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ROBERT G. LENNON\*\*\*

DEPOSIT  
D 6 1 2<sup>nd</sup>

DATE OF COUNSEL  
SEP 11 1997  
VINCENT T. EARLY  
HON. C.H. MULLEN  
SON BENNETT  
JOSEPH J. BURGE  
1929 1997

\* Also admitted in Iowa.  
\*\* Also admitted in California and North Carolina.  
\*\*\* Also admitted in New York, Illinois and Washington, D.C.

September 10, 1997

Florida Public Service Commission  
Division of Administration  
2540 Shumard Oak Blvd.  
Gunter Building  
Tallahassee, Florida 32399-0850

Re: TELCO PARTNERS, INC.

Dear Sir:

Enclosed herewith for filing with the Commission, please find an original and 6 copies of the above captioned corporation's APPLICATION FOR AUTHORITY TO PROVIDE INTEREXCHANGE TELECOMMUNICATIONS SERVICES WITHIN THE STATE OF FLORIDA, along with a check in the amount of \$250.00 to cover filing fees relating to same.

Also enclosed is an exact duplicate of this letter. Please stamp the duplicate received and return same in the self-addressed stamped envelope attached thereto.

Please contact me if you have additional questions or concerns.

Very truly yours,

EARLY, LENNON, PETERS & CROCKER, P.C.

Patrick D. Crocker  
PDC/ pas

Enclosures

Check received with filing and  
forwarded to Fiscal for deposit.  
Fiscal to forward a copy of check  
to RAR with proof of deposit.

Initials of person who forwarded check:

*Asj*

DOCUMENT NUMBER-DATE

09237 SEP 11 97

FPSC-RECORDS/REPORTING

FLORIDA PUBLIC SERVICE COMMISSION

TELCO PARTNERS, INC. )  
APPLICATION FOR AUTHORITY TO PROVIDE )  
INTEREXCHANGE TELECOMMUNICATIONS )  
SERVICES WITHIN THE STATE OF FLORIDA )

Case No: \_\_

APPLICATION

1. Select what type of business your company will be conducting (check all that apply):

- Facilities based carrier** - company owns and operates or plans to own and operate telecommunications switches and transmission facilities in Florida.
- Operator Service Provider** - company provides or plans to provide alternative operator services for IXCs; or toll operator services to call aggregator locations; or clearinghouse services to bill such calls.
- Reseller** - company has or plans to have one or more switches but primarily leases the transmission facilities of other carriers. Bills its own customer base for services used.
- Switchless Rebiller** - company has no switch or transmission facilities but may have a billing computer. Aggregates traffic to obtain bulk discounts from underlying carriers. Rebills end users at a rate above its discount but generally below the rate end users would pay for unaggregated traffic.
- Multi-Location Discount Aggregator** - company contracts with unaffiliated entities to obtain bulk/volume discount plans from certain underlying carriers. Then offers the resold service by enrolling unaffiliated customers.
- Prepaid Debit Card Provider** - any person or entity that purchases 800 access from an underlying carrier or unaffiliated entity for use with prepaid debit card service and/or encodes the cards with personal identification numbers.

2. This is an application for (check one):

- Original Authority (New Company)**
- Approval of Transfer (To another certified company).**
- Approval of Assignment of existing certificate (To an uncertificated company).**
- Approval for transfer of control (To another certificated company).**

DOCUMENT NUMBER-DATE

09237 SEP 11 6

FPSC-RECORDS/REPORTING

3. Name of corporation, partnership, cooperative, joint venture or sole proprietorship.

**TELCO PARTNERS, INC.**

4. Name under which the applicant will do business (fictions name, etc.):

**TELCO PARTNERS, INC.**

5. National address (including street name & number, post office box, city, state and zip code).

**900 Comerica Building  
Kalamazoo, Michigan 49007**

6. Florida address (including street name & number, post office box, city, state and zip code).

**NOT APPLICABLE**

7. Structure of organization:

- |                          |                     |                                     |                     |
|--------------------------|---------------------|-------------------------------------|---------------------|
| <input type="checkbox"/> | Individual          | <input checked="" type="checkbox"/> | Corporation         |
| <input type="checkbox"/> | Foreign Corporation | <input type="checkbox"/>            | Foreign Partnership |
| <input type="checkbox"/> | General Partnership | <input type="checkbox"/>            | Limited Partnership |
| <input type="checkbox"/> | Other, _____        |                                     |                     |

8. If applicant is an individual or partnership, please give name, title and address of sole proprietor or partners.

(a) Provide proof of compliance with the foreign limited partnership statute (Chapter 620.169.FS) if applicable.

**NOT APPLICABLE**

- (b) Indicate if the individual or any of the partners have previously been:

- (1) adjudged bankrupt, mentally incompetent, or found guilty of any felony or of any crime, or whether such actions may result from pending proceedings

**NOT APPLICABLE**

- (2) officer, director, partner or stockholder in any other Florida certified telephone. If yes, give name of company and relationship. If no longer associated with company, give reason why not.

NOT APPLICABLE

9. If incorporated, please give:

- (a) Proof from the Florida Secretary of State that the applicant has authority to operate in Florida.

Corporate charter number: F96000006028

**Applicant has the authority to transact business within the state of Florida. A copy of the qualifying document is attached hereto as Exhibit A.**

- (b) Name and address of the company's Florida registered agent.

**Edwin F. Blanton  
825 Thomasville Road  
Tallahassee, Florida 32303**

- (c) Provide proof of compliance with the fictitious name statute (Chapter 865.09 FS), if applicable.

Fictitious name registration number: \_\_\_\_\_

- (d) Indicate if any of the officers, directors, or any of the officers, directors, or any of the ten largest stockholders have previously been:

- (1) adjudged bankrupt, mentally incompetent, or found guilty of any felony or of any crime, or whether such actions may result from pending proceedings.

NOT APPLICABLE

- (2) officer, director, partner or stockholder in any other Florida certified telephone company. If yes, give name of company and relationship. If no longer associated with company, give reason why not.

NOT APPLICABLE

10. Who will serve as liaison with the Commission in regard to (please give name, title, address and telephone number):

- (a) The application:

**Patrick D. Crocker, Attorney  
EARLY, LENNON,  
PETERS & CROCKER, P.C.  
900 Comerica Building  
Kalamazoo, Michigan 49007  
(616) 381-8844**

- (b) Official Point of Contact for the ongoing operations of the company:

**Steve Lutz, President  
TELCO PARTNERS, INC.  
900 Comerica Building  
Kalamazoo, Michigan 49007  
(888) 305-3141**

- (c) Tariff:

**Patrick D. Crocker, Attorney  
EARLY, LENNON,  
PETERS & CROCKER, P.C.  
900 Comerica Building  
Kalamazoo, Michigan 49007  
(616) 381-8844**

- (d) Complaints/Inquiries from customers:

**Patrick D. Crocker, Attorney  
EARLY, LENNON,  
PETERS & CROCKER, P.C.  
900 Comerica Building  
Kalamazoo, Michigan 49007  
(616) 381-8844**

11. List the states in which the applicant:

- (a) Has operated as an interexchange carrier.

**Applicant has authority to provide the resale of telecommunications service within the following: Arkansas, California, Colorado, Idaho, Illinois, Indiana, Iowa, Kansas, Kentucky, Louisiana, Massachusetts, Michigan, Mississippi, Missouri, Montana, Nevada, New Hampshire, New Jersey, New York, North Dakota, Oklahoma, Oregon, Pennsylvania, Rhode Island, South Carolina, South Dakota, Tennessee, Texas, Utah, Virginia, Washington, West Virginia, Wisconsin, and Wyoming.**

(b) Has applications pending to be certified as an interexchange carrier.

**Applicant has Applications pending to be certified as an interexchange carrier throughout the United States.**

(c) Is certificated to operate as an interexchange carrier.

**Applicant is a newly formed corporation which is seeking authority to provide the resale of telecommunications service throughout the United States.**

(d) Has been denied authority to operate as an interexchange carrier and the circumstances involved.

**Applicant has never been denied authority to operate as an interexchange carrier.**

(e) Has had regulatory penalties imposed for violations of telecommunications statutes and the circumstances involved.

**Applicant has never had regulatory penalties imposed for violations of any telecommunications statutes.**

(f) Has been involved in civil court proceedings with an interexchange carrier, local exchange company or other telecommunications entity, and the circumstances involved.

**Applicant has never been involved in Civil court proceedings with an interexchange carrier, local exchange company, or other telecommunications entity.**

12. What services will the applicant offer to other certified telephone companies:

- |                                     |                         |                                     |            |
|-------------------------------------|-------------------------|-------------------------------------|------------|
| <input type="checkbox"/>            | Facilities.             | <input type="checkbox"/>            | Operators. |
| <input checked="" type="checkbox"/> | Billing and Collection. | <input checked="" type="checkbox"/> | Sales.     |
| <input type="checkbox"/>            | Maintenance.            |                                     |            |
| <input type="checkbox"/>            | Other: _____            |                                     |            |

13. Do you have a marketing program?

Yes

14. Will your marketing program:

- Pay commissions?
- Offer sales franchise?
- Offer multi-level sales incentives?
- Offer other sales incentives?

15. Explain any of the offers checked in question 14 (To whom, what amount, type of franchise, etc.).

**Applicant shall pay commissions to sales representatives.**

16. Who will receive the bills for your services (Check all that apply)?

- |  |   |
|--|---|
| <input checked="" type="checkbox"/> Residential customers. | <input checked="" type="checkbox"/> Business customers. |
| <input type="checkbox"/> PATS providers.                   | <input type="checkbox"/> PATS station end-users.        |
| <input type="checkbox"/> Hotels & motels.                  | <input type="checkbox"/> Hotel & motel guests.          |
| <input type="checkbox"/> Universities.                     | <input type="checkbox"/> University dormitory           |
| <input type="checkbox"/> Other: (specify)_____ residents.  |   |

17. Please provide the following (if applicable):

- (a) Will the name of your company appear on the bill for your services, and if not who will the billed party contact to ask questions about the bill (provide the name and phone number) and how is this information provided?

**YES**

- (b) Name and address of the firm who will bill for your service.

