

## **Scott C. Lundquist**

**Consultant to  
QSI Consulting, Inc.**

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### **Biography**

Mr. Lundquist serves as a consultant to QSI, performing strategic and regulatory analysis, project management, and client support services for projects involving telecommunications regulation and economics. Prior to joining QSI, Mr. Lundquist served as a Vice President and Partner of Economics and Technology, Inc. (ETI), a Boston-based consulting firm. Over the course of his thirty year career in the field, Mr. Lundquist has participated in hundreds of contested state-level and federal telecommunications regulatory proceedings, often preparing and/or sponsoring expert testimony, reports, and comments. He has developed a specialized expertise in key areas of modern telecommunications regulation and policy, including service costs and pricing, network interconnection and unbundling, implementation of competition policies, incentive regulation, and next-generation broadband and wireless services.

Mr. Lundquist has worked extensively with computerized cost models for telecommunications networks and services, including most of the major cost models introduced in U.S. regulatory proceedings. He has frequently testified concerning the appropriate costs and rates for interconnection and unbundled network elements, and many of his recommendations have been adopted by state public utility commissions.

Mr. Lundquist's work on incentive regulation issues dates back to the FCC's first price caps investigation in 1989, and encompasses participation in dozens of state PUC cases to apply incentive regulation to the Bell operating companies. He has gained in-depth knowledge of all aspects of incentive regulation, including measurement of carrier productivity gains and the specification of productivity offsets, monitoring of service quality, indexing and pricing rules, and impacts on investment and innovation.

In addition, Mr. Lundquist has substantial experience with traditional ratemaking issues, including general rate cases, revenue requirement and rate design, depreciation, cost allocation, and tariffing matters. Other areas in which Mr. Lundquist has significant professional experience include universal service, broadband and Internet access issues, wireless spectrum policy, access charges, intercarrier compensation, rate rebalancing, and pricing flexibility. Mr. Lundquist has also analyzed telecommunications taxation issues on behalf of the U.S. General Services Administration and several state departments of revenue.

Mr. Lundquist has served as an expert witness on these types of issues in over thirty-five proceedings before twenty state public utility commissions. He regularly works with a wide range of clients including competitive services providers, consumer advocates, and regulatory commission staff. He has also advised regulatory agencies and foreign ministries on regulatory practices, and has developed and undertaken on-site training programs for regulatory staff in China and the Philippines.



**Educational Background**

**Bachelor of Arts, Psychology and Social Relations**

Harvard College – Cambridge, Massachusetts  
1985

**Professional Experience**

**QSI Consulting, Inc.**

June 2007 – Present  
Consultant

**Independent Consultant**

Jan. 2005 – May 2007

**Economics and Technology, Inc.**

**Boston, Massachusetts**

2002 – 2004

Vice President, Equity Partner, and  
Board of Directors member

1996 – 2001

Vice President

1988 – 1996

Consultant / Senior Consultant

1986 – 1988

Analyst / Senior Analyst

**Expert Testimony – Profile**

*The information below is Mr. Lundquist’s best effort to identify all proceedings wherein he has either provided pre-filed written testimony, an expert report or provided live testimony.*

**Before the Alabama Public Service Commission**

**Docket No. 27178**

*Re: Generic Proceeding: Costs and Rates of BellSouth's Operations Support System (OSS)*

On behalf of National ALEC Association/Prepaid Communications Association

Direct Testimony May 20, 2000

Cross-examination June 13, 2000

**Before the California Public Utilities Commission**

**Application 01-12-026**

*Re: Global NAPs, Inc. Petition for Arbitration of an Interconnection Agreement with Verizon California Inc. F/K/A GTE California, Inc. (U-6449-C) Pursuant to Section 252(b) of the Telecommunications Act of 1996*

On behalf of Global NAPs, Inc.

Direct Testimony December 20, 2001

Cross-examination February 11, 2002

**Before the California Public Utilities Commission**

**Application 01-11-045**

*In Re: Petition by GNAPS, Inc. for Arbitration of an Interconnection Agreement with Pacific Bell Telephone Company Pursuant to Section 252(b) of the Telecommunications Act of 1996*

On behalf of Global NAPs, Inc.

