

ORIGINAL

ORIGINAL

# SWIDLER BERLIN SHEREFF FRIEDMAN, LLP

THE WASHINGTON HARBOUR  
3000 K STREET, NW, SUITE 300  
WASHINGTON, DC 20007-5116  
TELEPHONE (202) 424-7500  
FACSIMILE (202) 424-7643  
WWW.SWIDLAW.COM

NEW YORK OFFICE  
THE CHRYSLER BUILDING  
405 LEXINGTON AVENUE  
NEW YORK, NY 10174  
TELEPHONE (212) 973-0111  
FACSIMILE (212) 891-9598

September 14, 2004

**BY OVERNIGHT DELIVERY**

Blanca S. Bayo  
Commission Clerk and Administrator Services  
Florida Public Service Commission  
2540 Shumard Oak Blvd.  
Tallahassee, Florida 32399-0850

041089-TX

RECEIVED- FPSC  
SEP 15 AM 11:26  
COMMISSION  
CLERK

**Re: Application of Pelzer Communications Corporation for Authority to Provide Competitive Local Exchange Service Within the State of Florida**

Dear Ms. Bayo:

On behalf of Pelzer Communications Corporation ("Pelzer"), enclosed for filing are an original and six (6) copies of the above-referenced application. Also enclosed is a check in the amount of \$250.00 to cover the filing fee.

Please note that the financial statements included with Exhibit 1 contain confidential and proprietary information not otherwise released to the public. Unrestricted availability of the details of Pelzer's financial statements would provide competitors with key knowledge regarding Pelzer's financial strategies that would not otherwise be unavailable. Such availability would disclose Pelzer's financial status to competitors and could ultimately place Pelzer in a significant competitive disadvantage. Confidential treatment of Pelzer's financial information is required to avoid commercial and competitive injury. Therefore, the financial statements are enclosed in a sealed envelope attached only to the original copy of this filing. Pursuant to Florida Statutes Section 364.183, Pelzer respectfully requests that the information contained in the sealed envelope be given confidential treatment and that it not be made part of the public record or otherwise disclosed to the public. Pelzer requests that upon issuance of a Certificate the Commission destroy or return the confidential information.

This claim of confidentiality was filed by or on behalf of a "telco" for Confidential DN 09999-04. The document is in locked storage pending advice on handling. To access the material, your name must be on the CASR. If undocketed, your division director must obtain written EXD/Tech permission before you can access it.

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

Initials of person who forwarded check:

RECEIVED & FILED

FPSC-BUREAU OF RECORDS

04 SEP 15 AM 10:28

DISTRIBUTION CENTER

DOCUMENT NUMBER-DATE

09998 SEP 15 04

FPSC-COMMISSION CLERK

Blanca S. Bayo  
September 14, 2004  
Page 2

Please date-stamp the extra copy of this filing and return it in the enclosed self-addressed, stamped envelope. Should you have any questions please do not hesitate to contact the undersigned.

Respectfully submitted,

A handwritten signature in black ink, appearing to read "Grace R. Chiu". The signature is fluid and cursive, with a large initial "G" and "R".

Grace R. Chiu  
Brett P. Ferenchak

Counsel for Pelzer Communications Corporation

Enclosures

04 SEP 15 AM 10:28

DISTRICT COURT CENTER

**\*\* FLORIDA PUBLIC SERVICE COMMISSION \*\***

**DIVISION OF REGULATORY OVERSIGHT**  
**CERTIFICATION SECTION**

**APPLICATION FORM**  
**for**  
**AUTHORITY TO PROVIDE**  
**ALTERNATIVE LOCAL EXCHANGE SERVICE**  
**WITHIN THE STATE OF FLORIDA**

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Instructions

- This form is used as an application for an original certificate and for approval of the assignment or transfer of an existing certificate. In the case of an assignment or transfer, the information provided shall be for the assignee or transferee (See Page 12).
- Print or type all responses to each item requested in the application and appendices. If an item is not applicable, please explain why.
- Use a separate sheet for each answer which will not fit the allotted space.
- Once completed, submit the original and six (6) copies of this form along with a non-refundable application fee of **\$250.00** to:

