

**Lance J.M. Steinhart, P.C.**  
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Suite 115  
Alpharetta, Georgia 30005

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OCT 17 PM 12:20  
COMMISSION  
CLERK

Also Admitted in New York  
and Maryland

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Facsimile: (770) 232-9208  
Email: lsteinhart@telecomcounsel.com

October 16, 2008

**VIA OVERNIGHT DELIVERY**

080645

Florida Public Service Commission  
Ann Cole, Commission Clerk  
2540 Shumard Oak Blvd.  
Gunter Bldg.  
Tallahassee, Florida 32399-0850  
(850) 413-6770

Re: Broadband Dynamics, L.L.C.

To Whom It May Concern:

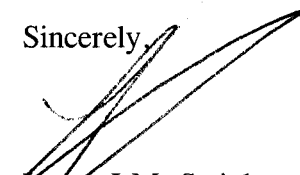
Enclosed please find one original and six (6) copies of Broadband Dynamics, L.L.C.'s (Broadband Dynamics) Application for Authority to Provide Local Exchange Telecommunications Service Within the State of Florida.

I also have enclosed a check in the amount of \$400.00 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 this matter, please do not hesitate to call me. Thank you for your attention to this matter.

Sincerely,



Lance J.M. Steinhart, Esq.  
Attorney for Broadband Dynamics, L.L.C.

- COM \_\_\_\_\_
- ECR \_\_\_\_\_
- GCL   /
- OPC   /
- RCP \_\_\_\_\_
- SSC \_\_\_\_\_
- SGA \_\_\_\_\_
- ADM \_\_\_\_\_
- CLK   /

Enclosures  
cc: Robert S. Rife

DOCUMENT NUMBER-DATE

09895 OCT 17 08

FPSC-COMMISSION CLERK

080645

**FLORIDA PUBLIC SERVICE COMMISSION**

**DIVISION OF COMPETITIVE MARKETS AND ENFORCEMENT**

**APPLICATION FORM**

**for**

**AUTHORITY TO PROVIDE COMPETITIVE LOCAL EXCHANGE  
TELECOMMUNICATIONS COMPANY SERVICE  
WITHIN THE STATE OF FLORIDA**

**Instructions**

- A. This form is used as an application for an original certificate and for approval of sale, assignment or transfer of an existing certificate. In the case of a sale, assignment or transfer, the information provided shall be for the purchaser, assignee or transferee (See Page 8).
- B. Print or type all responses to each item requested in the application. If an item is not applicable, please explain.
- C. Use a separate sheet for each answer which will not fit the allotted space.
- D. Once completed, submit the original and two (2) copies of this form along with a non-refundable application fee of **\$400.00** to:

**Florida Public Service Commission  
 Division of the Commission Clerk and Administrative Services  
 2540 Shumard Oak Blvd.  
 Tallahassee, Florida 32399-0850  
 (850) 413-6770**

- E. A filing fee of **\$400.00** is required for the sale, assignment or transfer of an existing certificate to another company (Chapter 25-24.815, F.A.C.).

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

**Florida Public Service Commission  
 Division of Competitive Markets and Enforcement  
 2540 Shumard Oak Blvd.  
 Tallahassee, Florida 32399-0850  
 (850) 413-6600**

FORM PSC/CMP-8 (01/06)  
 Required by Commission Rule Nos. 25-24.810,  
 and 25-24.815

Note: To complete this interactive form  
 using your computer, use the tab key  
 to navigate between data entry fields.

09895 OCT 17 8

FPSC-COMMISSION CLERK

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 rather than apply for a new certificate.

