

April 16, 2018

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

To whom it may concern:

Please see attached CLEC application for Batchlink Inc. Also included is an original and 2 redacted copies of the application. Please note that the financials are being filed confidentially. Included is also a check for \$500 for the application.

Sincerely,

Peter Batchelor

**FLORIDA PUBLIC SERVICE COMMISSION**  
**OFFICE OF TELECOMMUNICATIONS**

**APPLICATION FORM**  
**FOR**  
**AUTHORITY TO PROVIDE TELECOMMUNICATIONS COMPANY SERVICE**  
**WITHIN THE STATE OF FLORIDA**

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**Instructions**

- A. This form is used as an application for an original certificate and for approval of transfer of an existing certificate. In the case of a transfer, the information provided shall be for the 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 **\$500.00** 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 **\$500.00** is required for the transfer of an existing certificate to another company.
- F. If you have questions about completing the form, contact:

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

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.

2. Name of company: Batchlink Inc.

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

Batchlink Inc.

4. Official mailing address:

Street/Post Office Box: 701 SW 128 Avenue, F115

City: Pembroke Pines

State: Florida

Zip: 33027

5. Florida address:

Street/Post Office Box: 701 SW 128 Avenue, F115

City: Pembroke Pines

State: Florida

Zip: 33027

6. Structure of organization:

Individual

Foreign Corporation

General Partnership

Other, please specify:

Corporation

Foreign Partnership

Limited Partnership

**If individual**, provide:

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

7. **If incorporated in Florida**, provide proof of authority to operate in Florida. The Florida Secretary of State corporate registration number is: P17000004491
8. **If foreign corporation**, provide proof of authority to operate in Florida. The Florida Secretary of State corporate registration number is:
9. **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:
10. **If a limited liability partnership**, please proof of registration to operate in Florida. The Florida Secretary of State registration number is:
11. **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: \_\_\_\_\_

12. **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:

13. Provide **F.E.I. Number**: 81-4951117

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

(a) The application:

Name: Peter Batchelor  
Title: President  
Street Name & Number: 701 SW 128 Avenue, F115  
Post Office Box: \_\_\_\_\_  
City: Pembroke Pines  
State: Florida  
Zip: 33027  
Telephone No.: 786-220-5654  
Fax No.: \_\_\_\_\_  
E-Mail Address: batchlink@gmail.com  
Website Address: \_\_\_\_\_

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

Name: Peter Batchelor  
Title: President  
Street Name & Number: 701 SW 128 Avenue, F115  
Post Office Box: \_\_\_\_\_  
City: Pembroke Pines  
State: Florida  
Zip: 33027  
Telephone No.: 786-220-5654  
Fax No.: \_\_\_\_\_  
E-Mail Address: batchlink@gmail.com  
Website Address: \_\_\_\_\_

(c) Where will you officially designate as your place of publicly publishing your schedule (a/k/a tariffs or price lists)?

Florida Public Service Commission

Website – *Website address*:

Other – *Please provide address*:

15. List the states in which the applicant:

(a) has operated as a telecommunications company.

N/A

(b) has applications pending to be certificated as a telecommunications company.

N/A

(c) is certificated to operate as a telecommunications company.

N/A

(d) has been denied authority to operate as a telecommunications company and the circumstances involved.

N/A

(e) has had regulatory penalties imposed for violations of telecommunications statutes and the circumstances involved.

N/A

(f) has been involved in civil court proceedings with another telecommunications entity, and the circumstances involved.

N/A

16. Have any of the officers, directors, or any of the ten largest stockholders 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. Yes  No

If yes, provide explanation.

(b) granted or denied a certificate in the State of Florida (this includes active and canceled certificates).  Yes  No

If yes, provide explanation and list the certificate holder and certificate number.

(c) an officer, director, partner or stockholder in any other Florida certificated or registered telephone company.  Yes  No

If yes, give name of company and relationship. If no longer associated with company, give reason why not.

17. Submit the following:

(a) **Managerial capability:** resumes of employees/officers of the company that would indicate sufficient managerial experiences of each. Please explain if a resume represents an individual that is not employed with the company and provide proof that the individual authorizes the use of the resume.

(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. Please explain if a resume represents an individual that is not employed with the company and provide proof that the individual authorizes the use of the resume.

(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:** *It is the applicant's burden to demonstrate that it possesses adequate managerial capability, technical capability, and financial capability. Additional supporting information can be supplied at the discretion of the applicant.*

**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 telecommunications company 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 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.**"

I understand that any false statements can result in being denied a certificate of authority in Florida.

COMPANY OWNER OR OFFICER

Print Name: Peter Batchelor  
Title: President  
Telephone No.: 786-220-5654  
E-Mail Address: batchlink@gmail.com

Signature:  Date: 3/17/2018

## **Exhibit A**

### Resumes of Executives

**Peter Batchelor**  
**701 SW 128 Avenue #115**  
**Pembroke Pines, Fl. 33027**

**Objective**

Incorporated adult learning techniques in training sessions of Hospital and HOD staff and contribute to the efficiency of instructional design.

**Education**

**Bachelor of Science-Business Administration (Honors)** Florida Atlantic University, Boca Raton, Fl.

**Associates Degree-Business Administration (Honors)** Miami-Dade College, Miami, Fl.

**Certifications**

**EpicCare Ambulatory 2015 W/NVT 2017**

**Summary**

Expert EMR Analyst for a more focused Implementation.