**Florida Public Service Commission**  
***Division of Records and Reporting***  
**2540 Shumard Oak Blvd.**  
**Tallahassee, Florida 32399-0850**  
**(850) 413-6770**

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

**Florida Public Service Commission**  
**Division of Regulatory Oversight**  
**Certification Section**  
**2540 Shumard Oak Blvd.**  
**Tallahassee, Florida 32399-0850**  
**(850) 413-6480**

## APPLICATION

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.
- 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:

Pelzer Communications Corporation

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

Pelzer Communications Corporation

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

101 Constitution Avenue, NW, Suite 800  
Washington, DC 20001

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

\_\_\_\_\_ Pelzer does not have an office in Florida. \_\_\_\_\_

**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                          |  |

\_\_\_\_\_ Please see Exhibit 1 for a copy of Pelzer's Articles of Incorporation. \_\_\_\_\_

**7. If individual, provide:**

Name: \_\_\_\_\_ N/A \_\_\_\_\_

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:**

\_\_\_\_\_ N/A \_\_\_\_\_

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

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

\_\_\_\_\_ F04000002034 \_\_\_\_\_

\_\_\_\_\_ Please see Exhibit 2 for a copy of Pelzer's Certificate of Authority to Transact Business in Florida. \_\_\_\_\_

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

(a) The Florida Secretary of State fictitious name registration number:

\_\_\_\_\_ N/A \_\_\_\_\_

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

(a) The Florida Secretary of State registration number:

\_\_\_\_\_ N/A \_\_\_\_\_

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

Name: \_\_\_\_\_ N/A \_\_\_\_\_

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: \_\_\_\_\_ N/A \_\_\_\_\_

14. **Provide F.E.I. Number (if applicable):** \_\_\_\_\_ 11-3713981 \_\_\_\_\_

**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.

None.  
\_\_\_\_\_  
\_\_\_\_\_

(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.

None.  
\_\_\_\_\_

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

(a) The application:

Name: Grace R. Chiu

Title: Counsel for Pelzer Communications Corporation

Address: 3000 K Street, N.W, Suite 300

City/State/Zip: Washington, D.C. 20007-5116

Telephone No.: 202-424-7783 Fax No.: 202-424-7647

Internet E-Mail Address: grchiu@swidlaw.com

Internet Website Address: www.swidlaw.com

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

Name: Augustus Pelzer

Title: President and Chief Executive Officer

Address: 101 Constitution Avenue, NW, Suite 800

City/State/Zip: Washington, DC 20001

Telephone No.: 202-742-4440 Fax No.: 202-478-0864

Internet E-Mail Address: gpelzer@pelzercom.com

Internet Website Address: N/A

(c) Complaints/Inquiries from customers:

Name: Augustus Pelzer

Title: President and Chief Executive Officer

Address: 101 Constitution Avenue, NW, Suite 800

City/State/Zip: Washington, DC 20001

Telephone No.: 202-742-4440 Fax No.: 202-478-0864

Internet E-Mail Address: gpelzer@pelzercom.com

Internet Website Address: N/A

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

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

None.

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

None.

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

None.



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

None.

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

None.

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

None.

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**18. Submit the following:**

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

Please see Exhibit 3.

**B. 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.**

Please see Exhibit 3.

### C. Financial capability.

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.

Applicant does not have audited financial statements. Please see Exhibit 4.

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.

Please see Exhibit 4.

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THIS PAGE MUST BE COMPLETED AND SIGNED

**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:

Augustus Pelzer  
Print Name

President and Chief Executive Officer  
Title

202-742-4440      202-478-0864  
Telephone No.      Fax No.

Address: 101 Constitution Avenue, NW, Suite 800

Washington, DC 20001



Signature

9-13-04

Date

# 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:

Augustus Pelzer  
Print Name

Augustus Pelzer  
Signature

President and Chief Executive Officer  
Title

8-12-2004  
Date

202-742-4440      202-478-0864  
Telephone No.      Fax No.

Address: 101 Constitution Avenue, NW, Suite 800  
Washington, DC 20001

INTRASTATE NETWORK (if available)

Chapter 25-24.825 (5), Florida Administrative Code, requires the company to make available to staff the alternative local exchange service areas only upon request.

