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and Maryland

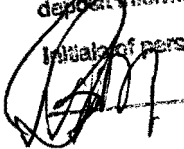
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March 27, 2012

VIA OVERNIGHT DELIVERY

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

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

Initials of person who forwarded check:


RECEIVED-FPSC
12 MAR 29 AM 8:40
COMMISSION
CLERK

Re: RCLEC, Inc.

To Whom It May Concern:

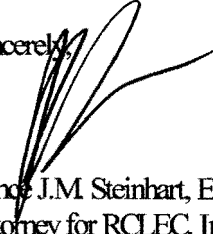
Enclosed please find one original and one (1) copy of RCLEC, Inc.'s Application for Authority to Provide Competitive Local Exchange Telecommunications Company Service Within the State of Florida.

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 RCLEC, Inc.

- COM _____
- APA _____
- ECR _____
- GCL _____
- NAD _____
- SRC _____
- ADM _____
- OPC _____
- CLK _____

Enclosures
cc: Diane Nahm

DOCUMENT NUMBER-DATE
01824 MAR 29 02
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: RCLEC, Inc.

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

4. Official mailing address:

Street/Post Office Box: **1400 Island Blvd., 7th Floor**
City: **San Mateo**
State: **CA**
Zip: **94404**

5. Florida address:

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

6. Structure of organization:

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

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: **F12000001160**

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. Provide **F.E.I. Number** (if applicable): 45-4427541

15. 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: **1725 Windward Concourse, Suite 150**
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: **www.telecomcounsel.com**

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

Name: **Curtis Peterson**
Title: **VP of Operations**
Street name & number: **1400 Fashion Island, 7th Floor**
Post office box:
City: **San Mateo**
State: **CA**
Zip: **94404**
Telephone No.: **(650) 931-6355**
Fax No.: **(650) 931-6355**
E-Mail Address: **curtisp@ringcentral.com**
Website Address: **www.ringcentral.com**

(c) Complaints/Inquiries from customers:

Name: **Kidd Filby**
Title: **Sr. Manager RCLEC, Inc.**
Street name & number: **1400 Fashion Island, 7th Floor**
Post office box:
City: **San Mateo**
State: **CA**
Zip: **94404**
Telephone No.: **888-528-7464**
Fax No.: **(650) 282-3113**
E-Mail Address: **legal@ringcentral.com**
Website Address: **www.ringcentral.com**

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.

None

(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

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.

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

18. Submit the following:

(a) Managerial capability: resumes of employees/officers of the company that would indicate sufficient managerial experiences of each. **Exhibit 1**

(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. **Exhibit 1**

(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.

Exhibit 2

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.

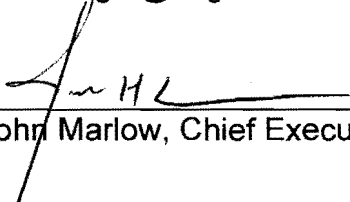
RECEIPT AND UNDERSTANDING OF RULES: I acknowledge receipt and understanding of the Florida Public Service Commission's rules and orders relating to the provisioning of competitive local exchange telecommunications company (CLEC) service in Florida.

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: John Marlow
Title: Chief Executive Officer
Telephone No.: (650) 472-4100
E-Mail Address: legal@ringcentral.com

Signature:  _____
John Marlow, Chief Executive Officer

Date: 2/8/12

Exhibit List

Exhibit 1- Biographical Information

Exhibit 2- Financial Information

Exhibit 1- Biographical Information

CURTIS LEE PETERSON

104 Stonehaven Drive
Greenville, South Carolina 29607
Telephone: (864) 335-9699 / E-Mail: career@clpeterson.com

Positive, Enthusiastic, Successful Leader seeking a **Senior Level Executive** position in any of the following areas:
VP Network Operations / Chief Technology Officer

PROFILE:

