

ORIGINAL

041254-T1

IXC REGISTRATION FORM

Company Name Telphonic

Florida Secretary of State Registration No. \_\_\_\_\_

Fictitious Name(s) as filed at Fla. Sec. of State \_\_\_\_\_

Company Mailing Name Telphonic

Mailing Address 2550 E. Dessert Inn  
Las Vegas NV 89121

Web Address telphonic.com

E-mail Address mark@telphonic.com

Physical Address \_\_\_\_\_

Company Liaison Mark Nichols

Title President

Phone 1-800-717-5802

Fax 1 800-717-5874

E-mail address mark@telphonic.com

Consumer Liaison to PSC Same As Above

Title \_\_\_\_\_

Address \_\_\_\_\_

Phone \_\_\_\_\_

Fax \_\_\_\_\_

E-mail address \_\_\_\_\_

My company's tariff as required in Section 364.04, Florida Statutes, is enclosed with this form. I understand that my company must notify the Commission of any changes to the above information pursuant to Section 364.02, Florida Statutes. My company will owe Regulatory Assessment Fees for each year or partial year my registration is active pursuant to Section 364.336, Florida Statutes. My company will comply with Section 364.603, Florida Statutes, concerning carrier selection requirements, and Section 364.604, Florida Statutes, concerning billing practices.

  
Signature of Company Representative

Mark Nichols  
Printed/Typed Name of Representative

10.12.04  
Date

Date

Effective: 07/15/2003

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## **MARK NICHOLS, SOLE PROPRIETOR OF TELPHONIC (QWEST RESELLER)**

### **SHORT BIOGRAPHY:**

Internationally recognized telecommunications expert by Tier 1 carriers, equipment manufacturers and telephony application service providers worldwide.

### **LEGAL CASEWORK SUPPORT:**

Lucent vs. Telephony International (Orrick, Herrington & Sutcliffe)

Lucent vs. Network Access Solutions (Lowenstein Sandler)

Nortel vs. Genuity Bankruptcy Committee (Lovells)

TKTel vs. Ericsson (Altman & Company)

Cogent vs. eBroadBandNow (Law office of Byron Fleck)

AT&T Shareholders vs. AT&T Corp and Officers (Sidley, Austin, Brown & Wood)

Global Crossing Shareholders vs. Arthur Andersen (Curtis, Mallet-Prevost, Colt & Mosle)

Laci/Scott Peterson murder trial (Fox News Network)

### **PROFESSIONAL QUALIFICATIONS:**

Owner and operator of four boutique telecommunications companies. All four are start-ups bootstrapped personally and are operating profitably.

<http://www.Telphonic.com> (legacy long distance services)

<http://www.Cellphonic.net> (International cellular service)

<http://www.NetGenie.net> (Internet access)

<http://www.Kaboom.net> (Voice over Broadband communication services)

Have negotiated the contractual obligations of greater than \$500 million of telecommunications equipment, infrastructure and services.

Owned and operated my first E-Commerce enterprise web venture in 1995. Second year sales exceeded \$1 million in revenue.

Areas of specialization include: voice, data and Internet transmissions (TDM, PRI, Frame Relay, ATM, Native IP, Clear Channel, DSL, HFC, Sonet, Ethernet, Metro Area Networks, MPLS, MGCP, Wi-Fi, Fixed Wireless, Satellite/Microwave Bands and Voice over Internet Protocol technologies).

A thorough knowledge of global values and metrics for voice termination, broadband transit services, co-location and data center facilities, Internet peering connectivity and dark fiber values in all major metropolitan markets Worldwide.

Complete comprehension of International and Domestic network designs, submarine cable routing, satellite bands, terrestrial fiber paths and last mile connectivity.

Managing direct relationships with 300 International telecommunications providers Worldwide.

### **KEY TECHNICAL SKILLS:**

- Voice, Data, Internet, Co-location
- Network Design, Engineering and Topography
- Equipment Testing, Selection & Installation
- Auditing of Capital Expenditures
- Cost and Financial modeling

- Contract Negotiations & Interpretations
- Operational support for all faculties of telecommunications

## **PROFESSIONAL EXPERIENCE:**

### **Co-Founder, Digital Island (sold to Cable & Wireless UK for \$1.1 Billion USD)**

Managed the team that provisioned the first International Frame Relay/ATM/IP multinational network for E-Commerce distribution with service level guarantees Worldwide (partial customer list included: Cisco Systems, Sun Microsystems, Microsoft, National Semiconductor, E-Trade, Stanford University, MasterCard, UBS Warburg, Financial Times, Canon, ABN Amro, Reuters, Charles Schwab).