**OAN Services, Inc.  
7755 Haskell Avenue  
Van Nuys, California 91406**

18. Please provide all available documentation demonstrating that the applicant has the following capabilities to provide interexchange telecommunications service in Florida.

**A. Financial capability.**

Regarding the showing of financial capability, the following applies.

The application should contain the applicant's financial statements for the most recent 3 years, including:

1. the balance sheet
2. income statement
3. statement of retained earnings.

**Applicant attaches financial statements as Exhibit B.**

Further, a written explanation, which can include supporting documentation, regarding the following should be provided to show financial capability.

1. Please provide documentation that the applicant has sufficient financial capability to provide the requested service in the geographic area proposed to be served.

**Applicant has sufficient financial capability to provide the requested service in the geographic areas proposed to be served. Applicant's operating revenue will provide Applicant with sufficient financial resources to provide service in the proposed areas. Applicant will require additional funding to offer services contemplated within the Application. Applicant's principal shall provide funding to the Applicant's operations in Florida. Applicant's principal anticipates that Applicant shall require \$25,000.00 in the first year of operations. Applicant's principal is prepared to make \$100,000.00 available to Applicant.**

2. Please provide documentation that the applicant has sufficient financial capability to maintain the requested service.

**Applicant has sufficient financial capability to provide the requested service in the geographic areas proposed to be served. Applicant's operating revenue will provide Applicant with sufficient financial resources to provide service in the proposed areas. Applicant will require additional funding to offer services contemplated within the Application. Applicant's principal shall provide funding to the Applicant's operations in Florida. Applicant's principal anticipates that Applicant shall require \$25,000.00 in the first year of operations. Applicant's principal is prepared to make \$100,000.00 available to Applicant.**

3. Please provide documentation that the applicant has sufficient financial capability to meet its lease or ownership obligations.

**Applicant will operate as a switchless reseller. Applicant will not own or lease any facilities to provide the services proposed within the Application.**

**NOTE:** This documentation may include, but is not limited to, financial statements, a projected profit and loss statement, credit references, credit bureau reports, and descriptions of business relationships with financial institutions.

If available, the financial statements should be audited financial statements.



If the applicant does not have audited financial statements, it shall be so stated. The unaudited financial statements should then be signed by the applicant's chief executive officer and chief financial officer. The signatures should affirm that the financial statements are true and correct.

B. Managerial capability.

Resume of Applicant's officers appear as Exhibit C.

C. Technical capability.

As a switchless reseller, Applicant will rely upon the technical capability of the underlying facilities based carrier. The commission has determined that Applicant's underlying facilities based carrier has the technical capability to provide the proposed services.

19. Please submit the proposed tariff under which the company plans to begin operation. Use the format required by Commission Rule 25024.485 (example enclosed).

Applicant's proposed Tariff is attached hereto as Exhibit D.

20. The applicant will provide the following interexchange carrier services (Check all that apply):

MTS with distance sensitive per minutes rates

— Method of access is FGA

— Method of access is FGB

Method of access is FGD

Method of access is 800

— MTS with route specific rates per minute

— Method of access is FGA

— Method of access is FGB

— Method of access is FGB

— Method of access is 800

MTS with statewide flat rates per minute (i.e. not distance sensitive)

— Method of access is FGA

— Method of access is FGB

Method of access is FGD

— Method of access is 800

— MTS for pay telephone service providers

— Block-of-time calling plan (Reach out Florida, Ring America, etc.)

- 800 Service (Toll free)
- WATS type service (Bulk or volume discount)
- Method of access is via dedicated facilities
- Method of access is via switched facilities
- Private Line services (Channel Services)  
(For ex. 1.544 ms., DS-3, etc)
- Travel Service
- Method of access is 950
- Method of access is 800
- 900 service
- Operator Services
- Available to presubscribed customers
- Available to non presubscribed customers (for example to patrons of hotels, students in Universities, patients in hospitals)
- Available to inmates

Services included are:

- Station assistance
- Person to Person assistance
- Directory Assistance
- Operator verify and interrupt
- Conference Calling

21. What does the end user dial for each of the interexchange carrier services that were checked in services included (above)?

1+

22. \_\_\_\_\_ Other:

**\*\*APPLICANT ACKNOWLEDGEMENT STATEMENT\*\***

1. **REGULATORY ASSESSMENT FEE:** I understand that all telephone companies must pay a regulatory assessment fee in the amount of .15 of one percent of its gross operating revenue derived from intrastate business. Regardless of the gross revenue of a company, a minimum annual assessment fee of \$50 is required.
2. **GROSS RECEIPTS TAX:** I understand that all telephone companies must pay a gross receipts tax of one and one-half percent of all intra and interstate business.
3. **SALES TAX:** I understand that a seven percent sales tax must be paid on intra and interstate revenues.
4. **APPLICATION FEE:** A non-refundable application fee of \$250.00 must be submitted with the application.
5. **LEC BYPASS RESTRICTIONS:** I acknowledge the Commission's policy that interexchange carriers shall not construct facilities to bypass the LEC's without first demonstrating to the Commission that the LEC cannot offer the needed facilities at a competitive price and in a timely manner.
6. **RECEIPT AND UNDERSTANDING OF RULES:** I acknowledge receipt and understanding of the Florida Public Service Commission's Rules and Orders relating to my provision of interexchange telephone service in Florida. I also understand that it is my responsibility to comply with all current and future Commission requirements regarding interexchange telephone service.
7. **ACCURACY OF APPLICATION:** By my signature below, I attest to the accuracy of the information contained in this application and associated attachments.

8/21/97  
DATE

Steve Lutz  
Steve Lutz, President

**\*\*APPENDIX B\*\***

**CUSTOMER DEPOSITS AND ADVANCE PAYMENTS**

A statement of how the Commission can be assured of the security of the customer's deposits and advance payments may be responded to in one of the following ways (applicant please check one):

- (X) The applicant will not collect deposits nor will it collect payments for service more than one month in advance.
- ( ) The applicant will file with the Commission and maintain a surety bond in an amount equal to the current balance of deposits and advance payments in excess of one month. (Bond must accompany application.)

  
\_\_\_\_\_  
Steve Lutz  
TELCO PARTNERS, INC.

  
\_\_\_\_\_  
Date

**EXHIBIT A**

# State of Florida



## Department of State

I certify from the records of this office that TELCO PARTNERS, INC., is a corporation organized under the laws of Pennsylvania, authorized to transact business in the State of Florida, qualified on November 18, 1996.

The document number of this corporation is F96000006028.

I further certify that said corporation has paid all fees and penalties due this office through December 31, 1996, and its status is active.

I further certify that said corporation has not filed a Certificate of Withdrawal.

Given under my hand and the  
Great Seal of the State of Florida,  
at Tallahassee, the Capital, this the  
Nineteenth day of November, 1996



CR2EO22 (1-95)

Sandra B. Northam  
Secretary of State

# APPLICATION BY FOREIGN CORPORATION FOR AUTHORIZATION TO TRANSACT BUSINESS IN FLORIDA

IN COMPLIANCE WITH SECTION 607.1503, FLORIDA STATUTES, THE FOLLOWING IS SUBMITTED TO REGISTER A FOREIGN CORPORATION TO TRANSACT BUSINESS IN THE STATE OF FLORIDA:

1. TELCO PARTNERS, INC.

(Name of corporation: the word "INCORPORATED," "COMPANY," or "CORPORATION" or words or abbreviations of like import in language, as will clearly indicate that it is a corporation instead of a natural person or partnership if not so contained in the name at present.)

2. Pennsylvania

(State or country under the law of which it is incorporated)

3. 23-2862770

(FEI number, if applicable)

4. October 8, 1996

(Date of Incorporation)

5. Perpetual

(Duration)

6. Upon qualification

(Date first transacted business in Florida. (See sections 607.1501, 607.1502, and 817.155, F.S.))

7. 482 Norristown Road, Suite 200, Blue Bell, PA 19422

(Current mailing address)

8. telecommunication services

(Purpose(s) of corporation authorized in home state or country to be carried out in the state of Florida)

9. Name and Street address of Florida registered agent:

Name: Edwin F. Blanton

Office Address: 825 Thomasville Road  
Tallahassee, Florida, 32303

10. Registered agent's acceptance:

Having been named as registered agent and to accept service of process for the above stated corporation at the place designated in this application, I hereby accept the appointment as registered agent and agree to act in this capacity. I further agree to comply with the provisions of all statutes relative to the proper and complete performance of my duties, and I am familiar with and accept the obligations of my position as registered agent.



(Registered agent's signature)  
EDWIN F. BLANTON

11. Attached is a certificate of existence duly authenticated, not more than 90 days prior to delivery of this application to the Department of State, by the Secretary of State or other official having custody of corporate records in the jurisdiction under the law of which it is incorporated.

FILED  
SECRETARY OF STATE  
DIVISION OF CORPORATIONS  
96 NOV 19 AM 9:08

DEC-18-96 WED 4:15 PM CORP GUAR TR CO

FAX NO 2155639410

12. Names and addresses of officers and or directors:

A. DIRECTORS:

Chairman: Steve Lutz  
Address: 482 Norristown Road, Suite 200  
Blue Bell, PA 19422

Vice Chairman: Bonnie Miller  
Address: 482 Norristown Road, Suite 200  
Blue Bell, PA 19422

Director: Ernest Ellis  
Address: 482 Norristown Road, Suite 200  
Blue Bell, PA 19422

Director: \_\_\_\_\_  
Address: \_\_\_\_\_

B. OFFICERS:


President: Steve Lutz  
Address: 482 Norristown Road, Suite 200  
Blue Bell, PA 19422

Vice President: \_\_\_\_\_  
Address: \_\_\_\_\_

Secretary: Ernest Ellis  
Address: 482 Norristown Road, Suite 200  
Blue Bell, PA 19422

Treasurer: Bonnie Miller  
Address: 482 Norristown Road, Suite 200  
Blue Bell, PA 19422

Asst. Secretary: Jeanine Schledens, 482 Norristown Road, Suite 200, Blue Bell, PA 19422.  
NOTE: If necessary, you may attach an addendum to the application listing additional officers and/or directors.

