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COMMISSION CLERK

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September 14, 2011

Florida Public Service Commission Office of Commission Clerk 2540 Shumard Oak Blvd. Tallahassee, Florida 32399-0850

## **RE: APPLICATION FOR AUTHORITY TO PROVIDE LOCAL EXCHANGE TELECOMMUNICATIONS COMPANY SERVICE**

To Whom It May Concern:

Please find the attached our Application Authority to Provide Local Exchange Telecommunications Service. Please contact us at the address below if you have questions. We will appreciate your immediate attention to this matter.

Sincerely,

Tony D. Cash General Counsel

Check received with filling and forwarded to Fiscal for deposit. Fiscal to forward deposit information to Records.

initiale of person who forwarded check:



COM \_\_\_\_\_ APA \_\_\_\_\_ ECR \_\_\_\_\_ GCL \_\_\_\_\_ RAD \_\_\_\_\_ SRC \_\_\_\_\_ ADM \_\_\_\_\_ OPC \_\_\_\_\_ CLK N(1)\_

1500 Trotters Cove Atlanta, Georgia 30338 Tel. 404.281.3377 Fax. 970.722.6231 tony@365wireless.net www.365wireless.net

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#### FLORIDA PUBLIC SERVICE COMMISSION

#### **DIVISION OF REGULATORY ANALYSIS**

#### **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 one copy of this form along with a non-refundable application fee of **\$400.00** to:

Florida Public Service Commission Office of Commission Clerk 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 Regulatory Analysis 2540 Shumard Oak Blvd. Tallahassee, Florida 32399-0850 (850) 413-6600

FORM PSC/RAD 8 (5/08) Commission Rule Nos. 25-24.810, and 25-24.815 Note: To complete this interactive form Required by using your computer, use the tab key to navigate between data entry fields. DOCUMENT NUMBER-DATE

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<u>9</u>

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**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 that apply for a new certificate.

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

- 2. Name of company: 365 WIRELESS, LLC
- 3. Name under which applicant will do business (fictitious name, etc.):

SAME

4. Official mailing address:

Street/Post Office Box: 1500 TROTTERS COVE City: ATLANTA State: GA Zip: 30338

5. Florida address:

Street/Post Office Box: 515 EAST PARK AVE City: TALLAHASSEE State: FL Zip: 32301

6. Structure of organization:

|             | Individual               |        | Corporation         |
|-------------|--------------------------|--------|---------------------|
|             | Foreign Corporation      |        | Foreign Partnership |
|             | General Partnership      |        | Limited Partnership |
| $\boxtimes$ | Other, LIMITED LIABILITY | COMPAN | ١Y                  |

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#### 7. If individual, provide:

| Name:                   |
|-------------------------|
| Title:                  |
| Street/Post Office Box: |
| City:                   |
| State:                  |
| Zip:                    |
| Telephone No.:          |
| Fax No.:                |
| E-Mail Address:         |
| Website Address:        |
|                         |

- 8. <u>If incorporated in Florida</u>, provide proof of authority to operate in Florida. The Florida Secretary of State corporate registration number is:
- 9. <u>If foreign corporation</u>, provide proof of authority to operate in Florida. The Florida Secretary of State corporate registration number is:
- **10.** <u>If using fictitious name (d/b/a)</u>, 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.** <u>If a limited liability partnership</u>, please proof of registration to operate in Florida. The Florida Secretary of State registration number is:
- **12.** <u>If a partnership</u>, 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.** <u>If a foreign limited partnership, provide proof of compliance with the foreign limited</u> partnership statute (Chapter 620.169, FS), if applicable. The Florida registration number is:

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- 14. Provide F.E.I. Number(if applicable): 451474326
- 15. Who will serve as liaison to the Commission in regard to the following?
  - (a) The application:

Name: TONY D CASH Title: GENERAL COUNSEL Street name & number: 1500 TROTTERS COVE Post office box: City: ATLANTA State: GA Zip: 30338 Telephone No.: 404.281.3377 Fax No.: 970.722.6231 E-Mail Address: LEGAL@365WIRELESS.NET Website Address: WWW.365WIRELESS.NET

