

RECEIVED-FPSC



08 AUG -8 PM 12:07 The CommLaw Group

080527-TX

COMMISSION CLERK

HELEIN & MARASHLIAN, LLC  
1483 Chain Bridge Road  
Suite 301  
McLean, Virginia 22101

Telephone: (703) 714-1300  
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Website: [www.CommLawGroup.com](http://www.CommLawGroup.com)

Writer's Direct Dial Number  
703-714-1326

Writer's E-mail Address  
cmh@commlawgroup.com

August 7, 2008

VIA OVERNIGHT COURIER

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

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

Initials of person who forwarded check:

Re: *Application of DSCI Corporation for Authority to Provide  
Alternative Local Exchange Service Within the State of Florida*

Dear Ms. Bayo:

On behalf of DSCI Corporation ("DSCI"), transmitted herewith are an original and two (2) copies of DSCI's Application for Authority to Provide Alternative Local Exchange Service Within the State of Florida. Also enclosed is a check in the amount of \$400.00, payable to the Florida Public Service Commission, in satisfaction of the statutory filing fee associated with this Application.

An additional copy of this filing is also enclosed, to be date-stamped and returned in the postage prepaid envelope provided.

Should there be any questions regarding this filing, kindly contact the undersigned.

Respectfully submitted,

Catherine M. Hannan  
Regulatory Counsel

\* Price list forwarded  
to RCP.

- COM
- ECR
- GCL
- OPC
- RCP
- SSC
- SGA  Enclosures
- ADM
- CLK

DOCUMENT NUMBER-DATE

06991 AUG-8 8

FPSC-COMMISSION CLERK

7141300-5-00780

**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**

---

**Instructions**

- A. This form is used as an application for an original certificate and for approval of sale, assignment or transfer of an existing certificate. In the case of a sale, assignment or transfer, the information provided shall be for the purchaser, assignee or transferee (See Page 8).
- B. Print or type all responses to each item requested in the application. 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 the Commission Clerk and Administrative Services**  
**2540 Shumard Oak Blvd.**  
**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 Competitive Markets and Enforcement**  
**2540 Shumard Oak Blvd.**  
**Tallahassee, Florida 32399-0850**  
**(850) 413-6600**

FORM PSC/CMP-8 (01/06)  
Required by Commission Rule Nos. 25-24.810,  
and 25-24.815

Note: To complete this interactive form  
using ~~the computer~~, use the tab key  
to navigate between data entry fields.

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 rather than apply for a new certificate.

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

2. Name of company: DSCI Corporation.

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

4. Official mailing address:

Street/Post Office Box: 275 Wyman Street, Suite 260  
City: Waltham  
State: MA  
Zip: 02451

5. Florida address:

Street/Post Office Box:  
City:  
State:  
Zip:

6. Structure of organization:

Individual  
 Foreign Corporation  
 General Partnership  
 Other,

Corporation  
 Foreign Partnership  
 Limited Partnership

7. **If individual**, provide:

Name:  
Title:  
Street/Post Office Box:  
City:  
State:  
Zip:  
Telephone No.:  
Fax No.:  
E-Mail Address:  
Website Address:

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

9. **If foreign corporation**, provide proof of authority to operate in Florida. The Florida Secretary of State corporate registration number is: F08000002308

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:

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

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

Name:  
Title:  
Street/Post Office Box:  
City:  
State:  
Zip:  
Telephone No.:  
Fax No.:  
E-Mail Address:  
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:

14. Provide **F.E.I. Number**(if applicable): 04-3540808

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

(a) The application:

Name: Catherine M. Hannan  
Title: Regulatory Counsel  
Street name & number: Helein & Marshlian, LLC, the CommLaw Group  
1483 Chain Bridge Road, Suite 301  
Post office box:  
City: McLean  
State: VA  
Zip: 22101  
Telephone No.: (703) 714-1326  
Fax No.: (703) 714-1330  
E-Mail Address: cmh@commlawgroup.com  
Website Address: www.commlawgroup.com

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

Name: Sean Dandley  
Title: President and Chief Executive Officer  
Street name & number: 275 Wyman Street, Suite 260  
Post office box:  
City: Waltham  
State: MA  
Zip: 02451  
Telephone No.: (781) 862-8300  
Fax No.: (781) 862-4545  
E-Mail Address: sdandley@dscicorp.com  
Website Address: www.dscicorp.com

(c) Complaints/Inquiries from customers:

Name: Timothy Battles  
Title: Vice President  
Street/Post Office Box: 275 Wyman Street, Suite 260  
City: Waltham  
State: MA  
Zip: 02451  
Telephone No.: (781) 862-8300  
Fax No.: (781) 862-4545  
E-Mail Address: tbattles@dscicorp.com  
Website Address: www.dscicorp.com

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

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

Applicant is certificated, registered or otherwise authorized to provide local exchange telecommunications services in the States of Massachusetts, Maine, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island and Vermont.