Direct Testimony November 30, 2001

Cross-examination February 11, 2002

**Before the California Public Utilities Commission**

**Docket No. 98-11-024**

*Re: Petition by Pacific Bell (U 1001 C) for Arbitration of an Interconnection Agreement with Pac-West Telecom, Inc. (U 5266 C) Pursuant to Section 252(b) of the Telecommunications Act of 1996*

On behalf of Pac West Telecom, Inc.

Direct Testimony February 8, 1999

Cross-examination February 24, 1999

**Before the California Public Utilities Commission**

**Docket No. A.96-08-41**

*Re: Petition of AT&T Communications of California, Inc. for Arbitration Pursuant to Section 252 of the Federal Telecommunications Act of 1996 to Establish an Interconnection Agreement with GTE California, Inc.*

On behalf of AT&T of California, Inc.

Oral Testimony October 3, 1996

**Before the Connecticut Public Utilities Commission**

**Docket No. 95-06-17**

*Re: Application of SNET for Approval to Offer Unbundled Loops, Ports, and the Associated Interconnection Arrangements and Application of SNET for Approval to Offer Wholesale Local Basic Service and Certain Related Features and to Implement a Universal Service Fund*

On behalf of New England Cable Television Association

Direct Testimony

September 8, 1995

**Before the Delaware Public Service Commission**

**Docket No. 02-235**

*Re: Global NAPs, Inc. Petition for Arbitration Pursuant to Section 252(b) of the Telecommunications Act of 1996 to Establish an Interconnection Agreement with Verizon Delaware Inc. f/k/a Bell Atlantic-Delaware, Inc.*

On behalf of Global NAPs, Inc.

Direct Testimony

September 18, 2002

Rebuttal Testimony

October 2, 2002

Cross-examination

November 4, 2002

**Before the District of Columbia Public Service Commission**

**Formal Case No. 1011**

*Re: In the Matter of Review by the Commission Into Verizon DC's Compliance with the Conditions of 47 U.S.C. §271(c)*

On behalf of the Office of People's Counsel of the District of Columbia

Affidavit

September 30, 2002

Cross-examination waived

**Before the Federal Communications Commission, Washington, D.C.**

**CC Docket No. 01-318, CC Docket No. 98-56, et al**

*Re: Performance Measurements and Standards for Unbundled Network Elements and Interconnection; and*

*Performance Measurements and Reporting Requirements For Operations Support Systems, Interconnection, and Operator Services and Directory Assistance*

On behalf of Focal Communications Corp., Pac-West Telecomm, Inc., and US LEC Corp.

Declaration

January 21, 2002

**Before the Hawaii Public Utilities Commission**

**Docket No. 7702**

*Re: Instituting a Proceeding on Communications, Including an Investigation of the Communications Infrastructure of the State of Hawaii*

On behalf of AT&T Communications of Hawaii, Inc.

Rebuttal Testimony

August 28, 1997

Cross-examination

October 17, 1997

**Before the Illinois Commerce Commission**

**Docket No. 02-0253**

*Re: Global NAPs Illinois, Inc. Petition for Arbitration Pursuant to Section 252(b) of the Telecommunications Act of 1996 to Establish an Interconnection Agreement with Verizon North Inc. f/ka/ GTE North Incorporates and Verizon South Inc. f/k/a GTE South Incorporated*  
On behalf of Global NAPs, Inc.

Direct Testimony	May 16, 2002
Rebuttal Testimony	June 4, 2002
Cross-examination	June 11, 2002

**Before the Illinois Commerce Commission**

**Docket No. 01-0786**

*Re: Petition of Global NAPs, Inc. for Arbitration Pursuant to Section 252(b) of The Telecommunications Act of 1996 to Establish an Interconnection Agreement with Illinois Bell Telephone Company d/b/a Ameritech Illinois*  
On behalf of Global NAPs, Inc.