- 1. POP: Addresses where located, and indicate if owned or leased.

None.

1) \_\_\_\_\_ 2) \_\_\_\_\_
\_\_\_\_\_
3) \_\_\_\_\_ 4) \_\_\_\_\_
\_\_\_\_\_

- 2. SWITCHES: Address where located, by type of switch, and indicate if owned or leased.

None.

1) \_\_\_\_\_ 2) \_\_\_\_\_
\_\_\_\_\_
3) \_\_\_\_\_ 4) \_\_\_\_\_
\_\_\_\_\_

- 3. TRANSMISSION FACILITIES: POP-to-POP facilities by type of facilities (microwave, fiber, copper, satellite, etc.) and indicate if owned or leased.

None.

POP-to-POP OWNERSHIP
1) \_\_\_\_\_
2) \_\_\_\_\_
3) \_\_\_\_\_
4) \_\_\_\_\_

## EXHIBITS

- |                  |  |
|------------------|--|
| <b>EXHIBIT 1</b> | <b>Articles of Incorporation</b>                     |
| <b>EXHIBIT 2</b> | <b>Certificate of Authority to Transact Business</b> |
| <b>EXHIBIT 3</b> | <b>Managerial and Technical Qualifications</b>       |
| <b>EXHIBIT 4</b> | <b>Financial Qualifications</b>                      |

**EXHIBIT 1**

**Articles of Incorporation**

*M*

# ARTICLES OF INCORPORATION FOR A STOCK CORPORATION

FIRST: The undersigned Augustus Pelzer  
whose address is 10804 Blossom Lane, Silver Spring, Maryland 20903

\_\_\_\_\_ being at least eighteen years of age, do(es) hereby  
form a corporation under the laws of the State of Maryland.

SECOND: The name of the corporation is Pelzer Communications Corporation

THIRD: The purposes for which the corporation is formed are as follows:

The purpose of this corporation is to provide telecommunications services, equipment  
~~infrastructure and consultation services to both commercial and governmental entities.~~  
In addition the company may provide billing services, as well as inside and outside  
~~plant cable installation or any other services as seems appropriate by the officers of~~  
the corporation

FOURTH: The street address of the principal office of the corporation in Maryland is  
10804 Blossom Lane Silver Spring, MD 20903

FIFTH: The name of the resident agent of the corporation in Maryland is Augustus Pelzer

whose address is 10804 Blossom Lane, Silver Spring, Maryland 20903

SIXTH: The corporation has authority to issue 1,000 shares at \$ 1.00 par value per share.

SEVENTH: The number of directors of the corporation shall be 1 which number may be increased or  
decreased pursuant to the bylaws of the corporation, and so long as there are less than three (3) stockholders, the number  
of directors may be less than three (3) but not less than the number of stockholders, and the name(s) of the director(s) who  
shall act until the first meeting or until their successors are duly chosen and qualified is/are

Augustus Pelzer

IN WITNESS WHEREOF, I have signed these articles  
and acknowledge the same to be my act.

I hereby consent to my designation in this document  
as resident agent for this corporation.

SIGNATURE(S) OF INCORPORATOR(S):

SIGNATURE OF RESIDENT AGENT LISTED  
IN FIFTH:

Augustus Pelzer

Augustus Pelzer

Filing party's return address:

Augustus Pelzer

10804 Blossom Lane  
Silver Spring, MD 20903



CORPORATE CHARTER APPROVAL SHEET

\*\* EXPEDITED SERVICE \*\*

\*\* KEEP WITH DOCUMENT \*\*

DOCUMENT CODE 02 BUSINESS CODE 03



Close \_\_\_\_\_ Stock  Nonstock \_\_\_\_\_

P.A. \_\_\_\_\_ Religious \_\_\_\_\_

Merging (Transferor): \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Surviving (Transferee) \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

