

8601 Georgia Avenue • Suite 710 • Silver Spring, MD 20910-3713 Voice: 301-587-3311 • Fax: 301-587-3779 email: info@4internext.com

Florida Public Service Commission Division of Records and Reporting 2540 Shumard Oak Blvd. Tallahasee, FL 32399-0850

990827-TI

June 24, 1999

Dear Sir:

InterNext Communications is currently seeking certification to resell interexchange telecommunications services within the State of Florida.

InterNext Communications was founded to provide simple, reliable telecommunications services to small businesses throughout the Northeast. We have grown and will continue to grow by referrals from our customers and through trusted agents that we have worked with for years.

Currently, InterNext only offers domestic reseller Interexchange services reselling the MCI/WorldCom network. We plan on continuing our controlled growth, state by state, until we cover the entire country.

It is not our desire, nor is it our intent, to be a short term player in the industry relying on third party billing and LEC billing practices to grow our base. Rather we design our own billing systems and rate plans to the benefit of our customers to provide customized solutions to their telecommunications needs.

You will see this is a fairly simple and straightforward application much like we intend our services to be. Please review the attached documentation and contact me at 301-587-3311 should you have any questions.

Thank you for your help.

Sincerely.

Brian Pirko

InterNext Communications

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DEPOSIT

DATE

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Thank you for your help.

Sincerely.

Brian Pirko

PAY TO THE

INTERNEXT COMMUNICATIONS, INC.

3314 S. 28TH ST., SUITE 302 ALEXANDRIA, VA 22302

65-7198/2550 DATE 6-24-99

FLORIDA PUBLIC SERVICE Commission ORDER OF HUNDRED FIFTY AND

OD DOLLARS

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CHEVY CHASE BANK CHEVY CHASE, MARYLAND 20815

FOR APPLICATION - FL - IXC SERVICES

#*******

This	s is an application for √ (check one):
(√)	Original certificate (new company).
()	Approval of transfer of existing certificate: Example, a certificated company purchases an existing certificated company and desires to retain the authority of both certificates.
()	Approval of assignment of existing certificate: Example, a non-certificated company purchases an existing company and desires to retain the certificate of authority rather than apply for a new certificate.
()	Approval of transfer of control: Example, a company purchases 51% of a certificated company. The Commission must approve the new controlling entity.
Nam	ne of company:
	INTERNEXT COMMUNICATIONS, INC.
Nam	INTERNEXT Communications INTERNEXT Communications
	ial mailing address (including street name & number, post office box, city, e, zip code): 8601 GEORGIA AVENUE
	SUITE 710
	SILVER SPRING, MO 20910
Flori	da address (including street name & number, post office box, city, state, zip): Not APUCABLE AT THIS TIME
	NO OFFICES IN FLORDA

6.	Select 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 cal 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 carrier. 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 discounts under multi-location discount plans from certain underlying carriers, then offers 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.
7.	Structure of organization;
	 () Individual () Corporation () Foreign Partnership () General Partnership () Other
8.	If individual, provide:
	Name:
	Title:

	Address:
	City/State/Zip:
	Telephone No.: Fax No.:
	Internet E-Mail Address:
	Internet Website Address:
9.	If incorporated in Florida, provide proof of authority to operate in Florida:
	(a) The Florida Secretary of State Corporate Registration number:
10.	If foreign corporation, provide proof of authority to operate in Florida:
	(a) The Florida Secretary of State Corporate Registration number:
11.	If using fictitious name-d/b/a, provide proof of compliance with fictitious name statute (Chapter 865.09, FS) to operate in Florida:
	(a) The Florida Secretary of State fictitious name registration number:
12.	If a limited liability partnership, provide proof of registration to operate in Florida:
	(a) The Florida Secretary of State registration number:
13.	If a partnership, provide name, title and address of all partners and a copy of the partnership agreement.
	Name:
	Title:
	Address:
	City/State/Zip:
	Telephone No.: Fax No.:
	Internet E-Mail Address:

	Intern	et Website Address:	
٠.	limited	partnership statute (Chapter 6	, , , , , , , , , , , , , , , , , , , ,
	(a)	The Florida registration nur	mber:
•	Provid	e <u>F.E.I. Number (</u> if applicable)): <u>54-1893934</u>
	Provide the following (if applicable		
	(a)	Will the name of your compar (★) Yes () No	ny appear on the bill for your services?
	(b)	If not, who will bill for your ser	vices?
	Name:		
	Teleph	one No.:	Fax No.:
	(c)	How is this information provid	ed?
	Who w	ill receive the bills for your sen	vice?
	() PA ⁻ () Hot	sidential Customers Ts providers els & motels versities () Other: (specify)_	 (X) Business Customers () PATs station end-users () Hotel & motel guests () Universities dormitory residents
	Who w	ill serve as liaison to the Comm	nission with regard to the following?
	(a)	The application:	

Name: BRIAN PIRKO
Title: VP, OPERATIONS
Address: 8601 GEORGIA AVE #710
City/State/Zip: SILVER SPRING, MD 20910
Telephone No.: 301 - 587-3311 Fax No.: 301-587-3779
Internet E-Mail Address: brianpir Ko@4internext, com
Internet Website Address: www. 4internext.com
(b) Official point of contact for the ongoing operations of the company: Name: BRIAN PIRKO
Title: VP - OPERATIONS
Address: 8601 GEORGIA AVE #710
City/State/Zip: SILVER SPRING, MD 20910
Telephone No.: 301 - 587 - 3311 Fax No.: 301 - 587 - 3779
Internet E-Mail Address: <u>brianpirko Q Yinternext.com</u>
Internet Website Address: www. Yntenext.com
(c) Complaints/Inquiries from customers:
Name: BRIAN PIRKO
Title: VP OPERATIONS
Address: 8601 GEORGIA AVE #710
City/State/Zip: SILVER SPRING, MD 20910
Telephone No.: 301 - 587 - 3311 Fax No.: 301 - 587 - 377 9
nternet E-Mail Address: brian Pirko @ 4 internext. com

