

COMPETITIVE COMMUNICATIONS GROUP

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MAIL ROOM

September 8, 1999

Florida Public Service Commission
Division of Records and Reporting
2540 Shumard Oak Blvd.
Tallahassee, Florida 32399-0850

991338-TX

The accompanying Application Form for Authority to Provide Alternative Local Exchange Service, issued by Wireless Access Network, Inc. (Company) is sent to you for filing in compliance with Florida Public Service Commission (Commission) Rules.

Copies of this filing and the required filing fee of \$ 250.00 have been provided as required. Additionally, a SASE and a return stamp copy of this transmittal letter are enclosed to confirm receipt of this filing. Questions concerning this filing may be directed to the undersigned on 301/842-1437.

Respectfully submitted,

Terri K. Firestein

Terri K. Firestein
Consultant
on behalf of

Wireless Access Network, Inc.

Enclosures

cc: Linda Jensen
Wireless Access Network, Inc.

Check received with filing and forwarded to Fiscal for deposit. Fiscal to forward a copy of check to RAR with proof of deposit.

Initials of person who forwarded check:

[Handwritten initials]

10806 Garrison Hollow Road, Clear Spring, MD 21722 Tel: 301-842-1437 Fax: 301-842-1439

DOCUMENT NUMBER-DATE

10795 SEP-8 99

FPSC-RECORDS/REPORTING

APPLICATION

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

991338-TX

Original certificate (new company).

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

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

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

2. Name of company:

Wireless Access Network, Inc.

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

Same

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

12800 University Drive

Suite 550

Fort Myers, Florida 33907

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

12800 University Drive, Suite 550

Fort Myers, Florida 33907

6. Structure of organization:

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

7. **If individual**, provide:

Name: Not Applicable, Applicant is a Corporation.

Title: _____

Address: _____

City/State/Zip: _____

Telephone No.: _____ Fax No.: _____

Internet E-Mail Address: _____

Internet Website Address: _____

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

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

Not Applicable, Applicant is incorporated in Delaware

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

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

F99000003087

10. **If using fictitious name-d/b/a**, provide proof of compliance with fictitious name statute (Chapter 865.09, FS) to operate in Florida:

Not Applicable, Applicant is not using a fictitious name.

(a) The Florida Secretary of State fictitious name registration number:
Not Applicable, Applicant is not using a fictitious name.

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

(a) The Florida Secretary of State registration number:
Not Applicable, Applicant is not a limited liability partnership.

12. **If a partnership**, provide name, title and address of all partners and a copy of the partnership agreement.

Name: Not Applicable, Applicant is not a partnership.

Title: _____

Address: _____

City/State/Zip: _____

Telephone No.: _____ Fax No.: _____

Internet E-Mail Address: _____

Internet Website Address: _____

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

(a) The Florida registration number: Not Applicable, Applicant is not a foreign limited partnership.

14. Provide **F.E.I. Number**(if applicable): 65-0894759

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

(a) adjudged bankrupt, mentally incompetent, or found guilty of any felony or of any crime, or whether such actions may result from pending proceedings. Provide explanation.

No officers, directors or stockholders have been adjudged bankrupt, mentally incompetent, or found guilty of any felony or crime.

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

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

(a) The application:

Name: Terri K. Firestein

Title: Director Competitive Communications Group

Address: 10806 Garrison Hollow Road

City/State/zip: Clear Spring, Maryland 21722

Telephone No.: 301-842-1437 Fax No.: 301-842-1439

Internet E-Mail Address: tfireccg@aol.com

Internet Website Address:

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

Name: Linda Jensen

Title:

Address: 12800 University Drive, Suite 550

City/State/zip: Fort Myers, Florida 33907

Telephone No.: 941-335-1330 Fax No.: 941-335-1339

Internet E-Mail Address: ljensen@pcmgt.com

Internet Website Address: _____

(c) Complaints/Inquiries from customers:

Name: Linda Jensen

Title: _____

Address: 12800 University Drive, Suite 550

City/State/Zip: Fort Myers, Florida 33907

Telephone No.: 941-335-1330 Fax No.: 941-335-1339

Internet E-Mail Address: ljensen@pcmgt.com

Internet Website Address: _____

17 List the states in which the applicant:

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

The Applicant does not operate as an
alternative local exchange company in any state.