ACK N 007839085 LIBER: 00027 FOLIO: 0034 PAGES: 0002 PELZER COMMUNICATIONS CORPORATION

03/11/2004 AT 09:46 A WO N 0000861845

New Name \_\_\_\_\_

FEES REMITTED

Base Fee: 100  
Org. & Cap. Fee: 30  
Expedite Fee: 30  
Penalty: \_\_\_\_\_  
State Recordation Tax: \_\_\_\_\_  
State Transfer Tax: \_\_\_\_\_  
Certified Copies \_\_\_\_\_  
Copy Fee: \_\_\_\_\_  
Certificates 1  
Certificate of Status Fee: \_\_\_\_\_  
Personal Property Filings: \_\_\_\_\_  
Other: \_\_\_\_\_  
TOTAL FEES: 210

- Change of Name
- Change of Principal Office
- Change of Resident Agent
- Change of Resident Agent Address
- Resignation of Resident Agent
- Designation of Resident Agent and Resident Agent's Address
- Change of Business Code
- Adoption of Assumed Name
- Other Change(s)

Credit Card \_\_\_\_\_ Check  Cash \_\_\_\_\_

Documents on \_\_\_\_\_ Checks \_\_\_\_\_

Approved By: 9/20/03

Sealed By: \_\_\_\_\_

COMMENT(S): \_\_\_\_\_

Code \_\_\_\_\_

Attention: \_\_\_\_\_

Mail to Address: Augustus Pelzer  
10804 Blossum Lane  
Silver Spring MD 20903

Stamp Work Order Area  
CUST ID: 0001329825  
WORK ORDER: 0000861845  
DATE: 03-11-2004 09:46 AM  
PRT: PRTD: 5210.00

**EXHIBIT 2**

**Certificate of Authority to Transact Business**

# State of Florida



## Department of State

I certify from the records of this office that PELZER COMMUNICATIONS CORPORATION, is a corporation organized under the laws of Maryland, authorized to transact business in the State of Florida, qualified on April 2, 2004.

The document number of this corporation is F04000002034.

I further certify that said corporation has paid all fees due this office through December 31, 2004, and its status is active.

I further certify that said corporation has not filed a Certificate of Withdrawal.

Given under my hand and the  
Great Seal of the State of Florida  
at Tallahassee, the Capitol, this the  
Fourteenth day of April, 2004



CR2EO22 (2-03)

*Glenda E. Hood*  
Glenda E. Hood  
Secretary of State

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. Pelzer Communications Corporation
(Enter name of corporation; must include "INCORPORATED," "COMPANY," "CORPORATION," "Inc.," "Co.," "Corp.," "Inc," "Co," or "Corp.")

(If name unavailable in Florida, enter alternate corporate name adopted for the purpose of transacting business in Florida)

2. Maryland 3. 11-3713981
(State or country under the law of which it is incorporated) (FEI number, if applicable)

4. March 11, 2004 5. perpetual
(Date of incorporation) (Duration: Year corp. will cease to exist or "perpetual")

6. upon qualification
(Date first transacted business in Florida. If corporation has not transacted business in Florida, insert "upon qualification.")
(SEE SECTIONS 607.1501, 607.1502 and 817.155, F.S.)

7. 101 Constitution Avenue, N.W., Suite 800, Washington, DC 20001
(Principal office address)

101 Constitution Avenue, N.W., Suite 800, Washington, DC 20001
(Current mailing address)

8. To provide telecommunications services, equipment and consultation to both commercial & governmental entities.
(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: C T Corporation System

Office Address: 1200 South Pine Island Road

Plantation, Florida 33324
(City) (Zip code)

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.

C T Corporation System

By: Bonnie A. Schuman
(Registered agent's signature)

Bonnie A. Schuman, Assistant Secretary

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 business addresses of officers and/or directors:

04 APR 2004 11:10
DIVISION OF CORPORATIONS

**A. DIRECTORS**

Chairman: N/A

Address: \_\_\_\_\_

Vice Chairman: N/A

Address: \_\_\_\_\_

Director: Augustus Pelzer

Address: 101 Constitution Avenue, Suite 800

Washington, DC 20001

Director: \_\_\_\_\_

Address: \_\_\_\_\_

**B. OFFICERS**

President: Augustus Pelzer

Address: 101 Constitution Avenue, Suite 800

Washington, DC 20001

Vice President: \_\_\_\_\_

Address: \_\_\_\_\_

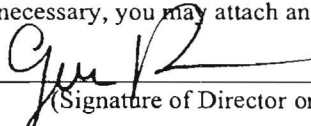
Secretary: Augustus Pelzer

Address: 101 Constitution Avenue, Suite 800, Washington, DC 20001

Treasurer: Augustus Pelzer

Address: 101 Constitution Avenue, Suite 800, Washington, DC 20001

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

13.   
(Signature of Director or Officer listed in number 12 of the application)