Inter	net Website Address: www. 4 internext. com
List t	he states in which the applicant:
(a)	has operated as an interexchange telecommunications company.
	VIRGINIA, NEW YORK, WASHINGTON, D.C.
(b)	has applications pending to be certificated as an interexchange telecommunications company.
	MARYLAND, NEW JERSEY, PENNSYLVANIA
(c)	is certificated to operate as an interexchange telecommunications company.
	VIRGINIA, NEW YORK, WASHINGTON, D.C.
(d)	has been denied authority to operate as an interexchange telecommunications company and the circumstances involved.
	NONE
(e)	has had regulatory penalties imposed for violations of telecommunications statutes and the circumstances involved.
	NONE
(f)	has been involved in civil court proceedings with an interexchange carrier, local exchange company or other telecommunications entity, the circumstances involved.
	NonE

20.	Indicate if any of the officers, directors, or any of the ten largest stockholders
	have previously been:
	(a) adjudged bankrupt, mentally incompetent, or found guilty of any felony or of any crime, or whether such actions may result from pending proceedings. If so, please explain.
	NONE
	(b) an officer, director, partner or stockholder in any other Florida certificated telephone company. If yes, give name of company and relationship. If no longer associated with company, give reason why not.
	1/
	NONE
21.	The applicant will provide the following interexchange carrier services \checkmark (check all that apply):
	a MTS with distance sensitive per minute rates
	Method of access is FGA
	Method of access is FGB
	Method of access is FGD
	Method of access is 800
	b MTS with route specific rates per minute
	Method of access is FGA
	Method of access is FGB
	Method of access is FGD
	Method of access is 800

FORM PSC/CMU 31 (12/96)
Required by Commission Rule Nos. 25.24-470, 25-24.471, and 25-24.473, 25-24.480(2). Page 8 of 16

c	MTS with statewide flat rates per minute (i.e. not distance sensitive)
<u> </u>	Method of access is FGA Method of access is FGB Method of access is FGD Method of access is 800
d	MTS for pay telephone service providers
e	Block-of-time calling plan (Reach Out Florida, Ring America, etc.).
f	800 service (toll free)
g	WATS type service (bulk or volume discount)
	Method of access is via dedicated facilities Method of access is via switched facilities
h (For	Private line services (Channel Services) ex. 1.544 mbs., DS-3, etc.)
l	Travel service
	_ Method of access is 950 _ Method of access is 800
j	900 service
k	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
l. Services i	ncluded are:
	Station assistance Person-to-person assistance Directory assistance Operator verify and interrupt Conference calling

** APPLICANT ACKNOWLEDGMENT STATEMENT **

- 1. **REGULATORY ASSESSMENT FEE:** I understand that all telephone companies must pay a regulatory assessment fee in the amount of <u>.15 of one percent</u> of its gross operating revenue derived from intrastate business. Regardless of the gross operating 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 two and one-half percent on 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: I understand that a non-refundable application fee of \$250.00 must be submitted with the application.

UTILITY	OFFICIAL:	
	Dom	6-24-99
Signature		Date
	President	301-587-3311
Title		Telephone No.
Address: _	8601 GEORGIA AVE	301-587-3779
	SNITE 710	Fax No.
	SILVER SPRING, MD 20910	

ATTACHMENTS:

- A CERTIFICATE SALE, TRANSFER, OR ASSIGNMENT STATEMENT
- B CUSTOMER DEPOSITS AND ADVANCE PAYMENTS
- C CURRENT FLORIDA INTRASTATE NETWORK
- D AFFIDAVIT
 - FLORIDA TELEPHONE EXCHANGES AND EAS ROUTES
 - GLOSSARY

** APPENDIX A **

CERTIFICATE TRANSFER, OR ASSIGNMENT STATEMENT

I, (Name)_	<u>J. F</u>	BONIN	
(Title)	PRESI	DENT	of
		COMMUNICATIONS	
(Name of Co			
and current	holder of Flor	rida Public Service Commis	ssion Certificate Number
#petitioner's	request for a:	, have reviewed this	s application and join in the
() transfe	er		
(🗸) assigr	nment		
of the above	e-mentioned c	ertificate.	
UTILITY C	OFFICIAL:		6-25-99
Signature	91		Date
	PRES	DENT	301-587-3311
Title			Telephone No.
Address:	8601	GEORGIA AVE	301-587-3779
	Suite	710	Fax No.
	SILVER	SPRING MO 20	910

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 provided in one of the following ways (applicant, please √ check one):

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

	1 Sum	· · · · · · · · · · · · · · · · · · ·	6-25-99
Signature			Date
PRESIDEN	1		301-587-3311
•		-	Telephone No.
8601	GEORGIA	AVE	301-587-3779
Suire	710		Fax No.
SILVER	SPRING	, MD	20910
		•	
	8601 Su 17E	Suire 710	SUITE 710

CURRENT FLORIDA INTRASTATE SERVICES

Applicant in Florida	: has () or has not (\(\) previously provide	ed intrastate telecommunications
If the ans	wer is	has, fully describe the following:	
	a)	What services have been provided and	when did these services begin?
	b)	If the services are not currently offered,	when were they discontinued?
UTILITY	<u>OFF</u>	FICIAL:	
		4 Bom	6-25-99 Date
Signature			Date
Title		PRESIDENT	301-587-3311
Title		Company of the second second	Telephone No.
Address:		8601 GEORGIA AVE Suite 710	301-187-3779 Fax No.
		SILVER SPRING, MD 2	0910

AFFIDAVIT

By my signature below, I, the undersigned officer, attest to the accuracy of the information contained in this application and attached documents and that the applicant has the technical expertise, managerial ability, and financial capability to provide alternative local exchange company service in the State of Florida. I have read the foregoing and declare that, to the best of my knowledge and belief, the information is true and correct. I attest that I have the authority to sign on behalf of my company and agree to comply, now and in the future, with all applicable Commission rules and orders.