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

DSCI has recently filed (or expects to file shortly) applications for local exchange authority in the District of Columbia and the States of California, Connecticut, Delaware, Georgia, Illinois, Maryland, Texas and Virginia.

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

Please see 16(a) above.

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

Applicant has not been denied authority to operate as a Competitive Local Exchange Telecommunications Company in any jurisdiction.

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

Applicant has not had regulatory penalties imposed for violations of telecommunications statutes.

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

Applicant has not been involved in civil court proceedings with an interexchange carrier, local exchange company or other telecommunications entity.

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.

None of Applicant's officers, directors or ten largest stockholders has been adjudged bankrupt, mentally incompetent or found guilty of any felony or of any crime.

(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.

None of Applicant's officers, directors or ten largest stockholders has been granted or denied a competitive local exchange certificate in the State of Florida.

(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.

Several of the officers and directors of DSCI have been officers in other telecommunications companies during their careers in the telecommunications business. That employment history is detailed in the biographies that appear at Exhibit 2 to this Application. None of DSCI's officers or directors has had a material ownership interest in any Florida certificated or registered telephone company.

18. Submit the following:

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

(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.

(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.



**THIS PAGE MUST BE COMPLETED AND SIGNED**

**REGULATORY ASSESSMENT FEE:** I understand that all telephone companies must pay a regulatory assessment fee. Regardless of the gross operating revenue of a company, a minimum annual assessment fee, as defined by the Commission, is required.

**RECEIPT AND UNDERSTANDING OF RULES:** I acknowledge receipt and understanding of the Florida Public Service Commission's rules and orders relating to the provisioning of competitive local exchange telecommunications company (CLEC) service in Florida.

**APPLICANT ACKNOWLEDGEMENT:** 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 competitive local exchange telecommunications 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.**"

Company Owner or Officer

Print Name: Sean Dandley  
Title: President and Chief Executive Officer  
Telephone No.: (781) 862-8300  
E-Mail Address: sdandley@dscicorp.com

Signature: \_\_\_\_\_

Date: 7/19/08

**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 or Officer**

Print Name:  
Title:  
Street/Post Office Box:  
City:  
State:  
Zip:  
Telephone No.:  
Fax No.:  
E-Mail Address:

Signature: \_\_\_\_\_

Date: \_\_\_\_\_

**EXHIBIT 1**

**PROOF OF FOREIGN CORPORATION AUTHORITY  
FROM THE FLORIDA SECRETARY OF STATE  
OF  
DSCI CORPORATION**

# State of Florida



## Department of State

I certify from the records of this office that DSCI CORPORATION, is a corporation organized under the laws of Massachusetts, authorized to transact business in the State of Florida, qualified on May 21, 2008.

The document number of this corporation is F08000002308.

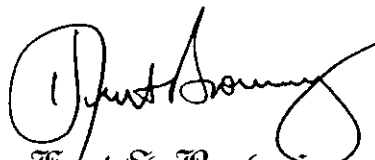
I further certify that said corporation has paid all fees due this office through December 31, 2008, and its status is active.

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  
Twenty-second day of May, 2008



CR2EO22 (01-07)

  
Kurt S. Brotoning  
Secretary of State



FLORIDA DEPARTMENT OF STATE  
Division of Corporations

May 22, 2008

JONATHAN S MARASHLIAN  
1483 CHAIN BRIDGE ROAD SUITE 301  
MCLEAN, VA 22101

Qualification documents for DSCI CORPORATION were filed on May 21, 2008 and assigned document number F08000002308. 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.

The certification you requested is enclosed.

A corporation annual report/uniform business 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 1-800-829-4933 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 contact this office at (850) 245-6931.