14. Augustus Pelzer, President  
(Typed or printed name and capacity of person signing application)

04 APR - 2 04 1:10  
DIVISION OF CORPORATE AFFAIRS

**EXHIBIT 3**

**Managerial and Technical Qualifications**

# Augustus Pelzer

10804 Blossom Lane  
Silver Spring, MD 20903  
gpelzer@pelzercom.com

Home (301) 592-8440  
Mobile (301) 641-8818

## Visions:

Over the past 25 years I have honed my skills in technical, administrative, accounting and management of Telecommunications Services and equipment. My background encompasses data networks, local and long distance Voice services, internet access as well as wide area network typology. My goal is to build facility-less telecommunications company that benefits from the glut of telecom infrastructure by bringing to the general marketplace telecommunications products and services at rates that until now were only available to major enterprise buyers.

## EXPERIENCE:

### ***President & CEO, Pelzer Communication, Washington, DC***

**March 11, 2004 to Present**

As the CEO of Pelzer Communications ns Corporation I have spent the last few years in planning the deployment strategy for the company. On March 11, 2004 we launched our company with the plan of supplying one of the most needed and least offered commodities in the telecom sector, that is CUSTOMER SERVICE and BEST VALUE. I believe that we have reached the place where a circuit or minute of service can be purchased just about anywhere, but not many companies can provide their clients with the level of service that is wanted. I am building a company that can truly get the customer service done right.

### ***Account Executive, MCI WorldCom, Vienna, Va***

**March 1997-Oct 2001**

- Lead sales representative for MCI WorldCom to the US. Department of Justice (CIA, FBI, DEA), Commerce Department as well as the U.S. Navy. In this capacity I was able to combine my contracts knowledge and technical expertise to successfully sell the full range of telecommunications products and services to the Federal Government. I was responsible for the single largest Internet access sale in history of the company to that date. The sale was to an 8(a) systems integrator. The order was for 600 T1 Internet ports.

### ***Assistant Manager, Sprint Federal Systems, Herndon VA***

**Nov 1993-March 1997**

- In this capacity I was responsible for deploying telecommunications system for the U.S. Department of Defense. Project consisted of negotiating the contract to rebuild the telecommunications infrastructure in Hungary and Bosnia. Another project included the sailor-phone network. Here we were tasked with deploying payphones and a calling card platform on U.S. Navy Ships so that the sailors could make calls back to the U.S. I also negotiated and deployed a telephone infrastructure at the U.S. Marine/Naval Station, Guantanamo Cuba.

### ***Contract Administrator, Verizon Federal Contracts, Silver Spring***

**Jan 1990 -Oct 1993**

- Lead contract administrator of various Federal Government Telecommunications Contract. In this capacity I supported account teams in proposal development, pricing, submission and presentations of RFP responses resulting in contract awards in excess of \$500,000,000.00 . After contract award I was responsible for the implementation and management of these very technical telecommunications systems. An example would be the sub marine cable plant build at the U.S. Naval Academy in Annapolis, MD.

### ***Administrative Marketing Specialist, IBM Corporation, Washington, DC***

**Mar 1981- Jan 1989**

- Lead team of administrator that supported data processing account team.
- Negotiated various significant commercial data network sales contracts and deployments
- Awarded the IBM Means service award for my part in sale of the C&P Telephone Co data network.

## EDUCATION:

University of Maryland, University College  
B.S. Business Administration

Burlington County College, Pemberton NJ  
AA Degree Business Management

References available upon request

# KEVIN D. MURRAY

5622 13<sup>th</sup> Street NW  
Washington, DC 20011  
Kevin.d.murray@verizon.net

Home (202) 545-8740  
Mobile (202) 607-4686

## CAREER PROFILE:

Top producing sales professional with proven business development and management experience. Possesses outstanding communication, presentation and negotiation skills with a consistent record of exceeding objectives. Highly competitive spirit with experience in, leadership, team building, problem solving and market penetration.

