

Lance J.M. Steinhart
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6455 East Johns Crossing
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Duluth, Georgia 30097

Also Admitted in New York
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ORIGINAL
RECORDS AND
REPORTING
00 AUG 15 AM 11:39
RECEIVED-FPSC

August 12, 2000

VIA OVERNIGHT DELIVERY

Florida Public Service Commission
Tariff Section
2540 Shumard Oak Blvd.
Gunter Bldg.
Tallahassee, Florida 32399-0850

001142-TX

00 AUG 15 AM 9:39
MAIL ROOM

Re: Telera Communications, Inc.

Dear Sir/Madam:

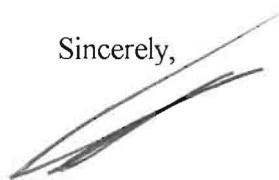
Enclosed please find one original and six (6) copies of Telera Communications, Inc.'s (Telera) Application for Authority to Provide Alternate Local Exchange Service Within the State of Florida.

I also have enclosed a check in the amount of \$250.00 payable to the Florida Public Service Commission to cover the cost of filing these documents.

Please return a stamped copy of the extra copy of this letter in the enclosed preaddressed prepaid envelope.

If you have any questions regarding the application or the tariff, please do not hesitate to call me. Thank you for your attention to this matter.

Sincerely,



Lance J.M. Steinhart, Esq.
Attorney for Telera Communications, Inc.

Enclosures
cc: Scott Temple

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:



DOCUMENT NUMBER-DATE
09856 AUG 15 8

FPSC-RECORDS/REPORTING

ORIGINAL

**** FLORIDA PUBLIC SERVICE COMMISSION ****

DIVISION OF TELECOMMUNICATIONS
BUREAU OF CERTIFICATION AND SERVICE EVALUATION

APPLICATION FORM
for
AUTHORITY TO PROVIDE
ALTERNATIVE LOCAL EXCHANGE SERVICE
WITHIN THE STATE OF FLORIDA

Instructions

- ◆ This form is used as an application for an original certificate and for approval of the assignment or transfer of an existing certificate. In the case of an assignment or transfer, the information provided shall be for the assignee or transferee (See Appendix A).
- ◆ Print or type all responses to each item requested in the application and appendices. If an item is not applicable, please explain why.
- ◆ Use a separate sheet for each answer which will not fit the allotted space.
- ◆ Once completed, submit the original and six (6) copies of this form along with a non-refundable application fee of **\$250.00** to:

Florida Public Service Commission
Division of Records and Reporting
2540 Shumard Oak Blvd.
Tallahassee, Florida 32399-0850
(850) 413-6770

- ◆ If you have questions about completing the form, contact:

Florida Public Service Commission
Division of Telecommunications
Bureau of Certification and Service Evaluation
2540 Shumard Oak Blvd.
Tallahassee, Florida 32399-0850
(850) 413-6600

APPLICATION

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

Original certificate (new company).

Approval of transfer of existing certificate: Example, a non-certificated company purchases an existing company and desires to retain the original certificate of authority.

Approval of assignment of existing certificate: Example, a certificated company purchases an existing company and desires to retain the certificate of authority of that company.

Approval of transfer of control: Example, a company purchases 51% of a certificated company. The Commission must approve the new controlling entity.

2. Name of company:

Telera Communications, Inc.

3. Name under which the applicant will do business (fictitious name, etc.):

4. Official mailing address (including street name & number, post office box, city, state, zip code):

910 East Hamilton Ave.

Ste. 200

Campbell

CA

95008

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

6. Structure of organization:

- Individual Corporation
 Foreign Corporation Foreign Partnership
 General Partnership Limited Partnership
 Other _____

7. **If individual**, provide:

Name: _____

Title: _____

Address: _____

City/State/Zip: _____

Telephone No.: _____ Fax No.: _____

Internet E-Mail Address: _____

Internet Website Address: _____

8. **If incorporated in Florida**, provide proof of authority to operate in Florida:

- (a) **The Florida Secretary of State corporate registration number:**

9. **If foreign corporation**, provide proof of authority to operate in Florida:

- (a) **The Florida Secretary of State corporate registration number:**

F00000004198

10. **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:**

11. **If a limited liability partnership**, provide proof of registration to operate in Florida:

(a) **The Florida Secretary of State registration number:**

12. **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: _____

Internet Website Address: _____

13. **If a foreign limited partnership**, provide proof of compliance with the foreign limited partnership statute (Chapter 620.169, FS), if applicable.