Further, I am aware that, pursuant to Chapter 837.06, Florida Statutes, "Whoever knowingly makes a false statement in writing with the intent to mislead a public servant in the performance of his official duty shall be guilty of a misdemeanor of the second degree, punishable as provided in s. 775.082 and s. 775.083."

Signature		8m		6-25-99 Date	
	PRESIDE	NT		301-587-331	/
Title				Telephone No.	
Address:	8601	GEORGIA	AVE	301-587-377	9
· · · · · · · · · · · · · · · · · · ·	SuiTE	710		Fax No.	
	SILVER	SPRING	m	20910	



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June 24, 1999

Dear Sir:

InterNext Communications is currently seeking certification to resell interexchange telecommunications services within the State of Florida. As required by the application form we have enclosed our pertinent financial statements. These financial summaries are unaudited but I affirm that these statements are true and correct.

I firmly believe that InterNext Communications has sufficient financial capability to provide these services in Florida, has the financial ability to maintain the requested service, and has sufficient capability to meet its lease and ownership obligations. At this time InterNext has no outstanding leases, loans, or other debts. We are 100% funded by our officers and investors. Should the company, for some reason, fail to remain profitable, the owners have significant capital reserves to keep the company from dissolving or filing for bankruptcy so that all of our customers will be assured that they will receive the high quality of service for which they have signed up.

Any further questions or concerns regarding the company's financial stability should be sent to the following address:

InterNext Communications 8601 Georgia Avenue Suite 710 Silver Spring, MD 20910 ATTN: J.P. Bonin CEO

Thank you for your help.

Sincerely,

J.P. Bonin

InterNext Communications



"Connecting You to the World"

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InterNext Communications Credit References:

Bank Reference:

Chevy Chase Bank

Manager:

Tonyia McClellan 301-963-3030

Account:

184373247

Vendors:

MCI WorldCom

Credit:

Frank Hickson

918-590-6035

Account:

113224

Biztrans

Credit:

Nancy

703-913-5554

American Telesis

Credit:

Jennifer Stupica

843-842-6099

Account:

981607

Nextel Communications

Credit:

1-800-NEXTEL9

InterNext grants FLORICA

Public Service Commission

Permission to contact the above credit references to determine credit risk for

our corporation.

VP, Operations

InterNext Communications, Inc. Balance Sheet June 30, 1999

ASSETS

Current Assets Cash - Operating Accounts Receivable Prepaid Expense Deposits Letter of Credit / First Union	\$ 36,678.43 5,901.30 858.00 2,600.00 20,100.00	
Total Current Assets		66,137.73
Property and Equipment Furniture Computer Equipment Office Equipment Billing Software	 1,100.00 789.00 1,587.06 6,990.00	
Total Property and Equipment		10,466.06
Other Assets	 	
Total Other Assets		0.00
Total Assets		76,603.79
Current Liabilities	\$ LIABILITIES	CAPITAL
Accounts Payable	\$ LIABILITIES 35,547.64	
Accounts Payable Total Current Liabilities	\$ 	35,547.64
Accounts Payable Total Current Liabilities Long-Term Liabilities	 	
Accounts Payable Total Current Liabilities	 35,547.64	35,547.64
Accounts Payable Total Current Liabilities Long-Term Liabilities Total Long-Term Liabilities	 35,547.64	35,547.64
Accounts Payable Total Current Liabilities Long-Term Liabilities Total Long-Term Liabilities Total Liabilities Capital Common Stock Retained Earnings	 35,547.64 35,100.00 <6,177.44>	35,547.64

InterNext Communications, Inc. Income Statement For the Six Months Ending June 30, 1999

_		Current Month			Year to Date	
Revenues International Voice over IP Long Distance Revenue Prepaid Debit Revenue Prepaid Europe Int'l Callback Revenue Data Revenue Internet Revenue Other Revenue Interest Income	\$	0.00 32,304.26 0.00 0.00 0.00 1,800.00 0.00 0.00 0.00	0.00 94.72 0.00 0.00 0.00 5.28 0.00 0.00 0.00	\$	314,300.70 101,203.56 0.00 0.00 0.00 12,600.00 0.00 1,400.00 390.97	73.11 23.54 0.00 0.00 0.00 2.93 0.00 0.33 0.09
Total Revenues	-	34,104.26	100.00	_	429,895.23	100.00
Cost of Sales Cost of Sales Cost of Goods - Prepaid Debit Cost of Sales - IP Traffic Cost of Sales - Data Services Cost of Sales - Long Distance		0.00 0.00 0.00 1,059.65 23,961.68	0.00 0.00 0.00 3.11 70.26	_	0.00 0.00 290,511.20 11,211.05 76,533.05	0.00 0.00 67.58 2.61 17.80
Total Cost of Sales		25,021.33	73.37		378,255.30	87.99
Gross Profit		9,082.93	26.63		51,639.93	12.01
Expenses Salary Expense Payroll Tax Expense Bonus Vacation & Holiday Benefits Rent Utilities Communications Web Site Fees Office Supplies Software Expense Bank Fees Computer Fees Parking Travel Mileage Meals & Entertainment Business Meetings Legal Fees - Corporate Legal Fees - Telcom Accounting Fees FCC Filing Fees Delaware Fees State PUC Filing Fees State Foreign Corp Fees Insurance Bad Debt Expense Postage & Courier Printing Printing Phone Cards Miscellaneous Expenses Other Expense Federal Taxes State Taxes		0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.0	0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.0		0.00 0.00 0.00 0.00 0.00 0.00 15,885.50 3,000.00 4,371.34 700.00 127.55 0.00 102.15 2,880.00 225.00 7,173.07 0.00 468.29 0.00 <245.00> 0.00 800.00 630.00 1,001.39 0.00 1,256.00 150.00 0.00 32.00 686.70 273.00 <10.65> 0.00 0.00 0.00	0.00 0.00 0.00 0.00 0.00 0.00 0.70 1.02 0.16 0.03 0.00 0.02 0.67 0.05 1.67 0.00 0.11 0.00 <0.06> 0.00 0.19 0.15 0.23 0.00 0.29 0.03 0.00 0.01 0.16 0.06 0.00 0.00 0.00 0.00
Total Expenses		1,662.06	4.87		39,506.34	9.19
Net Income	\$	7,420.87	21.76	\$	12,133.59	2.82