Accomplished and well-organized EMR Specialist with extensive experience providing top-level programming and support to medical professionals while streamlining their facility's technical EMR functions. Highly skilled in the implementation and instruction of all industry-standard systems including **Epic, Cerner, NextGen, Visage 7 Imaging software and Meditech**. Ambulatory and Inpatient processes involving **ClinDoc, Beaker, Beacon, ADT, Cadence, Willow, Radiant, HB/PB Billing, ASAP, OpTime, CPOE, HIM, Cupid, Stork, J-Point Payment System, Powerchart, SurgiNet and Dragon**. Academic qualifications include a **Bachelor's degree in Business Administration with a Major in Accounting**. Strong leadership skills with an exceptional ability to remain calm and focused during implementation troubleshooting and problem-solving processes. Seasoned instructor with technical support expertise who functions at a high level working as a Team Leader or as an integral part of a collaborative team effort.

**Integrated Path Communications LLC, NY, NY. 2001 – 2014**

## **Director of Engineering/Telecommunications Manager.**

- Significant experience in building long-distance, VoIP and local competitive networks.
- Designed and implemented SS7 network in NYC, interconnecting with ILEC via multiple DS3 trunks.
- Test Engineer – Provide verification of features and functions of Motorola digital CATV Head end equipment for Motorola DVS System Integration, which is part of the DVS System Engineering organization of Horsham, PA.
- Prepare test plans/procedures from system requirements for Motorola DVS System Integration.
- Monitor the project life cycle of multiple simultaneous projects within Comcast Cable National Engineering & Technical Operations.
- Developed spreadsheets, power point presentations, and formal documents describing capacity and budget requirements for various telecommunication projects throughout Asia, Africa and Central America.
- Personally managed installation of earth station and telecommunication equipment in Nigeria, Kenya, Sri Lanka, Guatemala and Jamaica.
- Negotiated sale to capacities to US based telecommunication companies and created weekly usage reports to facilitate billing.

## **Electronic Medical Record Analyst/Programmer/Trainer 2010 - Present**

**U of F Health, Shands Transplant Center, Gainesville, Florida**

**Mount Sinai Hospital, Queens NY**

**South Shore Hospital, Weymouth, MA**

**Southern Illinois Healthcare, Carbondale IL**

**Riverview Health, Noblesville, IN.**

**Thomas Jefferson University Wave 2, Philadelphia, Pennsylvania.**

**University of Pennsylvania, Philadelphia, Pennsylvania.**

**Thomas Jefferson University Go Live, Philadelphia, Pennsylvania.**

**Integrus Inpatient Go Live, Oklahoma City, Oklahoma.**

**Honor Health Deer Valley Medical Center, Phoenix, Az.**

**NYU Lutheran, Brooklyn, New York.**

**HUMC Ambulatory Revenue Cycle, Hackensack, New Jersey.**

**Integrus Metro Ambulatory, Oklahoma City, Oklahoma.**

**UNC Pardee Hospital, Hendersonville, NC.**

**UNC High Point Medical Center, High Point, NC.**

**UNCMC Chapel Hill, NC.**

**NYCHH Elmhurst Hospital Queens, NY.**

**MD Anderson Cancer Center, Houston, Texas.**

**Gadsden Regional Medical Center, Gadsden, AL.**

**University of Maryland Medical Center, Baltimore, Maryland.**

**Sutter Summit Medical Center, Oakland, CA**

**St. Alexius Medical Center, Bismarck, ND.**

**La Palma Intercommunity Hospital, La Palma CA.**

**Northwestern Memorial Hospital, Chicago, IL**

**NYU Huntington Medical Group, Huntington, NY.**

**Sanford Health, Fargo, North Dakota.**

**Lahey Hospital Medical Center, Burlington MA.**

**Presbyterian Healthcare Services, Albuquerque, NM.**

**Sutter Solano Medical Center, Vallejo, CA**

**California Pacific Medical Center, San Francisco, CA**

**Alta Bates Medical Center, Oakland, CA**

**Harrison Medical Center, Bremerton, WA.**

**Laureate Psychiatric Hospital, Tulsa, Oklahoma.**

**University of Michigan Health System, Anne Arbor, Michigan.**



**Brian E. Shepard**

**INTEGRATEDPATHCOMMUNICATIONS, LLC – HILLSDALE, NY**

**President/Founder - Sr. Project Manager/Sr. Voice Engineer /Consultant 4/2006 to Present**

**BLUEBIRD COMMUNICATIONS, LLC**

**Director of Operations**

**12/2014 to Present**

**Responsible for managing and directing the implementation of operational impacting and growth of new business initiatives business critical projects within Telecommunication Services for the full project lifecycle.**