Becky McKnight  
Regulatory Specialist II  
New Filing Section  
Division of Corporations

Letter Number: 708A00032515

# State of Florida



## Department of State

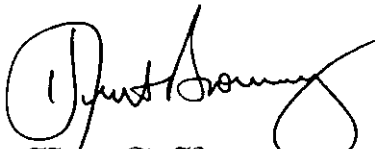
I certify the attached is a true and correct copy of the application by DSCI CORPORATION, a Massachusetts corporation, authorized to transact business within the State of Florida on May 21, 2008 as shown by the records of this office.

The document number of this corporation is F08000002308.

Given under my hand and the  
Great Seal of the State of Florida  
at Tallahassee, the Capitol, this the  
Twenty-second day of May, 2008



CR2EO22 (01-07)

  
Kurt S. Browning  
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. DSCI 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. Massachusetts

(State or country under the law of which it is incorporated)

3. 04-3540808

(FEI number, if applicable)

4. 12/12/2000

(Date of incorporation)

5. Perpetual

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

6. (Date first transacted business in Florida, if prior to registration) (SEE SECTIONS 607.1501 & 607.1502, F.S., to determine penalty liability)

7. 275 Wyman Street, Suite 260, Waltham, MA 02451

(Principal office address)

275 Wyman Street, Suite 260, Waltham, MA 02451

(Current mailing address)

8. Telecommunications Services

(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 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.

Amy Derteletti (Registered agent's signature)

AMY DERTELETTI SPECIAL 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.

SECRETARY OF STATE TALLAHASSEE FLORIDA

08 MAY 21 AM 10:35

APPROVED AND FILED

12. Names and business addresses of officers and/or directors:

**A. DIRECTORS**

Chairman: See attached.

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

Vice Chairman: \_\_\_\_\_

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

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

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

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

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

**B. OFFICERS**

President: See attached.

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

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

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

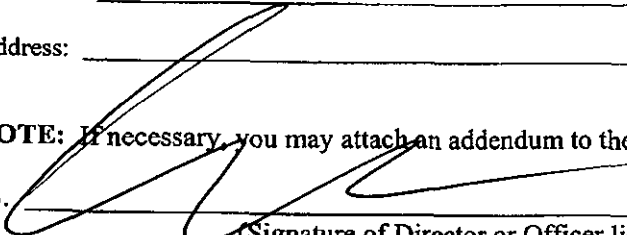
Secretary: \_\_\_\_\_

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

Treasurer: \_\_\_\_\_

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

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. Sean M. Dandley, President  
(Typed or printed name and capacity of person signing application)

00 MAY 21 PM 10:31  
SECRETARY OF STATE  
TALLAHASSEE FLORIDA

FILED



**DSCI Corporation**

**Officers and Directors**

Officers:

Sean M. Dandley, President  
275 Wyman Street, Suite 260  
Waltham, MA 02451

Timothy S. Battles, Secretary/Vice President  
275 Wyman Street, Suite 260  
Waltham, MA 02451

James M. Maloney, Treasurer  
275 Wyman Street, Suite 260  
Waltham, MA 02451

Directors:

John Leonardi  
275 Wyman Street, Suite 260  
Waltham, MA 02451

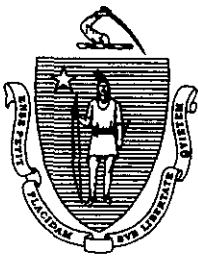
Michael Putziger  
275 Wyman Street, Suite 260  
Waltham, MA 02451

John Shelley  
275 Wyman Street, Suite 260  
Waltham, MA 02451

SECRETARY OF STATE  
TALLAHASSEE, FLORIDA

08 MAY 21 12:10:35

APPROVED  
FILED



The Commonwealth of Massachusetts  
Secretary of the Commonwealth  
State House, Boston, Massachusetts 02133

William Francis Galvin  
Secretary of the  
Commonwealth

May 8, 2008

TO WHOM IT MAY CONCERN:

I hereby certify that according to the records of this office,

**DSCI CORPORATION**

is a domestic corporation organized on **December 12, 2000**, under the General Laws of the Commonwealth of Massachusetts.

I further certify that there are no proceedings presently pending under the Massachusetts General Laws Chapter 156D section 14.21 for said corporation's dissolution; that articles of dissolution have not been filed by said corporation; that, said corporation has filed all annual reports, and paid all fees with respect to such reports, and so far as appears of record said corporation has legal existence and is in good standing with this office.