(a) **The Florida registration number:** _____

14. Provide **F.E.I. Number**(if applicable): 77-054-7049

15. 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. Provide explanation.

(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.

16. Who will serve as liaison to the Commission with regard to the following?

(a) The application:

Name: Lance J.M. Steinhart

Title: Regulatory Counsel

Address: 6455 East Johns Crossing

City/State/Zip: Duluth, Georgia 30097

Telephone No.: 770/232-9200 Fax No.: 770/232-9208

Internet E-Mail Address: lsteinhart@telecomcounsel.com

Internet Website Address: _____

(b) Official point of contact for the ongoing operations of the company:

Name: Steve Tennis

Title: General Counsel

Address: 910 E. Hamilton Ave., Suite 200

City/State/Zip: Campbell, CA 95008

Telephone No.: 408-626-6614 Fax No.: 408-737-3658

Internet E-Mail Address: tennis@telera.com

Internet Website Address: www.telera.com

(c) Complaints/Inquiries from customers:

Name: Jerry Davis

Title: Sr. Director of Customer Services

Address: 910 E. Hamilton Avenue, Suite 200

City/State/Zip: Campbell, CA 95008

Telephone No.: 408-626-6852 Fax No.: 408-737-3658

Internet E-Mail Address: jerry.davis@telera.com

Internet Website Address: www.telera.com

17. List the states in which the applicant:

(a) has operated as an alternative local exchange company.

None

(b) has applications pending to be certificated as an alternative local exchange company.

The Applicant is in the process of obtaining authorization
throughout the United States.

(c) is certificated to operate as an alternative local exchange company.

None

- (d) has been denied authority to operate as an alternative local exchange 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, and the circumstances involved.

None

18. Submit the following:

A. Financial capability.

The application **should contain** the applicant's audited financial statements for the most recent 3 years. If the applicant does not have audited financial statements, it shall so be stated.

The unaudited financial statements should be signed by the applicant's chief executive officer and chief financial officer affirming that the financial statements are true and correct and should include:

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

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.*

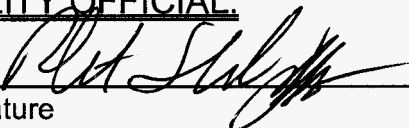
Further, the following (which includes supporting documentation) should be provided:

1. **written explanation** that the applicant has sufficient financial capability to provide the requested service in the geographic area proposed to be served.
 2. **written explanation** that the applicant has sufficient financial capability to maintain the requested service.
 3. **written explanation** that the applicant has sufficient financial capability to meet its lease or ownership obligations.
- B. Managerial capability: give resumes of employees/officers of the company that would indicate sufficient managerial experiences of each.
- C. Technical capability: give resumes of employees/officers of the company that would indicate sufficient technical experiences or indicate what company has been contracted to conduct technical maintenance.

**** APPLICANT ACKNOWLEDGMENT 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 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:

	<u>8/13/02</u>
Signature	Date
President	408-626-6852
Title	Telephone No.
Address: 910 E. Hamilton Ave.,	408-737-3658
Suite 200	Fax No.
Campbell, CA 95008	

ATTACHMENTS:



- A - CERTIFICATE SALE, TRANSFER, OR ASSIGNMENT STATEMENT
- B - INTRASTATE NETWORK
- C - AFFIDAVIT

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."

UTILITY OFFICIAL:

			
Signature		Date	
President		408-626-6852	
Title		Telephone No.	
Address: 910 E. Hamilton Ave.,		408-737-3658	
Suite 200		Fax No.	
Campbell, CA 95008			

FINANCIAL INFORMATION

MANAGEMENT INFORMATION

Officer Team

Prem Uppaluru CEO

Mr. Uppaluru is leading Telera's mission to become the foremost Business Communications Applications Service Provider (ASP), designed for the convergence of the Internet and telecommunications. A seasoned executive with a proven track record, Prem has 20 years experience in telecommunications, network management, multimedia and telephony.

Prior to co-founding Telera, Mr. Uppaluru co-founded VOIS Corporation where he served as CEO. Before launching into his entrepreneurial efforts, Prem held vice president and general manager positions at Novell. He also was the vice president of engineering at Fluent and Samsung Software America. Mr. Uppaluru's career also includes positions with Bell Labs and Bellcore. Mr. Uppaluru holds a Ph.D. in electrical engineering and computer science from the University of Texas.

Robert Stewart President

Mr. Stewart has over 20 years of regulatory and network services experience. Most recently, he held various management positions at Pacific Bell where he led successful product development efforts in video, data and voice communications. Mr. Stewart was responsible for introducing Pacific Bell's first commercial launch of CTI, Network ACD, and call center Internet integration services.