Income Statement

FY 2000 - Pro Forma FY 2001 - Pro Forma

InterNext

24-Jun-99

						% of Total					1	• % of Total
Sales	Q1-Yr2	Q2-Yr2	Q3-Yr2	Q4-Yr2	Year 2	Sales	Q1-Yr3	Q2-Yr3	Q3-Yr3	Q4-Yr3	Year 3	Sales
International Dedicated Service	\$318,518	\$324,706	\$331,014	\$337,444	\$1,311,682	67.1%	\$343,999	\$350,682	\$357,495	\$364,440	\$1,416,616	67.7%
Domestic Dedicated Service	\$158,143	\$160,084	\$162,049	\$164,038	\$644,314	32.9%	\$166,051	\$168,089	\$170,152	\$172,240	\$676,532	32.3%
Total Sales	\$476,661	\$484,790	\$493,063	\$501,482	\$1,955,996	100.0%	\$510,050	\$518,771	\$527,647	\$536,680	\$2,093,148	100.0%
Cost of Goods Sold									. 22 - 33			
Material	\$405,162	\$412,072	\$419,104	\$426,260	\$1,662,597	85.0%	\$433,543	£440.055	* 4 4 0 5 0 0			
Labor	\$14,299.83	,	. ,	\$15,044.46	\$58,680		\$15,301.50	\$440,955	\$448,500	\$456,178	\$1,779,176	85.0%
Total Variable COGS	\$419,462	\$426,615	\$433,895	\$441,304	\$1,721,276	88.0%	\$448,844			\$16,100.40	\$62,794	3.0%
% of Total Sales	88.0%	88.0%	88.0%	88.0%	88.0%	00.0%		\$456,518	\$464,329	\$472,278	\$1,841,970	88.0%
-		55.070	00.070	00.078	00.0%		88.0%	88.0%	88.0%	88.0%	88.0%	
Total Fixed Cost of Goods Sold	\$9,533.22	\$9,695.80	\$9,861.26	\$10,029.64	\$515,913	26.4%	\$10,201.00	\$10,375.42	\$10,552.94	\$10,733.60	\$550,042	26.3%
Total Control Control												
Total Cost of Goods Sold	\$428,995	\$436,311	\$443,757	\$451,334	\$1,760,396	90.0%	\$459,045	\$466,894	\$474,882	\$483,012	\$1,883,833	90.0%
Gross Profit	\$47,666	\$48,479	\$49,306	\$50,148	\$195,60 0	10.0%	\$51,00 5	\$51,877	\$52,765	\$53,668	\$209,315	10.0%
% of Total Sales	10.0%	10.0%	10.0%	10.0%	10.0%	131373	10.0%	10.0%	10.0%	10.0%	10.0%	10.0 %
							10,0,0	70.070	10.078	10.078	10.0%	
Operating Expenses												
Sales & Marketing	\$2,383.31	\$2,423.95	\$2,465.32	\$2,507.41	\$9,780	0.5%	\$2,550.25	\$2,593.86	\$2,638.24	\$2,683.40	\$10,466	0.5%
Research & Development	\$1,191.65	\$1,211.98	\$1,232.66	\$1,253.71	\$4,890	0.3%	\$1,275.13	\$1,296.93	\$1,319.12	\$1,341.70	\$5,233	0.3%
G & A (without Depreciation)	\$4,766.61	\$4,847.90	\$4,930.63	\$5,014.82	\$19,560	1.0%	\$5,100.50	\$5,187.71	\$5,276.47	\$5,366.80	\$20,931	1.0%
Depreciation	\$1,077	\$3,702	\$3,702	\$3,702	\$12,183	0.6%	\$3,702	\$3,702	\$3,702	\$3,702	\$14,808	0.7%
Total Operating Expenses	\$9,419	\$12,186	\$12,331	\$12,478	\$46,413	2.4%	\$12,628	\$12,780	\$12,936	\$13,094	\$51,438	
% of Total Sales	2.0%	2.5%	2.5%	2.5%	2.4%		2.5%	2.5%	2.5%	2.4%	2.5%	
Income From Operations	\$38,248	\$36,293	\$36,976	\$37,670	\$149,187	7.6%	£20 277	£20.007	* 20.000	\$40.574	*457.077	7.50
% of Total Sales	8.0%					7.6%	\$38,377	\$39,097	\$39,829	\$40,574	\$157,877	7.5%
70 Of Total Sules	8.0%	7.5%	7.5%	7.5%	7.6%		7.5%	7.5%	7.5%	7.6%	7.5%	
Net Income	\$38,248	\$36,293	\$36,976	\$37,670	\$149,187	7.6%	\$38,377	\$39,097	\$39,829	\$40,574	\$157,877	7.5%
% of Total Sales	8.0%	7.5%	7.5%	7.5%	7.6%		7.5%	7.5%	7.5%	7.6%	7.5%	
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Management Summary

InterNext Communications President is J.P. Bonin. Please review attached resume for his qualifications. J.P.'s management experience includes heading up a team of trainers and contractors for Granite Corporation as Vice President of Foreign Affairs. He directed 13 employees to deliver services for over \$5 million in contracts over two years.