APPROVED  
AND  
FILED  
08 MAY 21 AM 10:35  
SECRETARY OF STATE  
TALLAHASSEE, FLORIDA



In testimony of which,  
I have hereunto affixed the  
Great Seal of the Commonwealth  
on the date first above written.

*William Francis Galvin*

Secretary of the Commonwealth

Processed By: jbm



*The Commonwealth of Massachusetts*  
*Secretary of the Commonwealth*  
*State House, Boston, Massachusetts 02133*

**William Francis Galvin**  
Secretary of the  
Commonwealth

**May 8, 2008**

TO WHOM IT MAY CONCERN:

I hereby certify that according to the records of this office,

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APPROVED  
AND  
FILED  
08 MAY 21 AM 10:35  
SECRETARY OF STATE  
TALLAHASSEE, FLORIDA



In testimony of which,  
I have hereunto affixed the  
Great Seal of the Commonwealth  
on the date first above written.

*William Francis Galvin*

Secretary of the Commonwealth

Processed By: jbm

**EXHIBIT 2**

**BIOGRAPHICAL SKETCHES  
OF  
EXECUTIVE MANAGEMENT PERSONNEL  
OF  
DSCI CORPORATION**

## **DSCI Corporation Senior Management**

The Company has assembled a highly skilled management team, which brings a wealth of experience and expertise to the Company's telecommunications services venture. Together, the Company's executives provide it with the depth and breadth of management, operational and technical capabilities necessary to facilitate its provision of high quality, affordable local exchange telecommunications services. Biographies of the Company's Senior Management follow.

**President and CEO:** As one of the four founders of DSCI Corporation, Sean M. Dandley has worked in the telecommunications field for over seventeen years, and has established a distinguished executive management track record. He was a founder and majority owner of Digital Signal Communications, Inc., a non-facility based telecommunications provider that provided local, long-distance and data services to the Mid-Tier Business market in New England and New York. Digital Signal Communications, Inc. grew to a business with ten million dollars in annual revenues within fourteen months of commencing operations and was regarded as having one of the best customer retention programs in the country.

Mr. Dandley was also the Senior VP of Sales and Marketing at Digital Broadband Communications, Inc., a northeast broadband service provider, and grew the sales and sales engineering organization from 25 to 185 employees in ten months. During this period, the sales organization exceeded sales objectives including landing multi-million dollar contracts with Putnam, EMC, Lifespan and Mass Community Networks.

Mr. Dandley has held the positions of National Accounts Manager at USTelecenters, Director of Sales for Eastern Telecom and Vice-President of Network Sales for Eastern Telecom.

**Vice-President** – Tim Battles has worked in the telecommunications industry for twenty years. He has created national and regional sales organizations that have provided superior service and garnered high customer loyalty. He has extensive experience managing sales forces that concentrated on high-end technical customer applications such as WANs, VPNs, Remote Access and Internet service. Currently he is the Vice President and one of four co-founders of DSCI Corporation, where he has manages the day to day financial operations of the company.

Previously, Mr. Battles was a VP of Sales at Digital Broadband Communications, Inc., a northeast broadband service provider, and opened nine markets growing the sales force from 0 to 96 employees in ten months.

Prior to Digital Broadband Communications he was part of a group of five people who started Digital Signal Communications, Incorporated. As Vice President of Sales, he was part of the senior management team that drove the growth of Digital Signal Communications' revenue from \$0.00 in March of 1998 to \$10.0 million in 1999. He had previously held positions including Sales Engineering, National Accounts and Sales Management at USTeleCenters and Sprint.

***Vice-President of Sales:*** James Maloney proven sales management professionals with over fifteen of sales and sales management experience in telecommunications. He has established a successful track record creating and developing high production, high retention sales teams. Currently he is the Vice President of Sales and one of four co-founders of DSCI Corporation. During his tenure here, revenues have grown from \$9M in 2001 to just under \$28M in 2006.

Prior to DSCI, Mr. Maloney was a VP of Sales at Digital Broadband Communications, Inc., a northeast broadband service provider, and opened five markets growing the sales force from 0 to 60 employees in ten months.

Before Digital Broadband Communications he was part of a group of five people who started Digital Signal Communications, Incorporated. His experience is derived from positions at MCI, USTelecenters, and Eastern Telecom.