Direct Testimony	December 28, 2001
Cross-examination waived	

**Before the Maryland Public Service Commission**

**Case No. 9123**

*In the Matter of the Commission's Inquiry Into Verizon Maryland Inc.'s Provision of Local Exchange Telephone Service Over Fiber Optic Facilities*  
On behalf of the Maryland Office of People's Counsel

Direct Testimony	June 19, 2008
Rebuttal Testimony	July 17, 2008
Surrebuttal Testimony	August 12, 2008
Cross-examination	August 26, 2008

**Before the Maryland Public Service Commission**

**Case No. 8879**

*Re: Investigation into Rates for Unbundled Network Elements Pursuant to the Telecommunications Act of 1996*  
On behalf of the Maryland Office of People's Counsel

Rebuttal Testimony	September 5, 2001
Surrebuttal Testimony	October 15, 2001
Cross-examination	December 7, 2001

**Before the Massachusetts Department of Telecommunications and Energy**

**DTE 01-70**

*Re: Complaint of Fiber Technologies Networks, LLC Pursuant to G.L.c.166 § 45.00 et seq. Regarding access to poles owned or controlled by Shrewsbury's Electric Light Plant*  
On behalf of Fiber Technologies Networks, LLC

Direct Testimony	November 9, 2001
Cross-examination waived	

**Before the Minnesota Public Utilities Commission, Office of Administrative Hearings  
PUC Docket No. P-421/CI-01-1371**

*Re: In the Matter of a Commission Investigation into Qwest's Compliance with Section 271(c)(2)(B) of the Telecommunications Act of 1996: Checklist Items 1, 2, 4, 5, 6, 11, 13, and 14,*  
On behalf of the Minnesota Department of Commerce  
Affidavit June 10, 2002  
Cross-examination September 9, 2002

**Before the Minnesota State Office of Administrative Hearings for the Minnesota Public Utilities Commission**

**PUC Docket No. P-421/CI-01-1370, OAH Docket No. X-2500-14485-2**

*Re: Commission Investigation into Qwest's Compliance with Section 271(c)(2)(B) of the Telecommunications Act of 1996: Checklist Items 3, 7, 8, 9, 10 and 12*  
On behalf of the Minnesota Department of Commerce  
Affidavit January 28, 2002  
Cross-examination March 6, 2002

**Before the Nevada Public Utilities Commission**

Docket No. 01-10018

*Re: Petition of Global NAPs, Inc. for the Arbitration of an Interconnection Agreement with Central Telephone Company - Nevada, d/b/a Sprint of Nevada, Pursuant to Section 252 of the Telecommunications Act of 1996,*  
On behalf of Global NAPs, Inc.  
Direct Testimony December 4, 2001  
Cross-examination waived

**Before the Nevada Public Service Commission**

**Docket No. 96-9035**

*Re: A Petition by the Regulatory Operations Staff to Open an Investigation into the Procedures and Methodologies that Should Be Used to Develop Costs for Bundled or Unbundled Telephone Services or Service Elements in the State of Nevada*  
On behalf of AT&T Communications of Nevada  
Direct Testimony May 9, 1997  
Rebuttal Testimony May 23, 1997  
Cross-examination June 11, 1997

**Before the New Jersey Board of Public Utilities**

**Docket No. TO00060356**

*Re: Review of Unbundled Network Elements Rates, Terms and Conditions of Bell Atlantic-New Jersey, Inc.*  
On behalf of the State of New Jersey, Division of the Ratepayer Advocate  
Direct Testimony October 12, 2000  
Cross-examination January 26, 2001

**Before the New Jersey Board of Public Utilities**

Docket No. TO99120934

*Re: Application of Bell Atlantic-New Jersey, Inc. for Approval of a Modified Plan for an Alternative Form of Regulation and to Reclassify All Rate Regulated Services as Competitive Services*

On behalf of the State of New Jersey, Division of the Ratepayer Advocate

Direct Testimony

September 8, 2000

Cross-examination waived

**Before the North Carolina Utilities Commission**

**Docket No. P-1141 Sub1**

*Re: Global NAPs North Carolina, Inc. Petition for Arbitration Pursuant to Section 252(b) of the Telecommunications Act of 1996 to Establish an Interconnection Agreement with Verizon South, Inc. f/ka/ GTE South Incorporated*

