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GEOFFREY G. WHY  
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REDACTED

February 1, 2024

DOCKET NO. 20240029-TX

Verrill Dana LLP  
One Federal Street, 20<sup>th</sup> Floor  
Boston, MA 02110  
Main (617) 309-2600

FILED 2/5/2024  
DOCUMENT NO. 00557-2024  
FPSC - COMMISSION CLERK

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

Initials of person who forwarded check:

TW 2-5-2024

RECEIVED-FPSC  
2024 FEB -5 AM 11:09  
COMMISSION CLERK

Florida Public Service Commission  
Office of Commission Clerk  
2540 Shumard Oak Boulevard  
Tallahassee, Florida 32399-0850

RE: CBN Volusia, Inc., Application for Original Authority to Provide Telecommunications Service in the State of Florida

Dear Commission Clerk:

Please find attached CBN Volusia, Inc.'s ("CBN Volusia" or "Applicant") complete application for original authority to provide telecommunication service in the State of Florida. Pursuant to Sections 364.183(1) and 364.183(3), Florida Statutes, CBN Volusia respectfully requests confidential treatment of the financial documents provided as CONFIDENTIAL Attachment A to the Application. CBN Volusia, therefore, submits a paper copy of CONFIDENTIAL Attachment A under seal. Pursuant to FL Admin Code Section 25-22.006, two copies of Attachment A, labeled as "Public Redacted Attachment A-1, A-2," have been redacted. Another copy, labeled as "CONFIDENTIAL Attachment A", has highlighted the specific information that CBN Volusia considers to be Confidential.

Briefly, CBN Volusia is a telecommunications provider that provides broadband and voice, using voice over internet protocol ("VoIP"), services to communities across Volusia County. CBN Volusia currently offers service in Edgewater and Oak Hill, Florida, and is developing infrastructure to provide service in the communities of Scottsmoor and Mims, Florida, which currently do not have broadband services. Additionally, CBN Volusia offers a variety of service plans for both residential and business customers.

CBN Volusia also benefits from its affiliation with an experienced Florida broadband provider, Community Broadband Networks ("CBN"). CBN and its affiliates have provided broadband services to over 3,270 customers in Florida and New York for nine years, including services to low-income customers that are subsidized by the FCC's Affordable Connectivity Program. CBN Volusia will leverage those broadband service provision experiences as well as the technical and management capabilities of CBN. That affiliation and technical and management experiences of CBN provides further support for the Commission granting CBN Volusia authority to provide telecommunication services.

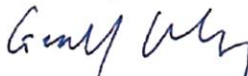
As part of its complete application, CBN Volusia has enclosed the following documents:

- Application for original authority to provide telecommunication service in the State of Florida
- Attachments A, A-1, A-2, Three years of unaudited financial records (two redacted copies and one highlighted copy)
- Attachment B, Pricing List
- Affidavit regarding financial records
- Resume of Paul Reynolds, President
- Resume of Joseph Buck, VP of Engineering
- Resume of Johannes Olivier, CEO
- Resume of Hano Coetsre, CFO
- A check in the amount of \$500 for the filing fee

Pursuant to Florida statute 364.335(1)(A) and section 9(C) of the Commission's application, CBN Volusia has enclosed three years of pro forma data to demonstrate its financial ability to provide telecommunications service. In addition, CBN Volusia has enclosed an affidavit executed by its president affirming that the unaudited financial statements are true and correct.

If you should have any questions or concerns, please do not hesitate to contact me.

Sincerely,



Geoffrey G. Why  
Brody J. Haverly-Johndro  
Attorneys for CBN Volusia, Inc.

Enc.

# APPLICATION

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 rather than apply for a new certificate.

Please provide the following:

1. Full name of company, including fictitious name(s), that must match identically with name(s) on file with the Florida Department of State, Division of Corporations registration:

~~Compass BroadHearts~~ CBN - Volusia

2. The Florida Secretary of State corporate registration number:

P 22000039095

3. F.E.I. Number: 88 - 2425194

4. Structure of organization:

The company will be operating as a:  
(Check all that apply):

- |  |   |
|--|---|
| <input checked="" type="checkbox"/> Corporation    | <input type="checkbox"/> General Partnership          |
| <input type="checkbox"/> Foreign Corporation       | <input type="checkbox"/> Foreign Partnership          |
| <input type="checkbox"/> Limited Liability Company | <input type="checkbox"/> Limited Partnership          |
| <input type="checkbox"/> Sole Proprietorship       | <input type="checkbox"/> Other, please specify below: |

**If a partnership**, provide a copy of the partnership agreement.

**If a foreign limited partnership**, proof of compliance with the foreign limited partnership statute (Chapter 620.169, FS). The Florida registration number is: \_\_\_\_\_

5. Who will serve as point of contact to the Commission in regard to the following?

(a) This application:

Name: Paul Reynolds  
Title: CEO  
Street Address: 333 Night Fire Ln.  
Post Office Box: P O Box 554 Alpharetta GA 30009  
City: Dawsonville  
State: GA  
Zip: 30534  
Telephone No.: 386 271 2403  
Fax No.: 470 545 3495  
E-Mail Address: Paul.Reynolds@CBN-Network

(b) Ongoing operations of the company:

(This company liaison will be the point of contact for FPSC correspondence. This point of contact can be updated if a change is necessary but this must be completed at the time the application is filed).

Name: Joe Duck  
Title: VP Operations  
Street Address: 113 Emerald Circle  
Post Office Box: \_\_\_\_\_  
City: Ormond Beach  
State: FL  
Zip: 32124  
Telephone No.: \_\_\_\_\_  
Fax No.: \_\_\_\_\_  
E-Mail Address: Joe@CBN-Network  
Company Homepage: CBN-Network

(c) Optional secondary point of contact or liaison:

(This point of contact will not receive FPSC correspondence but will be on file with the FPSC).