- 13.   
(Signature of Chairman, Vice Chairman, or any officer listed in number 12 of the application)
- 14. Steve Lutz, President  
(Typed or printed name and capacity of person signing application)

FILED  
SECRETARY OF STATE  
DIVISION OF CORPORATIONS  
96 NOV 18 AM 9:08



**EXHIBIT B**

TELCO PARTNERS, INC.  
FORECAST  
INCOME STATEMENT

	ACTUAL YR TO DATE 1/1/1998	ACTUAL YR TO DATE 12/31/98	ACTUAL YR TO DATE 3/31/97	ACTUAL YR TO DATE 9/30/97	PLAN 1997	PLAN 1998	PLAN 1999
GROSS REVENUE	0	0	0	0	1,000,000	6,000,000	12,000,000
COST OF REVENUE	0	0	0	0	800,000	4,800,000	9,600,000
OPERATING MARGIN	0	0	0	0	200,000	1,200,000	2,400,000
OPERATING EXPENSES	18,537	33,825	18,245	42,353	109,000	600,000	1,400,000
TOTAL EXPENSES	18,537	33,825	18,245	42,353	109,000	600,000	1,400,000
INCOME(LOSS) BEFORE INTEREST & TAXES	(18,537)	(33,825)	(18,245)	(42,353)	109,000	600,000	1,200,000
INTEREST (INCOME) EXPENSE	0	0	0	0	(15,000)	(30,000)	(60,000)
INCOME(LOSS) BEFORE TAXES	(18,537)	(33,825)	(18,245)	(42,353)	115,000	630,000	1,200,000
TAX (BENEFIT) PROVISION	0	0	0	0	55,200	302,400	604,800
INCOME (LOSS) AFTER TAXES	(18,537)	(33,825)	(18,245)	(42,353)	59,800	327,600	655,200
RETAINED EARNINGS BEGINNING	0	0	(33,825)	(33,825)	(33,825)	28,175	353,775
RETAINED EARNINGS ENDING	(18,537)	(33,825)	(48,870)	(75,978)	28,175	353,775	1,008,875

TELCO PARTNERS, INC.  
FORECAST

BALANCE SHEET

	ACTUAL 11/78/86	ACTUAL 12/31/86	ACTUAL 3/31/87	ACTUAL 6/30/87	PLAN 12/31/87	PLAN 12/31/88	PLAN 12/31/89
ASSETS							
CASH	100,000	86,375	50,130	24,022	25,000	50,000	100,000
SHORT TERM INVESTMENTS	0	0	0	0	232,755	702,931	1,281,331
ACCOUNTS RECEIVABLE NET	0	0	0	0	473,008	862,703	1,787,200
INTEREST RECEIVABLE	0	0	0	0	1,700	6,000	12,200
OFFICE FURN & EQUIP NET	0	0	0	0	100,000	200,000	250,000
OTHER ASSETS	0	0	0	0	2,000	8,000	7,200
<b>TOTAL ASSETS</b>	<b>100,000</b>	<b>86,375</b>	<b>50,130</b>	<b>24,022</b>	<b>792,163</b>	<b>1,448,631</b>	<b>3,658,531</b>
LIABILITIES							
ACCOUNTS PAYABLE & ACCRUALS	18,537	0	0	0	25,000	50,000	100,000
CARRIER COSTS PAYABLE	0	0	0	0	500,000	1,840,000	2,000,000
STATE & LOCAL TAXES PAYABLE	0	0	0	0	34,408	70,818	138,578
INCOME TAX LIABILITY	0	0	0	0	5,520	30,240	68,480
LOANS PAYABLE	0	0	0	0	100,000	280,000	290,000
ACCRUED INTEREST	0	0	0	0	1,000	2,000	2,500
<b>TOTAL LIABILITIES</b>	<b>18,537</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>665,928</b>	<b>1,367,058</b>	<b>2,548,508</b>
STOCKHOLDERS' EQUITY							
CAPITAL STOCK	0	0	0	0	0	0	0
CONTRIBUTED CAPITAL	900,000	100,000	100,000	100,000	100,000	100,000	100,000
RETAINED EARNINGS	(18,537)	(33,625)	(49,870)	(75,978)	28,176	353,773	1,008,875
<b>TOTAL LIABILITIES &amp; STK EQ</b>	<b>100,000</b>	<b>66,375</b>	<b>50,130</b>	<b>24,022</b>	<b>792,163</b>	<b>1,448,631</b>	<b>3,658,531</b>

**EXHIBIT C**

# TELCO PARTNERS, INC.

## CORPORATE OFFICERS

Steve Lutz, President

Steve's background is in finance and accounting and has been working the telecommunications industry over the past few years. Steve is a CPA with diversified industry experience including working with a "Big 6" CPA firm. Immediately prior to becoming a telecommunications executive, Steve held key management positions in large, multi-million dollar manufacturing companies.

Bonnie Miller, CFO & Treasurer

Bonnie has been in the telecommunications industry, working in operations and provisioning for various companies such as ATX Communications and GlobalCom Telecommunications. Bonnie was also employed at US Watts as the Senior Manager of Sales Administration and Provisioning, where she developed and implemented procedures for their Provisioning Department.

Ernest Ellis, Secretary

Ernest started his career with NYNEX Product Centers, Inc. in 1987. He then moved to MCI Telecommunications, Inc. where he dealt with major accounts in the United States. Ernest moved to California where he headed up WTC Communications Inc., which was recently sold out.

Stephen F. Lutz  
22 Walden Drive, Mountain Top, Pa. 18 07  
Phone: 717-868-6007

- EDUCATION** University of Scranton, BS Accounting, 1975  
Certified Public Accountant, State of New Jersey
- EXPERIENCE:  
SUPERVISORY** Supervised up to eighteen staff positions including systems, accounting, and administrative personnel. Responsible for accounting procedures and controls for as many as sixteen locations. Accountable for the operation of complex automated financial and integrated sub systems. Reported to CFO, CEO, Finance Director, Controller, VP Tax, and Audit Manager.
- SYSTEMS** Automated systems implemented and managed include: order entry, billing, receivables, purchasing, payables, cash receipts, cash disbursements, perpetual inventory, cost, production, fixed assets, and general ledger. Functioned as primary liaison with software vendors, hardware vendors, staff programmers and operators. "Hands on" experience operating mid size computer systems with up to 40 users. Headed a team to select and purchase software and hardware. Worked in mainframe, mid size and network environments with equipment from IBM, DEC, and MAI. Experience on packaged software includes applications from Computer Associates, R Systems, and Basic IV.
- TREASURY/  
FINANCE** Functioned as liaison with bank officers. Monitored debt compliance, prepared cash flow reports, controlled disbursements, and managed short term investments. Worked directly with CEO to secure working capital financing and worked with Treasurer on daily cash management.
- CREDIT/  
COLLECTIONS** Implemented credit procedures and utilized automated procedures to track customer payments within terms and to establish dunning procedures. Conducted weekly meetings with credit personnel to expedite collections on problem accounts.
- GENERAL  
ACCOUNTING** Responsible for the preparation of consolidated and divisional financial statements, SEC reports, and monthly closings. Controlled preparation of interim and annual accounts packages for external reporting and tax return preparation. Designed and implemented accounting procedures and controls. Prepared budgets and strategic plans. Accountable for the application of GAAP and coordinated financial and tax audits.
- TAX** Prepared Federal, State, and Local corporate tax returns. Supervised preparation of payroll, property, and sales/use tax returns. Prepared partnership and individual returns. Prepared tax provisions for subsidiaries on a monthly basis. Worked with auditors on FAR 3109 implementation.
- AUDITING** Public and internal auditing experience. Responsible for planning and managing field work. Internal auditing experience included operational, financial, and fraud audits. Worked on special projects and provided accounting assistance to domestic and foreign subsidiaries as an internal auditor.
- COST** Designed, implemented, and managed standard and job order cost systems. Developed standard costs using complex bills of material with sub-assemblies and factory routings. Isolated and analyzed material, labor, and overhead variances. Monitored inventory activity and responsible for physical inventories and cycle counts. Valued inventory using FIFO and LIFO. Applied job order cost techniques to long term engineering and build-to-order contracts.
- OTHER** Participated on acquisition teams. Prepared and gave presentations at Board and management meetings. Responsible for specialized contract administration and sales commission programs. Diversified industry experience including telecommunications, manufacturing, distribution, banking, construction, insurance, real estate, brokerage, and non-profit.

ERNEST L. ELLIS  
2045 WEST EIGHTY FIRST STREET  
LOS ANGELES, CA 90047  
(213) 759-7279

### PROFESSIONAL HISTORY

#### MANAGEMENT & ADMINISTRATION

- Managed sales, administration and operations staff of over 100 personnel
- Responsible for the hiring, counseling and termination of company personnel
- Prepared financial data for executive review, to include Income Statements, Balance Sheets, Pro Forma's and quarterly forecasts/budgets
- Supervised administrative support functions: Order coordination, Customer Service, Quality Control, Accounting and Sales Support
- Negotiated contracts with vendors and clients regarding pricing, services, terms, limitations, remedies, and etc.
- Coordinated over 120 military personnel and \$ 125 million in equipment
- Consistently submitted timely reports and memoranda for executive review

#### SALES & MARKETING

- Attained revenue sales of \$ 9 million in 1994, nearly 10% of all company proceeds
- Increased company revenue from \$ 400,000 to \$ 10 million per year within 24 months
- Maintained 150% of revenue goal throughout tenure in telecommunications industry
- Named to company's President Club in 1993 and 1994
- Named to company's Council of Leaders in 1989
- Developed advertising and promotional materials, to include mailings, materials, magazine ads, logo development, radio spots and etc.
- Managed national key accounts and expanded services and revenues

#### PLANNING, DEVELOPMENT & SPECIAL PROJECTS

- Conducted market research regarding opportunity markets for sales penetration
- Developed customer aftercare programs to ensure maximum customer retention
- Improved sales reporting processes, thereby increasing efficiency and moral
- Assigned special projects for Executive management in time sensitive situations

### EMPLOYMENT HISTORY

January '93 - April '95	WCT Communications, Inc.	Director, Wholesale Services
June '90 - October '92	GSI Communications, Inc.	Vice President, Sales/Marketing
January '89 - June '90	MCI Telecommunications, Inc.	Major Account Executive
March '87 - December '88	NYNEX Product Centers, Inc.	Account Executive
May '86 - Present	United States Army Reserve	Captain
January '86 - August '86	IBM	Marketing & Sales Assistant