On behalf of Global NAPs, Inc., Direct Testimony April 19, 2002

Rebuttal filed

May 24, 2002

Cross-examination

July 23, 2002

**Before the North Dakota Public Service Commission**

**Case No. PU-08-61 / PU-08-176**

*Re: Midcontinent Communications, a South Dakota partnership, Complainant v. Missouri Valley Communications, Inc., Respondent; and Missouri Valley Communications, Inc. Application for Suspension or Modification Pursuant to 47 U.S.C. § 251(F)(2)*

On behalf of Midcontinent Communications

Direct Testimony

July 2, 2008

Cross-examination

July 9, 2008

**Before the Ohio Public Utilities Commission**

**Case No. 02-876-TP-ARB**

*Re: In the Matter of Global NAPs, Inc. Petition for Arbitration Pursuant to 47 U.S.C. §252(b) of Interconnection Rates, Terms and Conditions with Verizon North Inc. f/k/a GTE North*

Direct Testimony

May 30, 2002

Cross-examination

June 6, 2002

**Before the Ohio Public Utilities Commission**

**Case No. 01-3096-TP-ARB / Case No. 01-2811-TP-ARB**

*Re: Global NAPs, Inc. Petition for Arbitration Pursuant to 47 U.S.C. § 252(b) of Interconnection Rates, Terms and Conditions with Ohio Bell Telephone Company d/b/a Ameritech Ohio; and Global NAPs, Inc. Petition for Arbitration Pursuant to 47 U.S.C. § 252(b) of Interconnection Rates, Terms and Conditions with United Telephone Company of Ohio d/b/a Sprint*

On behalf of Global NAPs, Inc.

Direct Testimony

February 12, 2002

Cross-examination

February 19, 2002

**Before the Ohio Public Utilities Commission**

**Docket No. 96-922-TP-UNC**

*Re: Review of Ameritech Ohio's Economic Costs for Interconnection, Unbundled Network Elements, and Reciprocal Compensation for Transport and Termination of Local Telecommunications Traffic*

On behalf of the Ohio Consumers' Counsel

Direct Testimony

January 17, 1997

**Before the Rhode Island and Providence Plantations Public Utilities Commission**

**Docket No. 3437**

*Re: Global NAPs, Inc. Petition for Arbitration Pursuant to Section 252(b) of the Telecommunications Act of 1996 to Establish and Interconnection Agreement with Verizon New England, Inc. d/b/a Verizon Rhode Island, Inc. f/k/a New England Telephone & Telegraph Co. d/b/a Bell Atlantic - Rhode Island*

On behalf of Global NAPs, Inc.

Direct Testimony

August 28, 2002

Rebuttal Testimony

September 6, 2002

Cross-examination

September 26, 2002

**Texas Public Utilities Commission**

**Docket No. 18509**

*Re: Public Utility Commission, Application of Southwestern Bell Telephone Company for Rate Group Re-Classification Pursuant to Section 58.058 of the Texas Utility Code*

On behalf of the Texas Office of Public Utility Counsel

Direct Testimony

August 18, 1998

Cross-examination

September 9, 1998

**Before the Vermont Public Service Board**

**Docket No. 6742**

*Re: Global NAPs, Inc. Petition For Arbitration Pursuant to Section 252(b) of the Telecommunications Act of 1996 to Establish an Interconnection Agreement with Verizon New England, Inc. d/b/a Verizon Vermont, Inc. f/k/a New England Telephone & Telegraph Co. d/b/a Bell Atlantic – Vermont*

On behalf of Global NAPs, Inc.

Direct Testimony

September 11, 2002

Rebuttal Testimony

October 7, 2002

Cross-examination

October 25, 2002

**Before the Vermont Public Service Board**

**Docket No 6209**

*Re: Investigation Into The Acquisition and Use of Central Office Codes by Local Exchange Carriers in Vermont*

On behalf of Global NAPs, Inc.