- Manage project resources and assist as a resource for providing setup and configuration of SIP trunks, SS7 Signaling Gateways SIP to TDM Gateways, and Cisco PGW-2200 SS7 Feature Group D switch for **Integrated Communications, LLC** in conjunction with AT&T, Frontier, CenturyLink, XO and Verizon.
- Manage Project Life Cycle for SIP to SIP interconnection for IPC Communications to XO and IPC Communications to Verizon, IPC to AT&T as well as to Tandem Transit and Neutral Tandem. This included managing resources across cross functional teams with Union and non Union personal.
- Test Engineer – Provide verification of features and functions of Motorola digital CATV Head end equipment for **Motorola DVS System Integration**, which is a part of the DVS System Engineering organization at **Horsham, PA**.
- Prepare test plans /procedures from system requirements for Motorola DVS System Integration, which is a part of the DVS System Engineering organization at Horsham, PA.
- Create test reports and present results to engineering teams and Project management for Motorola DVS System Integration
- Monitor the project life cycle of multiple simultaneous projects within Comcast Cable National Engineering & Technical Operations
- Supported CMT Supgrade for supporting VOIP and Power Boost for **Comcast Cable National Engineering & Technical Operations**
- Supported CMTS Next Generation Project in support of VoIP for Comcast Cable National Engineering & Technical Operations
- Analyze and forecast capital requirements for **Comcast Cable National Engineering & Technical Operations** new products and services
- Develop spreadsheets, power point presentations, and formal documents describing capacity and budget requirement for **Comcast Cable National Engineering & Technical Operations**
- Designed and Implemented a Capacity Planning models for Comcast Cable National Engineering & Technical Operations CMTS Capacity management team
- Designed and Implemented a Capacity Planning models for Comcast Cable National Engineering & Technical Operations Digital Video Transport

- Designed and Implemented IPTV Network Architecture for deployment in Haiti TV Cable System
- Designed and Implemented PON Architecture for deployment in Haiti TV Cable System
- Provide Capacity Planning Modeling including forecasting budgets to Haiti TV Cable System
- Designed and Implemented Gig- Etransport for Haiti TV Cable System
- Designed and Implemented VOD System for Haiti TV
- Project managed Haiti TV System Build and Launch

## **PANASONICSYSTEMSCORPORATIONNORTHAMERICA**

**Global Solutions Engineering Project Manager/ Voice Solutions Engineer                      5/2013 to 11/2014**

**Responsible for managing and directing the implementation of new business initiatives and business critical projects to help enterprise customers and partners achieve their goals by adoption of Panasonic Solution Engineered Technologies and Services. As the Global Solutions Engineering Project Manager I fully supported all aspects of the full project life cycle across all business verticals including health care, automotive, government, retail, hospitality and quick service restaurant for Global Project Initiatives.**

- Manage Project Life Cycle for Panasonic | Cisco Collaborative KIOSK Solutions project which included Cisco Call Manager configuration & integration, Cisco Jabber (softphone) testing and issues resolution, Panasonic Eco Partner Management (EPM - Vender Management) for hardware configuration, software and professional services which included NOC, Content Management Systems, Solution Integration, Site Make Ready, Solution Installation & Remote Monitoring. The role required managing resources across cross functional teams.
- Manage project resources and assist as a resource for providing setup and configuration of Panasonic's PBX, SIP trunks, SIP Clients, SS7 Signaling for TDM interconnectivity, Cisco AS Gateways SIP to TDM Gateways, and Cisco IEC/IEM for Panasonic's Global Solutions Engineering in conjunction with Cisco Systems Corp. NA..
- Track development road map, issues, and business and marketing process to drive resolution through stakeholders.
- Actively involved in the overall project management for new products and special project initiatives involving senior business leaders across all business verticals including healthiness, automotive, government, retail and quick service restaurant.
- Manage all phases of projects (time, scope, budget ,and risk)with strategy
- Supported the budget process
- Enhances departmental functions by implementing and enforcing processand policy including developing a quality management system (QMS), risk management, tracking & mitigation too land resource management tool.

**IBM /NYC Department Of Education****2/2010 to 6/2012****Consultant – Sr. Project Manager /Sr .Digital Video Surveillance Engineer**

As the key in-house Digital Video Subject Mater Expert (SME) I provided quality assurance auditing services for all Internet Protocol Digital Video Surveillance systems for the New York Department of Education. My objective was to determine if the work of the Digital Video Surveillance installation vendors is complete, correct, and followed the design specifications and standards of IBM/NYC Department of Education. A deliverable project status report was issued accepting each job as completed or issuing punch-lists to the vendors for items noted as deficient and requiring work/re-work to bring them in to compliance.

- Review school Digital Video Surveillance server setup and configuration parameters (OS, UPS, RAID arrays)
- Review IP Digital Video Surveillance application software configuration parameters associated with each unique school (UDP/OSPF).
- Review physical installation of BOSH & Panasonic cameras for focus, alignment, field of view, lens selection and lighting. (Includes appropriate bracket and mount selection).
- Review video MPEG- 4 encoder configuration, firmware level and port mapping documentation.
- Review rack infrastructure build and installation for air flow, rail installation, and equipment positioning from cable management and service ability perspective.
- Review vendor submittals for completeness and accuracy: Network & Electrical As-Built and asset data, Digital Video Surveillance User Workstation form, Floor plan map files and OS License files.
- Manage and maintain all individual punch-list & acceptance reports along with an overall QA summary of all sites on the customer Share Point portal and corollary databases.