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

The Applicant does not have any applications
pending to be certificated as an alternative local
exchange company in any state.

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

The Applicant is not certificated to operate as an
alternative local exchange company in any state.

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

The Applicant has not been denied authority to operate as an alternative local exchange company in any state.

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

The Applicant has not had regulatory penalties imposed for violations of telecommunications statutes in any state.

- (f) has been involved in civil court proceedings with an interexchange carrier, local exchange company or other telecommunications entity, and the circumstances involved.

The Applicant has not been involved in civil court proceedings with any telecommunications service provider in any state.

18. Submit the following:

A. Financial capability. See Exhibit II

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

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

1. the balance sheet:
2. income statement: and

3. statement of retained earnings.

NOTE: *This documentation may include, but is not limited to, financial statements, a projected profit and loss statement, credit references, credit bureau reports, and descriptions of business relationships with financial institutions.*

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

1. **written explanation** that the applicant has sufficient financial capability to provide the requested service in the geographic area proposed to be served.
2. **written explanation** that the applicant has sufficient financial capability to maintain the requested service.
3. **written explanation** that the applicant has sufficient financial capability to meet its lease or ownership obligations.

B. **Managerial capability:** give resumes of employees/officers of the company that would indicate sufficient managerial experiences of each.

See Exhibit III

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

See Exhibit III

**** APPLICANT ACKNOWLEDGMENT STATEMENT ****

1. **REGULATORY ASSESSMENT FEE:** I understand that all telephone companies must pay a regulatory assessment fee in the amount of .15 of one percent of gross operating revenue derived from intrastate business. Regardless of the gross operating revenue of a company, a minimum annual assessment fee of \$50 is required.
2. **GROSS RECEIPTS TAX:** I understand that all telephone companies must pay a gross receipts tax of two and one-half percent on all intra and interstate business.
3. **SALES TAX:** I understand that a seven percent sales tax must be paid on intra and interstate revenues.
4. **APPLICATION FEE:** I understand that a non-refundable application fee of \$250.00 must be submitted with the application.

UTILITY OFFICIAL:

Signature

Date

Title

Telephone No.

Address:

Fax No.

ATTACHMENTS:


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

AFFIDAVIT

By my signature below, I, the undersigned officer, attest to the accuracy of the information contained in this application and attached documents and that the applicant has the technical expertise, managerial ability, and financial capability to provide alternative local exchange company service in the State of Florida. I have read the foregoing and declare that, to the best of my knowledge and belief, the information is true and correct. I attest that I have the authority to sign on behalf of my company and agree to comply, now and in the future, with all applicable Commission rules and orders.

Further, I am aware that, pursuant to Chapter 837.06, Florida Statutes, "Whoever knowingly makes a false statement in writing with the intent to mislead a public servant in the performance of his official duty shall be guilty of a misdemeanor of the second degree, punishable as provided in s. 775.082 and s. 775.083."

UTILITY OFFICIAL:

 8-17-99
Signature Date

VP. 941 335 1320
Title Telephone No.

12800 UNIVERSITY DR. SUITE 550 _____
Address: FT MYERS FLORIDA 33907 Fax No.

EXHIBIT I

PROOF OF AUTHORITY TO OPERATE IN FLORIDA

**FLORIDA DEPARTMENT OF STATE****Katherine Harris**
Secretary of State

June 16, 1999

STEVEN E. PAULIK
WIRELESS ACCESS NETWORK
12800 UNIVERSITY DR STE 550
FORT MYERS, FL 33907

Qualification documents for WIRELESS ACCESS NETWORK, INC. were filed on June 16, 1999 and assigned document number F99000003087. Please refer to this number whenever corresponding with this office.

Your corporation is now qualified and authorized to transact business in Florida as of the file date.