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

Name: CLIVE MARSH Title: CFO Street name & number: 1500 TROTTERS COVE Post office box: City: ATLANTA State: GA Zip: 30338 Telephone No.: 970.722.6226 6223 Fax No.: 970.722.6231 E-Mail Address: CMARSH@365WIRELESS.NET Website Address: WWW.365WIRELESS.NET

(c) Complaints/Inquiries from customers:

Name: CLIVE MARSH Title: CFO Street/Post Office Box: 1500 TROTTERS COVE City: ATLANTA State: GA Zip: 30338 Telephone No.: 970.722.6226 6223 Fax No.: 970.722.6231 E-Mail Address: CMARSH@365WIRELESS.NET Website Address: WWW.365WIRELESS.NET

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**16.** List the states in which the applicant:

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

NONE

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

GA

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

NONE

(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

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**17.** 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.

NO

(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.

NO

(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.

NO

18. Submit the following:

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

(b) <u>Technical capability</u>: 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) <u>Financial Capability</u>: 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: CLIVE MARSH Title: CFO Telephone No.: 970.722.6226 6223 E-Mail Address: CMARSH@365WIRELESS.NET

Signature:

Date: \$ /2 1/ 11

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#### CERTIFICATE SALE, TRANSFER, OR ASSIGNMENT STATEMENT

As current holder of Florida Public Service Commission Certificate Number , I have reviewed this application and join in the petitioner's request for a

sale

transfer

assignment a

of the certificate.

#### Company Owner or Officer

| Print Name:             |
|-------------------------|
| Title:                  |
| Street/Post Office Box: |
| City:                   |
| State:                  |
| Zip:                    |
| Telephone No.:          |
| Fax No.:                |
| E-Mail Address:         |

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

Date:\_\_\_\_\_

FORM PSC/RAD 8 (5/08) Commission Rule Nos. 25-24.810, and 25-24.815

# **STATE OF GEORGIA**

### **Secretary of State**

Corporations Division 315 West Tower #2 Martin Luther King, Jr. Dr. Atlanta, Georgia 30334-1530

## CERTIFICATE OF ORGANIZATION

I, **Brian P. Kemp**, the Secretary of State and the Corporations Commissioner of the State of Georgia, hereby certify under the seal of my office that

#### 365 WIRELESS, LLC a Domestic Limited Liability Company

has been duly organized under the laws of the State of Georgia on 03/29/2011 by the filing of articles of organization in the Office of the Secretary of State and by the paying of fees as provided by Title 14 of the Official Code of Georgia Annotated.

WITNESS my hand and official seal in the City of Atlanta and the State of Georgia on March 29, 2011



Brian P. Kemp Secretary of State

Control No: 11025121 Date Filed: 03/29/2011 08:39 AM Brian P. Kemp Secretary of State

March 29, 2011

#### ARTICLES OF ORGANIZATION FOR GEORGIA LIMITED LIABILITY COMPANY

### **The name of the Limited Liability Company is:** 365 Wireless, LLC

The principal mailing address of the Limited Liability Company is: 1500 Trotters Cove Atlanta, GA 30338

#### The Registered Agent is:

Tony D Cash 1500 Trotters Cove Atlanta, GA 30338 **County:** Dekalb

#### The name and address of each organizer(s) are:

Tony D Cash 1500 Trotters Cove Atlanta, GA 30338

#### The optional provisions are:

No optional provisions.

IN WITNESS WHEREOF, the undersigned has executed these Articles of Organization on the date set forth below.