## EXPERIENCE:

***Vice President & Executive Secretary, Pelzer Communication, Washington, DC*** **March 11-Present**

- Business development and day-to-day operations.
- Recruit, train and develop sales personal.

***Account Manager, WorldCom Inc, Baltimore, MD*** **June 2000-Nov 2002**

- Responsible for account acquisition and maintenance in the Emerging Markets business segment, including resellers, ISPs and ASPs.
- Interface with senior level management to determine new business objectives and assist with defining applications, technology and data architecture to complement their business operations and initiatives.
- Experienced in sales and design of Private Line, SONET, Frame Relay, and IP networks, as well as web hosting and collocation services.

***Executive Director, Mid Atlantic Marketing Group, New York, NY*** **Feb 1997-April 2000**

- Managed sales operations for New York City, Philadelphia, PA and Annandale, VA regions. Responsibilities included defining priorities, setting goals, recruiting, training and developing new sales personnel.
- Executive Committee member involved in strategy sessions with the Board and CEO to establish short-, medium- and long-term goals.

***Sales Director, Capitol Marketing, Silver Spring, MD*** **May 1993-Jan 1997**

- Directed day-to-day sales, operations and recruiting within the DC metropolitan area.
- Advanced sales from \$60K/month to over \$250K/month within a nine-month period.

***President & CEO, MarNamics, Inc., Washington, DC*** **May 1986-April 1993**

- Managed business development initiatives, day-to-day operations, sales/marketing/promotions and technical feasibility from design to finished product.
- Recruited, trained and developed technical staff.

***Account Executive, IBM Corporation, Rockville, MD*** **May 1981-April 1986**

- #1 quota producer, 1<sup>st</sup> Quarter 1983, Mid Atlantic Region
- Negotiated \$30 million contract with Marriott Corporation to network their US-based Hotels.
- Launched the IBM Personal Computer market for the Mid-Atlantic region

## EDUCATION:

Lincoln University, Oxford, PA  
B.S. Business Administration; B.S. Economics

IBM Corporation Internship Programs

Areas of concentration: Marketing, Systems Engineering, Administration, and Customer Relations

## AFFILIATIONS:

- Kappa Alpha Psi, Inc.
- Instructor, Shaolin Wu Shu Academy
- Instructor, Smooth & EZ Swing Dance Institute

**References available upon request**



# Mark Wehberg

*mark.wehberg@callwbs.com*

*cell: 443-528-7183*

*home: 410-803-1890*

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## Professional Experience

*2002-Present*

*Pelzer Communications*

*Mid-Atlantic Region*

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- Provide networking, telephony and VoIP solutions to businesses.
- Consult to companies and carriers on next generation VoIP based services.
- Built strategic relationships with vendors and service providers to offer cost effective innovative solutions to and clients.
- Develop marketing strategies for VoIP based products and services.
- Perform Product Management and Engineering Services for VoIP products.

*2002*

*TalkingNets*

*Senior Sales Engineer*

*Mid-Atlantic Region*

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- Responsible for technical sales support of Talkingnets' VoIP based telephony services.
- Supported sales team and channel partners in opening the DC market and exceeding revenue goals.
- Worked with Engineering and Technical Support to maintain a high level of customer satisfaction.
- Provided feedback to engineering and product management on new features and enhancements.

*2000-2001*

*ipVerse*

*Senior Sales Engineer*

*Mid-Atlantic Region*

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- Performed technical account management for ipVerse's Control Switch product in major carrier accounts including Cable and Wireless. Received orders from Cable and Wireless for lab and field trials as well as a LOI to deploy.
- Educated and trained customers on ipVerse's Control Switch and soft switch based networks.
- Managed lab and field trials including design, implementation, and support.
- Provided feedback to engineering and product management on new features and enhancements.
- Delivered technical, future product and architectural design presentations to prospects and customers.
- Demonstrated products/solutions at customer locations and trade shows.