A corporation annual report will be due this office between January 1 and May 1 of the year following the calendar year of the file date. A Federal Employer Identification (FEI) number will be required before this report can be filed. If you do not already have an FEI number, please apply NOW with the Internal Revenue by calling 1-800-829-3676 and requesting form SS-4.

Please be aware if the corporate address changes, it is the responsibility of the corporation to notify this office.

Should you have any questions regarding this matter, please telephone (850) 487-6091, the Foreign Qualification/Tax Lien Section.

Lee Rivers
Document Specialist
Division of Corporations

Letter Number: 999A00032400

APPLICATION BY FOREIGN CORPORATION FOR AUTHORIZATION TO TRANSACT BUSINESS IN FLORIDA

IN COMPLIANCE WITH SECTION 607.1503, FLORIDA STATUTES, THE FOLLOWING IS SUBMITTED TO REGISTER A FOREIGN CORPORATION TO TRANSACT BUSINESS IN THE STATE OF FLORIDA.

1. Wireless Access Network, Inc.

(Name of corporation; must include the word "INCORPORATED", "COMPANY", "CORPORATION" or words or abbreviations of like import in language as will clearly indicate that it is a corporation instead of a natural person or partnership if not so contained in the name at present.)

2. Delaware

(State or country under the law of which it is incorporated)
November 10, 1998

3. 65-0894759

(FEI number, if applicable)

Perpetual

4. October 1, 1999 (estimated)

(Date of incorporation)

5. Perpetual

(Duration: Year corp. will cease to exist or "perpetual")

6. 12800 University Drive, Suite 550

(Date first transacted business in Florida.) (SEE SECTIONS 607.1501, 607.1502 and 817.155, F.S.)

7. Ft. Myers, FL 33907

(Current mailing address)

8. Telecommunications provider

(Purpose(s) of corporation authorized in home state or country to be carried out in state of Florida)

9. Name and street address of Florida registered agent: (P.O. Box or Mail Drop Box NOT acceptable)

Name: Robert C. Martin

Office Address: 26203 Isle Way

Bonita Springs, Florida, 34134

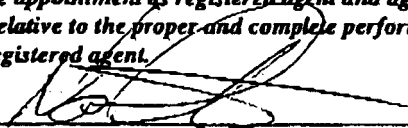
(Zip code)

99 JUN 16 PM 1:27
SECRETARY OF STATE
TALLAHASSEE FLORIDA

FILED

10. Registered agent's acceptance:

Having been named as registered agent and to accept service of process for the above stated corporation at the place designated in this application, I hereby accept the appointment as registered agent and agree to act in this capacity. I further agree to comply with the provisions of all statutes relative to the proper and complete performance of my duties, and I am familiar with and accept the obligations of my position as registered agent.



(Registered agent's signature)

11. Attached is a certificate of existence duly authenticated, not more than 90 days prior to delivery of this application to the Department of State, by the Secretary of State or other official having custody of corporate records in the jurisdiction under the law of which it is incorporated.

12. Names and addresses of officers and/or directors: (Street address ONLY - P.O. Box NOT acceptable)

A. DIRECTORS (Street address only - P.O. Box NOT acceptable)

Chairman: _____

Address: _____

Vice Chairman: _____

Address: _____

Director: _____

Address: _____

Director: _____

Address: _____

B. OFFICERS (Street address only - P.O. Box NOT acceptable)

President: Donald Rossi

Address: 5448 Thornwood Drive, #100

San Jose, CA 95123

Vice President: Robert C. Martin

Address: 26203 Isle Way

Bonita Springs, FL 34134

Secretary: Robert C. Martin

Address: 26203 Isle Way

Bonita Springs, FL 34134

Treasurer: James A. Rossi

Address: 5448 Thornwood Dr., #100

San Jose, CA 95123

NOTE: If necessary, you may attach an addendum to the application listing additional officers and/or directors.