Name: Attorney ( Geoffrey Why )  
Title: \_\_\_\_\_  
Street Address: \_\_\_\_\_  
Post Office Box: \_\_\_\_\_  
City: \_\_\_\_\_  
State: \_\_\_\_\_  
Zip: \_\_\_\_\_  
Telephone No.: \_\_\_\_\_  
Fax No.: \_\_\_\_\_  
E-Mail Address: \_\_\_\_\_

6. Physical address for the applicant that will do business in Florida:

Street address: 4265 US Hwy 1  
City: Edgewater  
State: FL  
Zip: 32141  
Telephone No.: \_\_\_\_\_  
Fax No.: \_\_\_\_\_  
E-Mail Address: \_\_\_\_\_

7. List the state(s), and accompanying docket number(s), in which the applicant has:

(a) **operated** as a telecommunications company. N/A

(b) **applications pending** to be certificated as a telecommunications company. N/A

(c) **been certificated** to operate as a telecommunications company. N/A

(d) **been denied authority** to operate as a telecommunications company and the circumstances involved. N/A (None)

(e) **had regulatory penalties imposed** for violations of telecommunications statutes and the circumstances involved. None

(f) **been involved in civil court proceedings** with another telecommunications entity, and the circumstances involved. None

8. The following questions pertain to the officers and directors. Have any 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?  Yes  No

If yes, provide explanation.

(b) granted or denied a certificate in the State of Florida (this includes active and canceled certificates)?  Granted  Denied  Neither

?

If granted provide explanation and list the certificate holder and certificate number.

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If denied provide explanation.

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(c) an officer, director, and partner in any other Florida certificated telecommunications company?  Yes  No

If yes, give name of company and relationship. If no longer associated with company, give reason why not.

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9. Florida Statute 364.335(1)(a) requires a company seeking a certificate of authority to demonstrate its managerial, technical, and financial ability to provide telecommunications service.

**Note:** *It is the applicant's burden to demonstrate that it possesses adequate managerial ability, technical ability, and financial ability. Additional supporting information may be supplied at the discretion of the applicant. For the purposes of this application, financial statements MUST contain the balance sheet, income statement, and statement of retained earnings.*

- (a) **Managerial ability:** An applicant must provide resumes of employees/officers of the company that would indicate sufficient managerial experiences of each. Please explain if a resume represents an individual that is not employed with the company and provide proof that the individual authorizes the use of the resume.
- (b) **Technical ability:** An applicant must provide 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 explain if a resume represents an individual that is not employed with the company and provide proof that the individual authorizes the use of the resume.
- (c) **Financial ability:** An applicant must provide financial statements demonstrating financial ability by submitting a balance sheet, income statement, and retained earnings statement. An applicant that has audited financial statements for the most recent three years must provide those financial statements. If a full three years' historical data is not available, the application must include both historical financial data and pro forma data to supplement. An applicant of a newly established company must provide three years' pro forma data. If the applicant does not have audited financial statements, it must be so stated and signed by either the applicant's chief executive officer or chief financial officer affirming that the financial statements are true and correct.

10. Where will you officially designate as your place of publicly publishing your schedule a/k/a tariffs or price lists)? (Tariffs or price lists MUST be publicly published to comply with Florida Statute 364.04).

Florida Public Service Commission

Website – Please provide Website address: \_\_\_\_\_

Other – Please provide address: See Attachment B \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**THIS PAGE MUST BE COMPLETED AND SIGNED**

**REGULATORY ASSESSMENT FEE:** I understand that all telecommunications companies must pay a regulatory assessment fee. A minimum annual assessment fee, as defined by the Commission, is required.

**RECEIPT AND UNDERSTANDING OF RULES:** I understand the Florida Public Service Commission's rules, orders, and laws relating to the provisioning of telecommunications company service in Florida.

**APPLICANT ACKNOWLEDGEMENT:** By my signature below, I, the undersigned owner or officer, attest to the accuracy of the information contained in this application and attached documents and that the applicant has the technical ability, managerial ability, and financial ability to provide 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 have the authority to sign on behalf of my company and agree to comply, now and in the future, with all applicable Commission rules, orders and laws.

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 or her official duty shall be guilty of a misdemeanor of the second degree, punishable as provided in s. 775.082 and s. 775.083."***

I understand that any false statements can result in being denied a certificate of authority in Florida.

COMPANY OWNER OR OFFICER

Print Name:

Paul Reynolds

Title:

CEO

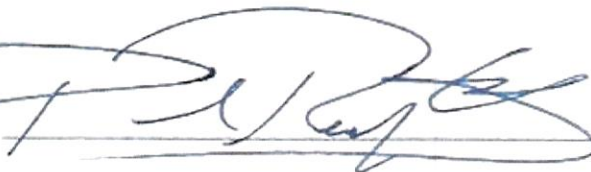
Telephone No.:

386 871 2403

E-Mail Address:

Paul.Reynolds@CON.Network

Signature:



Date:

11/20/23



## CERTIFICATE TRANSFER

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

# Compass Broadband Network, Inc

## Profit and Loss

January 2020 - December 2022

	JAN - DEC 2020	JAN - DEC 2021	JAN - DEC 2022	TOTAL
Income				
Broadband Internet Sales				
Florida Broadband Sales				
<b>Total Broadband Internet Sales</b>				
Unapplied Cash Payment Income				
<b>Total Income</b>				
Cost of Goods Sold				
Contract Labor				
Cost of Goods Sold				
Merchant Account Fees				
Oak Hill Network Backbone				
Sales Geneva				
Tower Leases				
VoIP Cost				
Woodstock Network Cost				
<b>Total Cost of Goods Sold</b>				
<b>GROSS PROFIT</b>				
Expenses				
Accounting				
Automobile Expense				
Truck Rental				
Truck Repairs				
Vehicle lease				
<b>Total Automobile Expense</b>				
Bank Service Charges				
Computer and Internet Expenses				
Software				
<b>Total Computer and Internet Expenses</b>				
Depreciation Expense				
Dues and Subscriptions				
Equipment Expense				
Fuel				
Insurance Expense				
Interest CC				
Interest Expense				
Late Fees				
Licensing Fee				
Marketing				
Network Construction				
Oak Hill Construction				
<b>Total Network Construction</b>				

# Compass Broadband Network, Inc

## Profit and Loss

January 2020 - December 2022

	JAN - DEC 2020	JAN - DEC 2021	JAN - DEC 2022	TOTAL
Network Equipment				
Office Supplies				
Postage and Delivery				
Professional Fees				
Rent Expense				
Repairs and Maintenance				
Taxes and Licenses				
Telephone Expense				
Tower Rent				
Travel Expense				
Fuel				
Meals				
Milage				
<b>Total Travel Expense</b>				
Truck Rent				
Utilities				
<b>Total Expenses</b>				
NET OPERATING INCOME				
NET INCOME				



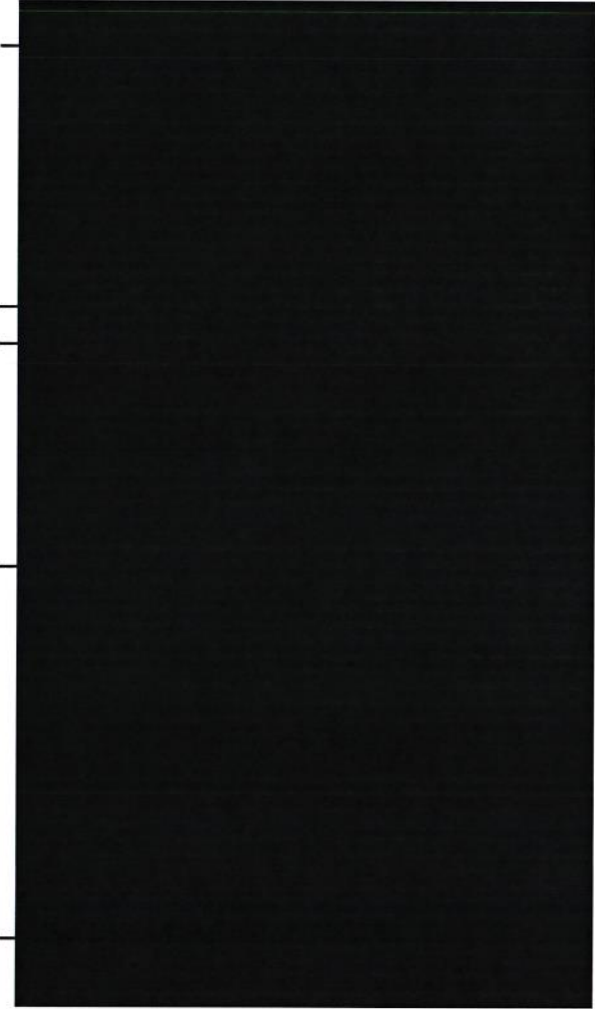
**Public Redacted Attachment A-1**

Postage and Delivery  
Professional Fees  
Repairs and Maintenance  
Taxes and Licenses  
Telephone Expense  
Tower Rent  
Travel Expense  
    Meals  
Total Travel Expense  
Utilities  
Total Expenses  
Net Operating Income  
Net Income



Public Redacted Attachment A-1

Oct-23	Nov-23	Dec 1-26, 2023	Total
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Public Redacted Attachment A-1



**CBN Volusia, Inc. Pricing List**

Internet: \$39.95 for 100 Mbps

Internet: \$79.95 for 1 Gbps

Residential telephone (including long-distance): \$19.95

Business telephone (including long-distance): \$25.95



STATE OF FLORIDA  
PUBLIC SERVICE COMMISSION

January 16, 2024

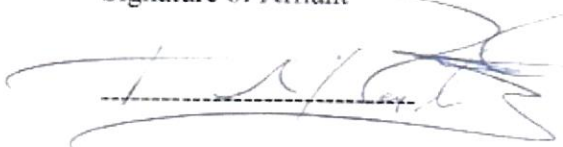
CBN VOLUSIA, INC.  
Application for Certificate to Provide  
Telecommunications Service

AFFIDAVIT of  
PAUL REYNOLDS

I, Paul Reynolds, do hereby attest to the following:

1. My name is Paul Reynolds, and I am the President of CBN Volusia, Inc. I have served in the role of President since the entity's formation on May 9, 2022.
2. CBN Volusia, Inc. does not possess audited financial statements to include with its Application for Certificate to Provide Telecommunications Service in Florida.
3. In lieu of audited financials, I am submitting this affidavit that the attached financials were reviewed and prepared by Blackburn, Childers, Steagall, PLC. PO Box 3745, Johnson City, Tennessee 37602.
4. To the best of my knowledge, the financial statements and all information provided in the financial statements are accurate, true, and complete.