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

2. Name of company: Broadband Dynamics, L.L.C.

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

4. Official mailing address:

Street/Post Office Box: 8757 East Via De Commercio, First Floor  
City: Scottsdale  
State: Arizona  
Zip: 85258

5. Florida address:

Street/Post Office Box:  
City:  
State:  
Zip:

6. Structure of organization:

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

7. **If individual**, provide:  
 Name:  
 Title:  
 Street/Post Office Box:  
 City:  
 State:  
 Zip:  
 Telephone No.:  
 Fax No.:  
 E-Mail Address:  
 Website Address:
8. **If incorporated in Florida**, provide proof of authority to operate in Florida. The Florida Secretary of State corporate registration number is:
9. **If foreign corporation**, provide proof of authority to operate in Florida. The Florida Secretary of State corporate registration number is:
10. **If using fictitious name (d/b/a)**, provide proof of compliance with fictitious name statute (Chapter 865.09, FS) to operate in Florida. The Florida Secretary of State fictitious name registration number is:
11. **If a limited liability partnership**, please proof of registration to operate in Florida. The Florida Secretary of State registration number is:
12. **If a partnership**, provide name, title and address of all partners and a copy of the partnership agreement.
- Name:  
 Title:  
 Street/Post Office Box:  
 City:  
 State:  
 Zip:  
 Telephone No.:  
 Fax No.:  
 E-Mail Address:  
 Website Address:
13. **If a foreign limited partnership**, provide proof of compliance with the foreign limited partnership statute (Chapter 620.169, FS), if applicable. The Florida registration number is:
14. **If foreign limited liability company**, provide proof of authority to operate in Florida. The Florida Secretary of State corporate registration number is: M02000000369.

15. Provide **F.E.I. Number**(if applicable): 86-0960949

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

(a) The application:

Name: Lance J.M. Steinhart  
Title: Regulatory Counsel  
Street name & number: 1720 Windward Concourse, Suite 115  
Post office box:  
City: Alpharetta  
State: Georgia  
Zip: 30005  
Telephone No.: 770-232-9200  
Fax No.: 770-232-9208  
E-Mail Address: lsteinhart@telecomcounsel.com  
Website Address:

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

Name: Robert S. Rife  
Title: Manager  
Street name & number: 8757 East Via De Commercio, First Floor  
Post office box:  
City: Scottsdale  
State: Arizona  
Zip: 85258  
Telephone No.: (480) 941-0444  
Fax No.: (480) 941-1143  
E-Mail Address: rife@diversifiedconsulting.net  
Website Address: www.broadbanddynamics.net

(c) Complaints/Inquiries from customers:

Name: Stephanie Price  
Title: V.P. Service and Support  
Street/Post Office Box: 8757 East Via De Commercio, First Floor  
City: Scottsdale  
State: Arizona  
Zip: 85258  
Telephone No.: (800) 410-4435  
Fax No.: (480) 941-1143  
E-Mail Address: raub@ctaz.com  
Website Address: www.broadbanddynamics.net

17. List the states in which the applicant:

(a) has operated as a Competitive Local Exchange Telecommunications Company.

Arizona  
California  
Illinois  
Iowa  
New Mexico  
Pennsylvania

(b) has applications pending to be certificated as a Competitive Local Exchange Telecommunications Company.

Applicant has applications pending in Colorado and Utah.

(c) is certificated to operate as a Competitive Local Exchange Telecommunications Company.

Arizona, California, Illinois, Iowa, Minnesota, New Mexico and Pennsylvania

(d) has been denied authority to operate as a Competitive Local Exchange 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, and the circumstances involved.

None

18. Indicate if any of the officers, directors, or any of the ten largest stockholders have previously been:

(a) adjudged bankrupt, mentally incompetent (and not had his or her competency restored), or found guilty of any felony or of any crime, or whether such actions may result from pending proceedings. If so, provide explanation.

None

(b) granted or denied a competitive local exchange certificate in the State of Florida (this includes active and canceled competitive local exchange certificates). If yes, provide explanation and list the certificate holder and certificate number.

None

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

None

19. Submit the following:

(a) Managerial capability: resumes of employees/officers of the company that would indicate sufficient managerial experiences of each.

(b) Technical capability: resumes of employees/officers of the company that would indicate sufficient technical experiences or indicate what company has been contracted to conduct technical maintenance.

(c) Financial Capability: applicant's audited financial statements for the most recent three (3) years. If the applicant does not have audited financial statements, it shall so be stated. 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.