13. _____

(Signature of Chairman, Vice Chairman, or any officer listed in number 12 of the application)

14. Robert C. Martin, Vice President

(Typed or printed name and capacity of person signing application)

EXHIBIT II

UNAUDITED FINANCIAL STATEMENTS

PROFORMA FINANCIAL STATEMENTS

Summary of Financing

| | Year 1 2000 | Year 2 2001 | Year 3 2002 |
|---|----------------|----------------|----------------|
| Finance Requirements: | | | |
| 1 Outstanding Principal (beginning of period) | 0 | 5,005,000 | 7,105,000 |
| 2 Additional Loan Amounts | 5,005,000 | 2,100,000 | 0 |
| 3 Interest Payment | 230,792 | 674,917 | 658,608 |
| 4 Principal Payment | 0 | 0 | 340,763 |
| 5 Outstanding Principal (end of period) | 5,005,000 | 7,105,000 | 6,764,237 |

Income Statement

| | Year 1 2000 | Year 2 2001 | Year 3 2002 |
|---------------------------------|----------------|----------------|----------------|
| Operating Revenue | | | |
| 6 Local Service Revenue | 266,115 | 2,565,632 | 3,213,731 |
| 7 Vertical Service Revenues | 29,804 | 295,514 | 373,872 |
| 8 Interstate Access Revenue | 154,932 | 1,439,011 | 1,798,948 |
| 9 Intrastate Access Revenue | 185,475 | 1,720,718 | 2,150,333 |
| 10 Interstate Toll Revenue | 42,222 | 395,490 | 467,798 |
| 11 Intrastate Toll Revenue | 50,831 | 474,981 | 561,673 |
| 12 Voice Mail Revenue | 14,911 | 147,624 | 186,952 |
| 13 DS1 Data Revenue | 58,912 | 530,926 | 675,000 |
| 14 Data Circuit Revenue | 3,960 | 36,120 | 58,800 |
| 15 Wholesale Transport Revenue | 0 | 0 | 240,000 |
| 16 High Speed Internet | 22,810 | 470,772 | 781,248 |
| 17 Inside Wire Maintenance | 400 | 2,982 | 3,408 |
| 18 SS7 Data Dip Revenue | 1,415 | 13,131 | 16,413 |
| 19 Operator Revenue | 13,226 | 123,875 | 154,844 |
| 20 Directory Assistance Revenue | 16,574 | 158,214 | 198,450 |
| 21 Directory Revenues | 0 | 0 | 0 |
| 22 Bundling Discounts | 0 | 0 | 0 |
| 23 Total Revenues | 861,586 | 8,374,991 | 10,881,469 |
| 24 Less Bad Debt: | 12,994 | 130,053 | 166,895 |
| 25 Net Revenues | 848,592 | 8,244,938 | 10,714,574 |
| Cost of Goods Sold | | | |
| 26 Less COGs | 566,269 | 1,527,308 | 1,882,683 |
| 27 Gross Margin | 282,324 | 6,717,630 | 8,831,892 |

PROFORMA FINANCIAL STATEMENTS

| Operating Expenses | | | | |
|---------------------------|---------------------------------|--------------------|--------------------|--------------------|
| 28 | Vehicle Expense | 36,540 | 62,640 | 64,200 |
| 29 | Tools & Equipment | 5,537 | 9,492 | 11,000 |
| 30 | Building Maintenance | 192,000 | 192,000 | 192,000 |
| 31 | Computer - PC | 7,260 | 12,672 | 12,800 |
| 32 | Switching Equipment Expense | 248,603 | 350,220 | 360,232 |
| 33 | Network - Loop / Installers | 255,486 | 390,722 | 451,071 |
| 34 | Trunk Expense | 365,915 | 387,283 | 764,294 |
| 35 | Number Portability | 7,366 | 70,316 | 88,200 |
| 36 | Engineering | 75,561 | 133,015 | 141,560 |
| 37 | Plant Supervision | 73,710 | 130,152 | 134,055 |
| 38 | Advertising & Marketing | 100,000 | 120,000 | 122,400 |
| 39 | Sales Expense | 519,820 | 917,820 | 873,423 |
| 40 | Customer Service | 231,595 | 407,955 | 419,198 |
| 41 | Billing | 5,149 | 38,494 | 57,846 |
| 42 | GM/Staff | 678,765 | 408,876 | 359,343 |
| 43 | Legal Expense | 60,000 | 60,000 | 60,000 |
| 44 | Consultants | 100,000 | 25,000 | 20,000 |
| 45 | Other Gen & Admin | 175,000 | 180,000 | 180,000 |
| 46 | Management Fees | 42,430 | 412,250 | 535,729 |
| 47 | Operating Taxes | 108,267 | 215,540 | 284,396 |
| 48 | Total Operating Expenses | 3,289,004 | 4,524,447 | 5,131,748 |
| 49 | EBITDA | (3,006,680) | 2,193,183 | 3,700,144 |
| 50 | Depreciation | 217,095 | 762,353 | 1,301,312 |
| 51 | Amortization | 43,205 | 43,205 | 43,205 |
| 52 | Interest Expense | 230,792 | 674,917 | 658,608 |
| 53 | Net Income Before Taxes | (3,497,772) | 712,708 | 1,697,019 |
| 54 | Income Taxes | 34% 0 | 0 | 0 |
| 55 | Net Income | (3,497,772) | 712,708 | 1,697,019 |
| 56 | Cumulative Net Income | (3,497,772) | (2,785,064) | (1,088,045) |