Signature of Affiant



Date

1/17/24

Notary Public

Signature of Notary Public

Printed Name of Notary Public

Notary Public, State of

My Commission expires:



Savannah Palmer

Georgia

9/22/26

**Paul A. Reynolds**  
**1135 Gunter Court**  
**Alpharetta, GA 30022**  
**[Paul-reynolds@comcast.net](mailto:Paul-reynolds@comcast.net)**  
**Cell Phone # 678-469-6604**

### Key Skills

- Strong financial background; able to complete multiple projects and maintain large P/L.
- Superior technical skills; experience with long haul fiber deployments, upgrades with State-of-Art Fixed Wireless Technology, Fiber Deployments, 5G wireless network deployments.
- Project management; 25 years of experience managing project teams.
- Exceptional people skills: can solve complex customer relation issues and negotiate with high ranking public officials easily.
- Visionary; strong ability to look beyond current events and capitalize on emerging markets.
- Establishing Deal Lifecycle Management & Governance across different solutions.
- Very strong skills and experience in Public Speaking and Oral Presentations.

### Education

**Bachelor of Science, Business Administration** (Industrial Relations and Personnel Management)  
University of South Carolina **1988**

**AS Degree, Electro-Mechanical Engineering**  
Aiken Technical College **1984**

### Employment History

**CBN, Inc., CEO** **2015-Present**

**Company Profile:** *An organization creating an integrated 5G wireless solutions to provide high speed internet, IPTV and VoIP services to residential and businesses.*

- Orchestrated the development of a new wireless delivery method to directly compete with the Internet cable monopolies
- Negotiated arrangements with city mayors for the access of specific utilities within the municipality.
- Raised \$1,000,000 to pilot the project and develop all the necessary software, back office and engineering requirements in order to provide carrier grade services.
- Built comprehensive networks in Florida and New York.
- Created a team to build a marketing strategy to expand this concept into several new cities.
- Develop relationships with developers to be the sole source for Internet access to new developments.

**CMA, Inc., President****2012-2015**

**Company Profile:** *A national organization specializing in integrated wireless solutions to raise revenue for public agencies.*

- Negotiated with over 16 cities to construct and allow small cell deployments with city properties regarding equipment placement, right of way, and use of facilities across Municipal/City/State markets.
- Provided expert guidance to the carriers on the best processes to secure access to city and government assets, as well as best locations and cost agreements with government and city officials like Mayors and Department heads including resolving all conflicts quickly.
- Built a comprehensive network for a rural area of Florida, over two cities.
- Created a Smart City Mesh Network for the City of Woodstock GA.

**Cadence Infrastructure, Vice President****2010-2012**

**Company Profile:** *A national organization providing Infrastructure financing services with funding solutions such as monetization, equity, debt financing, and private placement for hospitals, airports, and cell towers.*

- Subject Matter Expert on wireless infrastructure and small-cell technologies.
- Sought-out speaker at several trade conferences and meetings Subject Matter Expert on wireless infrastructure and small-cell technologies.
- Sought-out speaker at several trade conferences and meetings.
- Developed an overall strategy for 4G deployments both in the US and in Africa.
- Provider the Board of Directors insight into the future of the wireless industry.
- Negotiated multimillion dollar deals with cities to provide a comprehensive cost savings program.

**Alta Telecom, Senior Operations Manager****2007-2010**

**Company Profile:** *Provides telecommunication installation services for major landline and wireless carriers with over 800 employees and \$100 million in annual sales.*

- Deployed 28 cell sites with Tower and rooftop installs, and software integration under budget and on time.
- Commissioned a fiber network from California to New York; completed project weeks ahead of schedule.
- Developed a Quality Assurance Program based on AT&T standards saving over \$100,000 annually, improved workflow through reduction of revisits and increased customer satisfaction.
- Met and exceeded all financial goals for revenue, gross margin, and net profit and acquired \$2 million dollars in new business.
- Managed a team of 55 engineers, testers, installers, and auditors in a high-pressure environment. Oversaw critical operations for customers such as AT&T, NSN, NEC.
- Developed plan for wireless project i.e. LTE and new tower configurations.
- Implemented strategy for integrating legacy equipment with new VoIP networks.

**Custom Millwork Alternatives, Inc., President**

**2005-2008**

**Company Profile:** *Manufacturer and distributor of polyurethane building products. CMA, Inc. developed and distributed custom home and commercial products to warehouse distributors, builders and retailers.*

- Increased company sales from 85K in 2005 to nearly 1M in 2006.
- Redefined technology needed to improve sales.
- Developed new communications for manufacturing to improve production.
- Solicited outside manufacturers to improve connectivity and overall profitability.

**Alpha Integrated Network Services, Inc., President**

**2001-2005**

**Company Profile:** *Full-service IT company providing on-site engineering support such as PC network maintenance, high-end security, wireless deployment and depot repairs throughout the US, Canada and Mexico.*

- Assumed responsibility for organization in 2001 during time of decline; stabilized the company, its operations and sales, and positioned it onto successful and profitable track.
- Sustained growth in a down market.
- Preserved positive P/L results in a changing environment.
- Successfully sold the company for a large profit for the shareholders.

**Avana Communications, Chief Technical Officer**

**1999-2001**

**Company Profile:** *Provided a full-solution profile to the business customer with a large array of service such as web hosting, long distance, xDSL, and VoIP through its own network infrastructure and on-site IT support.*

- Developed and deployed wireless access saving company thousands in monthly local fees.
- Built state-of-the-art VoIP platform to support data centric customer base.
- Revamped network infrastructure saving company 35% cost without loss of capacity.
- Directed activities to get a large branch up and fully operational in less than 24 hours after a complete network outage.
- A subsidiary serving 1000+ customers lost complete access to a facility and all contents and was able to get the operation up and running in a totally new location including systems, data base, phones and equipment in less than 24 hours.