**THIS PAGE MUST BE COMPLETED AND SIGNED**

**REGULATORY ASSESSMENT FEE:** I understand that all telephone companies must pay a regulatory assessment fee. Regardless of the gross operating revenue of a company, a minimum annual assessment fee, as defined by the Commission, is required.

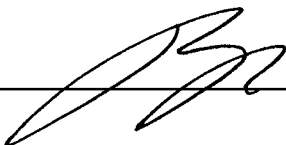
**RECEIPT AND UNDERSTANDING OF RULES:** I acknowledge receipt and understanding of the Florida Public Service Commission's rules and orders relating to the provisioning of competitive local exchange telecommunications company (CLEC) service in Florida.

**APPLICANT ACKNOWLEDGEMENT:** 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 competitive local exchange telecommunications 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.**"

Company Owner or Officer

Print Name: Robert S. Rife  
Title: Manager  
Telephone No.: (480) 941-0444  
E-Mail Address: (480) 941-1143

Signature: \_\_\_\_\_ 

Date: 8/26/08



## **LIST OF ATTACHMENTS**

**FINANCIAL INFORMATION**

**MANAGEMENT INFORMATION**

**STATEMENT OF FINANCIAL CAPABILITY**

## **FINANCIAL INFORMATION**

## **MANAGEMENT INFORMATION**

8757 E Via De  
Commercio, First Floor  
Scottsdale, Arizona  
85258

480.941.0444 V  
480.941.1143 F

# Robert S. Rife

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## Experience

1997- Present                      Broadband Dynamics, LLC                      Scottsdale, AZ

### **Manager/CEO**

- Founder and Operator since 1997
- Largest telecommunications brokerage firm in North America
- In past 10 years has expanded business throughout various countries

1996-1997                      Frontier Communications                      Phoenix, AZ

### **General Manager, Arizona Sales**

- Increased regional sales.
- Managed sales representatives for state of Arizona.
- Implemented training course for new recruits.

1995-1996                      Allnet Communications                      Indianapolis, IN  
Des Moines, IA

### **Sales Manager, District Manager**

- Expanded sales team.
- Tripled division revenues.
- Expanded sales to include mass-market accounts.

1994-1995                      Allnet Communications                      St. Louis, MO

### **Sales Representative**

- Expanded territorial sales by 400%.
- Received company's highest sales award four years in a row.
- Developed Excellence in Sales training course.

## Education

1990-1994                      University of Missouri - Columbia                      Columbia, MO

- B.A., Business Administration and Computer Science.

## Interests

Board of Directors, Boys and Girls Club of Scottsdale

Dec 03 01 05:07p

Stephanie Price

5207542799

p. 1

**STEPHANIE PRICE**

**2996 Desierto Verde  
Buffhead City, AZ 86429**

**QUALIFICATIONS**

Successful business and management experience including business operations, customer relations, supervising, marketing, sales, promotions, planning and problem solving, technical telephony knowledge, administration and public relations with emphasis on oral and written communications. Personal strengths include self-motivated, innovative and results oriented.

**EDUCATION**

Minnesota State University, Mankato Minnesota  
Bachelor of Science in Health Education, 1990  
Minors: Corporate and Community Fitness, Coaching

**EXPERIENCE**

Diversified Telecommunications Consulting  
VP of Provisioning and Support  
December 1999 to Present  
\*Direct Customer Support Team  
\*Provision Dedicated Services  
\*Implement company policies and regulations  
\*Sell new business  
\*Conduct troubleshooting  
\*Interview, train and motivate new employees  
\*Evaluate and assess customer needs

Iowa Telnet / Phoenix Diversified  
Client Service Manager / VP of Provisioning and Support  
June 1995 to December 1999  
\*Managed Customer Support Team  
\*Serviced and maintained client base  
\*Provisioned dedicated accounts  
\*Managed Trouble shooting between customers and carriers  
\*Sold new business

Frontier Communications  
Client Service Consultant  
October 1994 to June 1995  
\*Promoted in six months  
\*Serviced and maintained existing base of customers totaling over \$500,000 in monthly revenue.  
\*Sold and upgraded services to client base  
\*Maintained and Improved Attrition by providing consistent Support and win back strategy.