Identified, contracted and managed the provisioning and installation of carrier grade data centers (Silicon Valley, New York, London, Sao Paulo, Tokyo, Hong Kong, Munich, Seoul, Paris).

Researched, contracted and directed all high visibility, mission critical telecom infrastructure to support global e-commerce delivery, integrated hosting, content delivery and related international network applications worldwide.

The Digital Island network infrastructure was designated the first "Cisco Powered Network" Worldwide.

Served as the point of contact for internal finance projections as related to fiscal planning of all network expenses and respective ROI pertaining to product development and design.

### **Managing Director of Telecom, MetroMedia Fiber Networks (Initially worked for AboveNet Communications until acquisition for \$3.0 Billion USD)**

Managed a team that acquired the extensive peering relationships and physical plant facilities that contributed to the largest aggregated bandwidth network in the World.

Served as the point of contact for internal finance projections as related to fiscal planning of all network expenses and respective ROI pertaining to product development and design.

Negotiated and contracted for multi-continental (terrestrial) and multi-oceanic (submarine) IRUs.

### **Vice President of Network Operations, Dialpad Communications (sold to Serome Technologies of Korea)**

Led the network operations team for the fastest growing web portal in the history of the Internet (faster than Yahoo! and AOL combined).

Served a 15 million-person subscriber base represented from every country in the World.

Negotiated, contracted, provisioned and managed the network infrastructure that facilitated the World's first 1 billion voice minutes terminated using VoIP (Voice over Internet Protocol).

Managed an annual cost center greater than \$50m USD.

Managed the systems engineering and network integration to support the first telephony application internally embedded within a Microsoft Operating System code architecture (Windows XP SIP VoIP client).

Managed a team of Sun Unix systems engineers, Cisco/Lucent/Sonus/NT network engineers, Oracle data base administrators, VoIP systems integrators, IT administrators and Telecom billing analysts responsible for supporting all corporate communications and enterprise contractual commitments of greater than 2 billion minutes of voice termination, Internet Access connectivity and Data Center facilities to ensure the delivery of overall corporate operational metrics within financial budgets.

Served as the point of contact for internal finance projections as related to fiscal planning of all network expenses and respective ROI pertaining to product development and design.

The Dialpad infrastructure was designated the first "Virtual Cisco Powered Network" Worldwide.

**Prior to the above, I held technology positions with Pacific Bell and Sprint Communications.**

**EDUCATION:**

Bachelor of Science, Business Administration  
Concentration in Operations & Systems Management  
Minor in Human Communication Studies  
California State University, Sacramento, 1983

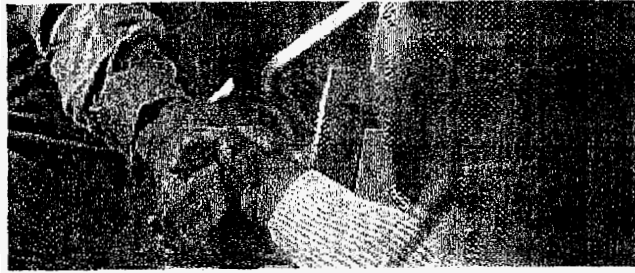
**PUBLICATION CONTRIBUTIONS:**

"Entrepreneurial Spirit," Harvard Business School. A Case Study Of A Technical Start Up Enterprise.

"Speaking Over the Net," An overview of VoIP systems for OEM manufacturers and platform porting.

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Highest Quality Service. Best Value in the Industry.



Customer Login | Account #  PIN

# Domestic & International Long Distance

Residential and Business Solution

## Information & Rates

- ▶ [Home](#)
- ▶ [Solution Overview](#)
- ▶ [Domestic Rates](#)
- ▶ [International Rates](#)

**Sign Up For Service**

## Domestic Rates

Download [Telphonic Consumer Rate Schedule](#) in PDF format.