InterNext Communications Vice President is Brian Pirko. Previously Brian managed large telecommunications accounts for MCI/WorldCom in the Baltimore – Washington area. He managed a team of 10 support personnel and oversaw the implementation and billing services for several Fortune 500 companies representing \$3.8 million in contracted revenue over 5 years.

Technical Contractors

InterNext currently utilizes the technical expertise of its various partners to assist with the design and implementation of customized billing solutions.

The InterNext billing computer for reselling MCI/Worldcom services was designed by Jon Chen, owner of System Dynamics. Jon has built the billing systems currently being used by InterNext partners such as Biztrans Technology and Shorelink Communications.

For Voice over IP services, InterNext contracts with Biztrans Technology to provide the consulting, technical design, and day-to-day operations.

InterNext relies on outside contractors to build and implement technical solutions but is able to run many of the day to day functions independently of these contractors and will continue to do so until it is necessary to hire a full time programmer or use a third party billing service. Our current business model doesn't show this being necessary for the next 12 months.

6410 Frothingham Court Elkridge, MD 21075 Phone 410-579-1361 Fax 410-579-4555 E-mail bjpirko@home.com

Brian Pirko

Work experience

1994 – 1995

LDDS/WorldCom

Columbia, MD

Account Executive

 Entry level outside sales position for Fortune 500 telecommunications provider. This position involved prospecting, appointment setting, presenting, and closing sales for small companies to use WorldCom long distance services.

1995 - 1996

WorldCom

Baltimore, MD

Senior Account Executive

 Responsibilities include selling to and managing mid sized business customers' voice and data networks. This included working with WorldCom's technical and support staff for installing and maintaining services as well as negotiating long term contracts.

1996 - 1998

WorldCom

Arlington, VA

Major Account Executive

This job involves selling voice and data network services to large customers in a major market. Originally started in this position with a limited list of customers with minimal traffic and have grown it to include several \$1 billion + corporations as well as three Fortune 500 companies. Directly responsible for reporting to senior management on a regular basis to present projected traffic volumes and areas for revenue growth.

1998 - 1999

InterNext Communications

Silver Spring, MD

Vice President Operations

Responsible for design and implementation of all billing systems and network design as well as overseeing day to day operations including managing installations, customer service issues, and new customer provisioning. Required participation in board meetings for product planning and development, corporate strategy and direction, and financial overview.

Education

1990 - 1994

U.S. Naval Academy

Annapolis, MD

Major: History

3.4 GPA

Awards received

1994 LDDS/WorldCom Rookie of the Year for Retail Sales

1994 President's Club - Inner Circle: 300% to Quota

1995 President's Club - Inner Circle: 203 % to Quota

1996 President's Club - Inner Circle: 291 % to Quota

1997 President's Club - Inner Circle: 288 % to Quota

1998 President's Club - Inner Circle: 361 % to Quota

Training

Advanced Data Network Sales Training: ATM, WAN Managed Services, Global Frame Relay, Remote LAN Access, Dedicated Internet Access,

Private Leased Line Services

Advanced Sales Training: Miller-Heiman Account Management,

Advanced Voice Services

Jean-Pierre Bonin

Voice: (301) 587-3311

1802 19th Street

Washington DC, 20018

BACKGROUND SUMMARY

Telecommunications executive with more than 10 years of professional corporate experience including several different successful start-up companies. Overall conceptual leader with strong skills in writing, public speaking, foreign relations and strategic planning.

PROFESSIONAL EXPERIENCE

INTERNEXT COMMUNICATIONS, INC. - Silver Spring, Maryland - 1997-Present

President and Chief Executive Officer

Oversee and develop corporate business plans, models and joint venture contracts, leading the company into the domestic and international arena of telecommunications. Direct department activities including public relations, both foreign and domestic and developing and implementing business models with joint venture partners worldwide.

GRANITE COMMUNICATIONS CORPORATION, INC. - McLean, Virginia – 1994-1997

Vice President - Foreign Affairs

Developed, maintained and coordinated corporate foreign relations with the Defense attaché in the United Arab Emirates and other Middle Eastern nations. Company programs included flight training, language training and other military communications programs held both in country and abroad. Successfully contracted several different company programs totaling over \$5 million in two years. Public relations assistance to other departments, arranging media coverage of special events, supervising work of trainers and contractors, preparing operating budgets for programs. Served as spokesperson to respond to media and public inquiries.

UNITED STATES SENATE - JOHN F. KERRY - Boston, Massachusetts - 1990-1994

Director of Veterans Affairs

Organized and supervised staff in veterans affairs and issues; provided logistical support to Senator with daily briefings on veteran issues and public concerns during the Gulf War; Served as a direct liaison between U.S. Congressmen, government agencies and the Senator. Served as spokesperson to respond to media and public inquiries.

EDUCATION

B.S. International Relations and Political Science: Northeastern University, Boston, Massachusetts

PROFESSIONAL AFFILIATIONS

AOPA Member and Pilot Appalachian Service Project Board member



TITLE SHEET

FLORIDA TELECOMMUNICATIONS TARIFF

This tariff contains the descriptions, regulations, and rates applicable to the furnishing of service and facilities for telecommunications services provided by InterNext Communications, Inc., with principal offices at 8601 Georgia Avenue, Suite 710, Silver Spring, MD 20910. This tariff applies for services furnished within the state of Florida. This tariff is on file with the Florida Public Service Commission, and copies may be inspected, during normal business hours, at the Company's principal place of business.

SCHED.	June 25, 1999	EFFECTIVE:
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By:

J.P. Bonin, President 8601 Georgia Avenue Suite 710 Silver Spring, MD 20910



CHECK SHEET

The sheets listed below, which are inclusive of this tariff, are effective as of the date shown at the bottom of the respective sheet (s). Original and revised sheets as named below comprise all changes from the original tariff and are currently in effect as of the date of the bottom of this page.