**Myrtle Beach Telephone, President of Technology**

**1998-1999**

**Company Profile:** *Competitive Lower Exchange Carrier (CLEC) operating in South Carolina and Tennessee.*

- Strategized and directed development of a profitable CLEC built in Tier 3 and 4 markets with distributed switching architecture.
- Developed and implemented a network switch for public use.
- Wrote a complete set of regulatory tariffs for the state of South Carolina.
- Successfully made arguments before the Public Service Commission.
- Successfully negotiated favorable UNE rates from GTE.
- Acquired \$1.1 million in seed funding.

**NPR, Inc., President and Telecom Consultant**

**1996-1998**

**Company Profile:** *Provided high level telecommunications consulting services for smaller markets.*

- Designed and deployed 4000-line switch/PBX without facilities.
- Designed and deployed multiple wireless loops in Myrtle Beach, saving clients thousands of dollars.
- Set up central call center with remote access from multiple states saving \$100,000 a year.
- Deployed SDSL and HDSL for clients, bypassing carrier access.

**Waccamaw Corporation (Waccamaw Pottery/Home Place), Director of Operations & Facilities**

**1988 - 1996**

**Company Profile:** *Retail home furnishings business.*

- Managed day-to-day operations of 3.2 million square feet of retail facilities including HVAC, electrical, mechanical, voice/data communications, janitorial services, payroll, and budget.
- Authored the Waccamaw's 4.0 Building specification for new construction; Co-Authored building specification 5.0 and 6.0.
- Reduced operating expenses by \$3 million while company continued to expand.
- Designed & successfully deployed state-of-the-art Voice Over Internet Protocol (VOIP); investment returned in less than 2 years. Received national attention as illustrated in Store Magazine October 1994 issue.
- Developed multiple specifications for building operations.

**Community Service**

**2013 - Now**

Head Coach Alpharetta Girls Varsity Golf Team; provided golf instructions, direction, and support. Led team to state championship for 4 consecutive seasons.

Teen Life Advisor for Saint Brigid Catholic Church, Alpharetta, GA

**Extensive working knowledge of:** Microsoft Office - Word, Excel, Project, Power Point, Visio.

**Core understanding of:** Financials (Balance Sheet/P-L), Budgeting, Public Speaking, Forecasting, Fixed and mobile wireless communications, LTE, FCC Rules, PoP, Fiber Characterization, Lightning Dark Fiber, Basic IPv6 routing, Basic TCP/IP routing, PBX, VPN, Firewalls, Frame Relay, MPLS, BGP, Optical Networks, VoIP, IPoATM, ATM switching architecture, Class4/Class5 architecture, SS7, PSC regulations.

## Joseph T. Buck III, N.C.E.

13 Emerald Circle  
(812)760-4293  
(386)232-8677

Ormond Beach, Fla. 32714  
joe@jbuck.net  
<http://www.linkedin.com/in/joebuck>  
<http://telusconsulting.wordpress.com>

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### PROFESSIONAL SUMMARY

Career business, telecom, wireless and IT professional with 40+ years industry experience. Business acumen, technical expertise, project management, network design and engineering, customer service, vendor relations, and people skills honed through working in all aspects of the industry: installation, sales, marketing, sales engineering, network engineering/design, and operations, including holding key executive positions. Excels at designing and managing large projects, network design, training technical professionals, working directly with customers and developing people and teams. Skilled in the use of Microsoft Project, Excel, Word and Access. Exceptional cost reduction results through knowledge of vendors and negotiation skills. Lifelong learner, technically current, with multiple certifications.

### EXPERIENCE

**Onvoy, LLC, Minneapolis, Mn.**

2016 to present

V.P. - Program Manager

- Overall project responsibility for migration of inbound DID, domestic, international LD and SMS to Onvoy platform
- Responsible for migration of Network and customer routing to new Sonus platform
- Responsible for all migration of existing OSS to Onvoy Salesforce platform
- Responsible for migration of customer ticketing OSS to Onvoy NOC OSS
- Responsible for all OSS migration of existing Layered customers to Onvoy platform
- Responsible for all Layered customer and carrier rate deck management and migration to Onvoy platform
- OSS API integration with numerous carriers, service providers and customers
- Responsible for all tier 2 SMS and tier 2/3 voice support to Layered customers thru the migration effort

**Layered Communications, LLC, Boulder, Co.**

2015 to 2016

Vice President – Engineering & Operations

- Carrier and provider contract negotiation and implementation
- OpenSIP switching network design and implementation as Certified OpenSIP programmer
- Responsible for all Network routing, design and management
- Responsible for all inbound & outbound provisioning, troubleshooting and management
- Responsible for all OSS design, development & implementation
- Responsible for design, programming and implementation of customer ticketing OSS
- OSS API integration with numerous carriers, service providers and customers
- Responsible for the implementation and management of voice, data & SMS NOC
- Responsible for all rate deck management and implementation
- Responsible for design, implementation and management of switching LCR platform

**Mosaic Networx, LLC, San Rafael, Ca.**

2011 – 2015

**Vice President – Engineering & Operations**

- All data network design, order & provisioning, maintenance
- Carrier and provider contract negotiation and implementation
- OpenSIP switching network design and implementation as Certified OpenSIP programmer
- Responsible for all Network routing, design and management
- Responsible for all OSS design, development & implementation
- Responsible for design, programming and implementation of customer ticketing OSS
- OSS API integration with numerous carriers, service providers and customers
- Responsible for all CDR billing design & implementation
- Responsible for all phases of start up CLEC, achieving over \$8m in revenue within 12 months
- Responsible for all phases of data reseller management managing over \$10m in data circuits
- Responsible for the implementation and management of voice, data & SMS NOC