PROFORMA FINANCIAL STATEMENTS

Cash Flow Statement

| | Year 1 2000 | Year 2 2001 | Year 3 2002 |
|---|----------------|----------------|----------------|
| <u>Cash Flow From Operations</u> | | | |
| 57 Net Income | (3,497,772) | 712,708 | 1,697,019 |
| 58 Plus Bonuses Deferred | 0 | 0 | 0 |
| 59 Less Deferred Bonuses Paid | 0 | 0 | 0 |
| 60 Plus Depreciation and Amortization | 260,300 | 805,558 | 1,344,517 |
| 61 Less Increase in Accounts Receivable | (219,211) | (405,313) | (268,358) |
| 62 Plus Increase in Accounts Payable | 496,845 | 94,247 | (163,446) |
| 63 Net Cash Provided by Operations: | (2,959,837) | 1,207,200 | 2,609,732 |
| <u>Use of Cash from Investing Activities</u> | | | |
| 64 Equipment | (3,608,900) | (3,575,750) | (2,295,200) |
| 65 Total use of Cash from Investing | (3,608,900) | (3,575,750) | (2,295,200) |
| <u>Cash Flows From Financing Activities</u> | | | |
| 66 Vendor Financing | 5,005,000 | 2,100,000 | 0 |
| 67 Principle Repayment | 0 | 0 | (340,763) |
| 68 Dividends Paid | 0 | 0 | 0 |
| 69 Owners' Contribution | 1,668,333 | 300,000 | 0 |
| 70 Total Cash Flows from Financing Activities | 6,673,333 | 2,400,000 | (340,763) |
| 71 Net Increase (Decrease) in Cash | 104,596 | 31,450 | (26,231) |
| 72 Cash, beginning of period | 0 | 104,596 | 136,045 |
| 73 Cash, end of period | 104,596 | 136,045 | 109,814 |