#### Signature(s):

Attorney-in-Fact, Tony D Cash

Date: March 29, 2011

#### Ronald (Ron) J. Grob 880 Hank Fry Rd Clarkesville, GA. 30523 Ph# Cell - 404-519-4096 Email – rongrob@apelaprofsvcs.com

LinkedIn - http://www.linkedin.com/in/rongrob

#### EXPERIENCE

#### **NWIRE LLC (APELA Professional Services)**

#### Network Deployment Coordinator/Program Manager July, 2010 to April 2011

Designed and coordinated the Network implementation for this CLEC company. I accomplished the Cradle to Grave implementation of the Layer 1 network facilities (Local Trunking, 911, Choke, and other trunking facilities for NWire (CLEC). Project is at completion phase now. Duties included: initial network design, Layer 1 and Layer 2 network implementation/service activation, Local Trunking design and service activation, Choke, and 911 trunking

#### Zeus Wireless LLC

#### Network Deployment Coordinator/Program Manager Jan, 2010 to August 2010

Designed and coordinated the Network implementation of a startup wireless company. Cradle to Grave implementation of the network facilities for Zeus Wireless. Project is on going, but almost to completion.

Duties included: initial network design, Layer 1 and Layer 2 network implementation/service activation, Local Trunking design and service activation, Wireless Type 2A trunking, Billing Reconciliation, Billing Software implementation, CDR Database implementation, Least Cost Routing system implementation, SCP/TCAP Software system installation/coordination.

#### <u>Pulse Networks (Toronto, Canada) August 2009 to Jan 2010</u> Senior Domestic LCR Consultant – Contract Consultant

Provided consulting services regarding complex US Domestic Carrier network routing, (LCR) Least Cost Routing, and Margin Management. Developed and presented a 2 day training seminar on the US Domestic routing and its complexities. Provided ROI cost analysis for several sales opportunities resulting in \$1+ million in sales.

Duties included: Least Cost Routing analysis and consulting, Margin Management consulting, Complex US Domestic routing documentation and training, cost analysis, ROI development, strategic sales strategies, competitive vendor analysis, etc.

#### Cox Communications (September, 2007 to August 2009)

#### Sr Consultant Least Cost Routing and Margin Management Consultant

Provided Business Analysis and Consulting expertise on a Least Cost Routing implementation. In addition, provided consulting expertise on a strategic cost saving "Margin Management" project, with potential savings of over \$6 million dollars in the next 18 months

Duties included: the development of Business Requirements, Technical Requirements, Process Flows,

and Work Flows. Also provided consulting expertise in Peering Agreements, and contract negotiations.

#### <u>Compuware Corp at BellSouth</u> (September, 2006 to May 31, 2007) Project Manager - Contract

Accomplished a major project turn-around culminating in final acceptance of implementation by BellSouth. This was done by taking over an existing project that was in serious trouble and completing the implementation and production roll-out. The Project was a large-scale software implementation enabling DSL OSS Tier 1 and Tier 2 Helpdesk Support.

Duties included: Client relationship management, Project Management, Client Engagement, Executive Briefings, and transition from Beta Test environment to full scale Production Integration into the BellSouth infrastructure.

#### <u>Vero Systems - Atlanta, GA</u> September, 2003 to September, 2006 Sr Director Client Engagements - Permanent

Developed the Telecom Engineering organization from inception, doing the recruiting, hiring, and training of the entire organization. Subsequently, implemented large-scale professional services engagements dealing with (VoIP & TDM) Least Cost Routing, Tariff rating/costing, Billing Reconciliation, and Network efficiency improvement for major long distance phone companies saving customers millions of dollars. Was responsible for on-site program management as well as customer care.

Duties included: Engineering Team leadership and management, Jr. Engineer mentoring, Project development and management, Development and documentation of new Engineering Processes and procedures, Work Flow strategies, Client Engagement strategies, Client Relationship Management, New Sales Opportunities, New Product Development, and Professional Services Development. Major projects involved (VoIP and TDM and Wireless) Least Cost Routing theory and deployment, Line Cost Management and Billing Reconciliation, Tariff Database Development, and Engineering and Financial Reporting.

In addition, I have extensive experience managing: diverse team resources, large-scale projects, software implementations (SDLC), Change Management, as well as interfacing with senior management (VP thru C-level).