**Ascent Media Group New York, NY****8/2008 to 1/2010****Global Manager of Operations and Engineering**

In conjunction with VP, Global Resources manage daily network operations of global DTM transport network as the principle operations expert

**Network Operations**

- Oversee DTM nodes, interconnections, service levels and provide Tier1 and Tier2 support to regional operation teams and global operation teams
- Issue work orders and oversee implementations based on network plans
- Developed and Managed capacity management process
- Performing root cause analysis and communicate to Sr. Staff outage results.
- Over see network software and hardware upgrades across entire network including compatibility testing and managing release notes details, features and bug-fixes
- Identify and approve all groom and maintenance requests made by carrier-vendors. Submit all maintenance requests to operations centers and internal clients for approval/notification.
- In conjunction with NMS engineers coordinate integration of DTM functionality into NMS systems to provide appropriate capabilities
- Manage in-band DLE servers and clients and integration with management-telemetry network

**Network Implementation**

- Execute and document the implementation of new internal and external service orders

- Execute and document the installation, testing and turn-up of new circuits(Voice [H232, SIP ISDN & TDM], Data and Video) and new nodes for operational use
- Interface with key vendors and Telecom Manager for circuit orders and changes that impact network operations
- Provide Point Of Contact communications with internal and external customers regarding status of service implementations, trouble tickets and network health issues
- Develop Detail Design and budget based on sales initiative
- Managed budget and Provide input for network planning and budgeting purposes

#### **Technical Training**

- Train engineering team in DTM network operations, service implementation and DTM transport technology services
- Train operation teams in basic DTM network operations and high-level trouble shooting

**VERIZON – Video Network Services Basking Ridge, NY**

**12/2006 to 5/2008**

#### **Sr. Staff Consultant**

Responsible for engineering of video transmission and switching platforms for the delivery of FIOS TV service offering and related services on the national FTTP video network.

- Responsibilities include the engineering of area-wide and company-wide video network deployments, data transport, switching/routing systems including layer 3 migration
- Engineering of video head ends, regional video hub office, medium haul networks, and video serving office (i.e. central office) equipment.
- Issue work orders and over see implementations based on network plans.
- Managing capacity requirements and developing capacity management process that initiates additional capacity for all video network components.
- Performing root cause analysis.
- Engineering of video application subsystems including EAS, Ad-insertion, VOD, IPG, Gaming.
- Reviewing video construction projects and their capital costs for validation of alignment with approved guidelines and the capital program
- Define IPVHO and IPSHEF iOS TV Architecture – Capacity Growth Project
- Manage IPTV Cross function team definitions and requirements gathering

**CABLEVISION SYSTEMS CORP.**

**3/96 to 4/2006**

**TELECOMMUNICATION NETWORK MANAGEMENT – Bronx/Brooklyn, NY 8/01 to 4/2006**

#### **Area Manager Inside Plant Engineering Head end – NYC (Brooklyn/Bronx)**

- Manage two 860MHz analog and two digital Head ends and 11 hub sites which service more than 850K subscribers.

- Responsible for Head end FCC proof of performance(C/N, S/N, Differential Phase/Differential Gain, Chrominance Luminance Gain, and Chrominance Luminance Delay)
- Supported there build effort by building 5 new Multi-Product Hub
- Designed and tested (C/N, CTB, and CSO) fiber interconnects (Super Trunk) to link head ends in region via optical fiber.
- Supported CMT Sup grade for supporting VOIP
- Managed the implementation of operational impacting projects, operational and capital budgets. Responsible for the design and methods and procedures development/implementation.
- Managed staff development, and inter departmental and vendor management.
- Designed and Implemented Gig-E transport which supported VOD (iP Video) for 11 Hub Sites and 2 Server Sites, C and L Band Satellite transport systems, and HD TV SONET Transport System
- Developed data security Anti-pirate counter measures
- Designed local System NOC for monitoring HSD, Broadcast Digital and VOD services
- Implemented and Managed ASI (iP Video) Transport systems
- Implemented Digital Commercial Insertion systems and Battery back-Up and Node status monitoring system
- Outlined all test and maintenance procedures for Broadcast Digital (ASI), VOD, HSD and DAVIC systems
- Responsible for managing a technical staff of 14 telecommunication engineers.
- Supported the budget management process by developing budget tracking tools using Java, Excel and MS Access

## **NEWPRODUCTOPERATIONALDEVELOPMENT –Bethpage, NY**

**1/00 to 8/01**

### **Senior Project Manger**

- Responsible for managing and directing the implementation of operational impacting and growth of new business initiatives business critical projects within Telecommunication Services.
- Coordinate cross business unit resources to consistently deliver high quality products and services on-time and in budget.
- Actively involved in the overall project management for new product or special project initiatives involving senior business leaders.
- Manage all phases of projects (time, scope, budget, and risk) with strategic and/or tactical importance to Cablevision.
- Supported the budget process

## **CORPORATEENGINEERING – Woodbury, NY**

**3/98 to 1/00**

- Manage SONET (Interconnect Optical Network {ION}) spanning 3 states, including utilization for voice/data/IP & video (HDTV, compressed and un-compressed), surveillance/status monitoring, circuit/network design, OC 48 hand-off, OC3 hand-off, and vendor/system analysis.
- Controlled management of contract deliverables, training, expansion of network, and budget responsibility.
- Designed and implemented NOC, including methods, procedures, and schedules.
- Supported the budget management process by developing budget tools using C++, and Excel

## **OPERATIONAL ENGINEERING – Hicksville, NY**

**11/96 to 3/98**

- Responsible for supporting the forward and return HFC network, head end and hub plant for 670K subscriber system, including design development, methods and procedures development.
- In charge of first level management of 11 technical personnel, including training, schedules, reviews, and interviews.
- Designed and tested (C/N, CTB, and CSO) fiber interconnects (Super Trunk) to link head ends in region via optical fiber.
- Designed and implemented Satellite Antenna installation and maintenance procedure. Perform due diligence inspections.
- Responsible for Head end FCC proof of performance (C/N, S/N, Differential Phase/Differential Gain, Chrominance Luminance Gain, and Chrominance Luminance Delay) and budgeting.