- Background encompasses extensive professional experience in the following key positions of responsibility: Vice President of Center Operations, Director of Information Technology Development and Operations, Director of Customer Marketing; Director Data Product Development; Director of IP Operations; District Technology Coordinator; Quality Assurance Software Developer.
- Strengths: Proven leadership/managerial abilities; excellent communication/interpersonal skills (able to develop positive relationships with individuals of all ages and backgrounds); enjoys challenges; established ability to rapidly grow businesses (NuVox from \$550,000 to \$550M in 10 years) proven track record of energizing others; strong decision making and problem solving skills; proven ability to execute strategic objectives on time and within strategic constraints; creative in meeting highly technical and complex objectives with strong skills in VOIP, IP Networking and Information Technology.
- Information Technology experience: Software, software design and design management, hardware and network design; security; implementation/ deployment; cost management; vendor management; compliance, regulated environments, virtualization/cloud services management of rapid application development; multi-department project management.
- Network Operations experience: VOIP, TDM, wireless, aggregation, Content Delivery Networks, Data Centers, High Availability Applications and Network Design and Operation, SAAS.
- Marketing experience: Product management, incubation / start-up, research, customer loyalty programs, strategic planning.
- Sales experience: Lead Complex Data Sales Team, Sr. Executive of Account Management
- Industry experience: Telecommunications, Technology; Manufacturing; Service; Education; Healthcare.

AREAS OF EXPERTISE:

- Carrier VOIP & TDM Network Operations
- Leadership/Management
- Sales, Marketing & New Business Development
- Strategic Planning
- Information Technology
- Coordinating Start-Up Products / Operations
- Improving Customer Retention
- Budget Development
- Raising Capital/Debt
- Long term business planning
- Carrier IP/Internet/MPLS Network Operations
- Supervising/Motivating Personnel
- Competitive Analysis, Market Demographic Research and Development
- Recruiting and Maintaining Highly Technical staff
- Data Center Design and Operations
- Data, Systems and Network Security & Compliance
- Mergers & Acquisitions
- Capitalizing on Rapidly Changing Market Trends
- Project Management (Traditional / Agile)
- Creating/Implementing Product Pricing
- Managing IT / Operational readiness for IPO

SELECTED ACCOMPLISHMENTS:

Awards:

- Partner of the Month (April 2000) NewSouth Communications Award for most outstanding partner contributing above and beyond his/her job (1 out of 1500 eligible employees); College of Rhinoceroology Graduate – Motivation and leadership class instructed by long-time Greenville entrepreneur Leighton Cabbage demanding excellence and commitment to ethical business practices; Outstanding Speaker, CLEC – Award given for outstanding speaker performance at the 2000 Society of Telecommunications International Conference in Puerto Rico.

NuVox (formerly NewSouth Communications):

- Operated a total invested \$1B, North America's largest business VOIP carrier network operating in 16 states generating \$565M in annual revenue
- Achieved 75% of customer base under valid contracts while maintaining a gross margin of greater than 40%; improved customer retention to greater than 99% monthly on all services; proposed program to upsell into base that resulted in \$85,000 in new monthly recurring revenue with no additional network costs; developed, led and launched facilities-based broadband Internet access provider.
- Improved reliability of NuVox VOIP network from 99.75% availability to 99.998% in 1 year.

Auburn City Schools:

- Propelled school district towards a comprehensive plan to network classrooms, connect eight campuses, make Internet access available to all classrooms and integrate technology into the official curriculum.

PROFESSIONAL EXPERIENCE:

- **NuVoX** **1999 to Present (Purchased by Windstream on 2/6/2010)**
(Formerly NewSouth Communications, Inc.), Greenville, South Carolina

Vice President Center Operations (2007-Present)

(Facilities based Competitive Local Exchange Carrier (CLEC) providing voice, data, Internet and enhanced services to about 100,000 businesses, representing approximately \$550 million in annual revenues. Largest Business only VOIP provider in U.S.).