***Vice-President of Data Services:*** John Shelley, MCP/MCSD, is a talented and highly regarded IS professional with over thirty years of programming and development experience. His last fifteen years have been specific to the area of telecommunications data processing and billing. A co-founder of DSCI Corp., Mr. Shelley oversees his team to insure the most accurate and timely billing possible for the company as well as providing the tools to keep all the other departments running as efficiently as possible.

In 1991 Mr. Shelley co-founded CBI, a company that provided long distance service and student billing to the higher education market. He was the primary designer, developer and programmer of the proprietary billing platform (CUBS) that provided private label billings for CBI and later for Digital Broadband Communications where he held the position of Vice President of IS. Mr. Shelley and his IS staff have managed billing production runs in excess of 20,000 invoices per month.

***Vice-President of Engineering:*** Rick Girardin joined DSCI in January 2005. Mr. Girardin was brought in to form the engineering team that had the responsibility to design and implement a "greenfield" voice and data network for the purpose of migrating an existing Resold customer base and to deliver new voice and data products to the New England market. This was the third network that he had designed and built from the ground up.

Before joining DSCI, Mr. Girardin was the Vice President of Engineering at Lightship Communications which had acquired his previous company, Net Resource in February of

2000. At Lightship he was responsible for all of the voice, data, and network engineering along with network assurance and operations. His major focus there was to merge the operations and network of Net Resource's primarily data network with Lightship's existing voice infrastructure. The Lightship network was built to serve over 80% of the businesses in Vermont, New Hampshire, Maine, Massachusetts, and Rhode Island.

As previously mentioned, preceding his engagement with Lightship he was founder and President of Net Resource. With Net Resource Mr. Girardin established one of the first commercial ISP's serving New England businesses. Net Resource owned and operated a data network offering ATM, Frame Relay, DSL, and IP service. Net Resource established relationships with area telecom companies to offer wholesale access to its network enabling bundled voice and data offerings.

**EXHIBIT 3**

**FINANCIAL CAPABILITY  
OF  
DSCI CORPORATION**



DSCI is financially qualified to offer the telecommunications services requested in its service territory. Applicant anticipates satisfying its cash flow obligations from revenues from its Florida operations. In demonstration of the overall strength of Applicant's financial capabilities, attached hereto are copies of DSCI's most recent financial materials, confirming that Applicant possesses sufficient liquid and available funds to ensure the continued provision of reliable telecommunications service to Florida residents.

DSCI Corporation  
Balance Sheets  
December 31, 2007 and 2006

	<b>Assets</b>	
	<u>2007</u>	<u>2006</u>
Current assets:		
Cash and cash equivalents	\$ 890,445	\$ 586,331
Accounts receivable - net (note 1)	2,732,937	2,766,382
Prepaid expenses	82,384	92,059
Other current assets	334,090	98,151
Total current assets	<u>4,039,856</u>	<u>3,542,923</u>
Property and equipment - net (note 1)	<u>3,765,029</u>	<u>3,153,491</u>
Other assets:		
Security deposits	110,912	99,458
Loan costs, net	43,164	-
Total other assets	<u>154,076</u>	<u>99,458</u>
Total assets	<u>\$ 7,958,961</u>	<u>\$ 6,795,872</u>

**Liabilities and Stockholders' Equity**

Current liabilities:		
Accounts payable and accrued expenses	\$ 2,897,549	\$ 3,248,764
Accrued payroll and commissions	529,458	573,858
Withholding and communication taxes payable	361,624	323,389
Current portion of long term debt	639,886	640,530
Line of credit (note 2)	1,295,204	300,000
Customer security deposits	67,366	10,418
Accrued income taxes (note 1)	18,695	-
Total current liabilities	<u>5,809,782</u>	<u>5,096,959</u>
Long term liabilities		
Term debt/capital lease obligations	<u>667,025</u>	<u>799,366</u>
Total liabilities	<u>6,476,807</u>	<u>5,896,325</u>
Stockholders' equity:		
Common stock, no par value (note 4)	570,373	558,434
Additional paid-in capital	51,089	45,821
Retained earnings	860,692	295,292
Total stockholders' equity	<u>1,482,154</u>	<u>899,547</u>
Total liabilities and stockholders' equity	<u>\$ 7,958,961</u>	<u>\$ 6,795,872</u>

The accompanying notes are an integral part of these financial statements.

