

LAW OFFICES OF  
**SUZANNE FANNON SUMMERLIN, P.A.**

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December 31, 2002

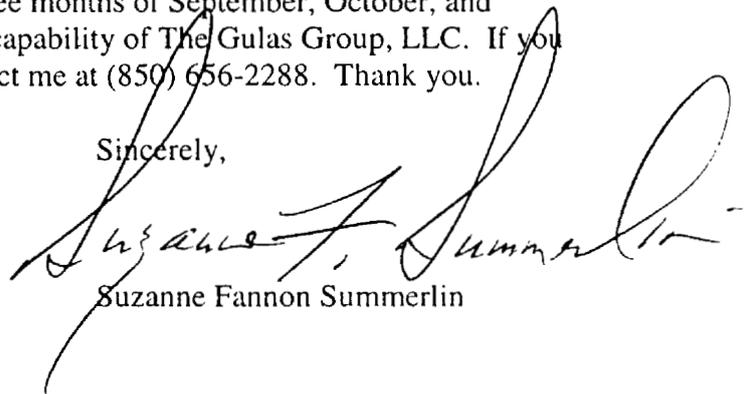
Blanca S. Bayo', Director  
Division of the Commission Clerk  
& Administrative Services  
Florida Public Service Commission  
2540 Shumard Oak Boulevard  
Tallahassee, Florida 32399-0850

RE: Docket No. PSC-021232-TX - Application for Certificate to Provide  
Alternative Local Exchange Telecommunications Service by The Gulas  
Group, LLC; and  
Docket No. PSC-021231-TI - Application for Certificate to Provide  
Interexchange Telecommunications Service by The Gulas Group, LLC

Dear Mrs. Bayo':

Enclosed for filing in the above-referenced docket, please find two sets of an original and fifteen copies of the following supplemental information: Resume of William P. Gulas, documenting the managerial and technical capability of The Gulas Group, LLC; and bank statements for the three months of September, October, and November 2002, documenting the financial capability of The Gulas Group, LLC. If you have any questions or concerns, please contact me at (850) 656-2288. Thank you.

Sincerely,



Suzanne Fannon Summerlin

SFS/sbh  
Enclosures: (32)  
cc: Mr. William P. Gulas

DOCUMENT NUMBER-DATE

14112 DEC 31 02

FPSC-COMMISSION CLERK

**William (Bill) P. Gulas**  
**2530 Kanawha Circle**  
**Birmingham, Alabama 35244**  
**205.985.1518**  
**e-mail: bgulas2530@charter.net**

## **SUMMARY OF QUALIFICATIONS**

- Proven business manager with over 15 years of progressive experience in product management, market research, and project management within the telecommunications industry
- Substantial product management experience including design and development of product, leadership for product team, facilitating product through development cycle, and product rollout
- Project management expertise includes negotiation, vendor liaison, supervision and coordination of multiple tasks and personnel
- Possess strong research and assessment skills for business planning, as well as system testing and troubleshooting

## **PROFESSIONAL WORK EXPERIENCE**

### **THE GULAS GROUP – BIRMINGHAM, ALABAMA**

**2001 - 2002**

#### **President**

- Contractual arrangement with numerous CLECs to convert customer base from one product to another
- Converted over 120,000 lines with billings in excess of \$1 million.

### **IDS TELCOM – MIAMI, FLORIDA**

**2000 - 2001**

#### **Vice President of Local Services**

- Responsible for all areas of local service operations including ordering, billing, maintenance, IT and customer service for the UNE-P and facilities based customers.
- Represented a revenue stream of over \$15 million annually and a value to the company of over \$50 million.

### **BELLSOUTH TELECOMMUNICATIONS – BIRMINGHAM, ALABAMA**

**1988-2000**

#### **Product Manager – Interconnection Services**

**1997 – 2000**

- Developed and implemented the BellSouth UNE-P offering within constraints imposed by the legal and regulatory environment
- Directed the product development team's efforts through the product development phase and initial market entry.
- Worked with sales team to present, sell, and close offerings to CLEC customers

#### **Marketing Communications Manager – Network & Carrier Services**

**1995 – 1997**

- Directed all aspects of planning and implementation of advertising plan
- Coordinated internal and external personnel while serving as primary liaison with advertising vendors
- Supervised various production elements, performed negotiations, coordinated planning based on market research, and tracked results.

**Business Intelligence Specialist**

1992 – 1995

- Responsible for actively monitoring external market dynamics for information relevant to business planning and decision making
- Assembled and analyzed data including competitor activity and economic and market trends
- Formulated recommendations and identify new opportunities for growth and profitability.

**Market Research Analyst**

1988 – 1992

- Designed and implemented research studies based on requests from internal customer departments relating to marketing issues
- Coordinated strategic planning between various corporate divisions to maximize available resources
- Hired vendors, secured contracts, monitored results, and provided analysis of research

**UNIVERSITY OF ALABAMA BIRMINGHAM – BIRMINGHAM, ALABAMA** 1985 - 1988

**Business Coordinator**

1985 – 1988

- Initiated and implemented marketing strategies to promote continuing education courses and seminars targeting business professionals
- Determined target market segments and devised appropriate methods for reaching them.