### EDUCATION

University of Louisville; Bachelor of Science in Business Administration; B.S.B.A.  
Louisville, Kentucky; MAJOR: Marketing; August 1986

University of Louisville; Associate of Applied Science; A.A.S.  
Louisville, Kentucky; MAJOR: Production Management; May 1985

### AWARDS & HONORS

- Awarded Army Commendation Medal for Meritorious Service, US Army Reserve, 1992
- Appointed Executive Director, Constitutional Rights Foundation AACCR Committee, 1991
- Named Outstanding Young Man of America, America Foundation, 1986
- Awarded Army Achievement Medal for Outstanding Service, US Army Reserve, 1983
- Who's Who Among American High School Students, 1977

REFERENCES AVAILABLE UPON REQUEST

**BONNIE P. MILLER**

1112 Bergan Road  
Oreland, Pennsylvania 19075  
215-242-8656

**EXPERIENCE:**

11/94-Present

**GLOBALCOM INCORPORATED**

Bala Cynwyd, PA

**Manager, Provisioning**

- Coordinate and implement all aspects of daily account provisioning activities.
- Responsible for account maintenance and quality control of existing customer base.
- Retain customer base by reviewing and analyzing existing services in order to provide additional savings and benefits for customers.
- Facilitate existing customer traffic to increase the company's profit margin.
- Create and develop account maintenance and status reports to streamline effectively provisioning efforts.
- Research and rectify all customer billing disputes.
- Assist in the development of company's new Agent Sales Program.
- Perform in-house sales functions to obtain new customers.

9/91-10/94

**US WATS, INCORPORATED**

Bala Cynwyd, PA

**Senior Manager, Sales Administration**

- Managed, trained and motivated 14 employees to maximize performance and knowledge of daily provisioning and sales support functions.
- Distributed daily workload and ensured productivity of each employee.
- Interviewed and hired new employees for account provisioning and reseller / agent sales support.
- Coordinated and administered corporate wide provisioning policies and procedures.
- Created and modified provisioning reports to increase corporate efficiency and output.
- Transitioned end-user traffic in bulk from one network to another.
- Improved database programs to streamline provisioning activities by initiating and directing ongoing changes and maintenance to company's database.
- Actively participated in developing, testing, training and implementing the company's Automated Customer Information System.
- Conducted detailed demonstrations / presentations of company's Advanced Customer Information System for prospective investors.

**Manager, Reseller / Agent Support**

- Developed administrative infrastructure for company's Reseller / Agent Program.
- Trained and educated resellers / agents in industry developments and changes.
- Coordinated the distribution and dissemination of reseller / agent information.
- Interacted and managed the daily activities of all resellers / agents by providing sales support, including provisioning procedures, policy, product knowledge, industry knowledge, account status, and billing information.
- Assisted resellers to create and set specialized rate / pricing structures.
- Created procedural manual to increase sales productivity of resellers / agents.
- Performed quality control of all incoming business for accuracy and validity.
- Worked closely with the MIS Department to create a stand alone FoxPro database to report weekly account status to all resellers / agents.



**US WATS, INCORPORATED (Continued)**

**Customer Account Representative**

- Responsible for providing customers with superior service and assistance.
- Retained customers by effectively troubleshooting and resolving their problems.
- Researched and corrected end-user billing discrepancies.
- Implemented and organized 800 service provisioning and maintenance.
- Interacted daily with local and long distance vendors to expedite service requests.

1/90-8/91

**ATX TELECOMMUNICATIONS**

**Account Representative**

Rosemont, PA

- Assisted sales representatives with the implementation and installation of new accounts.
- Maintained and serviced existing customers through ongoing contact.
- Introduced customers to new and / or enhanced product offerings.
- Aided in the preparation and presentation of in-house training programs and projects.

**Marketing and Sales Support Representative**

Philadelphia, PA

- Analyzed competitor services to provide research and marketing cost comparisons.
- Monitored industry developments regarding rate structures.
- Created detailed and accurate proposals to aid sales force in obtaining new business.
- Quality checked proposals prior to presentation.

8/89-3/93

**DR. ROBERT M. YOST**

Erdenheim, PA

- Reviewed files for completion and updated information.
- Balanced daily payments and maintained billing system.
- Addressed patient inquiries and assisted in the completion of insurance forms.

**EDUCATION:**

9/85-8/89

**UNIVERSITY OF MARYLAND**  
B.S. Marketing

College Park, MD

*References available upon request.*

**EXHIBIT D**

**TITLE SHEET****FLORIDA TELECOMMUNICATIONS TARIFF**

This Tariff contains the descriptions, regulations, and rates applicable to the furnishing of service and facilities for telecommunications services within the State of Florida by Telco Partners, Inc. This Tariff is on file with the Florida Public Service Commission, and copies may also be inspected, during normal business hours, at the following location: 900 Comerica Building, Kalamazoo, Michigan 49007.

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Kalamazoo, MI 49007

CHECK SHEET

The title page and pages 1-36 inclusive of this Tariff are effective as of the date shown. Original and revised sheets, as named below, comprise all changes from the original Tariff in effect on the date indicated.

<u>SHEET</u>	<u>REVISION</u>	<u>SHEET</u>	<u>REVISION</u>
1	Original	20	Original
2	Original	21	Original
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15	Original	34	Original
16	Original	35	Original
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19	Original		

\* New or Revised Sheets

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CONCURRING, CONNECTING AND OTHER PARTICIPATING CARRIERS

CONCURRING CARRIERS:

No Concurring Carriers

CONNECTING CARRIERS:

No Connecting Carriers

OTHER PARTICIPATING CARRIERS:

No Participating Carriers

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SYMBOLS

- (D) To signify deleted or discontinued material
- (I) To signify a rate or charge increase
- (M) To signify material relocated without change in text or rate
- (N) To signify new material
- (R) To signify a reduction
- (T) To signify a change in text or regulation but no change in rate or charge

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TARIFF FORMAT

Sheet Numbering - Sheet numbers appear in the upper right hand corner of the page. Sheets are numbered sequentially and from time to time new pages may be added to the Tariff. When a new page is added between existing pages, a decimal is added to the preceding page number. For example, a new page added between Sheets 3 and 4 would be numbered 3.1.

Sheet Revision Numbers - Revision numbers also appear in the upper right corner of each page. These numbers are used to determine the most current sheet version on file with the Commission. For example, the 4th revised Sheet 14 cancels the 3rd revised Sheet 14. Because of various suspension periods, deferrals, etc. the Commission follows in the tariff approval process, the most current sheet number on file with the Commission is not always the tariff page in effect. Consult the Check Sheet for the sheet currently in effect.

Paragraph Numbering Sequence - There are nine levels of paragraph coding. Each level of coding is subservient to its next higher level:

- 2.
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- 2.1.1.A.1.
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- 2.1.1.A.1.(a).1.
- 2.1.1.A.1.(a).1.(i).
- 2.1.1.A.1.(a).1.(i).(1).

Check Sheets - When a Tariff filing is made with the FPSC, an updated check sheet accompanies the Tariff filing. The check sheet lists the pages contained in the Tariff, with a cross reference to the current revision number. When new pages are added, the check sheet is changed to reflect the revision, all revisions made in a given filing are designed by an asterisk (\*). There will be no other symbols used on this page if these are the only changes made to it. The Tariff user should refer to the latest check sheet to find out if a particular page is the most current on file with the FPSC.

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SECTION 1 - TECHNICAL TERMS AND ABBREVIATIONS

For the purpose of this Tariff, the following definitions will apply:

Access Coordination

Provides for the design, ordering, installation, coordination, pre-service testing, service turn-up and maintenance on a Company or Customer provided Local Access Channel.

Administrative Change

A change in Customer billing address or contact name.

Alternate Access

Alternate Access is a form of Local Access except that the provider of the Service is an entity, other than the Local Exchange Carrier, authorized or permitted to provide such Service. The charges for Alternate Access may be subject to private agreement rather than published or special tariff if permitted by applicable governmental rules.

Application for Service

A standard Company order form which includes all pertinent billing, technical and other descriptive information which will enable the Company to provide a communication Service as required.

ASR

ASR (Access Service Request) means an order placed with a Local Access Provider for Local Access.

Authorized User

A person, firm, corporation or other entity that either is authorized by the Customer to receive or send communications or is placed in a position by the Customer, either through acts or omissions, to send or receive communications.

Bandwidth

The total frequency band, in hertz, allocated for a channel.

Bill Date

The date on which billing information is compiled and sent to the Customer.

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SECTION 1 - TECHNICAL TERMS AND ABBREVIATIONSCall

A completed connection between the Calling and Called Stations.

Called Station

The telephone number called.

Calling Station

The telephone number from which a Call originates.

Cancellation of Order

A Customer initiated request to discontinue processing a Service order, either in part or in its entirety, prior to its completion. Cancellation charges will be assessed for each Circuit-end or Dedicated Access line canceled from an order prior to its completion by the Company, under the following circumstances: (1) if the LEC has confirmed in writing to the Company that the Circuit-end or Dedicated Access line will be installed; or (2) if the Company has already submitted facilities orders to and interconnecting telephone company.

Channel or Circuit

A dedicated communications path between two or more points having a Bandwidth or Transmission Speed specified in this Tariff and selected by a Customer.

Company

TELCO PARTNERS, INC.

Company Recognized National Holidays

The following are Company Recognized National Holidays determined at the location of the originator of the Call: New Year's Day, Martin Luther King Day, President's Day, Memorial Day, Independence Day, Labor Day, Columbus Day, Veteran's Day, Thanksgiving Day, Christmas Day.

The evening rate is used unless a lower rate would normally apply. When a Call begins in one rate period and ends in another, the rate in effect in each rate period applies to the portion of the Call occurring within that rate period. In the event that a minute is split between two rate periods, the rate in effect at the start of that minute applies.