#### Broadwing Communications (October, 2002 to August, 2003)

#### Senior Voice Services Manger - Contract

Managed a Voice Cost of Service initiative, cutting over \$5 million per month of unnecessary network costs. Advanced several key Voice Services projects by implementing new work processes and procedures. As a result, added \$2.5 million in revenue by increasing voice network efficiencies. Duties included: Serving as manager of Voice Network Engineering and Voice Network Routing and Translations, Voice Contract review and negotiations, and Billing Reconciliation liaison. Was instrumental in Work flow and process development, and Documentation of existing Billing and Contract strategies.

#### <u>BellSouth Telecommunications Group (BTG)</u> (April, 2002 to September, 2002) Senior Project Manager - Contract

Was responsible for Project Development and Project Management of the design and build-out and refurbishment of a Data Center for BellSouth Affiliate Networks. Also managed a Feasibility Planning and Analysis study to shut down one of BellSouth's old data centers and decommission the building. Duties included: Project Manage the build-out of Layer 1 and Layer 2 Core Network for the Data

Center Physical facility, including SONET, ATM Core, dark-fiber/DWDM, etc. Utilized ABT Workbench (Niku) to manage deliverables and for management reporting.

#### Rapid Link Communications (February, 2002 to June, 2002)

#### Voice Network Consultant - Contract

Was instrumental in helping Rapid Link emerge from Bankruptcy by managing their network buildout, contract negotiations and billing analysis and reconciliation.

Duties included: Provided network design and consulting expertise, Managed designing, ordering, and provisioning of data and voice communications facilities, Contract negotiation and rating management, Billing reconciliation, and internal billback and rating.

#### **Cbeyond Communications, Inc.**

#### July, 2000 to July, 2001

#### **Director Network and Facilities Engineering - Permanent**

Provided expertise as Director of Network Provisioning and Engineering of network Layer 1 and 2 NOC facilities for a nationwide CLEC VoIP Network. Was responsible for designing and provisioning the Layer 1 and Layer 2 Network (1.5, T45, OC3-OC48), Local ILEC Interconnection provisioning and negotiations, Data Center and Collocation design and construction, and IXC Network provisioning and interconnection.

Duties included: Strategic and tactical business development, budget development and management, Network provisioning processes and procedures, new market development decisions, as well as financial analysis of competitive network contracts.

#### Lockheed Martin/MATRIX (August, 1999 to June, 2000)

#### Senior Project Manager - Contract

Provided technical design and Project Management for BellSouth's LNP (Local number Portability) system.

Duties included: Designing specifications and criterion for enhanced LNP services, Number Pooling, and LNP System Performance guidelines. Represented BellSouth in the National Local Number Portability Working Group Committee (Standards Body) and the National Local Number Portability Performance Sub-committee.

#### Andersen Consulting (January, 1999 to July, 1999)

#### **Project Manager - Contract**

Provided Project Management on the BellSouth Y2K certification. Worked with BellSouth Network engineers to remediate and test the network software and hardware in the BellSouth network, dealing with Service Order and Provisioning systems.

#### Bellsouth.Net (June, 1998 to January, 1999)

#### Network Consultant - Contract

Provide technical design and Project Management of a large scale SONET/ATM/IP Data network deployment. Provided engineering and Project Management expertise for POP site selection and deployment. Provided Project Management expertise for DWDM/IP (Cienna) Architecture/Design and deployment. Evaluated existing DWDM manufacturers, products, and cost comparisons. Developed workflow processes and procedures for Layer 1 network deployment, inventory, and billing.

#### <u>BellSouth Applied Technologies (</u>August, 1997 to June, 1998) Senior Project Manager - Contract

Provided organization and Project Management for the Year 2000 conversion project. Defined and documented Year 2000 project charter, project scope, and project deliverables. Acted as liaison between BellSouth Applied Technologies and BellSouth Corporate Year 2000 Project Office. Provided direction and organization of project plans, project metrics, risks, and financials. Developed operations requirements for the LNP (Local Number Portability) platform. Determined requirements LNP Gateway Operations platform including daily run procedures, maintenance procedures, risk management of the LNP operations platform, etc.