PROFORMA FINANCIAL STATEMENTS

Balance Sheet

| | Year 1 2000 | Year 2 2001 | Year 3 2002 |
|---|--------------------|------------------|------------------|
| Assets | | | |
| 74 Cash | 104,596 | 136,045 | 109,814 |
| 75 Accounts Receivable | 219,211 | 624,524 | 892,881 |
| 76 Vehicles | 175,000 | 175,000 | 210,000 |
| 77 Other Work Equipment | 282,750 | 282,750 | 293,500 |
| 78 Furniture | 30,000 | 30,000 | 30,000 |
| 79 Computers - PC | 128,000 | 128,000 | 128,000 |
| 80 Central Office Switch | 1,253,750 | 2,299,500 | 3,002,250 |
| 81 High Speed Internet | 56,400 | 266,400 | 396,100 |
| 82 LMDS Wireless Network | 1,583,000 | 3,903,000 | 5,305,000 |
| 83 Interconnect Equipment | 0 | 0 | 0 |
| 84 Internet Backbone | 100,000 | 100,000 | 115,000 |
| 85 LMDS License | 432,050 | 432,050 | 432,050 |
| 86 Less Accum Depreciation & Amortization | (260,300) | (1,065,858) | (2,410,375) |
| 87 Total Assets | 4,104,456 | 7,311,411 | 8,504,221 |
| Liabilities | | | |
| 88 Long Term Debt | 5,005,000 | 7,105,000 | 6,764,237 |
| 89 Deferred Bonuses | 0 | 0 | 0 |
| 90 Accounts Payable | 496,845 | 591,092 | 427,646 |
| 91 Total Liabilities | 5,501,845 | 7,696,092 | 7,191,883 |
| Owners' Equity | | | |
| 92 Paid-in Capital | 2,100,383 | 2,400,383 | 2,400,383 |
| 93 Retained Earnings | (3,497,772) | (2,785,064) | (1,088,045) |
| 94 Total Owners' Equity | (1,397,389) | (384,681) | 1,312,338 |

EXHIBIT II AFFIDAVIT

By my signature below, I, the undersigned officer, attest to the accuracy of the information contained in the Unaudited Financial Statements (Statements) attached as Exhibit II. I have reviewed the Statements and declare that, to the best of my knowledge and belief, the information is true and correct. I attest I have the authority to sign on behalf of my company and agree to comply, now and in the future, with all applicable Commission requirements of disclosure.

UTILITY OFFICIALS:

Don Rossi

Signature

President

Title

Address: 120 DeBernardo Lane

Aptos, California 95003

08/24/99

Date

831-477-9192

Telephone No.

831-477-9194

Fax No.

Walt

Signature

VP.

Title

Address: 12800 UNIVERSITY DR.

SUITE 570

FT MYERS FLA. 33907

8.17.99.

Date

941 335-1320.

Telephone No.

941 335-1339.

Fax No.

EXHIBIT III

RESUMES OF MANAGERIAL AND TECHNICAL PERSONNEL

Robert C. Martin

Mr. Martin, a founder and company executive of PC Management, has been obtained by Applicant to be responsible for strategic planning, operations and engineering, and finance and accounting.

Over the past 10 years Mr. Martin has successfully launched numerous successful wireless businesses including cellular, paging, PCS and LMDS. He is frequently instrumental in assisting licensees nationwide develop business plans and securing capital required to launch a wireless enterprise.

Mr. Martin is a proven veteran in the wireless industry having started his career in telecommunications with AT&T during the initial market test and planning phase of Advanced Mobile Phone Service (AMPS) in 1978. As a consultant to AT&T, Mr. Martin developed the nation's first cellular business and marketing plans. Mr. Martin joined AT&T in 1980 to head the marketing and planning activities prior to the anticipated introduction of cellular on a nationwide basis. With the divestiture of cellular from AT&T to the Regional Bell Operating Companies in 1983, Mr. Martin moved to NYNEX as Vice President, Marketing. Mr. Martin later assumed responsibility for all of NYNEX cellular and paging operations as Chief Operating Officer.

Mr. Martin's industry experience includes an entrepreneurial role in a start up paging and cellular venture in major markets throughout Ohio, Kentucky and Indiana in the late 80's. As President of this company, Mr. Martin oversaw the integration of numerous small businesses into one consolidated operation with common operating and support systems.

In 1989 Mr. Martin was recruited to assume responsibility as President of Comcast Cellular which provided cellular services to numerous small and mid-sized markets on the East coast and in the Midwest. Mr. Martin left Comcast in 1990 to found PC Management.

Mr. Martin received a B.S.E.E. degree from Manhattan College and a Master's Degree in Operational Research from NYU. He is a member of several industry organizations and a frequent guest speaker at industry conferences.

Linda C. Jensen

Ms. Jensen, a founder and company executive of PC Management, has been retained by Applicant to be responsible for all market support functions including sales & marketing, billing, customer care, and human resources.