- Manage team of 120 highly technical, educated and trained network and carrier professionals responsible for day to day operations and surveillance of voice, data, Internet and enhanced services platform operating in 16 states. 100% of team carried advanced certifications of technical operation, 70% College graduates, 15% graduate degrees and 40% with advanced Cisco certifications.
- Operate (29) Class 5 switches, 40 Central Office Sites, 500+ collocations, 4 Customer (SAS-70 II certified) DataCenters, 24 Softswitch gateways, 16 state MPLS / IP network with over 550 routers, VOIP platform. Vendor expertise in Cisco, Lucent, Nortel, Sylanro (now Broadsoft), Broadsoft (native), ACME, Sonus, Movius (previously IP Unity), Adtran and many others.
- Head extensive vendor maintenance and negotiations representing >\$75M annual capital:
 - Tier One Carriers such as Level 3, AT&T, Sprint, including incident management, support agreements, service level agreements, and contracts
 - Equipment vendors such as Sun Microsystems, Dell, Lucent-Alcatel, Cisco, Adtran, EMC, StorageTek, Netaps.
 - Software vendors such as Microsoft, Oracle, Subex/Azure, RedHat, AmDocs.
- Reduced Repairs and Maintenance costs with hardware and software vendors by 45% over three years realizing actual OPEX savings over \$10M
- Conduct(ed) offshore projects in Poland, Argentina, China, and India for software development, call center Tier 1 support, and NOC (Network Operations Center Surveillance).
- Direct team of voice network responsibilities including core translations, switch maintenance and upgrades, transport, Digital Cross Connect, Muxing systems, Fiber Network transport (owned and leased), Wireless, least cost routing.
- Lead NOC (Network Operations Center) watching 20,000+ elements 24/7/365 – also offered network monitoring as a service: tier 1 and tier 2 services, tier 3 remote as a revenue center.
- Stabilized VoIP platform from averaging 12+ network wide outages a year to less than 1 per year on Sonus / Sylanro (Broadsoft) / ACME (VOIP service level improvement from 99.75% to 99.998%)
- Advance knowledge of operating traditional and new generation networks while maintaining high quality of operations in high growth telecommunications
- Direct Data Networking team which operated and maintained a MPLS (maintained Cisco QoS for MPLS Networking and Cisco Certified Network status), Voice, Video, and Internet network packet network. MPLS NNI providing Global network reach.

- Supervise administration of video services, stored content design and operation for both consumer streaming, multicast streaming, and professional streaming.
- Lead VOIP services team providing traditional gateway, SIP trunking, Hosted PBX (SAAS – Software as a Service) packet voice services in 16 states
- Manage security team providing managed security to Healthcare, Financial, and small business.
- Direct Operational IT – help desk, server administration, backup, 750+ servers, 200+TB raw data storage, 2 major data centers, build, deploy, maintain, security, patch management,
- Reduced and collapsed management structures to optimize and maximize technical talent
- Strategic plan QESA (Quality, Efficiency, and Situational Awareness) campaign – reducing Network outages 50% over three years (* includes changes in calculation and network growth of about 10% a year compounded)
- Completed Merger and Acquisition of FDN Communications, consolidating surveillance in 60 days, all other teams, functions and roles within 120 days. Merged email, directory systems and file sharing systems in 3 business days.
- Deployed unified, fault tolerant, VOIP based call center in Maitland and Greenville (primaries) for call center with advanced call center technologies. Highly diverse with Disaster Recovery site to site failure capability.
- Lead and administer network and functional Disaster Recovery Plan
- Supervise Design Review, Acceptance testing, interoperability testing, failover/redundancy testing and deployment of new systems and networks
- Deployed MFD Printing solution to reduce power consumption and reduced operating costs to print by \$450,000 over three years – reduced power consumption by 55% and provided a pathway to supplying company with method to go paperless for orders – saving 22,000 hours of faxing a year.
- Implemented security system in network that allowed for dynamic “black holing” of hostile networks within seconds of detection.
- Implemented compliances such as FRCP, SAS70, HIPAA, Red Flag, CPNI, PCI, various State and Federal regulations as part of highly regulated industry and for IPO preparations.

Director of IT (2005-2007)

- Directed IT Operations: help desk, server administration, backup, 750+ servers, 200+TB raw data storage, 2 major data centers, build, deploy, maintain, security, patch management.
- Lead Software development teams of Web and Portal Development, CRM applications, Data Warehouse and Data marts, and Sales applications.
- Implemented strategic plan to convert NuVox to formal reporting and metric process by deploying formal Data Warehouse.
- Collapsed data centers with savings of over \$250,000 dollars
- Implemented ITIL (ISO 20000) practices to bring IT development and control to current standards and best practices.