**EXPERIENCE**

**Hamilton Business College  
Admissions/Field Representative  
1993-1994**

- \*Evaluated and assessed prospective student academic qualifications
- \*Interviewed and Enrolled students in college
- \*Managed a sales territory through marketing, sales and public speaking

**Jobst  
Service Center Manager  
1990-1991**

- \*Responsible for total operation and management of medical products office.
- \*Hired, trained and motivated new employees.
- \*Sold medical products to Doctors, Nurses and Therapists
- \*Developed marketing strategies and expanded territory.
- \*Consulted and instructed medical professionals in product usage.

**SPECIAL EVENTS  
AND AWARDS**

**Presidents Club, (Jobst) 100% Club, (Jobst) Elite  
Marketing Pilot Program, (Jobst) Top Achievement  
Awards, (Jobst, Hamilton, Frontier, Phoenix  
Diversified, Diversified Telecommunications Consulting)**

**REFERENCES**

Professional and personal references as well as written letters of recommendation are available upon request.

# Ruth Mascardo

1802 North Dayton St. Phoenix, AZ 85006 Home: 602-262-2311 Voice Mail: 602-209-0698 [Rmascardo@aol.com](mailto:Rmascardo@aol.com)

## SUMMARY OF QUALIFICATIONS

- Excellent office managerial and human resources experience.
- Ambitious project coordinator and delegator who requires no supervision.
- Extensive knowledge in all aspects of finance and accounting.
- Strong interpersonal skills, articulate written and verbal communication.
- Adaptable, composed, and productive in multi-tasked environment and in high pressure situations.
- Conscientious, organized and results oriented.

## SKILLS

### Manager and Coordinator

- Supervised 7 individuals as lead office manager.
- Authority in hiring, firing, and counseling employees.
- Mediator and problem solver in all client related problems.
- Networked with outside agencies such as contractors, sponsors, and donators.
- Delegated operational tasks to staff for maintaining daily office logistics.
- Trained incoming personnel on accounting skills and applicable software programs.

### Accounting and Finance

- Expert in accounts payable and receivable, bank reconciliation, and payroll.
- Experience in managing funds and transactions for nonprofit companies.
- In charge of weekly tax deposits and reports to IRS, state revenue, and DES.

### Office Clerical

- Supreme typing speed exceeding 65 WPM.
- Accurate and efficient on 10 key calculator.
- Managed all department bookkeeping, human resources
- Tracked office inventory and ordering of supplies.
- Excellent receptionist skills simultaneously handling multiple phone lines.

## TECHNICAL KNOWLEDGE

- Software expertise in Microsoft Word, Excel, and Access as well as Quatro
- Proficient in the use of numerous office equipment (copier, fax machine, 10 Key, and printers)
- Familiarity with Internet and email software

## WORK EXPERIENCE

- Office Manager, Mac-Taylor, Inc., Phoenix, Arizona - 1995 - present
- Office Manager/Treasurer/Statutory Agent, Stealth Publications, Inc., Phoenix, Arizona - 1991 - 1995
- Assistant Manager, H.O.W. Enterprises, Phoenix, Arizona - 1988 - 1991

## EDUCATION AND TRAINING

- Rio Salado Community College, Phoenix, Arizona - 1992
- Alta Tech Business School, Phoenix, Arizona - 1989
- High School Diploma, St. Anthony Catholic School, Manila, Philippines - 1987

**STATEMENT OF FINANCIAL CAPABILITY**  
**Broadband Dynamics, L.L.C.**

Applicant has sufficient financial capability to provide the requested service in the State of Florida and has sufficient financial capability to maintain the requested service and to meet its lease or ownership obligations. In support of Applicant's stated financial capability, a copy of its Balance Sheet as of December 31, 2007 and Profit & Loss for the period ending December 31, 2007 as well as Balance Sheet as of June 30, 2008 and Income Statement for the period ending June 30, 2008 is attached to its application. Applicant intends to fund the provision of service through internally generated cash flow. Applicant also has the ability to borrow funds, if required, based upon its financial capabilities, to provide service in the State of Florida.