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SECTION 1 - TECHNICAL TERMS AND ABBREVIATIONSCustomer

The person, firm, corporation or governmental unit which orders Service and which is responsible for the payment of charges and for compliance with the Company's Tariff regulations. A Customer is considered to be an account for billing purposes. The term Customer also includes an entity that remains presubscribed to the Company Service after its account(s) are removed from the Company's billing system, subsequently continues to use Company's network, and is billed by a local exchange carrier for such use, or otherwise uses Service for which no other Customer is obligated to compensate Company.

Customer Premises/Customer's Premises

Locations designated by a Customer where Service is originated/terminated whether for its own communications needs or for the use of its resale customers.

DCS

DCS means Digital Cross-Connect System.

Dedicated Access/Special Access

Dedicated Local Access between the Customer's Premises or serving wire center and the Company's Point-of-Presence for origination or termination of Calls.

DS-0

DS-0 means Digital Signal Level 0 Service and is a 64 Kbps signal.

DS-1

DS-1 means Digital Signal Level 1 Service and is a 1.544 Mbps signal.

DS-0 with VF Access

DS-0 Service with VF Local Access facilities provides for the transmission of analog voice and/or data within 300 Hz to 3000 Hz frequency range.

DS-0 with DDS Access

DS-0 Service with VF Local Access facilities provides for the transmission of digital data at speeds 2.4, 4.8, 9.6 or 56 Kbps.

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SECTION 1 - TECHNICAL TERMS AND ABBREVIATIONS

Due Date

The Due Date is the date on which payment is due.

Expedite

A Service order initiated at the request of the Customer that is processed in a time period shorter than the Company's standard Service interval.

FCC

Federal Communications Commission

FPSC

Florida Public Service Commission

Individual Case Basis (ICB)

Individual Case Basis (ICB) determinations involve situations where complex Customer-specific Company arrangements are required to satisfactorily serve the Customer. The nature of such Service requirements makes it difficult or impossible to establish general tariff provisions for such circumstances. When it becomes possible to determine specific terms and conditions for such offerings, they will be offered pursuant to such terms and conditions.

Installation

The connection of a Circuit, Dedicated Access line, or port for new, changed or an additional Service.

Interexchange Service

Interexchange Service means that portion of a communications channel between a Company-designated Point-of-Presence in one exchange and a Point-of-Presence in another exchange.

Interruption

Interruption shall mean a condition whereby the Service or a portion thereof is inoperative, beginning at the time of notice by the Customer to Company that such Service is inoperative and ending at the time of restoration.

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SECTION 1 - TECHNICAL TERMS AND ABBREVIATIONS

Kbps

Kilobits per second.

LATA (Local Access Transport Area)

A geographical area established for the provision and administration of communications Service of a local exchange company.

Local Access

Local Access means the Service between a Customer Premises and a Company designated Point-of-Presence.

Local Access Provider

Local Access Provider means an entity providing Local Access.

Local Exchange Carrier (LEC)

The local telephone utility that provides telephone exchange services.

Mbps

Megabits per second.

Multiplexing

Multiplexing is the sequential combining of lower bit rate Private Line Services onto a higher bit rate Private Line Service for more efficient facility capacity usage or vice versa.

N/A

Not available.

Nonrecurring Charges

Nonrecurring Charges are one-time charges.

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SECTION 1 - TECHNICAL TERMS AND ABBREVIATIONS

Physical Change

The modification of an existing Circuit, Dedicated Access line or port, at the request of the Customer, requiring some Physical Change or retermination.

Point-of-Presence (POP)

A Company-designated location where a facility is maintained for the purpose of providing access to its Service.

Primary Route

The route which, in the absence of Customer-designated routing or temporary re-routing, would be used by the Company in the provision of Service.

Private Line

A dedicated transmission channel furnished to a customer without intermediate switching arrangements for full-time customer use.

Private Line Service

A dedicated full-time transmission Service utilizing dedicated access arrangements.

Rate Center

A specified geographical location used for determining mileage measurements.

Requested Service Date

The Requested Service Date is the date requested by the Customer for commencement of Service and agreed to by the Company.

Restore

To make Service operative following an interruption by repair, reassignment, re-routing, substitution of component parts, or otherwise, as determined by the carrier(s) involved.

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SECTION 1 - TECHNICAL TERMS AND ABBREVIATIONS

Route Diversity

Two channels which are furnished partially or entirely over two physically separate routes.

Service

Service means any or all Service(s) provided pursuant to this Tariff.

Service Commitment Period

The term elected by the Customer and stated on the Service order during which the Company will provide the Services subscribed to by the Customer. The term can be monthly or in the case of Private Line Services for a period of up to 5 years.

Special Promotional Offerings

Special trial offerings, discounts, or modifications of its regular Service offerings which the Company may, from time to time, offer to its Customers for a particular Service. Such offerings may be limited to certain dates, times, and locations.

Start of Service Date

The Requested Service Date or the date Service first is made available by the Company whichever is later.

Tariff

The current Intrastate Services Tariff and effective revisions thereto filed by the Company with the FPSC.

Toll Call

Any call extending beyond the local exchange of the originating caller which is rated on a toll schedule by the local exchange telephone company.

Transmission Speed

Data transmission speed or rate, in bits per seconds (bps).

Two-Way Conversation

A Two-Way Conversation is a telephone conversation between or among two or more parties.

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SECTION 1 - TECHNICAL TERMS AND ABBREVIATIONS

VF

VF is voice frequency or voice-grade Service designed for private-line Service. Normal transmission is in the 300 hertz to 3000 hertz frequency band.

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**SECTION 2 - RULES AND REGULATIONS**

- 2.1. Undertaking
- 2.1.1. IntraState Telecommunications Service ("Service") is the furnishing of Company communication Services contained herein between specified locations under the terms of this Tariff. The Company will provide Service to the public by reselling services purchased from underlying facilities based carriers. Service is available twenty four hours a day, seven days a week.
- 2.2. Limitations of Services
- 2.2.1. Any member of the general public (including any natural person or legally organized entity such as a corporation, partnership, or governmental body) is entitled to obtain Service under this Tariff, provided that the Company reserves the right to deny Service: (A) to any Customer that, in the Company's reasonable opinion, presents an undue risk of nonpayment, (B) in circumstances in which the Company has reason to believe that the use of the Service would violate the provisions of this Tariff or any applicable law or if any applicable law restricts or prohibits provision of the Service, or (C) if insufficient facilities are available to provide the Service (in such cases Company shall make best efforts to accommodate the needs of all potential Customers by means of facility improvements or purchases, of capacity, if such efforts will, in the Company's opinion, provide the Company with a reasonable return on its expenditures), but only for so long as such unavailability exists.
- 2.2.2. Company, when acting at the Customer's request and as its authorized agent, will make reasonable efforts to arrange for Service requirements, such as special routing, Diversity, Alternate Access, or circuit conditioning.
- 2.2.3. Service is offered in equal access exchanges subject to the availability of facilities and the provisions of this Tariff. Company reserves the right to refuse to provide Service to or from any location where the necessary facilities and/or equipment are not available.
- 2.2.4. Service may be discontinued after five business days written notice to the Customer if:
- 2.2.4.A. the Customer is using the Service in violation of this Tariff; or
- 2.2.4.B. the Customer is using the Service in violation of the law or Commission regulation.
- 2.2.5. Service begins on the date that billing becomes effective and is provided on the basis of a minimum period of at least one month, 24 hours per day. For the purposes of computing charges in this Tariff, a month is considered to have 30 days.

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SECTION 2 - RULES AND REGULATIONS2.2. Limitations of Services (Cont.)

- 2.2.6. Service will be provided until canceled, by the Customer on not less than thirty (30) days' written notice from the date of postmark on the letter giving notice of cancellation. Restoration of Service will be done in accordance with the Commission's rules and regulations.
- 2.2.7. Nothing herein, or in any other provision of this Tariff, or in any marketing materials issued by the Company shall give any person any ownership, interest, or proprietary right in any code or 800 number issued by the Company to its Customers.
- 2.2.8. The Company reserves the right to discontinue furnishing Services or billing options, upon written notice, when necessitated by conditions beyond its control. Conditions beyond the Company's control include, but are not limited to, a Customer's having Call volume or a calling pattern that results, or may result, in network blockage or other Service degradation which adversely affects Service to the calling party, the Customer, or other Customers of the Company.
- 2.2.9. Except as otherwise provided in this Tariff or as specified in writing by the party entitled to receive Service, notice may be given orally or in writing to the persons whose names and business addresses appear on the executed Service Order and the effective date of any notice shall be the date of delivery of such notice, not the date of mailing. By written notice, Company or Customer may change the party to receive notice and/or the address to which such notice is to be delivered. In the event no Customer or Company address is provided in the executed Service order, notice shall be given to the last known business address of Customer or, as appropriate.

2.3. Other Terms and Conditions

- 2.3.1. The name(s) of the Customer(s) desiring to use the Service must be stipulated in the Application for Service.
- 2.3.2. The Customer agrees to operate the Company provided equipment in accordance with instructions of the Company or the Company's agent. Failure to do so will void the Company liability for interruption of Service and may make Customer responsible for damage to equipment pursuant to Section 2.2.3 below.
- 2.3.3. Customer agrees to return to the Company all Company-provided equipment delivered to Customer within five (5) days of termination of the Service in connection with which the equipment was used. Said equipment shall be in the same condition as when delivered to Customer, normal wear and tear only excepted. Customer shall reimburse the Company, upon demand, for any costs incurred by the Company due to Customer's failure to comply with this provision.