DSCI Corporation  
Statements of Operations  
For the Years ended December 31, 2007 and 2006

	<u>2007</u>	<u>2006</u>
Revenue earned	\$ 29,722,916	\$ 27,981,461
Cost of revenue earned	<u>18,041,860</u>	<u>18,331,406</u>
Gross margin on revenue earned	11,681,056	9,650,055
Operation expenses:		
Salaries	6,770,187	6,564,291
Employee benefits and taxes	1,159,655	1,006,220
Other operating expenses	450,781	498,830
Telephone and communications	225,033	181,156
Depreciation and amortization (note 1)	930,373	594,242
Occupancy	344,806	301,748
Professional fees	156,515	128,892
Office expenses	206,194	230,872
Printing and reproduction	89,499	112,215
Travel and entertainment	88,679	125,440
Bad debts	355,040	130,662
Insurance	<u>79,389</u>	<u>60,423</u>
Total operating expenses	<u>10,856,151</u>	<u>9,934,991</u>
Income/(loss) from operations	824,905	(284,936)
Other income (expense):		
Loss on disposal of assets	(1,770)	-
Interest expense	(184,770)	(109,187)
Interest income	2,444	6,238
Other income	<u>9,654</u>	<u>29,628</u>
	<u>(174,442)</u>	<u>(73,321)</u>
Net income/(loss) before taxes	650,463	(358,257)
Provision for income taxes (note 1)	<u>(85,063)</u>	<u>(22,016)</u>
Net income/(loss)	<u>\$ 565,400</u>	<u>\$ (380,273)</u>

The accompanying notes are an integral part of these financial statements.

DSCI Corporation  
Statements of Cash Flows  
For the Years Ended December 31, 2007 and 2006

	<u>2007</u>	<u>2006</u>
Cash flows from operating activities:		
Net income (loss)	\$ 565,400	\$ (380,273)
Adjustments to reconcile net income (loss) to net cash used by operating activities:		
Depreciation and amortization	930,373	594,242
Bad debt expense	355,040	130,662
Compensation expense for stock options granted	8,927	4,191
Loss on disposal of equipment	1,770	-
Changes in assets and liabilities:		
(Increase) in accounts receivable	(321,595)	(830,007)
(Increase) decrease in other assets	(280,882)	60,939
(Decrease) increase in accounts payable and accrued expenses	(312,980)	806,268
(Decrease) increase in accrued payroll and commissions	(44,400)	75,464
Increase in other liabilities	<u>75,643</u>	<u>1,692</u>
Net cash provided by operating activities	<u>977,296</u>	<u>463,178</u>
Cash flows from investing activities:		
Purchase of equipment	(1,565,967)	(1,719,695)
Proceeds from disposal of equipment	22,286	-
Proceeds from capital lease on equipment	<u>-</u>	<u>949,425</u>
Net cash used in investing activities	<u>(1,543,681)</u>	<u>(770,270)</u>
Cash flows from financing activities:		
Proceeds from line of credit - net	996,348	-
Proceeds from notes payable	1,650,000	-
Repayment of capital lease obligation	(1,439,896)	(386,290)
Payments on notes payable	(344,233)	-
Proceeds from exercise of stock options	8,880	24,400
Repurchase of stock	(600)	-
Dividend distributions	<u>-</u>	<u>(102,955)</u>
Net cash (used in)/provided by financing activities	<u>870,499</u>	<u>(464,845)</u>
Net decrease in cash and cash equivalents	304,114	(771,937)
Cash and cash equivalents - beginning of the year	<u>586,331</u>	<u>1,358,268</u>
Cash and cash equivalents - end of the year	<u>\$ 890,445</u>	<u>\$ 586,331</u>
Supplemental cash flow information:		
Income taxes paid	\$ 20,209	\$ 9,175
Interest paid	\$ 169,212	\$ 108,902

The accompanying notes are an integral part of these financial statements.