These rates listed by State apply to calls within the specific state.

USA / State		CPM
USA Domestic	State-to-State	0.04
USA Alaska	Alaska	0.08
USA Hawaii	Hawaii	0.08
Alabama	IntraState	0.05
Arkansas	IntraState	0.06
Arizona	IntraState	0.11
California	IntraState	0.05
Colorado	IntraState	0.09
Connecticut	IntraState	0.07
DC	IntraState	0.08
Delaware	IntraState	0.08
Florida	IntraState	0.07
Georgia	IntraState	0.05
Iowa	IntraState	0.08
Idaho	IntraState	0.09
Illinois	IntraState	0.05
Indiana	IntraState	0.05
Kansas	IntraState	0.06
Kentucky	IntraState	0.05
Louisiana	IntraState	0.05
Massachusetts	IntraState	0.07
Maryland	IntraState	0.06
Maine	IntraState	0.05
Michigan	IntraState	0.05
Minnesota	IntraState	0.09
Missouri	IntraState	0.07
Mississippi	IntraState	0.05
Montana	IntraState	0.09
North Carolina	IntraState	0.07
North Dakota	IntraState	0.11
Nebraska	IntraState	0.07

New Hampshire	IntraState	0.08
New Jersey	IntraState	0.07
New Mexico	IntraState	0.12
Nevada	IntraState	0.06
New York	IntraState	0.06
Ohio	IntraState	0.05
Oklahoma	IntraState	0.08
Oregon	IntraState	0.06
Pennsylvania	IntraState	0.05
Rhode Island	IntraState	0.05
South Carolina	IntraState	0.07
South Dakota	IntraState	0.13
Tennessee	IntraState	0.05
Texas	IntraState	0.07
Utah	IntraState	0.07
Virginia	IntraState	0.09
Vermont	IntraState	0.08
Washington	IntraState	0.06
Wisconsin	IntraState	0.05
West Virginia	IntraState	0.08
Wyoming	IntraState	0.06