Director of Customer Marketing (2003-2005)

- Manage team of 35 Account Managers in 9 States and Inside Sales Representatives responsible for the revenue and contract management of all NewSouth clients.
- Provide strategic direction for senior management and multiple company departments to increase customer loyalty throughout entire customer lifecycle.
- Maintain monthly customer churn rate at or below 1%, an industry segment leading benchmark.
- Created and defined sales and marketing key performance indicators for merger with NuVox.
- As a member of Merger Acquisition Team for the purchase of UniversalCom, integrated marketing plans and customer base.
- Drive strategic direction of product development to create horizontal and vertical product lines that enhance customer loyalty including: Voice over IP, managed Quality of Service data networking, managed data network security, disaster recovery products, Spam filtering, network anti-virus protection, managed Virtual Private Networks and other products and services.
- Reorganized management structure and hired new management team.
- Produced \$2.7 million in annualized revenue since taking over Account Management team in April 2003.
- Increased productivity per sales representative 300% in ten months.
- Renewed customer contracts worth over \$1 million in monthly revenue.
- Created incentive programs for customers, NewSouth Account Managers and Inside Sales Representatives to help set record production numbers for team.

Director Data Product Development / Senior Manager of Data Products (1999-2003)

Hired by founder of NewSouth to lead company to status as premier provider of broadband Internet access within six months of starting.

- Designed and built network and marketing strategy still in use today: a packet-based dynamic voice and data service, and Netosphere – an edge (last mile) agnostic multi location networking product that allowed users to connect via Frame (default), ATM (advanced), NNI (off-net), DSL, and VPN (including VPN by BYOB) this is still the blueprint of NuVox's current product VoxNet
- Directed multi-departmental project team to specify, build, deploy and launch broadband Internet access product; served first revenue producing client within four months of project start-up.
- Implemented broadband Internet access product into sales, sales engineering, provisioning, support and back office systems.
- Developed strategic mandate to grow data product suite to include: integrated services, DSL access, VPN support, managed firewall, e-mail hosting, web hosting and domain name hosting.
- Realized a 508% annualized growth rate in data services revenue for first two years of service.
- Institutionalized data products/services as a core offering, accounting for over 40% of retail revenue.

• **TALK.COM**

1997 to 1999

(Formerly Omnicall, Inc.), Greenville, South Carolina

Director of IP Operations

Hired by owner of company at initial start-up phase; responsible for all IT functions as well as developing and launching a dial-up and broadband Internet access product; directly participated in raising \$4.5 million in venture capital and \$10.5 million in debt; led integration team of web hosting company acquisition; final responsibilities included preparing products, people and systems for company acquisition and merger with Access One (now Talk America).

- Established OmniCall as a business provider by building an Internet access network and infrastructure, creating a pricing and promotion plan, establishing distribution channels through direct sales and dealers and structuring the product as part of OmniCall's core product offerings.
- Forecasted and achieved greater than 250% growth in Internet access product through direct and indirect sales channels.
- Reorganized Information Technology department to support hyper-growth of company; initiated use of interns for validation and debugging work on software, reducing department personnel costs by 20%.
- Built applications to sustain all segments of the business and provide expertise to build and maintain required infrastructure to support systems for a call center, billing system, sales leads and tracking system, audit and control software, financial software and reporting and external gateway applications to interface with vendors.
- Innovated an application that allowed service record validation of billing system (inventory) against vendor system to reconcile all charged services; application allowed rapid notification of altered services by vendor and allowed precise collection of inaccurate information; reduced billing and service errors by 4%; achieved such a high rate of accuracy and speed, project was listed in major court case as evidence that a CLEC had successfully implemented electronic Operations Support System (OSS) with a major Regional Bell Operating Company (RBOC), BellSouth (Federal Court 271 Filing in Louisiana, 1998).
- Participated in BellSouth TAG (electronic ordering system) development teams that made OmniCall the first CLEC to successfully place test orders through TAG system.

• **AUBURN CITY SCHOOLS**, Auburn, Alabama

1995 to 1997

District Technology Coordinator

Eight campus K-12 education position responsible for ongoing support of 2000+ computers and development of strategies for integrating local area networks, wide area networks and Internet access into school district and classroom curriculum.