**TelUs Consulting, Ormond Beach, Fla.**

2007 – 2011

**Co-Founder and Managing Partner**

- IT and Telecom Project Management specialist
- Carrier contract negotiation and review services
- VoIP and Hosted telecom system design and implementation
- Network routing, design and management
- Created over \$10 m in operational savings in 8 months through design and execution of optimization projects for one client
- Managed 30 site 2G to 3G/4G cellular migration for major Caribbean carrier via Nokia on time and on budget
- Client Project - management of multiple cell sites during the purchase, optimization and sale of sites
- Numerous client Cisco & HP WiFi projects – design & project manage during turn up and test
- Directly managed, trained and developed 22 operations employees including voice and data engineers.
- Managed technical/network and employee integration during two acquisitions for client.
- Developed and implemented Network Operations Center processes and procedures.
- Certified Business Development and Analysis
- Certified Haufman FastTrack trainer

**Matrix Integration, Jasper, In**

2005 to 2007

**Director – Technical Operations**

- Accountable for strategic planning and total operations department P & L resulting in 25% profits increase derived from 15% revenue increase and 20% reduction in overhead expenses in first year.
- Direct management of over 55 operations employees including voice and data engineers as well as customer service and project management employees.
- Managed all strategic negotiations with RBOC's, CLEC's as well as strategic vendor relationships including Cisco, HP, Polycom & Mitel.
- Responsible for all design, engineering, project management and installation of TDM, VoIP, data and wireless network infrastructures - path studies, product selection and procurement, installation, turn up & test.
- Increased incentive margins through coordination of all employee Cisco & HP certifications/training.

**Cinergy Communications/KDL, Evansville, In**

2000 - 2005

**Director – Engineering & Operations; Director – New Market Development**

- Direct report to the President, responsible for strategic planning, forecasting, budgeting, and negotiations with RBOC's, ILEC's and IXC's,
- Responsible for all design, engineering, project management and installation of TDM, Voice over IP and DSL network infrastructures. Metasolve SME for engineering and operations.
- Delivered savings of over \$1m in capex from end-to-end management of multiple contractors for installation of 34 colocation installations within a 10 month period.
- Managed switched and data network, engineering and provisioning efforts including the design, turn up and ongoing operation of multiple class 5 & class 4 Tekelec switches and multiple Vocal Data VoIP switches.

**Avana Communications, Atlanta, GA**

1998 - 2000

**Vice President - Engineering**

- Served as key transition officer in sale/acquisition/integration of P.V. Tel. Inc into Avana Communications.
- Accountable for strategic planning, forecasting, budgeting and negotiations with RBOC's, ILEC's and IXC's, design, project management and installation of ATM, Voice over IP and DLS networks. Implemented Metasolv OSS system.

**P.V. Tel. LLC., Kingsport, Tn.**

1995 - 1998

**Founding Partner - President - COO**

- Co-founder of start-up company providing alternate access services, ultimately sold to Avana Communications.
- Secured debt and equity capital; oversaw legal and regulatory filings
- Built the company's operational infrastructure: strategic planning, forecasting, budgeting, negotiations with RBOC's, ILEC's and IXC's; product pricing and marketing; operational policies and OSS system.

**ICG Access Services. Inc., Denver, Co.**

1993 - 1995

**Vice President - Southeast Operations**

**PrivaCom, Inc., Charlotte, N.C.**

1991 - 1993

**Founding Partner, Vice President - Sales & Marketing**

**Commercial Communications Systems, Inc., Orlando, Fla.**

1989 - 1991

**Founding Partner, Vice President - Sales & Marketing**

**Martin Marietta Data Systems, Greenbelt, Md.**

1987 - 1989

**Account Executive**

**Stromberg-Carlson, Lake Mary, Fla.**

1986 - 1987

**Regional Sales Manager**

**District Sales Engineer for Telco Systems Fiber Optics Corporation and Ericsson Communications.**

1982 - 1986

**Chesapeake & Potomac Telephone Company of Virginia, Fairfax, Va.**

pre - 1982

**Supervisor Network Outside Plant Construction; Cable Splicing Technician ; Installer-Repair Technician**



## EDUCATION

University of Tennessee, Knoxville, Tn.

B. S. Degree Program - Major: Marketing (did not complete)

Northern Virginia Community College, Annandale, Va.

A. A. S. Degree Program - Major: Electrical Engineering

National Radio Institute, Washington, D. C.

Major: Communications Electronics, 1976 Graduate

## PROFESSIONAL/TRADE CERTIFICATIONS AND TRAINING

NARTE Certified Second Class Engineer-1986

(National Association of Radio and Telecommunications Engineers)

OpenSIP Certified

Lucent Pathstar installation, maintenance and provisioning certification

Tekelec 7000 & 8000 switch installation, service and provisioning certification

Metasolv SME Certification

Vocal Data VoIP switch installation, maintenance and provisioning certification

Cisco Discovery Certified

Cisco Certified Sales Professional

Cisco Wireless Professional

Polycom Certified Video Engineer

NetformX Certified Engineer

FCC Licensed Amateur Radio Operator – KC7KP

Certified Business Analyst – ROI International

Certified FastTrack Business Instructor – Kauffman Foundation

VMWare trained engineer

\*\* Have attended numerous seminars in electronics, management, sales and marketing as well as manufacturer's equipment specific training



## PROFILE

A big 4 qualified (CA)SA finance expert with more than 10 years post article experience across a wide spectrum of industries. Understanding the essence of a scenario and quickly grasping the bigger picture of any new challenge is one of his strongest attributes. A problem solver with an infectious excitement for a challenge.