#### **EDUCATION**

Keller Graduate School of Management - Atlanta, GA Currently enrolled in Masters of Project Management

Louisiana State University B.S., General Studies, 1975 Major in Computer Science

#### Joseph White - Vice President of Operations

Technical and Professional Experience:

Mr. White shares in the responsibility for all network operations and engineering projects at 365 Wireless, LLC. Mr. White has held a variety of senior engineering roles throughout his career, thus exposing him to all areas and levels of an organization and the telecommunications industry. Mr. White's technical experience includes expertise in Network Provisioning and Engineering of network Layer 1 and 2 NOC facilities for VoIP Networks utilizing, but not limited to, SIP and H.323 protocols; Direct knowledge of all major codecs including G.711, G.729, G.723 and GSM; Complete interconnected network design and maintenance; CDR Database software creation and management; Least Cost Routing implementations and complete network deployments utilizing DS1 and DS3 interconnection points and all associated technological requirements.

#### **Certified Statement of Capitalization**

365 Wireless, LLC (hereafter "the Applicant") has just begun the significant deployment of its extensive telecommunications network and all related network assets throughout the United States. As such, certified audited financial statements do not yet exist for the entity. Such financial statements will be available at within the next 60-90 calendar days and will be forwarded to the Commission at that time as requested.

In the interim, the following Statement of Capitalization should be noted for the Applicant.

Heretofore and into the immediate future, all capital needs of the Company have been, and will be, provided on an as-needed basis by an outside telecommunications entity with common investment group ownership.

As such, the Company has adequate capitalization at the current time and will continue to be funded to the point that the entity is "selffunding" its operations from its realized profits and positive cash flow.

Such self-funding is estimated to occur in Q4 of 2011 as will be further evidenced by the financial statements to be filed at that time. To date, all capital expenditures of the Company have been addressed and all future capital needs have been pledged with no anticipated shortfalls.

Clive Marsh - Chief Financial Officer

(SEAL)

Notary Public



#### <u>EXHIBIT C</u> TECHNICAL PROFILES

#### Ron Grob - Senior Vice President New Business Development

A telecommunications industry veteran, Mr. Grob has extensive experience in all facets of CLEC network deployments while serving as a senior official and/or consultant at a variety of mid to large sized telecommunications Companies. Responsible for complete network design, Layer 1 and Layer 2 network implementation/service activation, Local Trunking design and service activation, Choke, and 911 trunking. Additionally, Mr. Grob has assisted in the design and maintenance of telecommunications billing software packages, CDR Database implementation, Least Cost Routing system implementation and SCP/TCAP Software system installation/coordination. Mr. Grob's wealth of knowledge in all facets of telecommunications network deployment and design is a tremendous benefit to the advancement of 365 Wireless, LLC's core network solutions.

#### Joseph White - Vice President of Operations

Mr. White shares in the responsibility for all network operations and engineering projects at 365 Wireless, LLC. Mr. White has held a variety of senior engineering roles throughout his career, thus exposing him to all areas and levels of an organization and the telecommunications industry. Mr. White's experience includes expertise in Network Provisioning and Engineering of network Layer 1 and 2 NOC facilities for VoIP Networks.

#### Tony D. Cash - General Counsel for 365 Wireless, LLC

Admitted to the Georgia and Federal Bars in 1989. Worked in the telecommunications industry for AT&T and BellSouth. Co-founder and General Counsel for FeroNetworks, a technology licensing company headquartered in Atlanta. Has been in private practice since 2003. Specializes in business/commercial law, corporate law and technology law. Education: Clemson University (B.A.), Furman University (M.B.A.), Georgia State University (J.D.). Member: American Bar Association; State Bar of Georgia. Courts: Licensed to practice before all Georgia Courts and the Federal District Courts in the Northern and Southern District of Georgia (Eleventh Circuit).