- Managed help-desk to support thousands of PCs spanning eight campuses.
- Coordinated the recommendation, purchasing and deployment of several hundred computer systems on multiple campuses.
- Engineered, recommended, purchased and deployed network and systems support infrastructure for 4,000+ students.

- Spearheaded the management and coordination of four-site, 500+ volunteer "NetDays" operation to wire and connect schools to each other and the Internet.

PRIOR PROFESSIONAL EXPERIENCE:

Quality Assurance Software Developer, Michelin Tire Corporation, Greenville, South Carolina (1995)

R&D Home Automation Software and Hardware Development, A&VS, Birmingham, Alabama (1993-1994)

Owner, Engineered Computer Solutions (provided networking and WAN connectivity to small businesses), Auburn, Alabama (1990 – 1993)

EDUCATION:

- **Computer Engineering (1990-1996)**; Auburn University, Auburn, Alabama
- **Certifications:** MCSE (3.51), CNE (3.12), Bay Expert – Core Routing (now NNCNA), and Check Point Firewall 1
- **Continuing Education:** Leadership NewSouth – Course consisted of extensive senior management training from finance and budget planning to recruiting and human resources; Workplace Communications and Management – Greenville Technical College Buck Mickle Center; 7 Habits of Highly Effective People – Greenville Technical College Buck Mickle Center.

ASSOCIATIONS/INTERESTS:

- Institute of Electrical and Electronics Engineers (IEEE) member (1992-Present)
- Project Management Institute (PMI) member (1996-2001)
- Sara Collins Elementary "Partners in Business" Volunteer (2000-2002)
- Greenville Innovation Committee: Roundtable participant in organization that annually awards top companies Innovation Awards, thus promoting investment/scientific development in SC businesses
- Interests: General Aviation Pilot; Tennis; Soccer; spending time with family and friends
- United Way Young Philanthropists (2004-Present)

Kidd Filby

Senior-Level Telecommunications Engineering and Operations Executive with a proven track record of success at planning, designing and implementing networks along with creating an outstanding customer service environment and NOC as VP of Engineering, at a very profitable and award winning facilities-based CLEC in California, and as CTO for a FTTH CLEC in Minnesota.

With greater than 26 years in the telecommunications industry, I have developed into a strong leader who promotes research and rigorous testing of cutting-edge technology. My experience enhancing network quality, customer satisfaction, and company revenue is a necessary asset to any company. I am also experienced in all stages of product life cycles, including conceptual design, initial feasibility analysis, implementation and enhancement. I strive for 5-9's in all aspects of the business, not just uptime of the network.

Key Qualifications and Skills

- CTO & Senior Operations Experience
- Strategic & Operational Technology Planning
- Crisis Management
- Vendor Management
- FCAPS System Evaluation & Integration
- NOC Creation & Management
- Ensuring Customer Satisfaction
- Team Building & Ownership
- Network Operations Cohesiveness
- Corporate Design and Requirements

EXPERIENCE AND ACCOMPLISHMENTS

2/12-Present: RCLEC Inc., 999 Baker Way, San Mateo, CA. 94404

Sr. Manager Voice Gateways

- Architect and design nation-wide voice gateway platform.
- Review and approve Interconnect Agreements.
- Perform vendor evaluations.
- Construct protective and enforceable maintenance agreements and SLAs with vendors.
- Develop and implement PSTN interconnections.
- Meet all state and federal requirements to obtain CLEC certifications.
- Manage codes & numbering acquisitions and processes.
- Develop Routing & Trunking plans.
- Spec-out network reporting for tracking and trending.
- Staff and train all applicable departments to create and maintain a carrier class network.

2/11-2/12: Race Communications, 101 Haskins Way, So. San Francisco, CA. 94080

Network Engineering

- Telephony network design and implementation via GPON, FTTH and Soft Switch technologies.
- Network discovery and documentation of current network to create databases for use by an in-house FCAPS OSS that will increase productivity and decrease expenses.
- Provide Best Practices training to achieve historical telephony standards, ensuring company-wide 5-9's performance.
- Detail the requirements for the in-house FCAPS OSS
- Network and customer monitoring, provisioning and installations for growth and migrations
- OSP design and implementation of current and future city expansions
- Company/customer base expansion business-case verification and creation.

