



August 31, 2006  
**Overnight Delivery**

210 N. Park Ave.  
Winter Park, FL  
32789

P.O. Drawer 200  
Winter Park, FL  
32790-0200

Tel: 407-740-8575  
Fax: 407-740-0613  
tmi@tminc.com

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

060589-TX

RE: Application of Telovations Inc. for Authority to Provide Competitive Local  
Exchange Telecommunications Company Service within the State of Florida

Dear Ms. Bayo:

Enclosed for filing are the original and two (2) copies of the above-referenced application of  
Telovations Inc. Also enclosed is a check in the amount of \$400 to cover the filing fee.

Please acknowledge receipt of this filing by returning, filed stamped, the extra copy of this  
letter in the self-addressed stamped envelope provided for that purpose.

Any questions you may have regarding this application may be addressed to me at the above  
address, by calling (407) 740-3006 or via email to croesel@tminc.com. Thank you for your  
assistance.

Sincerely,

Carey Roesel  
Consultant to Telovations Inc.

CR/gs  
Enclosures

cc: Rick Schonbrun - Telovations  
file: Telovations - FL Local  
tms: FLL0600

DOCUMENT NUMBER - PART

08043 SEP-1 8

FPSC-COMMISSION CLERK

**FLORIDA PUBLIC SERVICE COMMISSION**  
**DIVISION OF COMPETITIVE MARKETS AND ENFORCEMENT**  
**APPLICATION FORM**  
for  
**AUTHORITY TO PROVIDE COMPETITIVE LOCAL EXCHANGE**  
**TELECOMMUNICATIONS COMPANY SERVICE**  
**WITHIN THE STATE OF FLORIDA**

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**Instructions**

- A. This form is used as an application for a certificate and for approval of the assignment or transfer of an existing certificate. In case of an assignment or transfer, the information provided shall be for the assignee or transferee. (See Page 18).
- B. Print or type all responses to each item requested in the application and appendices. If an item is not applicable, please explain.
- C. Use a separate sheet for each answer which will not fit the allotted space.
- D. Once completed, submit the original and two (2) copies of this form along with a non-refundable application fee of **\$400.00** to:

**Florida Public Service Commission**  
**Division of Commission Clerk and Administrative Services**  
**2540 Shumard Oak Boulevard**  
**Tallahassee, Florida 32399-0850**  
**(850) 413-6770**

- E. A filing fee of **\$400.00** is required for the sale, assignment or transfer of an existing certificate to another company (Chapter 25-24.815, F.A.C.).
- F. If you have questions about completing the form, contact:

**Florida Public Service Commission**  
**Division of Commission Clerk and Administrative Services**  
**2540 Shumard Oak Boulevard**  
**Tallahassee, Florida 32399-0850**  
**(850) 413-6600**

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

- Original certificate** (new company)
- Approval of transfer of existing certificate:** Example, a non-certificated company purchases an existing company and desires to retain the original certificate authority.
- Approval of assignment of existing certificate:** Example, a certificated company purchases an existing company and desires to retain the original certificate 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:**

Telovations Inc.

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

See response to Item 2 above.

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

**Name:** Telovations Inc.  
**Street:** 1511 N. West Shore Blvd., Suite 400  
**P.O. Box:**  
**City:** Tampa  
**State:** Florida  
**Zip Code:** 33607

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

**Name:** Telovations Inc.  
**Street:** 1511 N. West Shore Blvd., Suite 400  
**P.O. Box:**  
**City:** Tampa  
**State:** Florida  
**Zip Code:** 33607

**6. Structure of organization:**

- |  |   |
|--|---|
| <input type="checkbox"/> Individual          | <input checked="" type="checkbox"/> Corporation |
| <input type="checkbox"/> Foreign Corporation | <input type="checkbox"/> Foreign Partnership    |
| <input type="checkbox"/> General Partnership | <input type="checkbox"/> Limited Partnership    |
| <input type="checkbox"/> Other:              |   |
- 

**7. If individual, provide:**

**Name:** Not applicable  
**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. The Florida Secretary of State corporate registration number is: \_\_\_\_\_**

Not applicable.

**9. If foreign corporation, provide proof of authority to operate in Florida. The Florida Secretary of State corporate registration number is:**

F06000001079

**10. If using fictitious name d/b/a, provide proof of compliance with fictitious name statute (Chapter 865.09, FS) to operate in Florida. The Florida Secretary of State fictitious name registration number is: \_\_\_\_\_**

Not applicable.

**11. If a limited liability partnership, provide proof of registration to operate in Florida. The Florida Secretary of State registration number is: \_\_\_\_\_**

Not applicable.

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

**Name:** Not applicable  
**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. The Florida registration number is: \_\_\_\_\_

Not applicable.

14. **Provide F.E.I. Number** (if applicable): 20-4285361

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

(a) The application:

**Name:** Carey Roesel  
**Title:** Consultant  
**Address:** 210 N. Park Avenue  
**City, State, Zip:** Winter Park, FL 32790-0200  
**Telephone No.:** (407) 740-3006  
**Fax No.:** (407) 740-0613  
**Internet E-Mail Address:** [croesel@tminc.com](mailto:croesel@tminc.com)  
**Internet Website Address:** [www.tminc.com](http://www.tminc.com)

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

**Name:** Rick Schonbrun  
**Title:** CEO and President  
**Address:** 1511 N. West Shore Blvd., Suite 400  
**City, State, Zip:** Tampa, FL 33607  
**Telephone No.:** (813) 774-4370  
**Fax No.:** (813) 289-5402  
**Internet E-Mail Address:** [rschonbrun@telovations.com](mailto:rschonbrun@telovations.com)  
**Internet Website Address:** [www.telovations.com](http://www.telovations.com)

(c) Complaints/Inquiries from customers:

**Name:** Doug Knight  
**Title:** Vice President of Product Management  
**Address:** 1511 N. West Shore Blvd., Suite 400  
**City, State, Zip:** Tampa, FL 33607  
**Telephone No.:** (813) 774-4367  
**Fax No.:** (813) 289-5402  
**Internet E-Mail Address:** [dknight@telovations.com](mailto:dknight@telovations.com)  
**Internet Website Address:** [www.telovations.com](http://www.telovations.com)

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

- (a) has operated a Competitive Local Exchange Telecommunications Company.