**LANIER BUSINESS PRODUCTS – ATLANTA, GEORGIA**

1983 - 1985

**Marketing Administrative Coordinator**

1984 – 1985

- Developed and implemented initial product rollout for new computer hardware and software systems
- Created marketing plans and coordinated with all other departments including advertising, documentation, product development, and sales to release product to the marketplace.

**Supervisor – Computer Product Test Center**

1983 – 1984

- Promoted from analyst in 6 months to supervise 12 to 15 hardware and software analysts who conducted intensive Beta testing of computer systems
- Reviewed test plans and analyzed results for release of product to production

## EDUCATION & TRAINING

**THE UNIVERSITY OF ALABAMA – TUSCALOOSA, ALABAMA**

Master of Arts Degree – *Marketing*

1982

Bachelor of Science Degree – *Business Administration* Concentration: Accounting

1980

## PROFESSIONAL TRAINING

- Quality, Production, and Competitive Position with Dr. Edwards Deming
- Facilitation Skills
- Numerous Competitive Intelligence Seminars

## CERTIFICATION

**THE BURKE INSTITUTE – CINCINNATI, OHIO**

1990

Certificate of Achievement – *Marketing Research Methodology and Applications*

**GEORGE WASHINGTON UNIVERSITY – WASHINGTON, D.C.**

1997

Masters Certificate in Project Management

## PRESENTATIONS

- |  |       |
|--|-------|
| <b>Competitive Intelligence in Telecoms – London, England</b><br><i>“Establishing a Competitive Intelligence Culture within a Telco to Optimize the Opportunities for Obtaining Timely, Valid, and Reliable Information”</i> | 12/97 |
| <b>Customer Development Strategies for the Telecommunications Industry – Dallas, Texas</b><br><i>“ Business Intelligence: Why You Need It, How To Get It”</i>  | 5/96  |
| <b>Competitive Intelligence: A Tools and Techniques Forum – New York, New York</b><br><i>“I Know I Need it, How Do I Do I?: How To Build a Competitive Information Organization from the Ground Up”</i>                      | 3/96  |



AMSOUTH BANK  
 Valleydale Marketplace Office  
 PO Box 11007  
 Birmingham, AL 35288

THE GULAS GROUP  
 2530 KANAWHA CIR  
 BIRMINGHAM AL 35244-2235

ACCOUNT # 06112641

Cycle 25  
 Enclosures 8  
 Page 1 of 2

**RELATIONSHIPPLUS REGULAR CK**  
 November 1, 2002 through November 29, 2002

SUMMARY			
Beginning Balance	\$1,688.62	Minimum Balance	\$1,232
Deposits & Credits	\$6,000.00		
Withdrawals	\$0.00		
Fees	\$0.00		
Checks	\$2,071.51		
Ending Balance	\$5,617.11		

DEPOSITS & CREDITS			
11/01	EB From Checking # 0006112676 Ref# 000015 5502977		1,000.00
11/19	Deposit - Thank You		5,000.00
Total Deposits & Credits			\$6,000.00

CHECKS					
Date	Check No.	Amount	Date	Check No.	Amount
11/05	226	137.20	11/25	230	60.00
11/05	227	3.98	11/13	231	102.61
11/06	228	1,000.00	11/08	232	125.00
11/06	229	87.50	11/29	233	555.22
Total Checks					\$2,071.51

\* Break In Check Number Sequence

DAILY BALANCE SUMMARY					
Date	Balance	Date	Balance	Date	Balance
11/01	2,688.62	11/08	1,334.94	11/25	6,172.33
11/05	2,547.44	11/13	1,232.33	11/29	5,617.11
11/06	1,459.94	11/19	6,232.33		



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**ACCOUNT # 06112641**

Cycle 25  
 Enclosures 8  
 Page 1 of 1

**RELATIONSHIP PLUS REGULAR CK**  
 October 1, 2002 through October 31, 2002

SUMMARY			
Beginning Balance	\$6,160.50	Minimum Balance	\$1,688
Deposits & Credits	\$3,000.00 +		
Withdrawals	\$0.00 -		
Fees	\$0.00 -		
Checks	\$7,471.88 -		
Ending Balance	\$1,688.62		

**DEPOSITS & CREDITS**

10/28 EB From Checking # 0006112676 Ref# 000015 5293487 3,000.00

**CHECKS**

Date	Check No.	Amount	Date	Check No.	Amount
10/02	216	873.41	10/16	220	2,500.00
10/08	217	90.70	10/31	223 *	555.22
10/07	218	104.21	10/29	224	1,000.00
10/07	219	88.55	10/29	225	2,259.79
				<b>Total Checks</b>	<b>\$7,471.88</b>

\* Break In Check Number Sequence

**DAILY BALANCE SUMMARY**

Date	Balance	Date	Balance	Date	Balance
10/02	5,287.09	10/16	2,503.63	10/31	1,688.62
10/07	5,094.33	10/28	5,503.63		
10/08	5,003.63	10/29	2,243.84		

You may request account disclosures containing terms, fees, and rate information (if applicable) for your account by contacting any AmSouth office.