SHEET	REVISION
1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17	Original
18	Original

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Ву:

J.P. Bonin, President 8601 Georgia Avenue Suite 710 Silver Spring, MD 20910





TITLE SHEET	1
CHECK SHEET	2
TABLE OF CONTENTS	3
SYMBOLS SHEET	4
TARIFF FORMAT SHEETS	5
SECTION 1 - TECHNICAL TERMS AND ABBREVIATIONS	<i>6</i>
SECTION 2 - RULES AND REGULATIONS	7
SECTION 3 - DESCRIPTION OF SERVICE	12
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ISSUED: June 25, 1999

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SYMBOLS SHEET

The following are the only symbols used for the purposes indicated below:

- D Delete or Discontinue
- I -- Change Resulting In An Increase to A Customer's Bill
- M -- Moved From Another Tariff Location
- N -- New
- R -- Change Resulting In A Reduction To A Customer's Bill
- T -- Change in Text or Regulation But No Change In Rate Or Charge

ISSUED: June 25, 1999 EFFECTIVE:

By:

J.P. Bonin, President 8601 Georgia Avenue Suite 710 Silver Spring, MD 20910



TARIFF FORMAT SHEETS

- **A. Sheet Numbering** Sheet numbers appear in the upper right corner of the page. Sheets are numbered sequentially. However, new sheets are occasionally added to the tariff. When a new sheet is added between sheets already in effect, a decimal is added. For example, a new sheet added between sheets 14 and 15 would be 14.1.
- **B.** 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 FPSC. For example, the 4th revised Sheet 14 cancels the 3rd revised Sheet 14. Because of various suspension periods, deferrals, etc, the FPSC follows in their 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.
- **C.** Paragraph Numbering Sequence There are nine levels of paragraph coding. Each level of coding is subservient to its next higher level:

2. 2.1. 2.1.1. 2.1.1.A. 2.1.1.A.1. 2.1.1.A.1.(a). 2.1.1.A.1.(a).l. 2.1.1.A.1.(a).l.(i). 2.1.1.A.1.(a).l.(i).

D. Check Sheets - When a tariff filing is made with the FPSC, an updated check sheet accompanies the tariff filing. The check sheet lists the sheets contained in the tariff, with a cross-reference to the current revision number. When new pages are added, the check sheet is change to reflect the revision. All revisions made in a given filing are designated by an asterisk (*). There will be no other symbols used on this page if these are the only changes made to it (i.e., the format, etc. remains the same, just revised revision levels on some pages). The tariff user should refer to the latest check sheet to find out if a particular sheet is the most current on file with the FPSC.

ISSUED: June 25, 1999 EFFECTIVE: _____

By:

J.P. Bonin, President 8601 Georgia Avenue Suite 710 Silver Spring, MD 20910



SECTION 1 - TECHNICAL TERMS AND ABBREVIATIONS

Access Line – An arrangement which connects the customer's location to the Company's network switching center.

Authorization Code – A numerical code, one or more of which are available to a customer to enable him/her to access the carrier, and which are used by the carrier both to prevent unauthorized access to its facilities and to identify the customer for billing purposes.

Company or Carrier - InterNext Communications, Inc.

Customer – the person, firm, corporation or other entity which orders service and is responsible for payment of charges due and compliance with the Company's tariff regulations.

Day – From 8:00 AM up to but no including 5:00 PM local time Sunday through Friday.

Evening – From 5:00 PM up to but not including 11:00 PM local time Sunday through Friday.

Holidays – The Company's recognized holidays are New Year's Day, Martin Luther King, Jr. Day, Presidents Day, Ground Hog Day, St. Patrick's Day, Memorial Day, July 4th, Labor Day, Thanksgiving Day, Christmas Day.

Night/Weekend – From 11:00 PM up to but not including 8:00 AM Sunday through Friday, and 8:00 AM Saturday up to but not including 5:00 PM Sunday.

ISSUED:	June 25, 1999	EFFECTIVE:



SECTION 2 - RULES AND REGULATIONS

2.1 Undertaking of the Company.

The Company's services and facilities are furnished for communications originating at specified points within the state of Florida under terms of this tariff.

The Company's installs, operates, and maintains the communications services provided herein in accordance with the terms and conditions set forth under this tariff. It may act as the customer's agent for ordering access connection facilities provided by other carriers or entities when authorized by the customer, to allow connection or a customer's location to the Company's network. The customer shall be responsible for all charges due for such service arrangement.

The Company's services and facilities are provided on a monthly basis unless ordered on a longer-term basis, and are available twenty-four hours per day, seven days per week.

The selling of IXC telecommunication service to uncertificated IXC resellers is prohibited.

2.2 Limitations.

- 2.2.1 Service is offered subject to the availability of facilities and provisions of this tariff.
- 2.2.2 The Company reserves the right to discontinue furnishing service, or limit the use of service necessitated by conditions beyond its control: or when the customer is using service in violation of the law or the provisions of this tariff.

ISSUED: June 25, 1999	EFFECTIVE:



SECTION 2 – RULES AND REGULATIONS continued

2.2 Limitations (Cont.)

- 2.2.3 All facilities provided under this tariff are directly controlled by the Company and the customer may not transfer or assign the use of service or facilities, except with the express written consent of the Company. Such transfer or assignment shall only apply where there is no interruption of the use or location of the services or facilities.
- 2.2.4 Prior written permission from the Company is required before any assignment or transfer. All regulations and conditions contained in this tariff shall apply to all such permitted assignees or transferees, as well as all conditions for service.
- 2.2.5 Customers reselling or rebilling services must have a Certificate of Public Convenience and Necessity as an interexchange carrier for the Florida Public Service Commission.