Country / Metro	CPM	Country / Metro	CPM	Country / Metro	CPM	USA INTRASTATE	CPM
Afghanistan Proper	0.34	Finland Proper	0.06	Netherlands Proper	0.06	Alabama Intrastate	0.05
Afghanistan Mobile	0.37	Finland Mobile	0.19	Netherlands Mobile	0.26	Alaska Intrastate	0.00
Albania All	0.16	France Proper	0.06	New Zealand Proper	0.06	Arizona Intrastate	0.12
Algeria All	0.16	France Mobile	0.22	New Zealand Mobile	0.22	Arkansas Intrastate	0.06
Andorra Proper	0.09	Georgia Mobile	0.21	Norway Proper	0.06	California Intrastate	0.05
Andorra Mobile	0.15	Georgia Proper	0.11	Norway Mobile	0.19	Colorado Intrastate	0.09
Argentina Proper	0.06	Georgia Mobile	0.21	Oman All	0.22	Connecticut Intrastate	0.07
Argentina Mobile	0.15	Germany Proper	0.06	Pakistan All	0.29	Delaware Intrastate	0.08
Armenia Proper	0.17	Germany Mobile	0.26	Panama Proper	0.20	D of Columbia Intrastate	0.00
Armenia Mobile	0.26	Greece Proper	0.06	Panama Mobile	0.22	Florida Intrastate	0.07
Aruba All	0.17	Greece Mobile	0.16	Panama Panama City	0.11	Georgia Intrastate	0.05
Australia Proper	0.06	Guatemala Proper	0.16	Paraguay Mobile	0.23	Hawaii Intrastate	0.00
Australia Mobile	0.22	Guatemala Mobile	0.21	Peru Proper	0.26	Idaho Intrastate	0.09
Austria Proper	0.06	Haiti Proper	0.20	Peru Lima	0.06	Illinois Intrastate	0.05
Austria Mobile	0.30	Haiti Mobile	0.29	Peru Mobile	0.26	Indiana Intrastate	0.05
Azerbaijan All	0.19	Honduras Proper	0.32	Philippines Proper	0.18	Iowa Intrastate	0.08
Bahamas Proper	0.12	Hong Kong All	0.06	Philippines Mobile	0.23	Kansas Intrastate	0.06
Bahrain All	0.25	Hungary Proper	0.10	Poland Proper	0.06	Kentucky Intrastate	0.05
Bangladesh Proper	0.19	Hungary Mobile	0.26	Poland Mobile	0.23	Louisiana Intrastate	0.05
Bangladesh Chittagong	0.12	India Proper	0.19	Portugal Proper	0.06	Maine Intrastate	0.05
Bangladesh Dhaka	0.10	India Ahmedabad	0.15	Portugal Mobile	0.21	Maryland Intrastate	0.06
Barbados Proper	0.21	India Bangalore	0.14	Puerto Rico Proper	0.07	Massachusetts Intrastate	0.07
Belarus All	0.22	India Bombay	0.17	Qatar Proper	0.31	Michigan Intrastate	0.05
Belgium Proper	0.06	India Calcutta	0.17	Romania Proper	0.16	Minnesota Intrastate	0.09
Belgium Mobile	0.23	India Gujarat	0.17	Romania Bucharest	0.10	Mississippi Intrastate	0.05
Bolivia Proper	0.21	India Hyderabad	0.17	Russia All	0.10	Missouri Intrastate	0.07
Bolivia Cochabamba	0.15	India Kerala	0.17	Russia Moscow	0.06	Montana Intrastate	0.09
Bolivia La Paz	0.15	India Madras	0.13	Russia StPtersburg	0.06	Nebraska Intrastate	0.07
Bolivia SantaCruz	0.15	India Mobile	0.17	Saudi Arabia Proper	0.25	Nevada Intrastate	0.06
BosniaHerzeg. Proper	0.13	India New Delhi	0.15	Saudi Arabia Mobile	0.29	New Hampshire Intrastate	0.08
BosniaHerzeg. Mobile	0.30	India Pune	0.19	Saudi Arabia Dhahran	0.14	New Jersey Intrastate	0.07
Brazil Proper	0.12	India Punjab	0.19	Saudi Arabia Jeddah	0.10	New Mexico Intrastate	0.12
Brazil Mobile	0.19	Indonesia Proper	0.12	Saudi Arabia Riyadh	0.11	New York Intrastate	0.06
Brazil Bela Horiz	0.09	Indonesia Mobile	0.19	Singapore All	0.06	North Carolina Intrastate	0.07
Brazil Rio & SP	0.06	Iran Proper	0.14	Slovakia/ania Proper	0.11	North Dakota Intrastate	0.11
Bulgaria Proper	0.11	Iran Mobile	0.19	Slovakia/ania Mobile	0.22	Ohio Intrastate	0.05
Bulgaria Mobile	0.28	Iran Tehran	0.13	South Africa Proper	0.11	Oklahoma Intrastate	0.08
Cameroon All	0.27	Ireland Proper	0.06	South Africa Mobile	0.21	Oregon Intrastate	0.06
Canada All	0.05	Ireland Mobile	0.21	Spain Proper	0.06	Pennsylvania Intrastate	0.05
Chile Proper	0.06	Israel Proper	0.06	Spain Mobile	0.24	Rhode Island Intrastate	0.05
Chile Mobile	0.20	Israel Mobile	0.12	Sri Lanka All	0.21	South Carolina Intrastate	0.07
China All	0.06	Italy Proper	0.06	Sudan Proper	0.29	South Dakota Intrastate	0.13
Colombia Proper	0.12	Italy Mobile	0.26	Sweden Proper	0.06	Tennessee Intrastate	0.05
Colombia Bogata/Cali	0.09	Jamaica Proper	0.17	Sweden Mobile	0.28	Texas Intrastate	0.07
Colombia Buranquilla	0.09	Jamaica Mobile	0.22	Switzerland Proper	0.06	Utah Intrastate	0.07
Colombia Medellin	0.09	Japan Proper	0.06	Switzerland Mobile	0.28	Vermont Intrastate	0.08
Congo Proper	0.17	Japan Mobile	0.22	Syria Proper	0.36	Virginia Intrastate	0.09
Congo (Zaire) Mobile	0.23	Jordan Proper	0.20	Taiwan Proper	0.06	Washington Intrastate	0.06
Costa Rica Proper	0.08	Jordan Mobile	0.25	Taiwan Mobile	0.13	West Virginia Intrastate	0.08
Croatia Proper	0.09	Kazakhstan Proper	0.16	Thailand Proper	0.14	Wisconsin Intrastate	0.05
Croatia Mobile	0.19	Kazakhstan Mobile	0.18	Thailand Bangkok	0.09	Wyoming Intrastate	0.06
Cuba All	0.95	Kenya Proper	0.20	Tonga Proper	0.30		
Croatia Proper	0.10	Kenya Mobile	0.44	Turkey Proper	0.22	USA INTERstate	0.04
Croatia Mobile	0.19	Korea, S Proper	0.06	Turkey Mobile	0.21	Alaska & Hawaii	0.08
Cyprus Proper	0.12	Korea, S Mobile	0.12	Turkey Istanbul	0.11		
Cyprus Mobile	0.14	Kuwait Proper	0.14	Ukraine Proper	0.15		
Czech Rep Proper	0.10	Kyrgyzstan Proper	0.18	U.A.Emirates All	0.28		
Czech Rep Mobile	0.24	Latvia Proper	0.16	United Kingdom Proper	0.06		
Denmark Proper	0.06	Latvia Mobile	0.22	United Kingdom Mobile	0.27		
Denmark Mobile	0.21	Malaysia Proper	0.06	Romania Mobile	0.24		
Dominica Proper	0.19	Malaysia Mobile	0.10	Uruguay Proper	0.16		
Dominica Mobile	0.22	Mexico Proper	0.13	Uruguay Mobile	0.23		
Dom. Republic All	0.13	Mexico Guadalajara	0.06	Uruguay Montevideo	0.13		
Ecuador All	0.19	Mexico Mexico City	0.06	Venezuela Proper	0.12		
Ecuador Cuenca	0.14	Mexico Monterrey	0.06	Venezuela Mobile	0.23		
Egypt Proper	0.23	Moldova All	0.12	Venezuela Caracas	0.09		
Egypt Mobile	0.18	Monaco Proper	0.10	Venezuela Maracaibo	0.10		
El Salvador All	0.15	Monaco Mobile	0.15	Yemen Proper	0.20		
Estonia Proper	0.09	Morocco Proper	0.24	Yemen Mobile	0.21		
Estonia Mobile	0.22	Morocco Mobile	0.31	Yugoslavia Proper	0.15		
Fiji Proper	0.31	Nepal Proper	0.36	Yugoslavia Mobile	0.24		
Fiji Mobile	0.22	Nepal Kathmandu	0.28	Zimbabwe Proper	0.11		