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SECTION 2 - RULES AND REGULATIONS

- 2.3. Other Terms and Conditions - (Cont.)
- 2.3.4. A Customer shall not use any servicemark or trademark of the Company or refer to the Company in connection with any product, equipment, promotion, or publication of the Customer without prior written approval of the Company.
- 2.3.5. In the event suit is brought or any attorney is retained by the Company to enforce the terms of this Tariff, the Company shall be entitled to recover, in addition to any other remedy, reimbursement for reasonable attorneys' fees, court costs, costs of investigation and other related expenses incurred in connection therewith.
- 2.3.6. The provision of Service will not create a partnership or joint venture between the Company and the Customer nor result in joint Service offerings to their respective Customers.
- 2.3.7. The rate or volume discount level applicable to a Customer for a particular Service or Services shall be the rate or volume discount level in effect at the beginning of the monthly billing period applicable to the Customer for the particular Service or Services. When a Service is subject to a minimum monthly charge, account charge, port charge or other recurring charge or Nonrecurring Charge for both intrastate and interstate Service, only one such charge shall apply per account and that charge shall be the interstate charge.
- 2.3.8. Service requested by Customer and to be provided pursuant to this Tariff shall be requested on Company Service Order forms in effect from time to time or Customer's forms accepted in writing by an authorized headquarters representative of the Company (collectively referred to as "Service Orders").
- 2.3.9. If an entity other than the company (e.g., another carrier or a supplier) imposes charges on the Company in connection with a Service that entity's charges will be passed through to the Customer also.
- 2.3.10. The Service Commitment Period for any Service shall be established by the Service Order relevant thereto and commence on the Start of Service Date. Upon expiration, each Service Commitment Period for such Service shall automatically be extended subject to written notice of termination by either Company or Customer as of a date not less than thirty (30) days after delivery of said notice to the other. The charges for Interexchange Service during any such extension shall not exceed the then current Company month-to-month charges applicable to such Service.

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SECTION 2 - RULES AND REGULATIONS2.4. Liability

- 2.4.1. Except as provided otherwise in this Tariff, the Company shall not be liable to Customer or any other person, firm or entity for any failure of performance hereunder if such failure is due to any cause or causes beyond the reasonable control of the Company. Such causes shall include, without limitation, acts of God, fire, explosion, vandalism, cable cut, storm or other similar occurrence, any law, order, regulation, direction, action or request of the United States government or of any other government or of any civil or military authority, national emergencies, insurrections, riots, wars, strikes, lockouts or work stoppages or other labor difficulties, supplier failures, shortages, breaches or delays, or preemption of existing Services to restore service in compliance with Part 64, Subpart D, Appendix A, of the FCC's Rules and Regulations.
- 2.4.2. With respect to the Services contained herein and except as otherwise provided herein, the Company's liability shall not exceed an amount equal to the charge applicable to a one minute Call to the Called Station at the time the affected Call was made. If the initial minute rate is higher than the additional minute rate, the higher rate shall apply. For those Services with monthly recurring charges, the Company's liability is limited to an amount equal to the proportionate monthly recurring charges for the period during which Service was affected.
- 2.4.3. The Company is not liable for any act or omission of any other company or companies (including any Company affiliate that is a participating or concurring carrier) furnishing a portion of the Service or facilities, equipment, or Services associated with such Service.
- 2.4.4. The Customer is responsible for taking all necessary legal steps for interconnecting the Customer provided terminal equipment with the Company facilities. The Customer shall ensure that the signals emitted into the Company's network do not damage Company equipment, injure personnel or degrade Service to other Customers. The Customer is responsible for securing all licenses, permits, rights-of-way, and other arrangements necessary for such interconnection. In addition, the customer shall comply with applicable LEC signal power limitations.
- 2.4.5. The Company may rely on Local Exchange Carriers or other third parties for the performance of other Services such as Local Access. Upon Customer request and execution and delivery of appropriate authorizing documents, the Company may act as agent for Customer in obtaining such other Services. Customer's liability for charges hereunder shall not be reduced by untimely installation or non-operation of Customer provided facilities and equipment.

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SECTION 2 - RULES AND REGULATIONS2.4. Liability (Cont.)

- 2.4.6. The failure to give notice of default, to enforce or insist upon compliance with any of the terms or conditions herein, the waiver of any term or conditions herein, or the granting of an extension of time for performance by the Company or the Customer shall not constitute the permanent waiver of any term or condition herein. Each of the provisions shall remain at all time in full force and effect until modified in writing.
- 2.4.7. The Company shall not be liable to the Customer or any other person, firm or entity in any respect whatsoever as a result of mistakes, accidents, errors, omissions, interruptions, delays, or defects in Service (collectively "Defects"). Defects caused by or contributed to, directly or indirectly, by any act or omission of Customer or its customers, affiliates, agents, representatives, invitees, licensees, successors or assigns or which arise from or are caused by the use of facilities or equipment of Customer or related parties shall not result in the imposition of any liability whatsoever upon the Company, and Customer shall pay to the Company any reasonable costs, expenses, damages, fees or penalties incurred by the Company as a result thereof, including penalties incurred by the Company as a result thereof, including costs of Local Access Providers' labor and materials. In addition, all or a portion of the Service may be provided over facilities of third parties, or sold by third parties, and the Company shall not be liable to Customer or any other person, firm or entity in any respect whatsoever arising out of Defects caused by such third parties. THE COMPANY SHALL NOT BE LIABLE FOR ANY DIRECT, INDIRECT, CONSEQUENTIAL, SPECIAL, ACTUAL, PUNITIVE OR ANY OTHER DAMAGES, OR BUSINESS INTERRUPTION, FOR ANY LOST PROFITS OF ANY KIND OR NATURE WHATSOEVER ARISING OUT OF ANY DEFECTS OR ANY OTHER CAUSE. THE COMPANY'S LIABILITY, IF ANY, WITH REGARD TO THE DELAYED INSTALLATION OF THE COMPANY'S FACILITIES OR COMMENCEMENT OF SERVICE SHALL NOT EXCEED \$1,000. THIS WARRANTY AND THESE REMEDIES ARE EXCLUSIVE AND IN LIEU OF ALL OTHER WARRANTIES OR REMEDIES, WHETHER EXPRESS, IMPLIED OR STATUTORY, INCLUDING WITHOUT LIMITATION IMPLIED WARRANTIES OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE. IN THE EVENT OF AN INTERRUPTION IN SERVICE OR ANY DEFECT IN THE SERVICE WHATSOEVER, NEITHER COMPANY NOR ANY AFFILIATED OR UNAFFILIATED THIRD PARTY, THIRD PARTY PROVIDER OR OPERATOR OF FACILITIES EMPLOYED IN THE PROVISION OF THE SERVICE SHALL BE LIABLE FOR ANY DIRECT, INDIRECT, CONSEQUENTIAL, SPECIAL, ACTUAL, PUNITIVE OR ANY OTHER DAMAGES, OR FOR ANY LOST PROFITS OF ANY KIND OR NATURE WHATSOEVER.

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SECTION 2 - RULES AND REGULATIONS2.4. Liability (Cont.)

- 2.4.8. With respect to the routing of Calls by the Company to public safety answering points or municipal Emergency Service providers, Company liability, if any, will be limited to the lesser of: (a) the actual monetary damages incurred and proved by the Customer as the direct result of the Company's action, or failure to act, in routing the Call, or (b) the sum of \$1,000.00.
- 2.4.9. In the event parties other than Customer (e.g., Customer's customers) shall have use of the Service directly or indirectly through Customer, then Customer agrees to forever indemnify and hold Company and any affiliated or unaffiliated third-party, third-party provider or operator of facilities employed in provision of the Service harmless from and against any and all claims, demands, suits, actions, losses, damages, assessments or payments which may be asserted by said parties arising out of or relating to any Defects.
- 2.4.10. In the event that Company is required to perform a Circuit redesign due to inaccurate information provided by the Customer; or, circumstances in which such costs and expenses are caused by the Customer or reasonably incurred by the Company for the benefit of the Customer, the Customer is responsible for the payment of all such charges.

2.5. Cancellation of Service by a Customer

- 2.5.1. If a Customer cancels a Service Order before the Service begins, before completion of the Minimum Period, or before completion of some other period mutually agreed upon by the Customer and the Company, a charge will be levied upon the Customer for the nonrecoverable portions of expenditures or liabilities incurred expressly on behalf of the Customer by the Company and not fully reimbursed by Installation and monthly charges. If, based on a Service order by a Customer, any construction has either begun or been completed, but no Services provided, the nonrecoverable costs of such construction shall be borne by the Customer.
- 2.5.2. Upon thirty (30) days' prior written notice, either Customer or Company shall have the right, without cancellation charge or other liability, to cancel the affected portion of the Service, if the Company is prohibited by governmental authority from furnishing said portion, or if any material rate or term contained herein and relevant to the affected Service is substantially changed by order of the highest court of competent jurisdiction to which the matter is appeal, the Federal Communications Commission, or other local, state or federal government authority.

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SECTION 2 - RULES AND REGULATIONS2.6. Cancellation for Cause by the Company

- 2.6.1. Upon nonpayment of any sum owing to the Company, or upon a violation of any of the provisions governing the furnishing of Service under this Tariff, the Company may, upon five business days written notification to the Customer, except in extreme cases, without incurring any liability, immediately discontinue the furnishing of such Service. The written notice shall be separate and apart from the regular monthly bill for service. Customer shall be deemed to have canceled Service as of the date of such disconnection and shall be liable for any cancellation charges set forth in this Tariff.
- 2.6.2. Without incurring any liability, the Company may discontinue the furnishing of Service(s) to a Customer upon five business days written notice if the Company deems that such action is necessary to prevent or to protect against fraud or to otherwise protect its personnel, agents, facilities or Services under the following circumstances, except under extreme cases where the customer may be disconnected immediately and without notice:
- 2.6.2.A. if the Customer refuses to furnish information to the Company regarding the Customer's credit-worthiness, its past or current use of common carrier communications Services or its planned use of Service(s);
- 2.6.2.B. if the Customer provides false information to the Company regarding the Customer's identity, address, credit-worthiness, past or current use of Customer communications Services, or its planned use of the Company Service(s);
- 2.6.2.C. if the Customer states that it will not comply with a request of the Company for reasonable security for the payment for Service(s);
- 2.6.2.D. if the Customer has been given five business days written notice in a separate mailing by the Company of any past due amount (which remains unpaid in whole or in part) for any of the Company's communications Services to which the Customer either subscribes or had subscribed or used;
- 2.6.2.E. in the event of unauthorized use.

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SECTION 2 - RULES AND REGULATIONS2.6. Cancellation for Cause by the Company (Cont.)

2.6.2.F. Following the disconnection of service for any of these reasons, the Company or the local exchange utility acting as Company agent, will notify the telephone end user/customer that service was disconnected and why. The notice will include all reasons for the disconnection and will include a toll-free number where an end user/customer can obtain additional information. Notice shall be deemed given upon deposit, postage prepaid, in the U.S. Mail to the end user's/customer's last known address and in compliance with the Commission's rules.