2.3 Liabilities of the Company

- 2.3.1 The Company's liability for damages arising out of mistakes, interruptions, omissions, delays, errors, or defects in the transmission occurring in the course of furnishing service or facilities, and not caused by the negligence of its employees or its agents, in no event shall exceed and amount equivalent to the proportionate charge to the customer for the period during which the aforementioned faults in transmission occur.
- 2.3.2 The Company shall be indemnified and held harmless by the customer against:
 - (A) Claims for libel, slander, or infringement of copyright arising out of the material, data, information, or other content transmitted over the Company's facilities.
 - (B) All other claims arising out of any act or omission of the customer in connection with any service or facility provided by the Company.

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SECTION 2 - RULES AND REGULATIONS continued

2.4 Interruption of Service.

- 2.4.1 Credit allowance for the interruption of service which is not due to The Company's testing or adjusting, negligence or the customer, or to the failure of channels or equipment provided by the customer, are subject to the general liability provisions set forth in 2.3.1 herein. It shall be the customer's obligation to notify the Company immediately of any service interruption 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 by the customer within his control, if any, furnished by the customer and connected to the Company's facilities. No refund or credit will be made for the time that the Company stands ready to repair the service and the subscriber does not provide access to the Company for such restoration work.
- 2.4.2 No credit shall be allowed for an interruption of a continuous duration of less than twenty-four hours after the subscriber notifies the Company
- **2.4.3** The customer shall be credited for an interruption of more than twenty-four hours as follows:

Credit Formula:

Credit = A/B x C

"A" - outage time in hours

"B" - total days in month

"C" - total monthly charge for affected facility

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SECTION 2 – RULES AND REGULATIONS continued

2.5 Disconnection of Service by Carrier

The company (carrier), upon 5 working days written notice to the customer, may discontinue service or cancel an application for service without incurring any liability for any of the following reasons:

- 2.5.1 Non-payment of any sum due to carrier for regulated service for more than thirty days beyond the date of rendition of the bill for such service.
- **2.5.2** A violation of any regulation governing the service under this tariff.
- **2.5.3** A violation of a law, rule, or regulation of any government authority having jurisdiction over such service.
- 2.5.4 The company has given the customer notice and has allowed a reasonable time to comply with any rule, or remedy, and deficiency as stated in Rule 25-4.113, F.A.C., refusal or Discontinuance of Service by Company.

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SECTION 2 – RULES AND REGULATIONS continued

2.6 Deposits

The Company does not require a deposit from the customer.

2.7 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.

2.8 Taxes

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.

2.9 Billing of Calls

All charges due by the subscriber are payable at any agency duly authorized to receive such payments. Any objection to billed charges should be promptly reported to the Company. Adjustments to customers' bills shall be made to the extent that records are available and/or circumstances exist which reasonable indicate that such charges are not in accordance with approved rates or that an adjustment may otherwise be appropriate.

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SECTION 3 – DESCRIPTION OF SERVICE

3.1 Timing of Calls

3.1.1 When Billing Charges Begin and End For Phone Calls

The customer's long distance usage charge is based on the actual usage of the Company's network. Usage begins when the called party picks up the receiver, (i.e. when 2-way communication, often referred to as "conversation time" is possible.). When the called party picks up is determined by hardware answer supervision in which the local telephone company sends a signal to the switch or the software utilizing audio tone detection. When software answer supervision is employed, up to 60 seconds of ringing is allowed before it is billed as usage of the network. A call is terminated when the calling or called party hangs up.

3.1.2 Billing Increments

The minimum call duration for billing purposes is 1 minute for a connected call and calls beyond 1 minute are billed in 1-minute increments.

3.1.3 Per Call Billing Charges

Billing will be rounded up to the nearest penny for each call.

3.1.4 Uncompleted Calls

There shall be no charges for uncompleted calls.

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SECTION 3 - DESCRIPTION OF SERVICE continued

3.2 Calculation of Distance

Usage charges for all mileage sensitive products are based on the airline distance between rate centers associated with the originating and terminating points of the call.

The airline mileage between rate centers is determined by applying the formula below to the vertical and horizontal coordinates associated with the rate centers involved. The Company uses the rate centers that are produced by Bell Communications Research in the NPA-NXX V & H Coordinates Tape and Bell's NECA Tariff No. 4.

FORMULA:

The square Root of:

2 (V1 – V2) + (H1 – H2)

3.3 Minimum Call Completion Rate

A customer can expect a call completion rate (number of calls completed / number of calls attempted) of not less than 90% during peak use periods for all FG D services ("1+" dialing).

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J.P. Bonin, President By: 8601 Georgia Avenue Suite 710

Silver Spring, MD 20910



SECTION 3 – DESCRIPTION OF SERVICE continued

3.4 Service Offerings

3.4.1 InterNext Communications Long Distance Service

InterNext Communications Long Distance Service is offered to residential and business customers. The service permits direct dialed outbound calling at a single per minute rate. Service is provided from presubscribed, dedicated or shared use access lines. Calls are billed in one-minute increments. No monthly recurring charges or minimum monthly billing requirements apply.

3.4.2 InterNext Communications 800/888/877 (Inbound) Long Distance Service

InterNext Communications 800/888/877 (Inbound) Long Distance Service is offered to residential and business customers. The service permits inbound 800/888/877 calling at a single per minute rate. Service is provided from presubscribed, dedicated or shared use access lines. Calls are billed in six-second increments, with a six-second minimum call duration. No monthly recurring charges apply. A \$10.00 minimum monthly billing requirement applies. Customers whose monthly usage is less than the minimum will be billed the minimum amount.

3.4.3 InterNext Communications Calling Card Service

InterNext Communications Calling Card Service is a calling card service offered to residential and business customers who subscribe to the InterNext Communications Long Distance Service calling plan. Customers using the Carrier's calling card service access the service by dialing a 1-800 number followed by an account identification number and the number being called. This service permits subscribers utilizing the Carrier's calling card to make calls at a single per minute rate. Calls are billed in one (1) minute increments after the initial minimum period of one (1) minute. There are no nonrecurring or monthly recurring charges. No calling card surcharge applies.