4/10-11/10: Nevada Comstock Communications, 155 Glendale, Sparks, NV

Telephony Services Engineering Consultant

- Maintained/Improved Soft Switch telephony services
- Improved overall customer satisfaction
- Trained employees on MetaSwitch functions
- Created and documented OAM&P procedures

5/08-7/09: Jaguar Communications, 213 South Oak Avenue, Owatonna, MN

Chief Technical Officer

- CTO for triple play FTTH telecommunications service provider.
- Created an environment of accountability, responsibility and job satisfaction at all levels of the company.

- Managed all NOC, engineering, OSP, CO's, customer installation and network vendor selection functions.
- Drove the creation of surveillance, operations and engineering technical processes and best practices.
- Established workforce requirements and evaluations.
- Set company wide technical priorities.
- Attained milestones and responsible for due diligence on multiple projects on time and in budget.

7/00-3/08: Arrival Communications, 1807 19th street, Bakersfield, CA (2008 - d/b/a TelePacific Communications)

Vice President of Engineering and Technical Planning (Promoted: Sr Switch Engineer, Director of Engineering, VP)

- Technical Lead of the Sr. Management Team reporting to the President.
- Created the NOC and oversaw all system integrations for OAM&P of the network and customers.
- Managed all technology activities including network architecture, strategic planning, research, and maintenance
- Set priorities and goals for planning, technical strategy, growth opportunities, network quality and technical support.
- Created, managed, trained and mentored exceptionally skilled teams with outstanding customer awareness.
- Generated and successfully implemented project plans pushing the company to remain a leader in our (31) markets.
- Maintained customer-centered, high-quality network with remarkable **customer churn rate of less than 0.8%**.
- Superior vendor liaison. Ensured for Arrival's and our customers' best interests while managing vendors.
- Arrival Communications received **California's 2006 Small Business Award**.
- Provided outstanding crisis management, decision-making and problem solving results to executive, legal, finance, hr, marketing, customer service and network teams.
- Conducted weekly conference calls with partners/vendors for enhancements and/or RCAs of network troubles.
- Determined interoperability issues within multi-vendor deployments and quickly took action to resolve issues.
- Created workflow documentation for numerous aspects of deploying a VoDSL network.
- Instituted weekly status meetings with cross-functional team leaders and executives.

2/00-6/00: Time Warner Telecommunications, NOC, Greenwood Village, CO.

Senior Switch Technical Support Engineer

- Lucent 5ESS Tier III technical support.
- Technical adviser team member in soft-switch, FCAPS and Office Support Systems (OSS) evaluations.
- Generated technical job aids for NOC engineers & technicians.
- Trained customer care personnel.

12/96-2/00: Lucent Technologies, NRC Center, Aurora, CO.

Lead Senior Switch Specialist

- Lead representative on Next Generation Networks (NGN) team for the Network Reliability Center (NRC).
- Provided technical support to numerous Competitive Local Exchange Carrier (CLEC) companies.
- SME for switch installation and turn-up, analyzing live switch performance, rectifying any switching issues.
- Defined job responsibilities and training requirements for NOC surveillance team.
- Wrote a Unix-based program to automate analytical processes from network element EMS reports.

5/95-12/96: USWEST, SAC, Littleton, CO

Service Assurance Technician

- At the request of co-workers, and management, I took over the supervisory role and created the most highly rated NOC surveillance team in the company.

6/90-5/95: Bell Atlantic, NOC, Falls Church, VA

5ESS NOC Analyzer Position

- Systems administrator for Network Operations Center (NOC)
- Provided full switch-analysis and maintenance for (5) Lucent 5ESS switches.

7/85-6/90: Hughes Network Systems, Germantown, MD

Engineering Technician - Proprietary Satellite Communications System

- Held Top Secret DISCO security clearance.
- Fulfilled CONUS/OCONUS assignments installing, testing and training military personnel on Secure TDM/TDMA Satellite System.