*1998-2000*

*Assured Access Technology/Alcatel*

*Senior Sales Engineer*

*Mid-Atlantic Region*

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- Responsible for supporting sales team in introducing, selling, and deploying Assured Access Technology's Layer 3 multi-service aggregator (DSL, modems, T1s, and VoIP) and Packet Engines' L2/L3 Gigabit switches into the enterprise and carrier space.
- Assisted in closing sales at Uunet/Worldcom with \$5 million+ yearly revenue and Assured Access Technology's first \$1 million customer.
- Implemented Packet Engines switches into UUnet/Worldcom's campus.
- Coordinated product evaluations and beta tests with customers and engineering.
- Presented and demonstrated products/solutions at customer locations and trade shows.
- Organized and provided product training to customers and systems engineers.
- Ensured effective solutions in a timely manner by working with customers and technical support.

1995-1998

*Aerotek Inc.*

*Network Manager/Senior Engineer  
Hanover, MD*

- Managed team of voice and data engineers.
- Provided technical planning and management for 1000+ node campus network / 300+ remote office WAN frame relay network.
- Responsible for expanding the network infrastructure from a single building corporate office and 50 remote sites to a multi-building campus and 300+ remote offices which included defining technical requirements, RFP, selection of vendors and implementation.
- Managed process of upgrading campus network to accommodate deployment of new applications, remote office LAN, and WAN.
- Compiled and managed \$5 million dollar network team budget.

1991-1995

*Roadnet Technologies*

*Network Manager/Network Engineer  
Timonium, MD*

Network Manager responsible for planning and ongoing operations of the network as well as managing a team of engineers.

- Compiled network team budget.
- Evaluated, purchased and implemented network equipment.
- Developed long-term network plans.
- Developed network disaster recovery plans.

Prior to becoming the Network Manager, worked as support engineer in both the Network and Novell Server Engineering groups responsible for the ongoing operations of the network and servers.

- Created capacity planning reports (network and server) and worked with project leaders / management to project future requirements.
- Documented Roadnet's network configuration, which included cabling diagrams, network topology, and network equipment configurations.
- Supported, installed, and planned cable infrastructure.

## Knowledge

- Successful sales experience with strong knowledge of the data & voice service provider marketplace including IXCs, xLECs, ISPs, and International PTTs.
- Experienced in designing, implementing and supporting LAN, WAN, Campus and VoIP networks.
- Strong background in LAN/WAN multi-vendor, multi-protocol data networking environments.
- Solid understanding of the "VoIP based next generation PSTN especially in the area of Voice SS7 Signaling and VoIP integration with CLASS 4/5 switches.
- Transmission Media: T1/E1, T3, DS-3, OC-x, Ethernet, Fast Ethernet, Gigabit Ethernet, and FDDI.
- Protocol Experience: routing (OSPF, BGP, RIP/RIP2), networking (TCP/IP, SS7, IPX/SPX, PPPoE, SLIP, HDLC PPP), and VoIP (MGCP, SIP, H.323).

## Education

1989-1993

*Loyola College*

*Baltimore, Maryland*

*Bachelor of Science in Computer Science*

Association of Computing Machinery, President '91-'93, Vice President '90-'91

## EXHIBIT 4

### Financial Qualifications

Pelzer possesses the financial qualifications required of applicants seeking CLEC certification in the State of Florida. Pelzer has access to the financing and capital necessary to conduct its telecommunications operations as specified in this Application. Pelzer emphasizes that it proposes to operate as a resale carrier in Florida and, therefore, it anticipates that its capital requirements will not be substantial.

Attached hereto are Pelzer's unaudited financial statements for the second quarter of 2004. These statements establish that Pelzer has sufficient financial capability to provide resold competitive local exchange services and to maintain the provision of such services to the Florida public. Because the aforementioned statements are proprietary and not part of the public record in any jurisdiction, Pelzer has filed such statements under seal, with a request that they be accorded confidential treatment by the Commission and its Staff. The statements are offered solely to demonstrate Applicant's financial capability to operate as a telecommunications service provider in the State of Florida.

**THE ATTACHED FINANCIAL STATEMENTS  
OF PELZER COMMUNICATIONS CORPORATION ARE:  
  
PRIVILEGED AND CONFIDENTIAL  
FILED UNDER SEAL  
  
NOT FOR PUBLIC DISCLOSURE**