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Sylvia Samano/President SBC, Nevada

Mr. Chairman, members of the committee, for the record, Sylvia Samano, President External Affairs, SBC Nevada. I am here today representing approximately 800 employees. Out of those 800 employees, I am proud to say that 80% are represented by the Communications Workers of America Local #9413.

SBC, like Sprint, can also testify today to a vastly changed and thoroughly competitive landscape. Here in Northern Nevada more than 23 companies are competing directly with SBC. Customers have many competitive alternatives to our traditional telephone service. For example, a recent study of Cricket Wireless customers revealed that 50 % of their customers do not have any traditional landline service. That means that they do not buy any services from us.

In today's Nevada marketplace, timely access to new products and services is a critical component to consumer choice. This legislation, if passed, would speed that access to services offered by companies such as ~~Sprint~~ ^{SBC} and ~~SBC~~ ^{Sprint}. It would, for example, eliminate the current delay in introduction of new services including high-speed data products demanded by business customers. It would also free high-speed data services from unnecessary pricing regulations that have limited our companies' abilities to give our customers what they want, when they want it.

Additionally, it would encourage investment in broadband infrastructure in Nevada by assuring that unnecessary regulations are not adopted. Cable Modem service is not constrained by this type of regulation. DSL service providers should have ~~the~~ similar flexibilities.

At the same time this legislation will assure that the Commission can continue to utilize revenues from these services to subsidize basic residential rates.

Bottom line — this bill assures that customers have broadband options and robust competition for all telecom services.

~~We have materials for you that support these comments.~~

~~(Handwritten note)~~ I believe each of you has received a copy of the binder depicting the competitive landscape in Nevada.

Thank you.

Presentation to Senate Commerce & Labor Committee

March 27, 2003

Lora Watts / President – External Affairs - SBC West

Throughout history, transportation infrastructure has played an important role in supporting the economic development of Nevada communities. Railways, interstate highways and airports have all contributed to commerce.

Today telecommunication infrastructure is the lifeblood of commerce as communities throughout Nevada seek to diversify their economy and create jobs and wealth for their citizens.

If asked, Nevada's economic development corporations would tell you the quality and reliability of the telecommunications infrastructure critical to their success and a major consideration for many companies deciding to relocate to Nevada.

Nobody is more committed to investing in Nevada than the two companies represented here today. During the last 10 years we have made significant investments to meet the growing needs of business and residents alike. Outside of the gaming industry, I'm not sure any other industry can point to this level of commitment.

Under past regulation, carriers were authorized to recover their investment from a broad base of customers through commission-authorized prices. We have no such assurance in today's competitive environment. We must have the opportunity to recover new investment on a level playing field with competitors.

To sum things up....This bill will be good for the customer, good for the industry, good for competition and good for Nevada. We hope you will approve SB 400 to help us achieve that result.

Thank You. ~~That's the end of our formal presentation.~~

Presentation to Senate Commerce & Labor Committee

March 27, 2003

Sylvia Samano / President – External Affairs - SBC Nevada

SBC, like Sprint, can also testify today to a vastly changed and thoroughly competitive landscape. Here in Northern Nevada more than 23 companies are aggressively competing directly with SBC. Customers have many competitive alternatives to our traditional telephone service. For example, a recent study of Crickett wireless customers revealed that 50% of their customers do not have any traditional landline service.

In today's Nevada marketplace, timely access to new products and services is a critical component to consumer choice. This legislation, if passed, would speed that access to services offered by companies such as SBC and Sprint. It would, for example, eliminate the current delay in introduction of new services including high-speed data products demanded by business customers. It would also free high-speed data services from unnecessary pricing regulations that have limited our companies' abilities to give our customers what they want, when they want it.

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