Contact: [hanno.olivier@gmail.co.za](mailto:hanno.olivier@gmail.co.za) | +27 83 290 5459

RESUME

## JOHANNES STEPHANUS OLIVIER (CA)SA

### EDUCATION AND QUALIFICATIONS

Period	School	Qualification
1990 – 2001	Fraserburg	Grade 1- 7
	Paarl Boys High	Grade 8 – 12
2002 – 2006	Stellenbosch University	Degree - Baccalaureus Accounting
2007	University of South Africa	Honours Bachelor of Accounting Science
2008	SAICA	Passed on first attempt Qualifying Examination 1
2008	SAICA	Passed on first attempt Public Practice Examination (Qualification examination 2)
2010	SAICA	Registered as a Chartered Accountant with SAICA (membership number 20001546)
2010	SAICA	Registered as SAICA assessor
2014	SAICA	Tax practitioner
2018	SAICA	SAICA Independent Review Certificate

### CAREER HISTORY

Period	Company	Position	Areas of specific expertise include
2007 - 2013	PwC South Africa (Worcester)	<b>Intern to Manager</b> - Assurance Private Company Services	<ul style="list-style-type: none"> <li>Consolidation of group companies</li> <li>Evaluation of complex inventory systems</li> <li>IFRS</li> <li>IFRS for SME's</li> <li>Tax planning</li> <li>Estate planning</li> <li>Preparation of financial statements</li> <li>Manufacturing and technology industry</li> <li>Inventory valuations</li> <li>Foreign exchange</li> <li>US GAAP</li> <li>Sarbanes Oxley</li> <li>Utility revenue recognition</li> <li>Corporate tax</li> <li>Retirement Fund compliance</li> <li>Regulation 28</li> <li>Retirement Fund administration</li> <li>Microsoft expert</li> <li>Accounting software expert</li> </ul>
	PwC USA (Atlanta)	<b>Senior Associate</b> - Assurance Consumer Industrial Products and Services	
	PwC USA (Philadelphia)	<b>Senior Associate</b> - Assurance Consumer Industrial Products and Services	
	PwC South Africa (Johannesburg)	<b>Manager</b> - Financial Services, Insurance, and Investment Management	

## RECENT CAREER HISTORY

Period	Company	Position	Areas of specific expertise include	
2014 - 2021	CFO Solutions	Director & founder	<ul style="list-style-type: none"> <li>• Full financial responsibility</li> <li>• Tax and statutory compliance</li> <li>• Independent Financial Statement Reviews</li> <li>• Agreed Upon Procedures (Assurance reports)</li> </ul>	<ul style="list-style-type: none"> <li>• Business restructuring</li> <li>• Forensic Accounting</li> <li>• Financial management</li> <li>• Audit preparation</li> <li>• Tax planning and compliance</li> </ul>
	UKNO	Director & founder		
	Gone Gear	Director & founder		
	GRS Actuarial Consulting	Finance Director		
	EDGE Actuarial Consulting	Finance Director		
	Oakwood Admin	Managing Director		



**Professional qualifications**

BSc. (Actuarial Science) – University of Johannesburg previously RAU  
BSc. Hons. (Advance Mathematics of Finance) – WITS  
FRM – Global Association of Risk Professionals  
CFA – CFA Institute  
CAIA – CAIA Institute  
MBA – Edinburgh Business School

**Relevant experience and skills**

**March 2017 to Current  
Self Employed  
Consulting**

- IFRS-9 project management;
- IFRS-9 model development;
- Review of Risk Management Framework of S/ bank;
- Enhancements of Risk Management Framework
- Enhancements to Risk Management Reporting;
- Enhancements to Risk Modelling;
- Enhancements to ICAAP;

**Corporate Finance and Advisory**

- Valuations – Purchase Price Allocation (IFRS3);
- Transaction structuring
- Capital and Debt raising

**Investment Management**

- Portfolio Manager – Elgatone Balanced Fund
- Key Individual of Elgatone
- Establishing an Investment Management Business
- Compliance and Regulatory responsibilities

**June 2013 to Feb 2017**

**Finbond Group Limited (holding company of Finbond Mutual Bank)**

**Chief Risk Officer**

**Strategic planning and leadership**

- Member of **EXCO, RISKCO, ALCO, Credit and Investment** committee.
- Integral in **strategic planning** process from both a technical modelling perspective and as an idea and innovation contributor;
- Directly managing a small but highly skilled and technical team as well as a host of outsourced service providers;
- Regular interaction with other C-level colleagues Board members, Regulators, and peers from other financial institutions.

**Project management**

- Crucial role in major strategic projects;
- Integration of acquisitions, partnerships and joint ventures;
- Establishment of new products, services and business units.

**Risk Management:**

- Custodian of the Risk Management framework;
- Comprehensive risk reporting;
- Credit risk for a portfolio of personal loans, home loans and receivables finance;
- Liquidity risk;
- Operational Risk;
- Capital Planning and Management;
- Investment of Surplus funds;
- Due diligence investigations and feasibility impact analysis of acquisitions, partnerships, and new ventures.

**Engagement of Regulators:**

- Established relationship and frequent engagement with regulators. **South African Reserve Bank, NCR, FSB**
- DI returns and prudential meetings.

**Investment decision making:**

- Review of proposals for acquisitions, partnerships, and new business ventures;
- Drafting of business cases for presentation to the Risk, Investment and Board Committees.

**Apr 2012 to May 2013  
Onesys (Bridge)**

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## Executive Head: Credit Risk and Analytics

### Member of EXCO

- Involved in company restructuring
- Operational Efficiency Drive
- Fund raising
- Investor Presentations

### Chairman of the **Credit Risk** and **Capital Management** committee

- Developing and implementing credit risk policy
- Credit Risk Reporting to EXCO
- Overseeing other departmental reporting
- Valuation of debtor's portfolio
- Forecast models that estimates collections and links in with budgeting
- Optimizing collection strategies

Managing major analytical and research projects

## Aug 2009 to Aug 2011

### Momentum Asset Management (previously RMB Asset Management)

#### Portfolio Construction Analyst

Researching, developing and implementing international best practice portfolio and risk models that provide timely and accurate information to fund managers and other stakeholders.

