



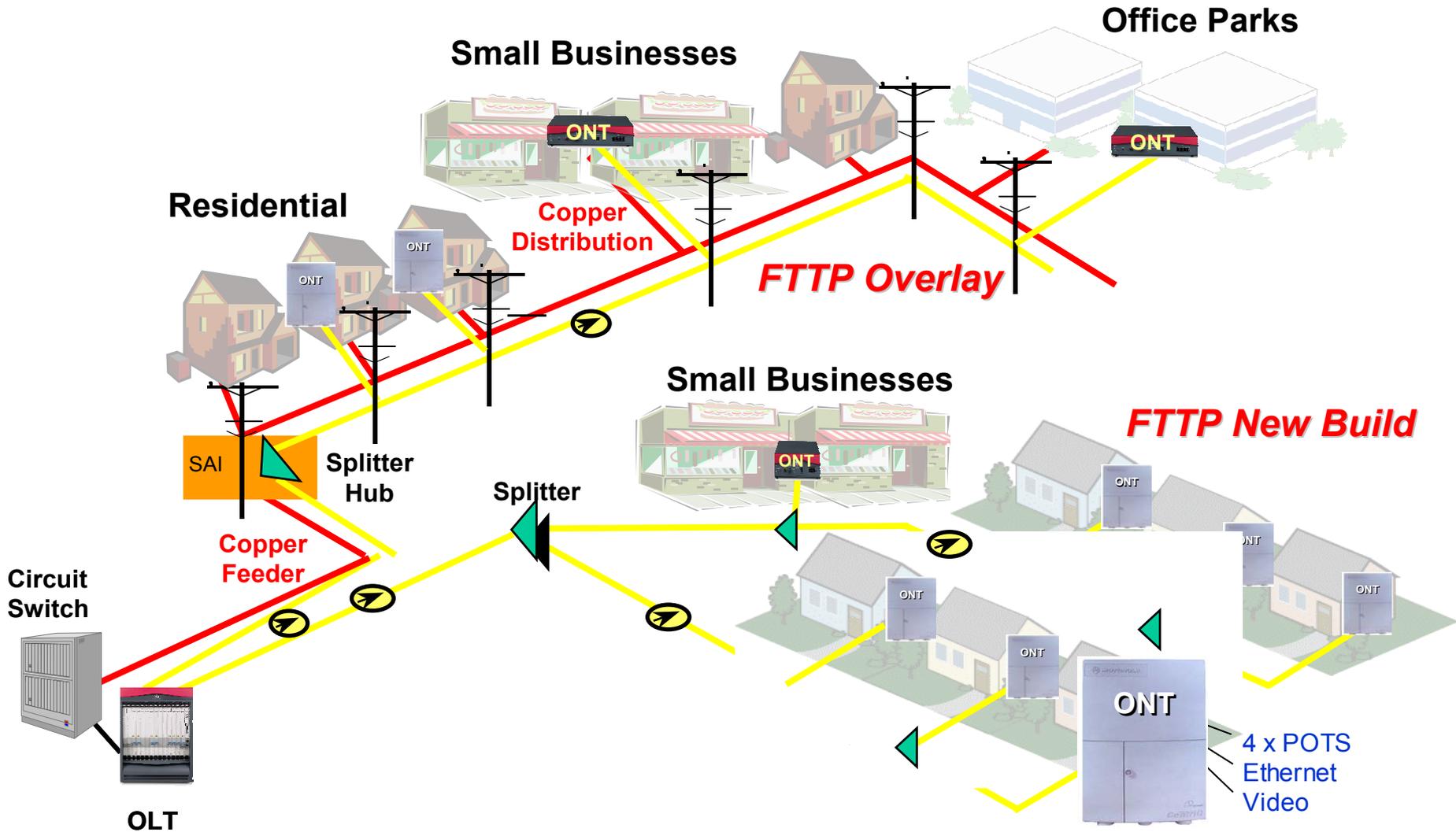
Fiber to the Premises



# Full Build & Overlay Architectures



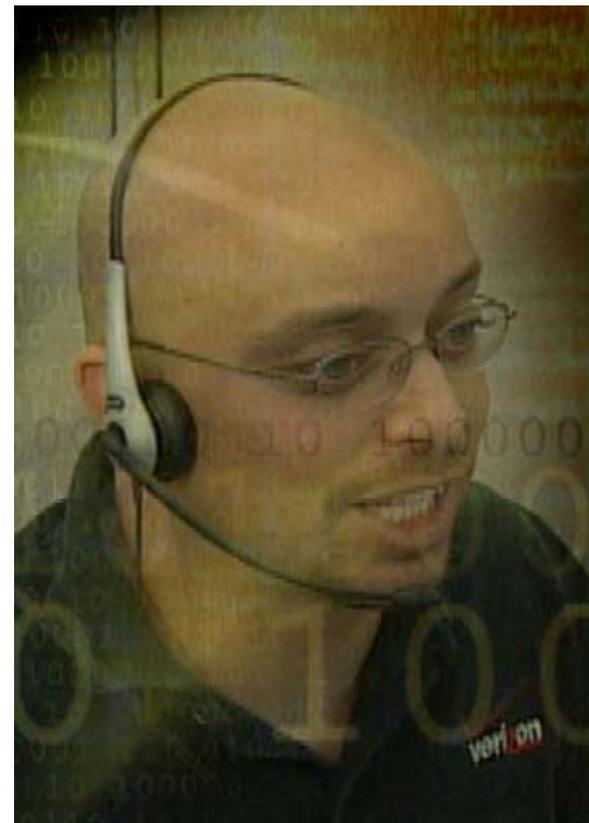
Fiber to the Premises



# **ATTACHMENT 3**

# FiOS TV Review

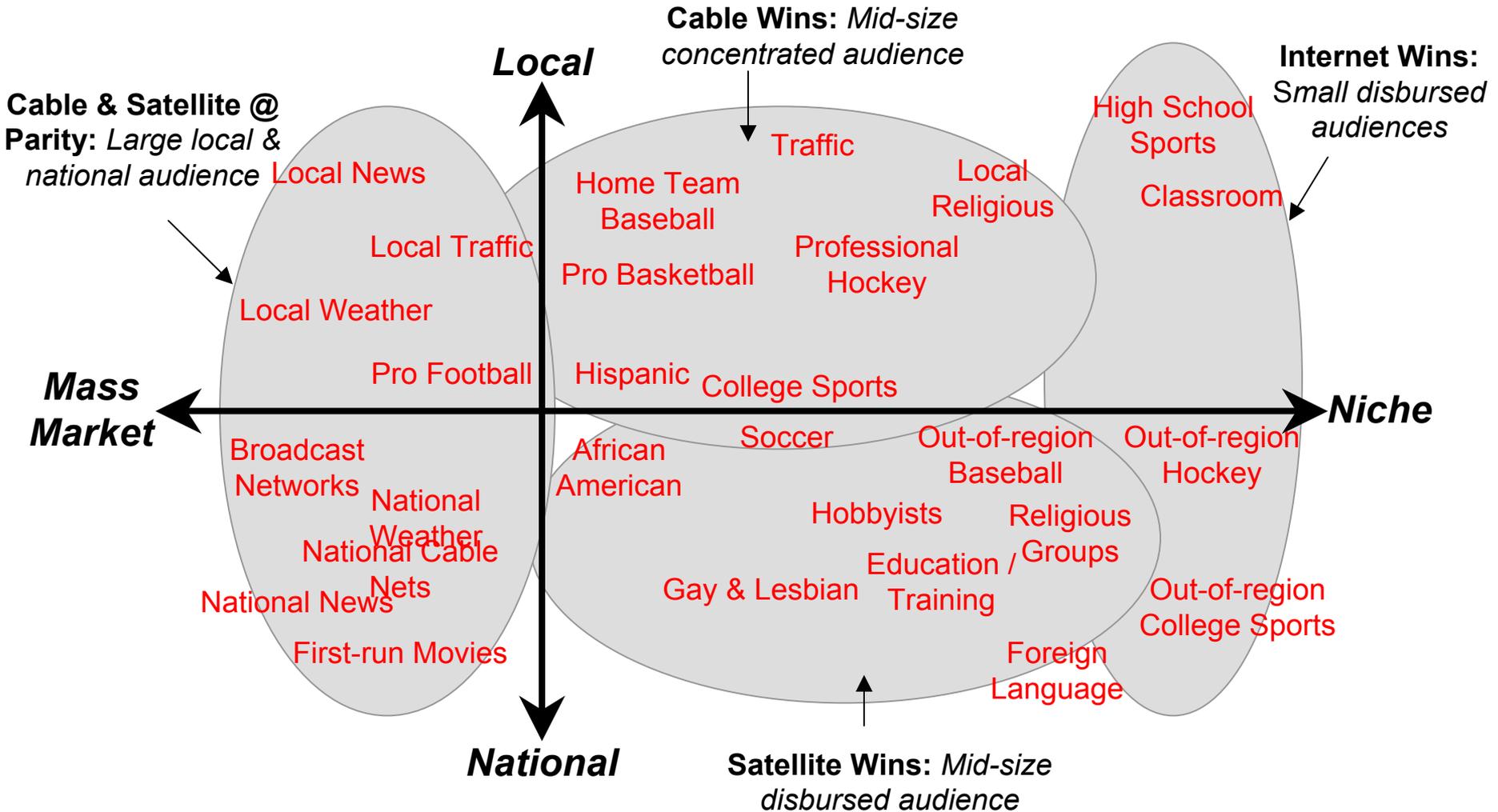
*28 February 2005*