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**ACCOUNT # 06112641**

Cycle 25  
 Enclosures 10  
 Page 1 of 1

**RELATIONSHIP PLUS REGULAR CK**  
 August 31, 2002 through September 30, 2002

SUMMARY			
Beginning Balance	\$6,735.33	Minimum Balance	\$5,230
Deposits & Credits	\$2,000.00 +		
Withdrawals	\$0.00 -		
Fees	\$0.00 -		
Checks	\$2,574.83 -		
Ending Balance	\$6,160.50		

DEPOSITS & CREDITS			
09/19	Deposit - Thank You		2,000.00

CHECKS						
Date	Check No.	Amount	Date	Check No.	Amount	
09/10	203	150.00	09/03	210	28.86	
09/03	204	466.42	09/17	211	37.50	
09/04	207	146.52	09/12	212	481.25	
09/04	208	91.93	09/24	213	515.10	
09/05	209	102.03	09/23	214	555.22	
					<b>Total Checks</b>	<b>\$2,574.83</b>

\* Break In Check Number Sequence

DAILY BALANCE SUMMARY					
Date	Balance	Date	Balance	Date	Balance
09/03	6,240.05	09/10	5,749.57	09/19	7,230.82
09/04	6,001.60	09/12	5,268.32	09/23	6,675.60
09/05	5,899.57	09/17	5,230.82	09/24	6,160.50

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BIRMINGHAM AL 35244-2235

ACCOUNT # 06112676

Cycle 26  
Enclosures 0  
Page 1 of 1

**RELATIONSHIPPLUS MONEY MARKET**  
November 1, 2002 through November 29, 2002

**SUMMARY**

Beginning Balance	\$80,153.21		Minimum Balance	\$79,153
Deposits & Credits	\$0.00	+	Average Balance	\$79,153
Net Interest Earned	\$76.36	+	Annual Percentage Yield Earned	1.22%
Withdrawals	\$1,000.00	-	Interest This Period	\$76.36
Fees	\$0.00	-	Average Collected Balance	\$79,153.21
Checks	\$0.00	-	2002 YTD Interest	\$1,603.83
Ending Balance	\$79,229.57			

**INTEREST**

11/29	Interest Payment	76.36
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**WITHDRAWALS**

11/01	EB Tran to Checking#0006112641 Ref# 000015 5502976	1,000.00
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**DAILY BALANCE SUMMARY**

<u>Date</u>	<u>Balance</u>	<u>Date</u>	<u>Balance</u>	<u>Date</u>	<u>Balance</u>
11/01	79,153.21	11/29	79,229.57		

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ACCOUNT # 06112676

Cycle 26  
Enclosures 0  
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RELATIONSHIP PLUS MONEY MARKET  
October 1, 2002 through October 31, 2002

SUMMARY

Beginning Balance	\$83,016.80	Minimum Balance	\$80,016
Deposits & Credits	\$0.00 +	Average Balance	\$82,629
Net Interest Earned	\$136.41 +	Annual Percentage Yield Earned	1.96%
Withdrawals	\$3,000.00 -	Interest This Period	\$136.41
Fees	\$0.00 -	Average Collected Balance	\$82,629.70
Checks	\$0.00 -	2002 YTD Interest	\$1,527.47
Ending Balance	\$80,153.21		

INTEREST

10/31 Interest Payment 136.41

WITHDRAWALS

10/28 EB Tran to Checking#0006112641 Ref# 000015 5293486 3,000.00

DAILY BALANCE SUMMARY

Date	Balance	Date	Balance	Date	Balance
10/28	80,016.80	10/31	80,153.21		

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ACCOUNT # 06112676

Cycle 26  
Enclosures 0  
Page 1 of 1

**RELATIONSHIP PLUS MONEY MARKET**  
August 31, 2002 through September 30, 2002

**SUMMARY**

Beginning Balance	\$82,877.43	Minimum Balance	\$82,877
Deposits & Credits	\$0.00 +	Average Balance	\$82,877
Net Interest Earned	\$139.37 +	Annual Percentage Yield Earned	2.00%
Withdrawals	\$0.00 -	Interest This Period	\$139.37
Fees	\$0.00 -	Average Collected Balance	\$82,877.43
Checks	\$0.00 -	2002 YTD Interest	\$1,391.06
Ending Balance	\$83,016.80		

**INTEREST**

09/30	Interest Payment	139.37
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**DAILY BALANCE SUMMARY**

Date	Balance	Date	Balance	Date	Balance
09/30	83,016.80				

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