## **SOUTHERN NEW ENGLAND TELEPHONE SNET – New Haven, CT**

**4/96 to 10/96**

Responsible for developing the technical direction for the long-range business objectives of the Deployment of multimedia services within Connecticut

Providing complex designs in support of:

### **Systems Designed Transport**

- SONET – Design for delivery of Data, NTSC Video and Digital video signal
- Headend – Design/Upgrade for channel expansion and digital capability
- Pay Per View – Analog tape base delivery, migrating to Digital interactive delivery
- Ad-Insertion – Digital state wide system capable of town by town insertion
- Public Access – Design facility interconnection via fiber optic transport technology

### **Vendor Evaluation**

- Matrix Evaluation for Baseband video and BTSC audio
- Matrix Design for RF and IF video signals using multiple vendors
- Digital Video Server Evaluation for Multi-Application
- Ad-Insertion – Vendor Evaluation for Spot insertion and Info-Commercials
- Set Top Box Selection with interactive Electronic Programming Guide
- Character Generator with graphic display and remote communication
- Traffic and Billing solution
- Public Access facility processing equipment selection

### **Broadband CATV Distribution Systems**

- Inter central office fiber optic network design with return path technology Incorporated
- Ad-Insertion – HFC network design. Inserting at Globally and Granularly points
- Public Access – fiber optic network transport design
- Control Operations Room Design for Status Monitoring

## **Texscan MSI – Salt Lake City, Utah**

**3/93 to 4/96**

### **Project Manager, Senior Field Service Engineer**

- Responsible for all aspects of project development, implementation, and management.
- Supervised technical and operational staffs.
- Trained technicians and customers.
- Designed, and implemented installations and test procedures

**ALLEN ORGAN STUDIOS INCORPORATED – Albertson, NY**

**6/90 to 6/92**

- Responsible for training technicians, writing test procedures, scheduling service calls, troubleshooting to component level (analog and Digital), designing installations

**MARCONI CIRCUIT TECHNOLOGY INCORPORATED– Farmingdale, NY**

**2/88 to 3/90**

**Calibration Technician A**

- Responsible for calibrating various test instruments, producing technical reports, evaluating operating systems

**RHG ELECTRONICS LAB INCORPORATED– Bayshore, NY**

**4/87 to 1/88**

- Tested, tuned, and did troubleshooting of microwave attenuators, switches and performed all final testing including source inspections. Wrote specification sheets and outlines.

**GENERAL MICROWAVE CORPORATION– Amityville, NY**

**4/86 to 4/87**

**NARDA MICROWAVE CORPORATION– Hauppauge, NY**

**9/85 to 4/86**

**State University of New York – Old Westbury, NY**

BS Computer Science Engineering – Graduation Summer 2006

Grumman Data Systems Institute Electronic Technology Diploma - 1985

# Anson Malcolm

50 Chestnut Road • Amityville, NY 11701

T: 917-306-3025 • malc8089@gmail.com

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## SENIOR ACCOUNTANT

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### PROFILE

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- Award winning, corporate accounting strategist and senior accountant with 10+ years of leadership experience in full cycle financial accounting, financial reporting and compliance control for small to medium size corporations
  - Combines detailed-oriented analytical skills with perceptive big picture thinking capabilities to provide astute fiscal and operating advice for short and long term business planning
  - Employs communication and relationship management skills to cultivate strong relationships at all levels
  - Excels in high-pressure environments for large scale, high profile institutions, handling all responsibilities with utmost integrity, diligence and professionalism
  - Builds and motivates high-performance accounting and finance teams
  - Bachelor of Science Accounting and Associates degree in Applied Science Accounting - (Honors)
  - Expert in US Taxation for individuals, partnerships and corporations
  - Previous experience in a not-for-profit environment
  - Computer literate in QuickBooks, Excel, Word, Outlook
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### ACHIEVEMENTS/ACCOMPLISHMENTS

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- Instituted controls and processes to turnaround mismanagement of the main receivables account (\$250M) following an unsuccessful attempt by an external firm resulting in 5 figure losses
  - Introduced daily account reconciliations procedures to manage the high volume of transactions and statements with increased accuracy and speed
  - Reconciled accounts with utmost accuracy, investigating discrepancies to locate missing funds, averting financial losses through write-off procedures to force account balancing
  - Slashed administrative processing times for bank reconciliation from 1 week to mere hours
  - Selected by management to draft an internal moving expense policy for employees that was adopted by the university
  - Developed an automated system for on-site and off-site archival records by creating a customized Excel database to incorporate all records, allow accessibility to internal users and increase search agility
  - Received honorable mention in annual in-house newsletter citing stellar bank reconciliation efforts based on tuition account management, and the introduction of an archival records retention policy that has since been deemed the Facility's "Gold Standard"
  - Recipient of the prestigious Administrative Outstanding Achievement Award (2008) base on valuable contributions throughout tenure
  - Selected by the Chair of the Board of Trustees to concurrently hold the Controller position for St. John's Bread and Life, a subsidiary charity and the largest soup kitchen in New York
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### PROFESSIONAL EXPERIENCE