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By: J.P. Bonin, President 8601 Georgia Avenue Suite 710



SECTION 3 – DESCRIPTION OF SERVICE continued

3.4.4 Operator Services

The Company's operator services are provided to residential and business customers who "presubscribed" to this service for intrastate calling. Operator services include the completion of collect, station-to-station, person-to-person, third party billing and credit card calls with the assistance of a Carrier operator. Each completed operator assisted call consists of two charge elements (except as otherwise indicated herein): (I) a fixed operator charge, which will be dependent on the type of billing selected (e.g., calling card, collect or other) and/or the completion restriction selected (e.g., station-to-station or person-to-person); and (ii) a measured usage charge dependent upon the duration, distance and/or time of day of the call.

3.4.4.A. Operator Dialed Surcharge

This surcharge applies to Operator Station and Person-to-Person rated calls when the customer has the capability of dialing all the digits necessary to complete a call, but elects to dial only the appropriate operator code and requests the operator to dial the called station. The surcharge does not apply to:

- 1) Calls where a customer cannot otherwise dial the call due to defective equipment or trouble on the InterNext Communications, Inc. network; and
- 2) Calls in which a Company operator places a call for a calling party who is identified as being handicapped an unable to dial the call because of his/her handicap.

The Operator Dialed Surcharge applies in addition to any other applicable operator charges.

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SECTION 4 – RATES

4.1 InterNext Communications Long Distance Service

Rate per minute - \$.10 Plan is billed in full minute increments.

4.2 InterNext Communications 800/888/877 (Inbound) Long Distance Service

Rate per minute - \$.12 Plan is billed in six-second increments with a six-second minimum.

4.3 InterNext Communications Calling Card Service

Rate per minute - \$.20 Plan is billed in full minute increments.

4.4 Operator Services (For presubscribed customers)

4.4.1 Usage Rates: The appropriate rate found under 4.1 or 4.3 shall apply.

4.4.2 Operator Charges:

Collect Station-to-Station	\$1.00
Collect Person-to-Person	\$3.25
Person-to-Person	\$3.25
Station-to-Station	\$1.00
Customer Dialed Calling Card	\$1.00
Operator Dialed Calling Card	\$1.75
Operator Dialed Surcharge	\$0.75

ISSUED:	June 25, 1999	EFFECTIVE:

Ву:

J.P. Bonin, President 8601 Georgia Avenue Suite 710 Silver Spring, MD 20910



SECTION 4 – RATES continued

4.5 <u>Determining Applicable Rate in Effect.</u>

For the initial minute, the rate applicable at the start of chargeable time at the calling station applies. For additional minutes, the rate applicable is that rate which is in effect at the calling station when the additional minute (s) begin. That is, if chargeable time begins during the Day Period, the Day Rate applies to the initial minute and to any additional minutes that the call continues during the rate period. If the call continues into a different rate period, the appropriate rates from that period apply to an additional minutes occurring in that rate period. If an additional minute is split between two rate periods, the rate period applicable at the start of the minute applies to the entire minute.

4.6 Payment of Calls

4.6.1 Late Payment Charges

Interest charges of 1.5% per month will be assessed on all unpaid balances more than thirty days old.

4.6.2 Return Check Charges

A return check charge of \$25.00 will be assessed for checks returned for insufficient funds if the face value does not exceed \$50.00, \$30.00 if the face value does exceed \$50.00 but does not exceed \$300.00, \$40.00 if the face value exceeds \$300.00 or 5% of the value of the check, which ever is greater.

4.7 Restoration of Service

A reconnection fee of \$25.00 per occurrence is charged when service is re-established for customers who had been disconnected for non-payment.

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SECTION 4 - RATES continued

4.8 **Special Promotions**

The company will, from time to time, offer special promotions to its customers waiving certain charges. These promotions will be approved by the FPSC with specific starting and ending dates.

4.9 Special Rates For The Handicapped

4.9.1 Directory Assistance

There shall be no charge for up to fifty calls per billing cycle from lines or trunks serving individuals with disabilities. The Company shall charge the prevailing tariff rates for every call in excess of 50 within a billing cycle.

4.9.2 Hearing and 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.

4.9.3 Telecommunications Relay Service

For intrastate toll calls received from the relay service, the Company will when billing relay calls discount relay service calls by 50 percent off of the otherwise applicable rate for a voice nonrelay call except that where 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.

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8601 Georgia Avenue • Suite 710 • Silver Spring, MD 20910-3713 Voice: 301-587-3311 • Fax: 301:587-3779 email: info@4internext.com Silv

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Florida Public Service Commission Division of Records and Reporting 2540 Shumard Oak Blvd. Tallahasee, FL 32399-0850

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June 24, 1999

Dear Sir:

InterNext Communications is currently seeking certification to resell interexchange telecommunications services within the State of Florida.

InterNext Communications was founded to provide simple, reliable telecommunications services to small businesses throughout the Northeast. We have grown and will continue to grow by referrals from our customers and through trusted agents that we have worked with for years.

Currently, InterNext only offers domestic reseller Interexchange services reselling the MCI/WorldCom network. We plan on continuing our controlled growth, state by state, until we cover the entire country.

It is not our desire, nor is it our intent, to be a short term player in the industry relying on third party billing and LEC billing practices to grow our base. Rather we design our own billing systems and rate plans to the benefit of our customers to provide customized solutions to their telecommunications needs.

You will see this is a fairly simple and straightforward application much like we intend our services to be. Please review the attached documentation and contact me at 301-587-3311 should you have any questions.

Thank you for your help.

Sincerely,

Brian Pirko

07781-99

June 28

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INTERNEXT COMMUNICATIONS, INC.

3314 S. 28TH ST., SUITE 302 ALEXANDRIA, VA 22302

65-7198/2550

PAY TO THE ORDER OF

PUBLIC SERVICE Commission

NORED FIFTY AND

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CHEVY CHASE BANK

FOR APPLICATION - FL-IXC SERVICES