DSCI Corporation  
Statements of Stockholders' Equity  
For the Years ended December 31, 2007 and 2006

	<u>Number of Shares</u>	<u>Capital Stock</u>
Balance at December 31, 2005	2,006,000	\$ 558,434
Net Loss for the Year Ended December 31, 2006	-	-
Shares Issued Pursuant to Exercise of Stock Options	20,250	-
Share Based Compensation	-	-
Shares Issued in Merger with DSCI Company Business Trust	32,900	-
Dividend Distributions	<u>-</u>	<u>-</u>
Balance at December 31, 2006	2,059,150	\$ 558,434
Net Income for the Year Ended December 31, 2007	-	-
Shares Issued Pursuant to Exercise of Stock Options	8,750	11,939
Share Based Compensation	-	-
Repurchase of Shares Issued	<u>(500)</u>	<u>-</u>
Balance at December 31, 2007	<u>2,067,400</u>	<u>\$ 570,373</u>

The accompanying notes are an integral part of these financial statements.

DSCI Corporation  
Balance Sheets  
December 31, 2006 and 2005

<b>Assets</b>	<u>2006</u>	<u>2005</u>
<b>Current Assets:</b>		
Cash and Cash Equivalents	\$ 586,331	\$ 1,358,268
Accounts Receivable	1,989,530	1,383,634
Unbilled Revenue	776,852	683,403
Deferred MRC Revenue	457,489	582,294
Prepaid Income Taxes	32,451	90,083
Other Current Assets	157,759	165,605
Total Current Assets	<u>4,000,412</u>	<u>4,263,287</u>
Property and Equipment - Net	<u>3,153,491</u>	<u>2,028,038</u>
<b>Other Assets:</b>		
Security Deposits	<u>99,458</u>	<u>94,919</u>
Total Other Assets	<u>99,458</u>	<u>94,919</u>
Total Assets	<u>\$ 7,253,361</u>	<u>\$ 6,386,244</u>
<b>Liabilities and Stockholders' Equity</b>		
<b>Current Liabilities:</b>		
Accounts Payable and Accrued Expenses	\$ 3,706,253	\$ 3,035,103
Accrued Payroll and Commissions	573,858	498,394
Withholding and Communication Taxes Payable	323,389	313,076
Current Portion of Capital Lease Obligations	640,530	319,262
Line of Credit	300,000	300,000
Customer Security Deposits	<u>10,418</u>	<u>8,726</u>
Total Current Liabilities	5,554,448	4,474,561
<b>Long Term Liabilities</b>		
Capital Lease Obligations	<u>799,366</u>	<u>557,499</u>
Total Liabilities	<u>6,353,814</u>	<u>5,032,060</u>
<b>Stockholders' Equity:</b>		
Common Stock, no par value	558,434	558,434
Additional Paid-In Capital	45,821	17,230
Retained Earnings	<u>295,292</u>	<u>778,520</u>
Total Stockholders' Equity	<u>899,547</u>	<u>1,354,184</u>
Total Liabilities and Stockholders' Equity	<u>\$ 7,253,361</u>	<u>\$ 6,386,244</u>

The accompany notes are an integral part of these financial statements.

DSCI Corporation  
Statements of Operations  
For the Years Ended December 31, 2006 and 2005

	<u>2006</u>	<u>2005</u>
Revenue Earned	\$ 27,981,461	\$ 25,832,015
Cost of Revenue Earned	<u>18,331,406</u>	<u>16,826,950</u>
Gross Margin on Revenue Earned	9,650,055	9,005,065
Operation Expenses:		
Salaries	6,564,291	5,924,216
Employee Benefits and Taxes	1,006,220	864,311
Other Operating Expenses	498,830	443,366
Telephone and Communications	181,156	221,751
Depreciation and Amortization	594,242	327,135
Occupancy	301,748	222,517
Professional Fees	128,892	106,931
Office Expenses	230,872	175,427
Printing and Reproduction	112,215	157,058
Travel and Entertainment	125,440	77,628
Bad Debts	130,662	127,550
Insurance	<u>60,423</u>	<u>63,008</u>
Total Operating Expenses	<u>9,934,991</u>	<u>8,710,898</u>
(Loss)/Income From Operations	(284,936)	294,167
Other Income (Expense):		
Interest Expense	(109,187)	(39,030)
Interest Income	6,238	8,510
Other Income	<u>29,628</u>	<u>17,228</u>
	<u>(73,321)</u>	<u>(13,292)</u>
Net (Loss)/Income Before Taxes	(358,257)	280,875
Provision for Income Taxes	<u>(22,016)</u>	<u>(28,669)</u>
Net (Loss)/Income	<u>\$ (380,273)</u>	<u>\$ 252,206</u>

The accompanying notes are an integral part of these financial statements.