None

- (b) has applications pending to be certificated as a Competitive Local Exchange Telecommunications Company.

None

- (c) is certificated to operate as a Competitive Local Exchange Telecommunications Company.

None

- (d) has been denied authority to operate as a Competitive Local exchange Telecommunications Company and the circumstances involved.

None

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

None

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

None

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

- (a) adjudged bankrupt, mentally incompetent (and not had his or her competency restored), or found guilty of any felony or of any crime, or whether such actions may result from pending proceedings. If so, provide explanation.

Not applicable.

- (b) granted or denied a competitive local exchange certificate in the State of Florida (this includes active and canceled competitive local exchange certificates). If yes, provide explanation and list the certificate holder and certificate number.

Not applicable.

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

Not applicable.

**18.** Submit the following:

- (a) Managerial capability: resumes of employees/officers of the company that would indicate sufficient managerial experiences of each.

Please see Exhibit I.

- (b) Technical capability: resumes of employees/officers of the company that would indicate sufficient technical experiences or indicate what company has been contracted to conduct technical maintenance.

Please see Exhibit I.

- (c) Financial capability: applicant's audited financial statements for the most recent three (3) years. If the applicant does not have audited financial statements, it shall so be stated. Unaudited financial statements should be signed by the applicant's chief executive officer and chief financial officer affirming that the financial statements are true and correct and should include:

1. The balance sheet;
2. Income statement; and
3. Statement of retained earnings.

**Note:** 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.


Please see Exhibit II.

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. **APPLICATION FEE:** I understand that a non-refundable application fee of \$~~70~~00.00 must be submitted with this application.

UTILITY OFFICIAL:

Rick Schonbrun	
Print Name	Signature
President and CEO	8/18/06
Title	Date
(813) 774-4370	(813) 289-5402
Telephone Number	Fax No.

Address: 1511 N. West Shore Blvd., Suite 400  
Tampa, FL 33607



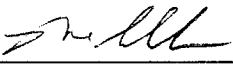
**THIS PAGE MUST BE COMPLETED AND SIGNED**

**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 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:**

Rick Schonbrun <i>AS PRESIDENT</i>	
Print Name	Signature
President and CEO	<i>8/18/06</i>
Title	Date
(813) 774-5098	(813) 289-5402
Telephone Number	Fax No.
Address:	<u>1511 N. West Shore Blvd., Suite 400</u>
	<u>Tampa, FL 33607</u>

**CERTIFICATE SALE, TRANSFER,  
OR  
ASSIGNMENT STATEMENT**

As current holder of Florida Public Service Commission Certificate Number \_\_\_\_\_, I have reviewed this application and join in the petitioner's request for a

- sale
- transfer
- assignment

of the certificate.

Company Owner of Officer

Name:  
Title:  
Address:  
City, State, Zip:  
Telephone No.:  
Fax No.:  
E-Mail Address:

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Signature

Date

Telovations Inc.

Exhibit I

Management Profiles

### **Rick Schonbrun — President and CEO**

Rick is responsible for developing the company's strategic direction, profitability, and growth plans. He directly oversees the team responsible for day to day operations of the company.

Rick has 18 years of senior management experience in the telecommunications industry. Prior to joining Telovations he was an Executive with Expanets a \$1B provider of Avaya and Cisco voice and data systems. He has also been an executive with three start-up technology companies, NBX, SecureLogix, and Sonexis. NBX was the first company to develop and deliver an IP-PBX for the mid enterprise customer. NBX was acquired by 3Com in 1999. Rick has also built a distribution joint-venture with AT&T and an acquisition by Lucent Technologies.

### **Mark Swanson — Chairman and Chief Technology Officer**

Mark is responsible for overall strategic technology direction and R&D for the company.

Mark has over twenty years management experience in technology related organizations. He has founded and served as President/CEO of two IT services companies which were both successfully acquired. He has also served as EVP and Chief Technology Officer for iXL and helped take the company public in 1999. Mark has BS in Computer Engineering from West Point and a MS, Management of Technology from the Georgia Institute of Technology.

### **Doug Knight — Vice President of Product Management**

Doug oversees daily operation of our network, customer care, and customer engineering functions.

Doug has 22 years of telecommunications experience. Prior to joining Telovations, Doug was Director of Product Management at Boston based Pingtel Corp where he was instrumental in developing the companies overall product and service strategy. During Doug's career he has held senior product management positions at several start-up technology companies including NBX and Sonexis.

### **David Smith – Director of Sales**

David is responsible for all sales functions at Telovations.

David has more than 15 years of direct and indirect sales and management experience in the telecommunications, and Internet industries. Most recently, David served as Director of Channel Sales at Mountain View, CA-based Sigpro, LLC, an IP-PBX developer and manufacturer. Earlier in his career, David was part of the founding management team at PSINet Inc., the first commercial Internet Service Provider in 1989. He later served in senior sales and general management positions at Neopolitan Networks and Cambrian Communications, both start-up, facilities-based network service providers. David holds a B.S. in Finance with a minor in Japanese from the Rochester Institute of Technology in Rochester, NY.

Telovations Inc.

Exhibit II

Financials

Financials will be provided at a later date.