

VIA ECFS

EX PARTE

June 27, 2008

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

Re: *Petitions of Qwest Corporation for Forbearance Pursuant to 47 U.S.C. § 160(c) in the Denver, Minneapolis-St. Paul, Phoenix, and Seattle Metropolitan Statistical Areas, WC Docket No. 07-97*

Dear Ms. Dortch:

Yesterday, Jim Geiger, Chairman and CEO, and Julia Strow, Co-founder, of Cbeyond, Inc. (“Cbeyond”), and Kevin Joseph, representing Cbeyond, met with Dan Gonzalez, Chief of Staff to Chairman Martin, regarding the above-captioned proceeding.

Mr. Geiger provided an overview of Cbeyond’s business, explained how consumers and small businesses would be harmed if Qwest’s forbearance petitions were granted, and urged the Commission to deny the petitions. A copy of the presentation document distributed at the meeting is attached.

Please do not hesitate to contact me if you have any questions or concerns about this submission.

Respectfully submitted,

/s/ Thomas Jones
Thomas Jones

Counsel for Cbeyond, Inc.

cc (via email): Dan Gonzalez



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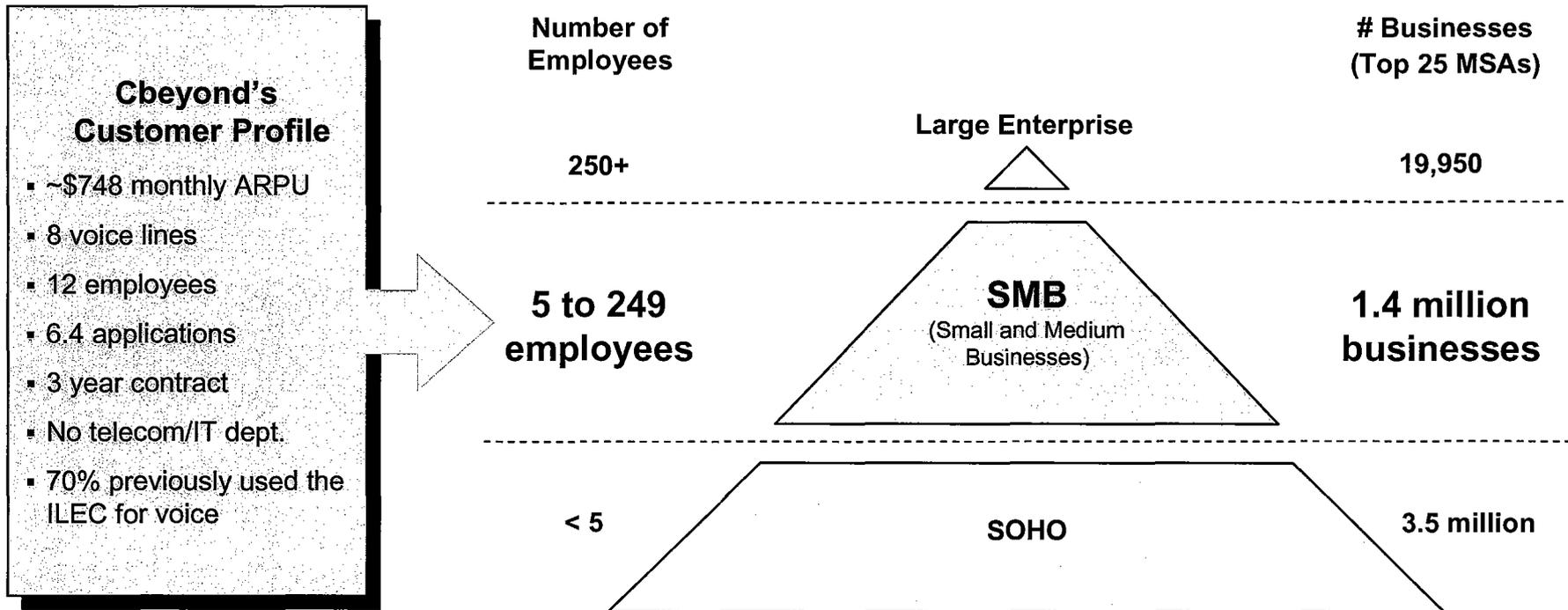
Jim Geiger – Chairman and CEO

June 26, 2008

Cbeyond Company Overview

- **2007 revenue of \$280M/ 2008 revenue projection of \$355M**
- **Fully funded business plan and debt free**
- **30% annual revenue growth**
- **36,674 customers**
- **1200 employees**

Our Target Market



Focused on the large, underserved small business market, which spends over \$22.5 billion annually on communications and IT services.