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#### ACCOUNTING/BOOKKEEPING CONSULTANT

2010 - Present

- Maintain the accounting records for several small businesses in the New York and Connecticut area
- File quarterly sales tax returns, payroll tax returns and other year-end forms as required
- Prepare budget reports using Microsoft excel as a primary tool
- Converted small businesses accounting systems from manual to automated

**Upper Management /President/ VP – Chief Operations Officer & Consultant**  
**Process Development / Product Launch / CRM / Negotiations / QA / Supplier & Customer Relations**  
**/ Cost Control / Pricing / Purchasing / Systems Analysis & Planning**

Management by objectives and a results oriented executive, strategic allocation of capital resources to systems and processes directly addressing effective and efficient operations in support of revenue growth and instilling confidence in diverse, highly competitive and fast-paced telephony and communication environments. Utilized technical, business and leadership skills to identify critical staff and technical issues, implement effective solutions for tough problems for startups to establish industry leadership. Directly responsible for establishing the tone and setting of strategic goals, while leading the development, deployment, support and delivery in revenue generating communications infrastructure(s) and facility operations. Abilities in setting and implementing long term vision to achieve EBITDA goals within overall product portfolios. Served as product champion by educating management on opportunities and risks associated with all forms of telephony and communication applications that focus on the strategic allocation of capital expenditures to achieve ‘best practice’ solutions.

- **Negotiated the sale of hundreds of thousands of dollars in telephony equipment and IP hardware, providing \$1M in capital to allow commercialization of business.**
- **Streamlined a soft switch installation process by cutting installation time 70%.**
- **Created total Customer Care program for joint venture partnerships and franchise clients, enabling firm to retain \$4M VC funding.**
- **Drove software development project, generating \$10M in monthly revenue and 50 million in monthly minutes in the switching network.**

**Special Skills:** Strategic and tactical thinker/planner... Solid analytical, communicative and interpersonal skills... Establishing new policies and procedures... Building cohesive, cross-functional teams... Cultivate talent, instill value, and create a passion to be successful... Develop effective short and long-term technical, business, and operational strategies:

- ❖ **Scalability and Performance:** strategic allocation of capital resources into scalable, high-performance management solutions that can support a critical mass of customers – quickly and cost effectively;
- ❖ **Modularity:** initiate and direct projects supporting open modular solutions that provide a common operating environment to facilitate automation and service neutrality prior to the time when modularity was fully recognized;
- ❖ **End to End Management Visibility:** Implement management solutions that provide an end-to-end view of the customer’s experience to ensure superior service levels;
- ❖ **Rapid Time-to-Market:** Direct and monitor time-critical projects on time and within budget constraints, while managing vendors to achieve agility and flexibility – quickly and confidently rolling out new services;
- ❖ **Aligning Investments and Cost Efficiency:** Provide visibility into investments from idea creation to launch; improve quality and speed of decision making with comprehensive views into project resource utilization and costs.

**Technical Skills: Telephony:** SBC(Session Border Controllers), IAD (Integrated Access Devices), Soft Clients, Lawful Intercept Telecom Licenses, Test Tools, Soft Switch Design and Deployment, Protocols - SIP, MPLS, MGCP, H323, SS7, ISDN. **Hardware:** IBM, SUN, CISCO, INTEL, AMD, EMC, NMS, Tekelec, Nortel, Media Gateways, Telecom and Networking Platforms.

**Communications Carriers:** Dealt with a Multitude of Carriers on a Wholesale basis for Voice and Data Services on both a TDM level and also later for VOIP. These Carriers included every major Carrier both Domestic and International from AT&T, Belgacom (BICS), British Telecom, Deutsche Telecom, France Telecom, Telecom Italia, Level 3 through the alphabet to Verizon and every PTT and Carrier around the World. Including many second and third tier Carriers for bandwidth allotment and peering partnerships. The number of Carriers were well over 100 individual companies of which I still maintain relationships to date.

#### **Education:**

**University of Akron, Akron, Ohio** 1964 - 1965; **New Jersey Institute of Technology** (formerly Newark College of Engineering) for Mechanical Engineering 1965-1969.

**Passaic School of Drafting, NJ** 1964

**New York State Property & Casualty Insurance License** 1990

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### Selected Achievements

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**Negotiated the sale of leading edge telephony platform equipment, providing initial seed funding and capital to allow the commercialization of business.** Cactus Communications wanted to commercialize, but lacked sufficient resources. Identified major roadblocks to commercialization and recommended prudent solutions. Sold Intellectual Property, enabling Cactus to meet its new business goals and commercialize the VoIP platform.

**Streamlined the Soft Switch installation process at 60 Hudson Street for several Colo Central clients, cutting installation time 70%.** Client CTO sought advice on strategic direction for product application development. Defined the Soft Switch connectivity and configuration issues, features and functions. Automated the bundling of components, significantly reducing installation time and improved ROI and margins for client organizations.