DSCI Corporation  
Statements of Cash Flows  
For the Years Ended December 31, 2006 and 2005

	<u>2006</u>	<u>2005</u>
<b>Cash Flows from Operating Activities:</b>		
Net (Loss)/Income	\$ (380,273)	\$ 252,206
Adjustments to Reconcile Net Income (Loss) to Net Cash Used by Operating Activities:		
Depreciation and Amortization	594,242	327,135
Bad Debt Expense	130,662	127,550
Changes in Assets and Liabilities:		
Increase in Accounts Receivable and Unbilled Revenue	(830,007)	(463,695)
Increase in Other Assets	185,744	(227,264)
Increase in Accounts Payable and Accrued Expenses	681,463	428,453
Increase in Accrued Payroll and Commissions	75,464	34,956
Decrease in Other Liabilities	<u>1,692</u>	<u>(52,553)</u>
Net Cash Provided by Operating Activities	<u>458,987</u>	<u>426,788</u>
<b>Cash Flows from Investing Activities:</b>		
Purchase of Equipment	(1,719,695)	(1,769,298)
Proceeds from Capital Lease on Equipment	949,425	1,000,000
Payments on Capital Lease Obligations	<u>(386,290)</u>	<u>(123,239)</u>
Net Cash Used in Investing Activities	<u>(1,156,560)</u>	<u>(892,537)</u>
<b>Cash Flows from Financing Activities:</b>		
Proceeds from Line of Credit	-	300,000
Exercise of Stock Options	28,591	780
Dividend Distributions	<u>(102,955)</u>	<u>-</u>
Net Cash (Used in)/Provided by Financing Activities	<u>(74,364)</u>	<u>300,780</u>
Net Decrease in Cash and Cash Equivalents	(771,937)	(164,969)
Cash and Cash Equivalents - Beginning of the Year	<u>1,358,268</u>	<u>1,523,237</u>
Cash and Cash Equivalents - End of the Year	<u>\$ 586,331</u>	<u>\$ 1,358,268</u>
<b>Supplemental Cash Flow Information:</b>		
Income Taxes Paid	\$ 9,175	\$ 164,865
Interest Paid	\$ 108,902	\$ 36,990

The accompanying notes are an integral part of these financial statements.



DSCI Corporation  
 Statements of Stockholders' Equity  
 For the Years Ended December 31, 2006 and 2005

	Number of Shares	Capital Stock	Additional Paid-In Capital	Retained Earnings
Balance at December 31, 2004	2,006,000	\$ 558,434	\$ 16,450	\$ 526,314
Net Income for the Year Ended December 31, 2005	-	-	-	252,206
Contribution (by Parent) of Proceeds from Stock Options Exercised	-	-	780	-
Dividend Distributions	-	-	-	-
Balance at December 31, 2005	2,006,000	\$ 558,434	\$ 17,230	\$ 778,520
Net Loss for the Year Ended December 31, 2006				(380,273)
Shares Issued Pursuant to Exercise of Stock Options	20,250	-	24,400	-
Share Based Compensation	-	-	4,191	-
Shares Issued in Merger with DSCI Company Business Trust	32,900	-	-	-
Dividend Distributions	-	-	-	(102,955)
Balance at December 31, 2006	<u>2,059,150</u>	<u>\$ 558,434</u>	<u>\$ 45,821</u>	<u>\$ 295,292</u>

The accompanying notes are an integral part of these financial statements.

Before the  
**FLORIDA PUBLIC SERVICE COMMISSION**

**CERTIFICATION**

I, Sean Dandley, a duly authorized officer of DSCI Corporation ("DSCI"), am authorized to make this certification on behalf of DSCI. The statements concerning DSCI in the foregoing financial statements are true, complete, and accurate to the best of my knowledge and are made in good faith.

DSCI Corporation

By: 

Sean Dandley,  
President and Chief Executive Officer

Subscribed and sworn to before me, in and for the State and County named above  
this 18<sup>th</sup> day of July, 2008.

  
Notary Public

My Commission Expires:



GIOVANNA FORTE  
Notary Public  
Commonwealth of Massachusetts  
My Commission Expires  
APRIL 28, 2011