Ms. Jensen was Alltel Mobile's Sales and Marketing Vice President from 1983-1988 where she was responsible for developing the company's cellular and paging business plans. Ms. Jensen assumed P&L responsibility for the company's 8 cellular and 12 paging markets in 1985. In 1988 Ms. Jensen joined USA Mobile, an entrepreneurial start-up venture where she was initially Vice President responsible for integrating 14 separate companies and later assumed total P&L responsibility as the company's Chief Operating officer.

In 1990 Ms. Jensen and Robert Martin founded PC Management, Inc. with a mission to create successful independent wireless organizations. Ms. Jensen continues to act as Executive Vice President and is responsible for all market support functions including sales & marketing, billing, roaming, customer care, and human resources. Ms Jensen temporarily left PC Management in 1995 to become Vice President and General Manager of Wireless Professional Services for Bellcore, where she was responsible for launching a new wireless engineering and consulting division. In this role Ms. Jensen led the team that developed the initial business plans and technical strategy for several major PCS carriers, including Sprint PCS and AT&T Wireless.

In 1996 Ms. Jensen joined Coherent Communications Systems Corp. as Vice President of Marketing and Strategic Planning, where she was responsible for the company's global marketing, product development, applications engineering, and technical support areas. Coherent recruited Jensen to create a multi-functional marketing organization, combining product marketing with R&D and engineering. Instrumental in completing the merger agreement between Coherent and Tellabs.

Ms. Jensen earned business degrees in accounting and marketing and is active in several industry associations. She is a frequent industry spokesperson on issues related to wireless marketing and management and LMDS business strategy and planning.

James Williams

Mr. Williams, Director of Engineering/Operations for PC Management, has been obtained by Applicant to be responsible for network operations and engineering.

Over the past 14 years Mr. Williams has successfully managed and maintained wireless networks including cellular, paging, PCS and LMDS. He is instrumental in assisting with network development including installation and optimization, establishing capital expenditure budgets, network quality assurance, addressing field issues and supervision of field and switch technicians.

Mr. Williams is a proven veteran in the wireless industry having started his career in telecommunications with Ericsson Radio Systems in 1985. Mr. Williams spent eight years with McCaw Cellular Telephone Company prior to joining PC Management. As a Senior RF Technician with McCaw Mr. Williams was responsible for maintaining an EMX2500 switch including DS1, DS3 and fiber equipment. As well he supervised 18 system technicians and was responsible for the maintenance and growth of 170 cellsites.

COMPETITIVE COMMUNICATIONS GROUP

September 8, 1999

Florida Public Service Commission
Division of Records and Reporting
2540 Shumard Oak Blvd.
Tallahassee, Florida 32399-0850

RECEIVED
FLORIDA PUBLIC
SERVICE COMMISSION
SEP -8 AM 9:55
MAIL ROOM

991338-TI

The accompanying Application Form for Authority to Provide Alternative Local Exchange Service, issued by Wireless Access Network, Inc. (Company) is sent to you for filing in compliance with Florida Public Service Commission (Commission) Rules.

Copies of this filing and the required filing fee of \$ 250.00 have been provided as required. Additionally, a SASE and a return stamp copy of this transmittal letter are enclosed to confirm receipt of this filing. Questions concerning this filing may be directed to the undersigned on 301/842-1437.

Respectfully submitted,

Terri K. Firestein

Terri K. Firestein
Consultant
on behalf of

Wireless Access Network, Inc.

DEPOSIT DATE
D194 SEP 09 1999

Enclosures

cc: Linda Jensen
Wireless Access Network, Inc.

Check received with filing and forwarded to Fiscal for deposit.

WIRELESS ACCESS NETWORK, INC.
12800 UNIVERSITY DR., SUITE 550
FT. MYERS, FL 33907

1016

63-96521
860

DATE *SEP 1 1999*

PAY TO THE ORDER OF *FLORIDA PUBLIC UTILITIES COMMISSION*

\$ *250*

TWO HUNDRED + FIFTY ⁰⁰/₁₀₀

DOLLARS

Northern Trust Bank of Florida N.A.
Ft. Myers, Florida

*10795-99
9/8/99*

FOR *CLEC APPL. FEE*