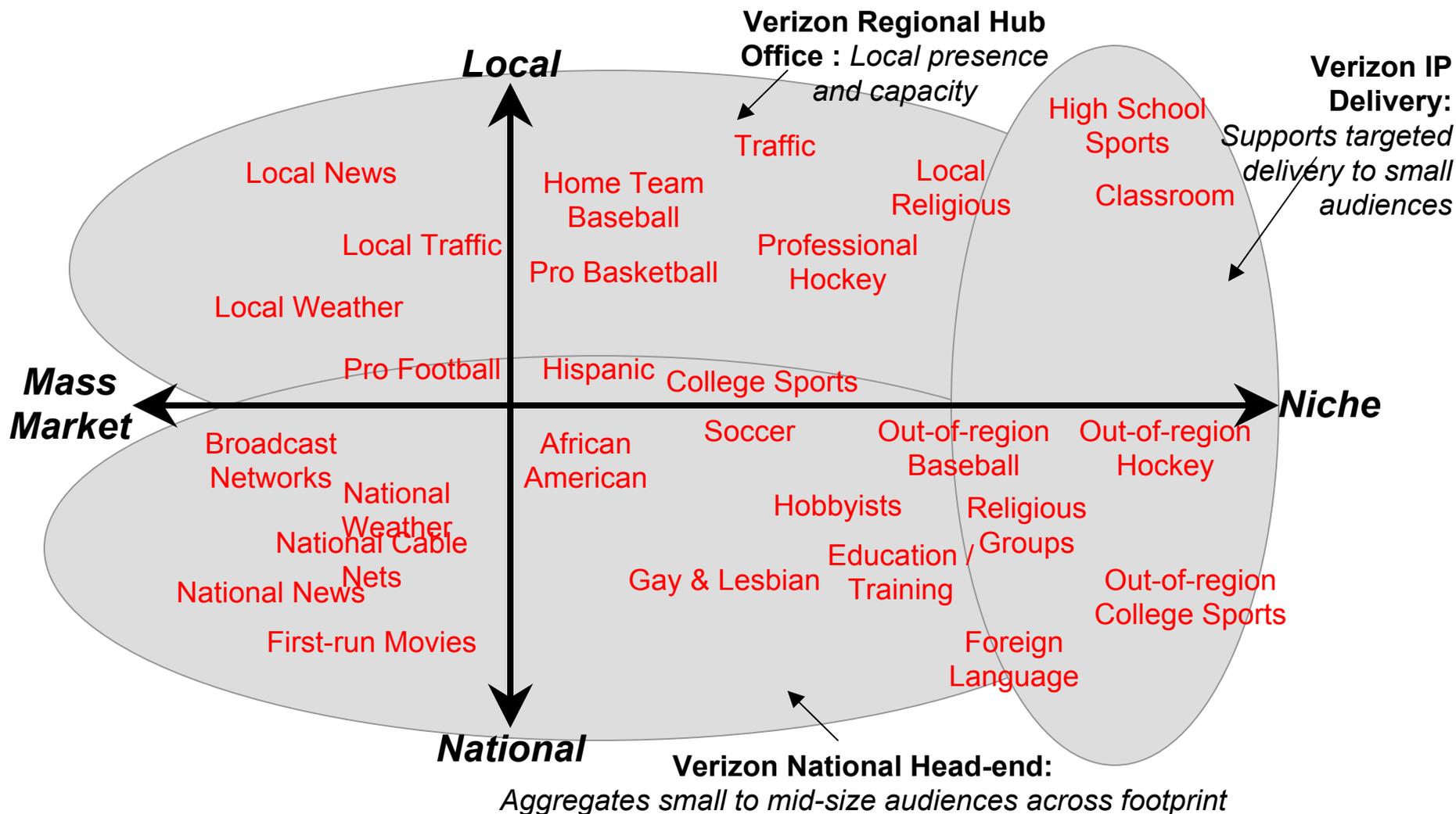
**Shawn Strickland**

*Vice President, FiOS TV*

# Existing Video Providers



# Verizon's Opportunity



# FiOS TV: The Foundation



- Deliver more channels, more choices and more value than cable or satellite
- Provide simple packaging
- Present simple offers
- Satisfy Consumer preferences

# Getting to Market



*Rapid time to market*  
*Expert "back-stop"*

- Hundreds of Cable Channels
- Thousands of Video On Demand Titles
- Full suite of HDTV Content
- Multi-room Digital Video Recorder
- Clean & intuitive user interface