While at Pacific Bell, Mr. Stewart successfully introduced new digital video transport technologies to the broadcast, studio and post-production industries, which helped change the way television is broadcasted and movies are made. Among awards, Mr. Stewart received written commendation from the film industry for technical contributions in the making of Jurassic Park.

Mr. Stewart has a BS in economics and a BA in political science from Pacific Lutheran University and an MBA from Pepperdine University.

Lee Bauman
Secretary, Chief Financial Officer and Vice President of Operations

For over twenty years, Mr. Bauman has held senior management positions in both design and implementation of telecommunications systems as well as sales and marketing at such well-known companies as Bell Labs, Northern Telecom, Pacific Telesis and Pacific Bell.

Mr. Bauman built a global telecommunications consulting practice for PHB-Hagler Bailly in his role as Senior Vice President, Global Telecommunications Sector. As Vice President of Local Competition for Pacific Bell, Mr. Bauman spearheaded Pacific Bell's competitive local exchange strategy and business unit to provide local service outside of Pacific Bell's franchised territories. Earlier, he led the effort to reduce network implementation costs while increasing network enhancements as Vice President of Network Technology and Engineering.

Previously, Mr. Bauman was Senior Vice President and, subsequently, President of PacTel Meridian Systems at Pacific Telesis when they acquired the business systems group of Northern Telecom. Mr. Bauman was Vice President of the Western Region at Northern Telecom, directing sales and service of communications systems.

Mr. Bauman holds a Bachelor of Science degree in Mechanical Engineering from the University of Cincinnati, a Master of Science degree in Mechanical Engineering from Rutgers University, a Master of Science degree in Electrical Engineering and Computer Science from the University of Colorado and a Masters in Business from Stanford University.

Mukesh Sundaram
Vice President of Engineering, and Cofounder

Sundaram is the guiding technical hand in development of the Company's patented Intelligent Communications Network architecture. Sundaram has 20 years of engineering management and R&D experience in networking, network management and telephony. Most recently, he served as vice president of engineering at VOIS Corporation and director of engineering at Novell, where he spearheaded the ManageWise product line.

Sundaram's career also includes engineering management positions at Excelan, Ungermann-Bass and COMSAT. He received a Master of Science degree (MS) in

Computer Science from the University of Tennessee, with additional postgraduate work at the University of Illinois.

Rahoul Seth
Board of Directors

Mr. Seth brings over 25 years of operating and financial experience to Telera. As a CFO, he has helped guide a number of companies from their early stages to become successful businesses with substantial revenues. Most recently Mr. Seth helped start Charitableway.com, a web based provider of technology and services to the philanthropy industry. Prior to that he was EVP & CFO of Sentient Networks Inc., a manufacturer of carrier class voice and data access switches that was acquired by Cisco in 1999.

Previously Mr. Seth was CFO at FAST Multimedia Inc and at ABEKAS Video Systems, Inc. He has also held senior financial and international business development positions at Corning Inc. and Raychem.

Mr. Seth holds an MBA from Harvard University and a B.A. in Economics from Delhi University (India). He is also a Chartered Accountant (England).

Management Team

Robert Stewart
President

Mr. Stewart has over 20 years of regulatory and network services experience. Most recently, he held various management positions at Pacific Bell where he led successful product development efforts in video, data and voice communications. Mr. Stewart was responsible for introducing Pacific Bell's first commercial launch of CTI, Network ACD, and call center Internet integration services.

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Scott Temple
Senior Systems Manager

Mr. Temple has over 20 years of telecommunications experience. Most recently, he held various management and technical positions at SBC, Inc. His job functions included operations support systems, computer operations, billing applications development, DBMS development for customer support software, application design, Network Management System development for SONET, and technology planning for broadband products such as ATM and Frame Relay. Mr. Temple also had a research internship at Bellcore/Telcordia.

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and Maryland

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August 12, 2000

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TELERA
910 EAST HAMILTON AVENUE
SUITE 200
CAMPBELL, CA 95008-0625

IMPERIAL BANK
SACRAMENTO, CA 95814-2413
11-3425/1210

4259

8/8/2000

PAY TO THE ORDER OF Florida Public Service Commission

\$ **250.00

Two Hundred Fifty and 00/100*****

Florida Public Service Commission

DOLLARS
Security features
included.
Details on back.

DOCUMENT NO.
09856-00
8-15-00

D. J. DePaul

MEMO Public Service Commission Filing Fee--LOCAL

⑈004259⑈