Affidavit

October 17, 2002



**Before the Washington Utilities and Transportation Commission**

**Docket No. UT-023003**

*Re: In the Matter of the Review of: Unbundled Loop and Switching Rates; the Deaveraged Zone Rate Structure; and Unbundled Network Elements, Transport, and Termination (Recurring Costs)*

On behalf of AT&T Communications of the Pacific Northwest, Inc.

Responsive Testimony

April 20, 2004

Cross-examination

May 28, 2004

**Before the Washington Utilities and Transportation Commission**

**Docket No. UT-950200**

*Re: In the Matter of the Request of US West Communications, Inc. for the Increase in its Rates and Charges*

On behalf of Washington Utilities and Transportation Commission Staff

Direct Testimony

August 11, 1995

Cross-examination

January 15, 1996

**Before the Washington Utilities and Transportation Commission**

**Docket No. UT-941464, et al**

*Re: WUTC, Complainant vs. US West, Respondent; TGC Seattle and Digital Direct of Seattle, Inc., Complaint vs. US West, Respondent; TCG Seattle, Complainant v. GTE Northwest, Inc., Respondent; GTE Northwest, Inc., Third Party Complainant v. US West, Third Party Respondent; Electric Lightwave, Inc., Complaint v. GTE Northwest, Inc., Respondent*

On behalf of Staff of the Washington Utilities and Transportation Commission

Direct Testimony

April 17, 1995

**Before the Washington Utilities and Transportation Commission**

**Docket Nos. U-89-2698-F, U-89-3245-P**

*Re: Washington Utilities and Transportation Commission, Complainant vs. US WEST Communications, Inc., Respondent; Application of US WEST Communications, Inc., for an Alternative Form of Regulation*

On behalf of TRACER

Direct Testimony

June 23, 1993

Cross-examination

July 1, 1993

**Before the Wisconsin Public Service Commission**

**Docket No. 5846-TR-102**

*Re: Application of CenturyTel of Central Wisconsin, LLC, as a Telecommunications Utility, for Authority to Establish Permanent Telephone Rates, Docket No. 2055-TR-102; Application of Telephone USA of Wisconsin, LLC, as a Telecommunications Utility, for Authority to Establish Permanent Telephone Rates*

On behalf of AT&T Communications of Wisconsin, L.P.

Direct Testimony

May 31, 2002

Rebuttal Testimony

June 21, 2002

Cross-examination

June 26, 2002

**Before the Wisconsin Public Service Commission**

**Docket No. 2815-TR-103**

*Re: Application of CenturyTel of the Midwest-Kendall, Inc. for Rate Increase and Petition for Emergency Order for Rate Increase*

On behalf of AT&T Communications of Wisconsin, L.P.

Direct Testimony

June 19, 2001

Rebuttal Testimony

July 3, 2001

Cross-examination waived

**Selected Reports**

*The following are several major QSI reports over the past five years to which Mr. Lundquist contributed substantial research, analysis, and/or writing.*

*Audit Report: The Efficiency and Effectiveness of the Kansas Universal Service Fund, prepared by QSI for the Kansas Department of Revenue, October 2014.*

*The Ohio Telecom Modernization Act (S.B. 162): Examining the Impacts of Telecom Deregulation on Ohio's Economy and Residential Consumers, prepared by QSI for the Ohio Consumers' Counsel, June 2012.*

*Verizon Network Universal – CDRL 106 for March 31, 2011: An Analysis of State and Local Taxes/Surcharges Applied to US Government Invoices, prepared by QSI on behalf of the U.S. General Services Administration, December 2011.*

*In-Band Auction Cap: Promoting Sustainable Competition in the Canadian Mobile Wireless Industry Through An Equitable Auction Design, prepared by QSI on behalf of Videotron G.P. and Shaw Communications, April 2011.*

*Viability of Broadband Competition In Business Markets: An Analysis of Broadband Network Unbundling Policies and CLEC Broadband Competition, prepared by QSI on behalf of Covad Communications, January 2010.*