

Scott C. Lundquist

Consultant to
QSI Consulting, Inc.

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Biography

Mr. Lundquist serves as a consultant to QSI, performing regulatory, technical, and economic analysis, project management, and client support services for projects involving telecommunications regulation and economics. Prior to joining QSI in 2007, 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 36-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 expertise in virtually all areas of modern telecommunications regulation and policy, including service costs and pricing, network interconnection, implementation of competition policies, incentive regulation, and next-generation broadband, enterprise 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 also has participated in dozens of state PUC cases to apply incentive regulation to incumbent local exchange carriers, and advised on the criteria for when reduced regulation is appropriate. 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, cost allocation, and tariffing matters. Other areas in which Mr. Lundquist has significant professional experience include universal service, broadband and Internet access issues, intercarrier compensation, and next-generation enterprise services for medium/large commercial and government users (SD-WAN, SASE, ZTA).

Mr. Lundquist has served as an expert witness on these types of issues in over 35 proceedings before 20 state public utility commissions. He regularly works with a wide range of clients including competitive services providers, consumer advocates, and regulatory commission staff. Mr. Lundquist has served as QSI's lead consultant on telecommunications matters to the New Mexico Attorney General's Office (NMAO) for over a decade. Mr. Lundquist also has played a central role in QSI's work on behalf of the U.S. General Services Administration since 2011, including extensive analysis of carriers' invoiced taxes and fees, and co-authoring a series of white papers on new telecommunications technologies and their impacts on federal government agencies. 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

Selected Reports

The following are several illustrative QSI reports to which Mr. Lundquist contributed substantial research, analysis, and/or writing.

Bringing Zero Trust Architecture Solutions to EIS Customers: Market Research and Pricing Models, prepared by QSI for the U.S. General Services Administration, November 2022.

Network-as-a-Service (NaaS) Overview and Ordering Guide, prepared by QSI on behalf of the U.S. General Services Administration. January 2021.

QSI Evaluation of Frontier's Second Quarter Service Quality Metrics Report, prepared for the Minnesota Department of Commerce and filed in MNPUC Docket P405-P407/CI-18-122, October 2020.

SD-WAN Overview and Ordering Guide, for Enterprise Infrastructure Solutions (EIS), version 2.0, prepared by QSI for the U.S. General Services Administration, August 2020.

SD-WAN Implementation Guide, for Enterprise Infrastructure Solutions (EIS), prepared by QSI for the U.S. General Services Administration, October 2019.

Modernizing Communications Infrastructure in Federal Buildings: Strategies for Managing Technology Transition for Building Management and Life Safety Applications, prepared by QSI for the U.S. General Services Administration, November 2018.

Network Services 2025, Strategic Telecommunications Planning & Analysis: Industry Trends and Emerging Technologies and the Potential Impact on Federal Acquisitions, prepared by QSI for the U.S. General Services Administration, December 2017.

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.

Expert Testimony – Profile

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

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/k/a/ GTE North Incorporated 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