**Created total Customer Care program for wholesale/retail franchiser, enabling firm to retain \$4M VC funding.** Consulting client, needed a comprehensive customer care program to maintain needed funding. Recommended a viable organizational structure and required resources. Identified support application. Developed a program to manage, monitor and evaluate customer inquiries, satisfying VC that critical area of business was meeting its standards.

**Staffed and provided technical support for several Excel TDM Switching platforms in a multi-client business model for Colo Central at 60 Hudson Street. The facilities and infrastructure support package generated annual revenue of \$2.5M in facility leases and \$1M in technical support contracts.** Engaged and led the team in a joint software development venture that designed and implemented telephony software applications to manage and monitor network devices, leading to significant performance enhancements and new revenue opportunities.

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### Career Summary

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**Vice President/Consultant Integrated Path Communications, LLC. March 2015 – Present**

Assisting upper management with Telecom Regulatory compliance as well as Contracts and ILEC Interconnection Agreements related to all aspects of establishing networks for the exchange of voice traffic, CABs (Carrier Access Billing), Lifeline Services and generally all aspects of expanding business.

**Vice President Voice Stream Network, Inc. – August 2013 – July 2015.**

I was hired as a Part Time Consultant to assist this company in getting up and running as a new CLEC in 3 states, New York, Florida and Iowa, simultaneously. This company's main focus is on providing telephone based Chat service(s) as well as Audio Conference Bridges for both wholesale 'white labeling' to other Carrier entities as well as to its own Customer base. They are also working on mapping telephone numbers to any Audio content such as radio stations(from around the world) to Blogs and to Personal Broadcasting. Using phone numbers allows for any listener or participant to dial into an event from anywhere without using the Internet. My main duties are dealing with Carriers as well as all the Legal filings, forecasting and ordering of blocks of Phone numbers with the Quasi-governmental Agencies of NANPA, the Pooling Administration and NPAC. See: [www.radiolinknow.com](http://www.radiolinknow.com) and [www.openconferenceusa.com](http://www.openconferenceusa.com).

**Vice President EZ Mobile, LLC & Sonar Telecommunication, Inc. – January 2011 –January 2017.** Began work as an Independent Consultant to change the profile of these two companies (both owned by the same Management. EZ Mobile LLC is focused on Retail Distribution of Prepaid Telecom Products and Services from servicing thousands of Retail Shops throughout North America to also selling these services over their Internet Portal (See: [www.myezcalling.com](http://www.myezcalling.com)). They resell many brands of actual physical telecom cards, SIM Chips and 'Top Up' Cards to Pinless products from both other Manufacturers as well as their own Brands. Sonar Telecom is an FCC Licensed 214 Carrier that is "Facilities based" meaning that it has its own Switching Platform Carrier. Sonar is now interconnected to approximately 80 - 100 Carriers around the world to whom they route their International Voice traffic. Through my connections I was able to negotiate Interconnection Agreements with all these Carriers through various types of Contracts from a simple Wholesale Carrier Customer to both Reciprocal and Bi-Lateral Agreements. In addition, to selling a complete A – Z Voice 'termination' Route wholesale to any small Carriers these Routes or destinations are also used to produce their Retail Products for the Consumer prepaid arena (using EZ Mobile) In addition, these companies have also been Master Distributors for several Wireless Carriers as well as an MVNO for Sprint and Boost Mobile as well as a Reseller of Direct TV.

**Vice President – Telebroad, LLC. – September 2010 – Present**

When I sold my company Barr Tell USA to Telebroad in 2010, I was kept on not only as the President of Barr Tell but also as the Vice President of Telebroad. My job responsibilities are to make sure that Telebroad, the retail arm of Barr Tell, is always in compliance with all the Regulatory Agencies and Taxing Authorities as well as to take care of all the work related matters that might arise periodically. In addition, I act as their in house legal authority for Contract Management and the writing of most Business related plans, Agreements and/or Contracts that are necessary.

**President: Barr Tell USA, Inc.–June 2010–Present,** Started a corporation, Barr Tell USA, Inc, while working for Telx (see below) in Jan 1998 so that I could be paid as an Independent Telecom Consultant under my Title for Telx as the Director of Carrier Sales. In 2003, I filed a Petition in New York State for a Certificate of Public Utility and Convenience to provide the resale of telecommunications services as a CAP (wholesale). This business did not do well and became dormant until early 2010, when I was planning to retire. I then sold the business, but stayed on as part of Management and as Part Time Independent Consultant. The company was then upgraded with the State Public Utility Commissions to a CLEC in NY and NJ, where it now provides wholesale and retail phone service(s) as well as SMS Text Messaging by having all of its telephone numbers enabled for SMS or text messaging.

**CTO: SurfXpress, L.L.C., 470 Vanderbilt Ave., Brooklyn, NY 2007 – June 2010 (Semi Retired).** In 2007 on a quest to expand Colo Network Corporation, I acquired an existing business that specialized in Web Hosting along with an associate, where each of us owned 50%. I was the Chief Technology Officer and ran this business on a day to day basis along with Colo Network. This business differentiated itself from Colo Network offering shared web hosting as well as dedicated servers for web hosting using both the Windows OS and Linux Operating Systems and front end Control Panels. This business focused on Data Services rather than Voice.

