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ATTORNEYS AT LAW

December 2, 2011

**BY HAND DELIVERY AND ECFS**

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

Joel Gurin  
Chief, Consumer and Governmental Affairs Bureau  
TRS Certification Program  
Federal Communications Commission  
Washington, DC 20554

**Re: Internet-Based TRS Certification Application Pursuant to 47 C.F.R. § 64.606(a)(2),  
and Request for Confidential Treatment Pursuant to 47 C.F.R. §§ 0.457 and 0.459;  
Structure and Practices of the Video Relay Service Program, CG Docket No. 10-51**

Dear Ms. Dortch and Mr. Gurin:

Pursuant to Section 64.606(a)(2) of the Commission's rules, Sorenson Communications, Inc. ("Sorenson") hereby applies for certification as a provider of Internet-based telecommunications relay service (the "Application").<sup>1</sup> Sorenson's Application is attached as Exhibit A in confidential form and as Exhibit B in redacted form. Sorenson is also filing an electronic copy of the redacted version via ECFS.

Sorenson requests pursuant to Sections 0.457 and 0.459 of the Commission's rules, 47 C.F.R. §§ 0.457, 0.459, that the Commission withhold from any future public inspection and

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<sup>1</sup> In the *Second Report and Order* issued on July 28, 2011, the Commission stated that providers (like Sorenson) currently eligible to receive TRS Fund compensation via a means other than Commission certification must apply for certification within 30 days after Federal Register publication of notice of Office of Management and Budget ("OMB") approval of the certification application rules. See *Structure & Practices of the Video Relay Serv. Program, Second Report & Order*, 26 FCC Rcd. 10898, 10921 ¶ 59 (2011). Notice of OMB's approval was published in the Federal Register on November 4, 2011. See 76 Fed. Reg. 68,328 (Nov. 4, 2011). Since the 30<sup>th</sup> day after November 4 fell on Sunday, December 4, 2011, the filing deadline is pushed to Monday, December 5, 2011. See 47 C.F.R. § 1.4(j).

accord confidential treatment to the highly confidential, business sensitive information contained in the application and its exhibits, including: numbers of subscribers; details of training provided to communications assistants; call-handling capacity; internal compliance communications; contact information for Sorenson employees; data related to the number of employees involved in TRS operations; descriptions of the technology and equipment used to support Sorenson's call center functions; copies of proofs of purchase, leases or licenses for such technology and equipment; copies of call center leases; identities of entities with ownership interests; descriptions of Sorenson's ownership structure; names of Sorenson's executives, officers and board members; sponsorship agreements; and descriptions of Sorenson's complaint procedures (collectively, the "Confidential Information"). All of the Confidential Information has been redacted from the version of the Application attached as Exhibit B and filed electronically.

The Confidential Information constitutes highly sensitive commercial information that falls within Exemption 4 of the Freedom of Information Act ("FOIA"). Exemption 4 of FOIA provides that the public disclosure requirement of the statute "does not apply to matters that are ... (4) trade secrets and commercial or financial information obtained from a person and privileged or confidential." 5 U.S.C. § 552(b)(4). Because Sorenson is providing commercial information "of a kind that would not customarily be released to the public" in accordance with the application requirements in Section 64.606 of the Commission's rules, this information is "confidential" under Exemption 4 of FOIA. *See Critical Mass Energy Project v. NRC*, 975 F.2d 871, 879 (D.C. Cir. 1992).

The Confidential Information related to individual employees also constitutes personally identifiable information that could, if disclosed, jeopardize the safety of the employees involved. This information merits confidential treatment under FOIA Exemptions 6 and 7(C), which protect information that "could reasonably be expected to constitute an unwarranted invasion of personal privacy" and that "would constitute a clearly unwarranted invasion of personal privacy." 5 U.S.C. § 552(b)(6), (7)(C); *see also Dep't of State v. Wash. Post Co.*, 456 U.S. 595, 601-02 (1982).

In support of this request and pursuant to Section 0.459(b) of the Commission's rules, Sorenson hereby states as follows:

**1. Identification of the Specific Information for Which Confidential Treatment Is Sought (Section 0.459(b)(1))**

Sorenson seeks confidential treatment with respect to the Confidential Information—all of which has been redacted from the version of the Application attached as Exhibit B and filed electronically.

**2. Description of the Circumstances Giving Rise to the Submission (Section 0.459(b)(2))**

Sorenson is submitting the Application pursuant to 47 C.F.R. § 64.606(a)(2).

**3. Explanation of the Degree to Which the Information Is Commercial or Financial, or**

**Contains a Trade Secret or Is Privileged (Section 0.459(b)(3))**

The information described above is protected from disclosure for two reasons. First, the Confidential Information constitutes highly sensitive information about Sorenson's operations, costs, and strategic decisions, including as they relate to staffing, call center operation, redundancy and the ability to manage variable call volumes. This information constitutes highly sensitive commercial information "which would customarily be guarded from competitors." 47 C.F.R. § 0.457. Second, the Confidential Information related to individual employees constitutes personally identifiable information that could, if disclosed, jeopardize the safety of the employees identified. Disclosure of this information would result in an unwarranted privacy breach.

**4. Explanation of the Degree to Which the Information Concerns a Service that Is Subject to Competition (Section 0.459(b)(4))**

The Internet-based Telecommunications Relay Services market is highly competitive throughout the United States.

**5. Explanation of How Disclosure of the Information Could Result in Substantial Competitive Harm (Section 0.459(b)(5))**

Disclosure of the Confidential Information would result in two kinds of harm. First, disclosure would provide Sorenson's competitors with sensitive insights related to Sorenson's operations, costs, and strategic decisions—all of which would work to Sorenson's severe competitive disadvantage. Second, disclosure of information related to specific employees would result in privacy breaches that would impact the safety of those employees directly.

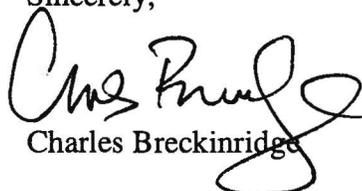
**6. Identification of Any Measures Taken to Prevent Unauthorized Disclosure (Section 0.459(b)(6))**

Sorenson does not make the Confidential Information publicly available.

**7. Identification of Whether the Information Is Available to the Public and the Extent of Any Previous Disclosure of the Information to Third Parties (Section 0.459(b)(7))**

Sorenson does not make the Confidential Information publicly available.

Sincerely,



Charles Breckinridge

*Counsel to Sorenson Communications, Inc.*

Attachments

cc: Gregory Hlibok (hardcopy and email)