



Direct Testimony of Scott A. Baldwin  
On behalf of United Telecom, Inc.  
MPSC Case No. U-12928  
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1 **Q. Please describe UTI's managerial and technical qualifications.**

2 A. UTI possesses the requisite managerial qualifications to provide its proposed local  
3 exchange telecommunications services. Descriptions of the telecommunications and  
4 managerial experience of Applicant's key personnel, who have extensive management,  
5 financial, and technical experience, is attached hereto as Exhibit SAB-2 (A-\_\_\_). UTI is  
6 technically qualified to provide the proposed services in the State of Michigan. UTI's  
7 management personnel are well qualified to execute its business plan, having extensive  
8 managerial, financial, and technical telecommunications experience as described in  
9 Exhibit SAB-2 (A-\_\_\_).

10

11 **Q. In your opinion, does UTI possess sufficient managerial and technical resources and**  
12 **qualifications to provide all of the services requested in its Application to provide**  
13 **local exchange services in Michigan?**

14 A. Yes. The senior management of UTI has great depth in the telecommunications industry  
15 and offers extensive technical and managerial expertise to UTI pertaining to the  
16 telecommunications business.

17

18 **Q. Please outline the Applicant's financial qualifications.**

19 A. UTI is financially qualified to possess a license to provide basic local exchange service.  
20 In particular, UTI has access to the financing and capital necessary to conduct its  
21 telecommunications operations as specified in this Application. UTI has the financial  
22 support necessary to procure, install and operate facilities on a resold basis and to hire

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1 and train the personnel necessary to operate those facilities. UTI's financial strength and  
2 ability to offer the above service is demonstrated in UTI's Balance Sheet as of February  
3 28, 2001, a copy of which is attached hereto as confidential Exhibit SAB-3 (A-\_\_\_).  
4 Because UTI is a privately held corporation, its financial information is confidential and  
5 filed under seal.

6  
7 **Q. In your opinion, does UTI have adequate access to the capital necessary to provide**  
8 **the proposed local exchange services in Michigan?**

9 **A. Yes, it does.**

10  
11 **Q. Does UTI's Application and proposed tariff contain an accurate description of the**  
12 **types of services that it will offer in Michigan?**

13 **A. Yes. The Application and its UTI's illustrative tariff (attached hereto as Exhibit SAB-5**  
14 **(A-\_\_\_)) accurately describe the types of services that UTI will offer in Michigan. UTI**  
15 **plans to provide resold and facilities-based local exchange and exchange access services.**  
16 **These services include, but will not be limited to:**

- 17 • **Basic Residential Exchange Services (Local Exchange Flat Rate,**  
18 **Measured Rate Service, Operator Access);**
- 19 • **Basic Business Exchange Services;**
- 20 • **Business and Residential Ancillary Services (9-1-1, E9-1-1, 4-1-1, Relay**  
21 **Service, directory listing, directory assistance, etc.);**
- 22 • **Centrex;**