TELECOM SPECIFIC EDUCATION

5-STAR Tier II and Tier III Tech Support BellCore Certification
NM5026 5ESS BRCS/CENTREX Translations
TE7002 5ESS National ISDN-I
5-ODDM 5ESS Software Maintenance
UC1633 C Language Programming
MetaSwitch VP3510

SS7 NOW SS7 Functionality
NM5025 5ESS Switch Translations
ES505C 5ESS ISDN Translations
ES5805 5ESS-2000 ORA
NM5027 5ESS Switch Analysis
Sonos Soft Switch (all classes)

FORMAL EDUCATION

Washington Institute of Technology, Washington, PA 15301 (1985)

- **Associates Degree in Electronics and Computer Technology**

2005 graduate of Ken Blanchard Frontline Situational Leadership Management Training

Anthony Pasqualini

Email: tonyp@ringcentral.com

Desk: (650)472-4065

Mobile: (510)206-1304

Specialties

- Expert knowledge in all facets of telecommunications from process and procedure to configuration, troubleshooting & deep protocol dives
- Developing service processes & procedures from the ground up.
- Proven people & project management skills.
- Managing network, systems and database teams responsible for deployments and support of large & small-scale enterprise and production networks.
- Proven track record providing customer support from the single user to the large enterprise business.
- Next Gen CallCenter, IPBX and PBX implementation and management.
- Creating & implementing realistic change management procedures to protect customer and network integrity but still allow the flexibility to execute changes in a timely manner.
- Working with remote teams using communications tools to ensure no matter how far away someone is from you they feel like they are part of the team.
- Vendor evaluation & management, purchasing hardware/software and negotiating pricing and terms.
- Disaster recovery planning and deployment

Expertise

Telecom & Network architecture and capacity planning - experience in designing and implementing network solutions to address capacity, redundancy, performance and management issues.

Both Hard & Soft voice switch configuration and translations Nortel(DMS), Avaya, Lucent(4/5ESS), Sylanro, Broadsoft planning, deployment and maintenance.

Voice and Data hardware planning, deployment and maintenance - AudioCodes, Sonus, Radisys(Convedia), Cisco and Juniper, Acme Packets Juniper (Kagoor).

Network management applications - experience in customizing open source applications, e.g., MRTG, Cacti (including Weathermap), Smokeping, BigBrother, Netflow, syslog.

Network management tools - experience in developing in house applications to solve various network management concerns using PERL, unix shell scripting.

System administration - some experience with unix systems and the administration necessary to maintain network monitoring applications

Datacenter operations - experience with physical datacenter attributes such as HVAC, power, cable plant and structural hardware. Designed and implemented several different footprint designs based on capacity and/or flexibility.

Documentation - experience with the various documents required for management and audits, e.g., physical elevations, network topology, cable plant design, IP address management, configuration management, configuration database (CMDB), change control, Sarb/Ox, PCI controls.

Regulatory - FCC, PUC NANPA, CTRC documentation and order review to provide technical and regulatory guidance to our in house attorneys on ruling and compliance. Review, red line and editor of terms and conditions, carrier agreements and rate documentation.

Protocols:

- SS7 - TCAP, IS41, GSM MAP, ISUP, SCCP, MTP2/3 and ISDN
- VoIP – SIP, SDP, H248/Megaco, MGCP, UDP, Diameter, Sigtran, H323
- IN/AIN services - LNP, CNAM, LIDB, 800, IS41 and GSM MAP wireless TCAP based applications
- Test equipment - INET Spectra, Tekelec IAS, HP Openview/Access7, Agilent NGN protocol analyzer, IXIA and Empirix Hammer Call Generator
- UNIX – Solaris, Linux and HP/UX
- Network elements - IMS Core, IPBE/SBC, SS7 Signaling Gateway, SSP, STP, SCP, MSC, HLR and VLR.