Source: Dun & Bradstreet

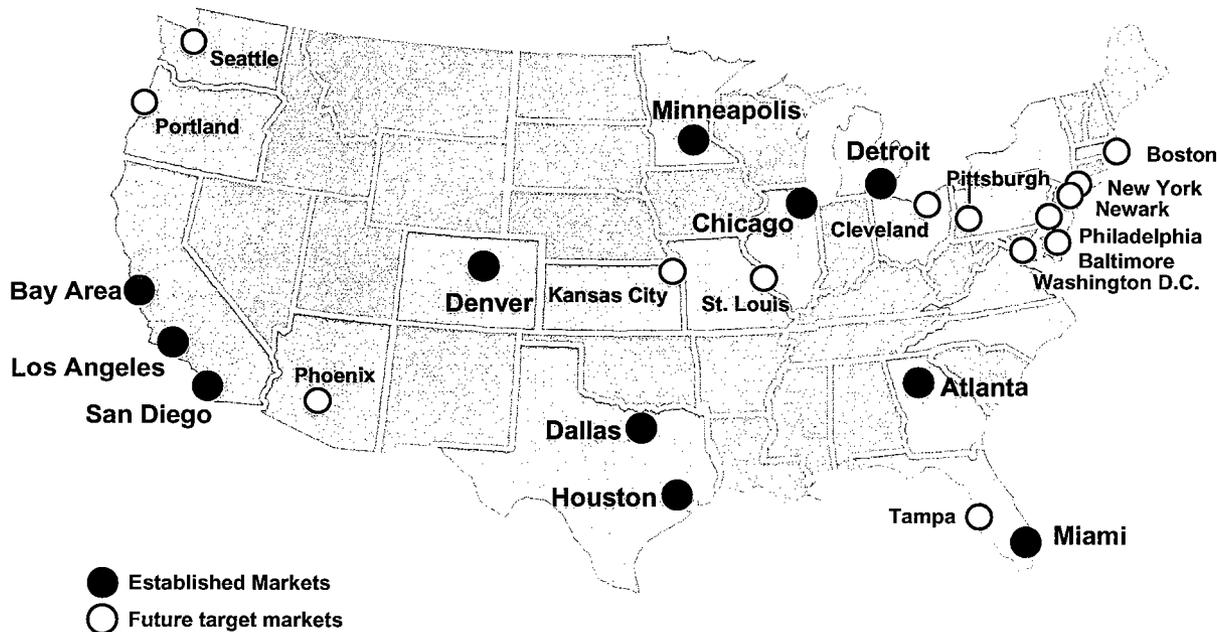
Managed Services – Core Offering

- Ⓢ End-to-end management and integration
- Ⓢ High level of customer service
- Ⓢ Bundled packages, competitively priced
- Ⓢ Connect with existing legacy key systems or next generation IP-PBXs (SIPconnect)
- Ⓢ CbeyondOnline for web-based account management

BeyondVoice	I	II	III
Target Market	4 to 30 employees	30 to 100 employees	100 to 200 employees
Monthly Price *	\$495	\$895	\$1,695
T-1 Circuits	1	2	3
Local Phone Lines	6	16	36
Domestic Long Distance and Mobile	1,500 minutes	3,000 minutes	9,000 minutes
Broadband Internet	1.5 Mbps	3.0 Mbps	4.5 Mbps
<i>* Pricing may vary depending upon contract length</i>			
Applications "Seeded" in Each Package	<ul style="list-style-type: none"> ◦ 1 Voicemail Box ◦ Email For Business ◦ 1 Fax-to-Email Number 	<ul style="list-style-type: none"> ◦ 1.5 GB Web Hosting ◦ 100 MB Back-up Storage ◦ 1 Toll Free Number 	<ul style="list-style-type: none"> ◦ 60 Conference Calling Minutes ◦ 1 VPN Remote User Account
Additional Lines and Minutes	<ul style="list-style-type: none"> ◦ Additional Local Lines or Mobile Phones (additional 500 minutes per line) ◦ Mobile Data (Blackberry and LG supported) ◦ Long Distance and Mobile Overage 		<ul style="list-style-type: none"> \$40 per line \$40 per device 6¢ per minute

Geographic Expansion

Cbeyond's Current and Future Markets



- Cbeyond currently serves eleven markets
- Cbeyond's first eleven markets cover 55% of the 1.4 million SMBs in the top 25 U.S. cities
- Cbeyond's marketshare is:
 - 13% in earliest four markets
 - 10% in earliest five markets
- Cbeyond expects to enter three new markets per year

Top 25 markets in the U.S. have 1.4 million small businesses (5 to 249 employees).

Qwest MSA Forbearance Petitions

- **Cbeyond has operations in Denver and Minneapolis**
- **Cbeyond churn data demonstrates that there is little, if any, competition from cable operators or wireless companies**
- **Cable company product offerings are not designed to serve the business market**
- **Wireless company products are not a substitute for the products and services provided by Cbeyond**
- **Cbeyond is solely reliant upon Qwest facilities to serve customers**
- **Consumers, and particularly small businesses, will be harmed if Qwest petitions are granted**



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small business will ever need.™*