2.6.3. The discontinuance of Service(s) by the Company pursuant to this Section does not relieve the Customer of any obligations to pay the Company for charges due and owing for Service(s) furnished up to the time of discontinuance. The remedies set forth herein shall not be exclusive and the Company shall at all times be entitled to all rights available to it under either law or equity.

2.7. Credit Allowance

2.7.1. Credit allowance for the interruption of Service is subject to the general liability provisions set forth in this Tariff. Customers shall receive no credit allowance for the interruption of service which is due to the Company's testing or adjusting, negligence of the Customer, or to the failure of channels or equipment provided by the Customer. The Customer should notify the Company when the Customer is aware of any interruption in Service for which a credit allowance is desired. Before giving such notice, the Customer shall ascertain that the trouble is not being caused by any action or omission within Customer's control, or is not in wiring or equipment, if any, furnished by the Customer in connection with the Company's Services.

2.7.2. No credit is allowed in the event service must be interrupted in order to provide routine service quality or related investigations.

2.7.3. No credit shall be allowed:

2.7.3.A. For failure of services or facilities of Customer; or

2.7.3.B. For failure of services or equipment caused by the negligence or willful acts of Customer.

SECTION 2 - RULES AND REGULATIONS

- 2.7. Credit Allowance (Cont.)
- 2.7.4. Credit for an interruption shall commence after Customer notifies Company of the interruption and ceases when services have been restored.
- 2.7.5. Credits are applicable only to that portion of Service interrupted.
- 2.7.6. For purposes of credit computation, every month shall be considered to have 720 hours.
- 2.7.7. No credit shall be allowed for an interruption of a continuous duration of less than two hours.
- 2.7.8. The Customer shall be credited for an interruption of two hours or more at a rate of 1/720th of the monthly recurring charge for the service affected for each hour or major fraction thereof that the interruption continues. Calculations of the credit shall be made in accordance with the following formula.

Credit Formula:

$$\text{Credit} = \frac{A \times B}{720}$$

"A" = outage time in hours

"B" = total monthly charge for affected facility

- 2.8. Use of Service
- 2.8.1. The Services offered herein may be used for any lawful purpose, including residential, business, governmental, or other use. There are no restrictions on sharing or resale of Services. However, the Customer remains liable for all obligations under this Tariff notwithstanding such sharing or resale and regardless of the Company's knowledge of same. The Company shall have no liability to any person or entity other than the Customer and only as set forth in Section 2.3. The Customer shall not use nor permit others to use the Service in a manner that could interfere with Services provided to others or that could harm the facilities of the Company or others.

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SECTION 2 - RULES AND REGULATIONS

- 2.8. Use of Service (Cont.)
- 2.8.2. Service furnished by the Company may be arranged for joint use or authorized use. The joint user or Authorized User shall be permitted to use such Service in the same manner as the Customer, but subject to the following:
- 2.8.2.A. One joint user or Authorized User must be designated as the Customer.
- 2.8.2.B. All charges for the Service will be computed as if the Service were to be billed to one Customer. The joint user or Authorized User which has been designated as the Customer will be billed for all components of the Service and will be responsible for all payments to the Company. In the event that the designated Customer fails to pay the Company, each joint user or Authorized User shall be liable to the Company for all charges incurred as a result of its use of the Company's Service.
- 2.8.3. In addition to the other provisions in this Tariff, Customers reselling Company Services shall be responsible for all interaction and interface with their own subscribers or customers. The provision of the Service will not create a partnership or joint venture between Company and Customer nor result in a joint communications Service offering to the Customers of either the Company or the Customer.
- 2.8.4. Service furnished by the Company shall not be used for any unlawful or fraudulent purposes.
- 2.8.5. The Customer will be billed directly by the LFC for certain Dedicated Access arrangements selected by the Customer for the provisioning of direct access arrangements. In those instances where the Company at the Customer's request may act as agent in the ordering of such arrangements, the Company will bill the Customer Local Access charges.
- 2.9. Local Charges
- 2.9.1. In certain instances, customers may be subject to local telephone company charges or message unit charges to access the Carrier's terminal. Carrier is not responsible for any such local or message unit charges incurred by customer in gaining access to Carrier's terminal.
- 2.10. Assignment
- 2.10.1. The obligations set forth in this Tariff shall be binding upon and inure to the benefit of the parties hereto and their respective successors or assigns, provided, however, the Customer shall not assign or transfer its rights or obligations without the prior written consent of the Company.

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SECTION 2 - RULES AND REGULATIONS2.11. Taxes

- 2.11.1. All state and local taxes (i.e., gross receipts tax, sales tax, municipal utilities tax) are listed as separate line items and are not included in the quoted rates.
- 2.11.2. If at any future time a municipality acquires the legal right to impose an occupation tax, license tax, permit fee, franchise fee or other similar charge upon the Carrier, and imposes the same by ordinance or otherwise, such taxes, fees or charges shall be billed to the end users receiving service within the territorial limits of such municipality. Such billing shall allocate the tax, fee or charge among end users uniformly on the basis of each end user's monthly charges for the types of service made subject to such tax, fee or charge.
- 2.11.3. If at any future time a county or other local taxing authority acquires the legal right to impose an occupation tax, license tax, permit fee, franchise fee or other similar charge upon the Carrier, and imposes the same by ordinance or otherwise, such taxes, fees or charges shall be billed to the end users receiving service within the territorial limits of such county or other taxing authority. Such billing shall allocate the tax, fee or charge among end users uniformly on the basis of each end user's monthly charges for the types of service made subject to such tax, fee or charge.
- 2.11.4. When utility or telecommunications assessments, franchise fees, or privilege, license, occupational, excise, or other similar taxes or fees, based on interstate or intrastate receipts are imposed by certain taxing jurisdictions upon the Company or upon local exchange companies and passed on to the Company through or with interstate or intrastate access charges, the amounts of such taxes or fees will be billed to Customers in such a taxing jurisdiction on a prorated basis. The amount of charge that is prorated to each Customer's bill is determined by the interstate or intrastate telecommunications service provided to and billed to an end user/customer service location in such a taxing jurisdiction with the aggregate of such charges equal to the amount of the tax or fee imposed upon or passed on to the Company.

2.12. Special Customer Arrangements

- 2.12.1. In cases where a Customer requests a special or unique arrangement which may include engineering, conditioning, installation, construction, facilities, assembly, purchase or lease of facilities and/or other special Services not offered under this Tariff, the Company, at this option, may provide the requested Services. Appropriate recurring charges and/or Nonrecurring Charges and other terms and conditions will be developed for the Customer for the provisioning of such arrangements.

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SECTION 2 - RULES AND REGULATIONS

2.13. Inspection

The Company may, upon notice, make such tests and inspections as may be necessary to determine that the requirements of this Tariff are being complied with in the installation, operation or maintenance of Customer or the Company equipment. The Company may interrupt the Service at any time, without penalty to the Company, should Customer violate any provision herein.

2.14. Employee Concessions

The Company does not offer concessions to employees.

2.15. Service Agreement

The name(s) of the customer(s) desiring to use the services must be set forth in the Service Agreement. An executed Service Agreement and letter of Agency is required to initiate service.

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SECTION 3 - DESCRIPTION OF SERVICE3.1. Wide Area ("WATS") and Message ("MTS") Telecommunications Services

3.1.1. The Company offers WATS and MTS intrastate interexchange long distance service utilizing switched or dedicated access arrangements between the Customer's Premises and the Company's facilities for call origination. Call completion is completed by underlying carrier.

3.2. Timing of Calls

3.2.1. Timing for all calls begins when the called party answers the call (i.e. when two way communications are established.) Answer detection is based on standard industry answer detection methods, including hardware and software answer detection. Chargeable time for all calls ends when one of the parties disconnects from the call. There are no billing charges applied for incomplete calls.

3.3. Payment and Billing

3.3.1. The following rules apply only to the Carrier's resold interexchange services and will govern payment and billing practices of the Carrier, unless inconsistent with any rule, order or regulation of the Commission. In the case of any inconsistency, the rule, order, or regulation of the Commission, or other provision of law, shall prevail.

3.3.1.A. Service is provided and billed on a billing cycle basis, beginning on the date that the service becomes effective. Billing is payable upon receipt. A late payment charge of 1.5% per billing cycle and 18% per annum, or the maximum amount otherwise allowed by law, will accrue upon any unpaid amount commencing Twenty Eight (28) Days after rendition of bills.

3.3.1.B. The customer is responsible for payment of all charges for service and facilities furnished by the Carrier to the customer, as well as, all charges for services and facilities furnished by the Carrier to all persons using the customer's codes, premises, facilities, or equipment, with or without the knowledge or consent of the customer. The security of the customer's authorization codes, premises, switched access connections, and direct connect facilities is the sole responsibility of the customer. All calls placed using such direct connect facilities, authorization codes, premises, or switched access connections will be billed to, and must be paid by, the customer. Recurring and non-recurring charges are billed in arrears.

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SECTION 3 - DESCRIPTION OF SERVICE3.3. Payment and Billing (Cont.)

3.3.1.C. All bills are presumed accurate, and shall be binding on the customer unless objection is received by the Carrier in writing within One Hundred Eighty (180) Days after such bills are rendered.

3.3.1.D. Carrier shall be entitled to revise bills previously rendered to adjust for previously un-billed service, or to adjust upward a bill previously rendered, for a period equivalent to the applicable contract law statute of limitations.

3.3.1.E. Advance Payments: For customers whom the Company feels an advance payment is necessary, the Company reserves the right to collect an amount not to exceed one (1) month's estimated charges, as an advance payment for service. This will be applied against the next month's charges and if necessary, a new advance payment will be collected for the next month.

3.3.2. If a LEC has established or establishes a Special Access surcharge, the Company will bill the surcharge beginning on the effective date of such surcharge for Special Access arrangements presently in Service. The Company will cease billing the Special Access surcharge upon receipt of an Exemption Certificate or if the surcharge is removed by the LEC.

3.3.3. In the event the Company incurs fees or expenses, including attorney's fees, in collecting, or attempting to collect, any charges owed the Company, the Customer will be liable to the Company for the payment of all such fees and expenses reasonably incurred.