Employment Background:

**RingCentral, Inc. (and its subsidiary: RCLEC Inc.) San Mateo, Ca. 11/09 to Present
Senior Telecom Manager, Operations**

- Responsible for maintaining RCLEC's Network & Telecom software, hardware and infrastructure to ensure high availability to our customers.
- Primary negotiator for all carrier services, including network connectivity, telephone numbers & circuits and usage rates for LD and International traffic.
- Accountable for assuring RCLEC's PCI and CPNI compliance.
- Manager of the team that handles all telecom systems deployments hardware and software as well as internally developed software solutions.
- Negotiated, purchased and rolled out Empirix Hammer as our QOS tool to provide proactive alerting and visibility to quality issues impacting our customers and partners and deep dive forensic research for network and voice issues.
- Implemented standard operating procedures with the Network Operations Center (NOC) using best practices to protect the RCLEC network
- Negotiated a reduction in LD & Telephone number rates saving over 900k annually.
- Brought XO, Peerless, AT&T into our pool of outbound providers and created the specification for RCLEC's first deployment of least cost routing. Worked with the Network and Systems engineering teams to design our next generation redundant datacenters using Common layer/POD layer architecture.
- Helped network team re-architect the existing Juniper network adjusting the BGP announcements to protect the legacy equipment while
- Currently working with Sonus to widen our network gear and establish SS7 connectivity with the PSTN.
- Created documentation and procedures for LNP, Number acquisition, TF number process using SMS800.
- Overall responsibility for the network and telecom operation budget \$1.2 M monthly.

**Superior Court of California, Alameda County 11/07 to 11/09
Network & Communications Manager**

Managed the day-to-day activities and special projects of the network and communications group; and trains, coaches, supervise and evaluate professional and Zhone Technologies, Oakland Ca. 11/05 to 11/07

Manager of Global Service and Support

Manager TAC, Escalation and Training for Zhone Technologies voice, video & network equipment.

Covad Communications, San Jose Ca. 10/04 – 11/05

Manager of VoIP Production engineering

Manager of 10 engineers and the Covad VoIP Network.

Zhone Technologies, Oakland, Ca. 10/00 – 10/04.

Switch Manager & Sr. Telecom Engineer/Product Test Engineer QA Lead

Switch Manager//Test Engineer/Voice Network Consultant

Alltel Communications Little Rock, AR.

CLEC Engineering 3/00 – 10/00

CLEC Network Engineering Project Manager - Overall manager of the implementation of Alltel's (Windstream) CLEC deployment and implementation of 26 Access Nodes in Georgia and South Carolina.

Telecom Technologies Consultant for MCI/WorldCom, Richardson, TX

Nortel Product Test/Verification Engineer 99 – 00

Responsible for the testing, verification and implementation of the MCI/Worldcom On-Net project in South America and Europe.

ATU Telecommunications, Anchorage, Alaska

Switching Engineer 97 – 98

One of four switching engineers translating DID/DSS ISDN and SS7 trunking and routing for 5 DMS-100 switches.

Nortel Public Networks Europe, Maidenhead UK (Bell Northern Research)

Systems Integrity Engineer 94 – 97

Part of the Quality Assurance engineering team responsible for the pre release testing of DMS-100E & DMS-500 hardware, signaling compliance and new software functionality.

Military Experience

1992-1994 – Telecom Switch Tech(RM1) – US Commander Navy Europe, London, UK

1989-1992 – Satcom Radio Tech(RM2) – US Naval Support Facility, Antigua, West Indies

1987-1989 – Satcom Radio Tech(RM3) – USS Belknap- Commander Sixth Fleet – Geata, Italy

Education – US Navy

- Radio Satellite "A" School 1986
- Basic & Advanced Electronics Engineering 1986

References upon request

Exhibit 2- Financial Information

STATEMENT OF FINANCIAL CAPABILITY
RCLEC, Inc.

Applicant has sufficient financial capability to provide the requested service in the State of Florida and has Florida and has sufficient financial capability to maintain the requested service and to meet its lease or ownership or ownership obligations. In support of Applicant's stated financial capability, a copy of its INSERT is attached to its INSERT is attached to its application. Applicant intends to fund the provision of service through internally generated internally generated cash flow. Applicant also has the ability to borrow funds, if required, based upon its financial upon its financial capabilities, to provide service in the State of Florida.

[CLK note: Information determined confidential and shredded; RCLEC, Inc. to file information, confidential claim and confidential documents in separate filing.]

AMcLean