# Verizon FiOS TV Features



## Premier IPG

STB DVR  
+ Multirm

VOD

Interactive  
Apps

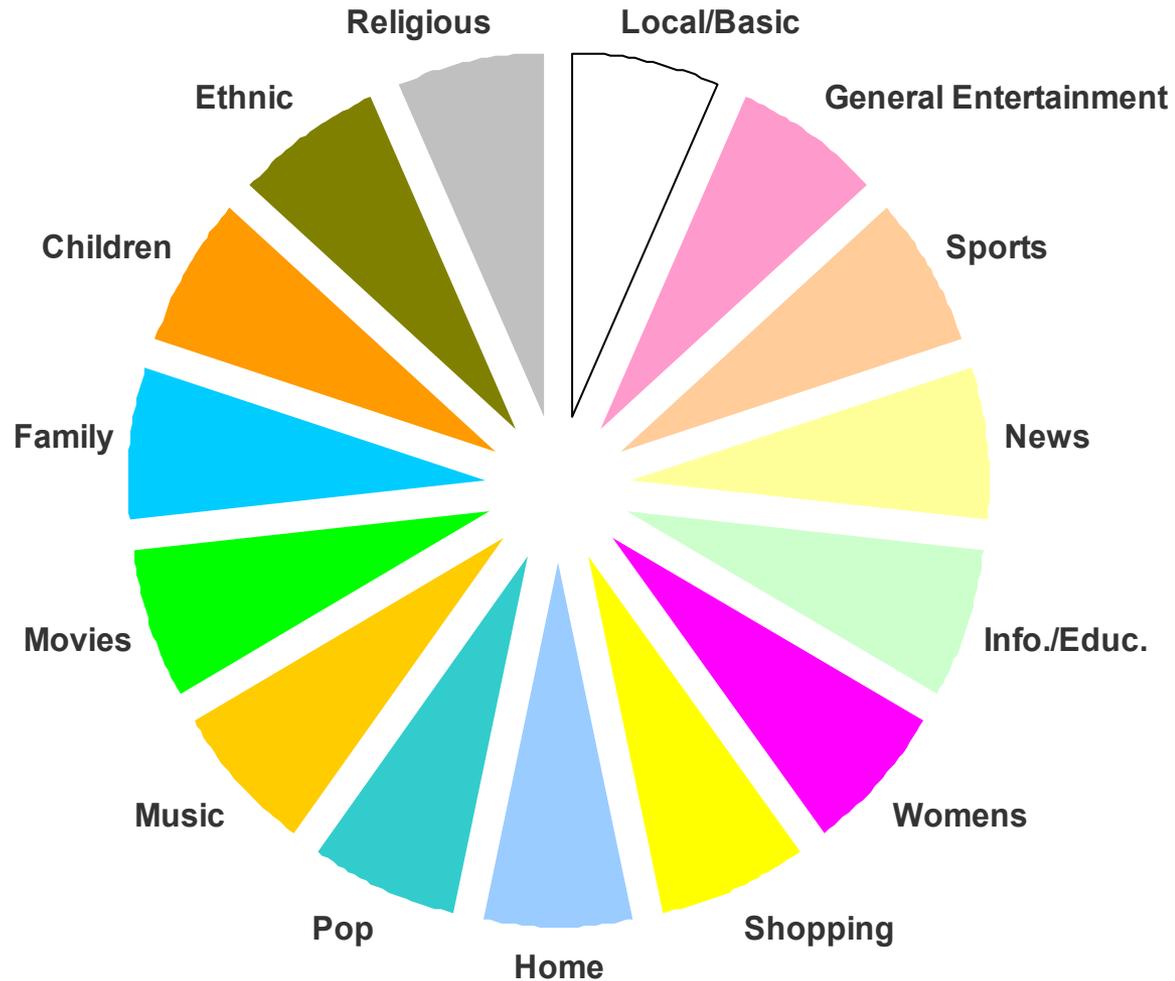
Premium  
Channels

## High Definition Programming

All Digital  
Expanded Basic & Tiers

Basic

# Genre Based Channel Groupings



# Video on Demand & Pay Per View



## Transactional Video On Demand

### Studio Movies

Sony, Fox, Universal, Paramount, MGM,  
DreamWorks, Artisan, New Line, Disney, WB

## Subscription Video On Demand

### Premiums

HBO, Cinemas, Starz, Encore, Showtime,  
The Movie Channel, Sundance, IFC

## Free Video On Demand

### Basic Channels and Niche Interests

ESPN, Discovery, HGTV, ExpoTV,  
Total Hollywood, etc.

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## Events & Sports Pay Per View

### Leagues & Events

MLB, NBA, NASCAR, MLS, NHL,  
ESPN GamePlan, Wrestling, Boxing, WWE, etc.