Log onto www.Telphonic.com for the most up-to-date costs in effect or call 1.800.717.5802

Balance Sheet for Telphonic  
10/15/04

Equipment	150,000
Software Licences	25,000
Verisign SSL Certifications	25,000
Merchant Banking Solutions	25,000
Customer Relationship Software	50,000
Billing Software	50,000
Brand Value	200,000
Domain Names	200,000
Accounts Receivable	19,000
Cash on hand	22,000
Gross Value	<u>766,000</u>
Liabilities	<u>11,000</u>
Net Value	755,000



# FLORIDA SERVICE MATRIX

## SERVICES AUTHORIZED

CERT or REGISTRATION TYPE	LOCAL SWITCHED	LOCAL PRIVATE LINE	INTERLATA PRIVATE LINE	INTRALATA PRIVATE LINE	INTRALATA SWITCHED TOLL	INTERLATA SWITCHED TOLL	EAS & ECS SWITCHED	EAS & ECS PRIVATE LINE	PAY TELEPHONE
LEC	X	X		X	X		X	X	
CLEC	X	X		X	X		X	X	
STS	X						X		
AAV		X	X	X				X	
IXC			X	X	X	X	X*	X	
PATS	X				X	X	X		X

**NOTE:** For your information, the above Matrix illustrates what registrations or certificates are needed if you intend to provide certain telecommunications services in Florida.

For example, to provide IntraLATA Private Line service, you would need to be either a CLEC, LEC, AAV, or IXC, depending on what additional telecommunications service you intend to provide.

\*EAS and ECS switched services are considered to be local services, but IXCs may also carry calls between exchanges (interexchanges.)