3.3.4. Company will not require deposits by Customers for Services.

3.4. Rate Quotes

Rate quotes will be provided to end users from 8:00 a.m. to 5:00 p.m. Eastern Time, Monday through Friday by dialing 888/305-3141.

3.5. Bad Check Charges

The Company does not charge Customers for checks that are returned.

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SECTION 3 - DESCRIPTION OF SERVICE3.6. Usage Charges Rounding

The charges for all calls during a billing month will be totalled. If the total charge includes a fraction of a cent, the fraction is rounded to the next whole cent (e.g., \$4,101.345 would be rounded to \$4,101.35.).

3.7. Directory Assistance Service

The Company does not offer directory assistance at this time.

3.8. Method for Calculation of Airline Mileage

- 3.8.1. The airline mileage between two cities can be calculated using the Vertical (V) and Horizontal (H) coordinates of the serving wire centers associated with the Company's POP locations. The method for calculating the airline mileage is obtained by reference to AT&T's Tariff F.C.C. No. 10 in accordance with the following formula:

the square root of: 
$$\frac{(V1-V2)^2 + (H1-H2)^2}{10}$$

where V1 and H1 correspond to the V&H coordinates of City 1 and V2 and H2 correspond to the V&H coordinates of City 2.

Example:	<u>V</u>	<u>H</u>
City 1	5004	1406
City 2	5987	3424

the square root of: 
$$\frac{(5004-5987)^2 + (1406-3424)^2}{10}$$

The result is 709.83 miles. Any fractional miles are rounded to the next higher whole number; therefore, the airline mileage for this example is 710 miles.

SECTION 3 - DESCRIPTION OF SERVICE3.9. Time of Day Rate Periods

3.9.1. Time of Day Rate Periods are determined by the time of day at the location of the Calling station.

The rates shown in Section 4 apply as follows:

DAY: From 8:01 AM to 5:00 PM Monday - Friday

EVENING: From 5:01 PM to 11:00 PM Monday - Friday and Sunday

NIGHT/

WEEKEND: From 11:01 PM to 8:00 AM Everyday

From 8:01 AM to 11:00 PM Saturday

From 8:01 AM to 5:00 PM Sunday

3.10. Service Offerings

## 3.10.1. Switched Outbound Service

Company's 1+ switched outbound service permits outward calling utilizing premium switched Feature Group D access on both the originating and terminating ends. The minimum call duration for billing purposes is eighteen (18) seconds. Usage is measured thereafter in six (6) second increments and rounded to the next higher six (6) second period.

## 3.10.2. Dedicated Outbound Service

Dedicated outbound service permits outward 1+ calling to stations in diverse service areas. Dedicated outbound service is distinguished from other services by the existence of a dedicated, special access connection on one end. High Volume Customers may elect Dedicated Access 1+ Service. Customer selecting this Service shall commit to utilize the Company's Service for a specified term, and shall agree to pay any applicable local loop charges.

## 3.10.3. Switched Inbound Service

The Company's 800 Switched Inbound Service permits inward calling (via 800 codes) to a specific location utilizing premium switched, Feature Group D access on both ends. The Company's 800 Switched Service is available to Customers executing a month to month or long term contract with the Company.

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SECTION 3 - DESCRIPTION OF SERVICE

## 3.10.4. Dedicated Inbound Service

The Company's Dedicated Inbound 800 Service permits inward calling (via 800 codes) to a specific location featuring the use of a dedicated, special access type connection on the terminating end. Dedicated 800 Service is available to large volume Customers executing a one or two year term commitment with the Company. The minimum call duration for billing purposes is eighteen (18) seconds. Usage is measured thereafter in six (6) second increments and rounded to the next higher six (6) second period. In addition to the charges set forth below, the Customer is responsible for any applicable local loop charges.

## 3.10.5. Calling Card Service

The Company's Calling Card Service is a customized calling card service with features including voice response or touch-tone dialing. Customers pay a per call surcharge of \$.30 and a measured usage charge for each call. Customers access the service through an "800" number established by the Company. The Customer incurs a one time initial activation fee of \$5.00. The charges for Calling Card Service are calculated on the basis of each complete call. The minimum call duration for billing purposes is sixty (60) seconds. Usage is measured thereafter in sixty (60) second increments and rounded to the next higher sixty (60) second period.

3.11. Emergency Calls

- 3.11.1. Customer shall configure its PBX or other switch vehicle from which a customer places a call so that 911 emergency calls, where available, and similar emergency calls will be automatically routed to the emergency answering point for the geographical location where the call originated without the intervention of Company.

SECTION 4 - RATES4.1. Switched Outbound Service

Mileage	Initial 18 Seconds	Additional 6 Seconds
ALL	\$ .048	\$ .01697

4.2. Dedicated Outbound Service

Mileage	Initial 18 Seconds	Additional 6 Seconds
ALL	\$ .030	\$ .01025

4.3. Switched Inbound Service

Mileage	Initial 18 Seconds	Additional 6 Seconds
ALL	\$ .048	\$ .01697

4.4. Dedicated Inbound Service

Mileage	Initial 18 Seconds	Additional 6 Seconds
ALL	\$ .030	\$ .01036

4.5. Calling Card Service

Mileage	Initial 60 Seconds	Additional 60 Seconds
ALL	\$ .1697	\$ .1697

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SECTION 4 - RATES4.4. Hearing/Speech Impaired Provisions

- 4.4.1. For purposes of this tariff, the definitions of impaired refers to those persons with communication impairments, including those hearing impaired, deaf, deaf/blind, and speech impaired persons who have an impairment that prevents them from communicating over the telephone without the aid of a telecommunications device for the deaf.
- 4.4.2. Residential impaired customers or impaired members of a customer's household, upon written application and upon certification of their impaired status, which is evidenced by either a certificate from a physician, health care official, or state agency, or a diploma from an accredited educational institution for the impaired, shall receive a discount off their message toll service rates, and, if they utilize telebraille devices, they shall receive free access to local and intrastate long distance directory assistance. Additionally, TDD lines maintained by nonprofit organizations and governmental agencies, upon written application and verification that such lines maintained for the benefit of the impaired may receive a discount off their message toll service rates.

4.5. Special Rates for Handicapped Customers

- 4.5.1. Below are Sections of the Florida Rules concerning handicapped hearing/speech impaired persons and discounts on toll calls using the telecommunications relay service.
- 4.5.1.A. Hearing/Speech Impaired Persons: \*Intrastate toll message rates for TDD users shall be evening rates for daytime calls and night rates for evening and night calls. These discounts shall be offered by all interexchange carriers and LECs.\*
- 4.5.1.B. Telecommunications Relay Service: \*For intrastate toll calls received from the relay service, the company shall discount relay service calls by 50 percent off of the otherwise applicable rate for a voice nonrelay call except that were either the calling or called party indicates that either party is both hearing and visually impaired, the call shall be discounted 60 percent off of the otherwise applicable rate for a voice nonrelay call. The above discounts apply only to time-sensitive elements of a charge for the call and shall not apply to per call charges, such as a credit card surcharge.
- 4.5.1.C. Discounts for Hearing Impaired Customers: Intrastate toll message rates for TDD users, which is communicated using a telecommunications device for the deaf (TDD) by properly certified business establishments or individuals equipped with TDDs for communications with hearing or speech impaired persons, shall be evening rates for daytime calls and night rates for evening and night calls.

Issued: September 11, 1997

Effective: \_\_\_\_\_

Issued by: Steve Lutz, President  
TELCO PARTNERS, INC.  
900 Comerica Building  
Kalamazoo, MI 49007

SECTION 4 - RATES

4.5. Special Rates for Handicapped Customers (Cont.)

4.5.1.D Directory Assistance Charges for Handicapped Persons: Pursuant to Florida Public Service Commission Rules and Regulations, the Company will not charge for the first 50 directory assistance calls made each month by a handicapped person.

4.6. Special Contracts

4.6.1. Carrier may enter into contracts with end users such as hotels, or special categories of users, wherein additional discounts may be provided for volume use categories of users, wherein additional discounts may be provided for volume use or to reflect services performed for the Carrier by such users.

4.6.2. The Company will, from time to time, offer special contract and/or promotions to its customers, waiving certain charges. These promotions will be approved by the FPSC with specific starting and ending dates and under no circumstances run for longer than 90 days in any 12 month period.

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Issued: September 11, 1997

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TELCO PARTNERS, INC.  
900 Comerica Building  
Kalamazoo, MI 49007

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DEPOSIT  
D 612 PR

DATE OF COUNSEL  
SEP 11 1997  
VINCENT T. EARLY  
JOHN C.H. MULLEN  
ROBERTSON BENNETT  
JOSEPH J. BURDIE  
11828 1992

\* Also admitted in Iowa.  
\*\* Also admitted in California and North Carolina.  
\*\*\* Also admitted in New York, Illinois and Washington, D.C.

971187-TI

September 10, 1997

Florida Public Service Commission  
Division of Administration  
2540 Shumard Oak Blvd.  
Gunter Building  
Tallahassee, Florida 32399-0850

Re: TELCO PARTNERS, INC.

Dear Sir:

Enclosed herewith for filing with the Commission, please find an original and 6 copies of the above captioned corporation's APPLICATION FOR AUTHORITY TO PROVIDE INTEREXCHANGE TELECOMMUNICATIONS SERVICES WITHIN THE STATE OF FLORIDA, along with a check in the amount of \$250.00 to cover filing fees relating to same.

Also enclosed is an exact duplicate of this letter. Please stamp the duplicate received and return same in the self-addressed stamped envelope attached thereto.

Please contact me if you have additional questions or concerns.

*[Handwritten Signature]*  
Very truly yours

EARLY, LENNON, PETERS  
& CROCKER, P.C.  
ATTORNEYS AT LAW  
900 COMERICA BLDG.  
KALAMAZOO, MI 49007-4752

21142

PAY TO THE ORDER OF

*Florida Public Service Commission*

Sept 10 19 97  
\$ 250.00

6-8/770  
522

*Two hundred fifty and 00/100*

DOLLARS



Comerica Bank  
Kalamazoo, Michigan

FOR

*Telco Partners, Inc.*

*[Handwritten Signature]*