**CEO and CTO: Colo Network Corporation, 470 Vanderbilt Ave., Brooklyn, NY - 2004 – June 2010 (Semi Retired).** Continued the operation of the Colo Central Corporation, after downsizing, restructuring and moving the telecom infrastructure operations to Brooklyn, while changing the name of the company. Re-established the company's ability to upgrade and integrate voice, video and data utilizing the newer technologies such as Metro Ethernet and VOIP, while assisting in eliminating TDM connectivity and switching port fees with Carriers. As an infrastructure company we also focused on co-location services of small servers and platforms for independent and small Carriers.

**CEO and General Manager: Colo Central, 60 Hudson Street, NYC – 1999 - 2004.** Launched a start up to provide infrastructure facilities and technical support to a middle market client base comprised of domestic Small Medium Business (SMB) and International SMBs providing a commercial presence in the domestic market. Colo Central provided Project Management, technical/customer care and support services; also business and professional services relative to local, state and federal compliance with telecommunications and regulatory law, licensing and policies. Successfully planned and implemented innovative offerings focused on providing switching services especially for enhanced featured telephony applications such as prepaid phone cards and IVR related apps. Colo Central provided and hosted a private branded platform and management services establishing and supporting an affinity/ethnic market for prepaid calling card products. Colo is short for Co-Location.

**Director of Carrier Sales: Telx, 60 Hudson Street, NYC –Sept. 1997 – 1999.** As a core member of the management team in creating policy and execution of the strategic plan, resulted in the successful and profitable launch of the company. Directly responsible for the successful deployment of the TDM switching platform leading to a profitable distribution of several pre-paid calling card product lines generating over 50 million minutes/month and yielding approximately \$10 million in revenue annually. Responsible for contract negotiation and overall business development with Telecom Carriers with buying and selling, as well as issuing Contracts for Customers for Co-location, Switch Partitioning and Switch Processing. In the process of introducing Carrier/Vendors to the company its focus changed into a neutral co-location facility from operating switching platforms. It is now one of the largest co-location companies in the United States.

**Director of Sales & Marketing: DigiTec 2000 formerly Promo Tel, 8 West 38<sup>th</sup> Street, NYC – 1995 – 1997.** After the acquisition of Direct Dial International, I immediately assumed the sales and marketing responsibilities continuing with the business development of distribution and sales channels. Digttec was a publicly traded company on the Bulletin Board (Sym: DGTT) pink sheets, therefore, Direct Dial International, a distribution and marketing company of prepaid phone cards provided instantaneous revenue and market share of the prepaid phone card business within the Tri-State New York region. The company was owned 20% by Walter Franks, head of the Tec Group in Jackson, MS. DigiTec continued the distribution of the prepaid phone card called the "Travel Card" until its demise. Afterward, I was directly responsible for negotiating a deal with the CFO of WorldCom in Jackson, MS to use their logo and continue with the brand of Prepaid cards called, the "F/X" Card. Through this CFO our company was set up with Patrick Jones of Premier Telecom in Atlanta to use his switching platform. I was also responsible for coordinating trade shows and doing Exhibitions at numerous major conferences, seminars and shows in addition to building up our market share.

**Founder and owner: Direct Dial International, 34 West 37<sup>th</sup>. Street, NYC – May 1994 – October 1995** Direct Dial International was established as an entrepreneurial venture with a single signed contract from Richard Yellin, the President of Cable & Wireless to be the exclusive distributor in the tri-state area (New York, New Jersey & Connecticut) of their new phone card called, "Asia Direct" aimed at the Asian market. Direct Dial also succeeded in capturing dominate market share of the calling card business and distribution channel in New York of a competitive brand calling card, "The Travel Phone Card". The company was acquired by DigiTec.

**Regional Distribution Manager: Cleartel Communications, Washington, DC October 1993 – July 1994** Developed the Tri-State retail market and distribution network for a line of pre-paid phone cards operating under the brand “Telefare”. Directly responsible for developing the retail distribution network in the Tri-State region with over 200 retail store locations, segmented into ethnic markets and generating a monthly revenue of approximately \$25,000 in both the domestic and international markets for a new industry. The channel for pre-paid calling cards was dynamic and rapidly changing requiring constant innovative changes to the distribution model, which Cleartel refused to, enter fearing margin erosion and profitability issues.

**Regional Distribution Manager: Amerivox, California Company November 1991 – October 1993.** Amerivox was one of the first MLM companies to enter the pre-paid calling card market. Their business model of multi-level marketing shifted the risk in marketing to the distribution channel requiring commitment and resale to the retail channel. Their approach in 1992 to the prepaid phone card was pioneering a brand through an MLM distribution channel long before it was fashionable. As Regional Distribution Manager and independent agent, I developed the Tri-State distribution channel in conjunction with many others. The MLM business model proved to be the wrong approach with insufficient margin to support the overall distribution channel with a service base product, and the consumer had little protection in the overall relationship. These two issues proved insurmountable for Amerivox and the company vacated the market after one year.

## **Exhibit B**

Confidential Financial Statements

INCOME STATEMENT REDACTED

BALANCE SHEET REDACTED

RETAINED EARNINGS REDACTED