- Risk measures such as **ex-ante-Tracking Error**, **Active Share**, Relative and Absolute **Beta**, Currency **Beta**, ex-ante Volatility, **Diversification** measures, Security and Sector **TI contribution** etc. are all closely monitored and kept within **Risk Budget** bands that have been researched to allow enough risk in order to achieve desired performance target while protecting against large negative alpha (or draw-down).

Developed and implemented a **Performance Attribution** system to accurately and timely provide invaluable feedback to fund managers and other stakeholders about performing and non performing investments.

- Breaking up alpha into the **Allocation** and **Selection** decision
  - Measuring the **Inertia Effect** and overlying trading activity to identify trades that added or destroyed value.
  - Calculating all ex-post-risk measures (**ex-post-TE**, **downside risk**, **upside risk**, **Beta**, Bull Beta, Bear Beta, **Skewness Kurtosis**, **Information** ratio, **Sortino** Ratio, **Omega** ratio etc.) to create a true picture of the quality of the fund: relative/absolute performance.
-

Optimizing the active **Fixed Income** funds by quantitatively overlaying the macro-economic outlook against the risk and exposure profile of the funds.

- These funds make extensive use of a very liquid fixed income derivative market (consisting of **Swaps**, Forward Rate Agreements (**FRA's**), **Bond Options**, **Futures**, etc.) as well as **Asset Backed** securities.

Researching, developing and implementing a **Portfolio** and **Risk** model for active fixed income funds that provide timely and accurate critical risk and exposure information to the fund managers that is vital for managing the fund.

- Risk Measures include **ex-ante-TE**, Modified **Duration** Modified **Convexity**, **Key-Rate-Durations**, Swap Spread Durations, Credit Spread Duration, Sensitivity to Real Yields/Implied Inflation etc.
- Monitoring and assuring that the funds are managed within the desired **Risk Bands** to assure desired performance and protection.

Developing and implementing a **Performance Attribution** model to quantify the total and relative performance of the fund to different return drivers which include among others movement across the nominal **Yield Curve**, **Swap Spreads**, **Credit Spreads** and **Inflation Linked Instruments**.

Assisting the **Alternative Investment** fund managers with quantitative modeling and solution delivery.

Assisting the **Asset and Liability** (A&L) fund manager with risk modeling and reporting which include **Value-at-Risk (VaR)** analysis, **Scenario** analysis and **Stress** testing.

Providing information and taking part in periodic **Asset Allocation** rounds that involves a comprehensive breakdown of the **Global Economic** outlook. These meetings direct **Geographic**, **Asset Class**, **Sector** and **Industry** allocations.

Regular meetings and discussion with Local and International analyst and specialist is essential for staying abreast of cutting edge trends in portfolio and risk management as well as the **Local and International economic environment**.

Member of the **Risk Committee**.

All development was done in **Matlab**, **VB**, **Excel** and **SQL**.

**Oct 2005 to July 2009**

**Momentum Asset Management (previously RMB Asset Management)  
Risk Manager**

Responsible for developing and implementing Risk Processes to measure and manage **Investment Risk** across portfolios:

- Domestic Balance and Equity Funds
- Domestic Fixed Income Funds



- Domestic Equity Hedge Funds (Long Short, Market Neutral)
- International Fixed Interest Funds
- International Balanced Funds
- International Fund-of-Funds
- International Fund-of-Hedge Funds

**Valuation and Risk** measurement of **Equity Derivatives**.

**Valuation and Risk** measurement of **Fixed Income Derivatives**.

Chairman of the **Risk Committee**

Establishing risk limits and policies for **Credit** and **Market** Risk.

Established relationships with Domestic and International analysts and Risk experts.

Relevant Reference:

Mr. T Strauss  
(Colleague)

Portfolio Manager: Fixed Income  
Phone: +27 11 505 1021  
Mobile: +27 82 417 2941  
email: [tstrauss@rmbam.co.za](mailto:tstrauss@rmbam.co.za)

**Dec 2004 to Sep 2005**  
**South African Reserve Bank**  
**Senior Risk Analyst**

Developing and Implementing **Risk** models across the bank:  
**Foreign Exchange** Holdings

Provided direction and **training** to the junior members of the team  
Contributed to the frequent **due-diligence** processes which involved **International Asset managers**.

Relevant Reference:

Callie Hugo  
SARB  
(Manager SARB)

Deputy Head: Financial Markets  
Phone: +27 12 313 3911  
email: [callie.hugo@resbank.co.za](mailto:callie.hugo@resbank.co.za)

**Jan 2001 to Nov 2004**  
**ABSA**  
**Risk Analyst**

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Developing **Valuation, Pricing** and **Scoring** models for retail and corporate banking divisions.

Part of the **Basel II** Implementation team.

Part of the **SAP** implementation team.

Part of the model **Validation** and **Calibration** team.

Relevant Reference:

Dr. D. Potgieter  
Barclays

(Former lectures & colleague)

Director: Capital Modeling

Phone: +27 11 350 8122

email:

[diederickp@absa.co.za](mailto:diederickp@absa.co.za)

Mr. H Edwards

(Former colleague)

Director, Standard Bank

Phone: +27 83 417 6429

email:

[henry.edwards@standardbank.co.za](mailto:henry.edwards@standardbank.co.za)

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