

FLORIDA PUBLIC SERVICE COMMISSION  
Capital Circle Office Center • 2540 Shumard Oak Boulevard  
Tallahassee, Florida 32399-0850

M E M O R A N D U M

APRIL 18, 1996

TO: DIRECTOR, DIVISION OF RECORDS AND REPORTING (BAYO)

FROM: DIVISION OF COMMUNICATIONS (WILLIAMS, WIGGINS) *WJ*  
DIVISION OF AUDITING & FINANCIAL ANALYSIS (JONES) *ALM*  
DIVISION OF LEGAL SERVICES (BILLMEIER) *LMB TR*

RE: DOCKET NO. 960293-TI - APPLICATION FOR CERTIFICATE TO  
PROVIDE INTEREXCHANGE TELECOMMUNICATIONS SERVICE BY  
WORLDTEL INTERACTIVE INCORPORATED. *WJ*

AGENDA: 04/30/96 - REGULAR AGENDA - PROPOSED AGENCY ACTION -  
INTERESTED PERSONS MAY PARTICIPATE

CRITICAL DATES: NONE

SPECIAL INSTRUCTIONS: I:\PSC\CMU\WP\960293TI.RCM

CASE BACKGROUND

Section 364.337(3), Florida Statutes, reads as follows:

(3) The commission shall grant a certificate of authority to provide intrastate interexchange telecommunications service upon a showing that the applicant has sufficient technical, financial, and managerial capability to provide such service in the geographic area proposed to be served.

STAFF DISCUSSION

ISSUE 1: Should the Commission grant WORLDTEL INTERACTIVE INCORPORATED (WII) a certificate to provide statewide interexchange telecommunications service within the State of Florida as provided by Section 364.337 (3), Florida Statutes?

DOCUMENT NUMBER-DATE  
04450 APR 18 96  
FPSC-RECORDS/REPORTING

DOCKET NO. 960293-TI  
DATE: April 18, 1996

**RECOMMENDATION:** Yes, WII should be granted:

Florida Public Service Commission Certificate No. 4457

**STAFF ANALYSIS:** WII filed an application with this Commission on March 6, 1996, to offer telecommunications service as a reseller with alternative operator services in Florida.

WII's exhibit of managerial qualifications (page 3-7) reflects a satisfactory record in telecommunications sales, marketing and service. In regard to technical capability, WII indicates in its application that it will be a reseller and will have the technical knowledge to deal with any switching relay. Further, they will rely on the network ownership, operation and management of its underlying carrier(s) such as MCI, AT&T, etc. The Division of Auditing and Financial Analysis reviewed WII's financial statement to determine the company's financial viability (pages 8-9). Based on the information provided by WII, the financial capability of the company appears adequate.

**ISSUE 2:** Should this docket be closed?

**RECOMMENDATION:** Yes, if no person whose substantial interests are affected by the Commission's Proposed Agency Action files a protest within 21 days of the issuance date of the order.

**STAFF ANALYSIS:** This docket should be closed if no person whose substantial interests are affected by the Commission's Proposed Agency Action files a protest within 21 days of the issuance date of the order.

**Dr. Brian Lee, Chairman  
WORLDtel Interactive, Inc.**

Dr. Brian Lee has extensive experience as Chairman, President and CEO of various companies including EVETTI, Inc., InfoTech Co., ITI, Microsoft Korea, Qnix Computer Co., LTD, Qnix Data Systems, Sysmore and WORLDtel Interactive, Inc. Dr. Lee is responsible for developing the vision while overseeing the companies marketing, product development, production, finance, and operations. Dr. Lee's companies have annual revenues in excess of two hundred million dollars.

**Experience:**

1995- present	Chairman of WORLDtel (Santa Monica, CA)
1994- present	CEO/ president of EVETTI (Irvine & San Jose, CA)
1994- present	CEO of Sysmore (Irvine, CA)
1994- present	CEO of Qnix Computer Co., (Korea)
	CEO of Qnix Data Systems Co., Ltd. (Korea)
1991- present	CEO of InfoTech Co., LTD (Korea)
1991- present	CEO of ITI, Inc. (Korea)
1988-1993	President of Microsoft Korea
1981-1988	Founder and CEO of Qnix Computer Co., Ltd.
1980-1981	Computer Science Dept. Professor at KAIST (Korea Advanced Institute of Science & Technology)

**Education:**

1975-1978	Ph.D. in computer Science at KAIST
1973-1975	M.S. in Computer Science at KAIST
1969-1973	B.S. in Electronic Engineering at Seoul National University

**Dr. Brian Lee, Chairman  
WORLDtel Interactive, Inc.**

Achievements:

- 1995 Best Performance Distributor for Autodesk (QDS)
- 1995 Sole Distributor for Dell (Qnix)
- 1995 Developed multi-media PCs (Qnix)
- 1995 Developed Pentium PCs (Qnix)
- 1995 Developed color inkjet printer (Qnix)
  
- 1994 Most Sold Software Product Award (QDS)
- 1994 Most sales achieved Distributor for Microsoft (Info Tech)
- 1994 Best Performance Distributor for the Autodesk (QDS)
- 1994 Sole Distributor for Dell (Qnix)
- 1994 Developed Inkjet printers (Qnix)
- 1994 Developed VL 486 PCs (Qnix)
- 1994 Developed high speed laser printers (Qnix)
- 1994 Developed personal laser printers (Qnix)
- 1994 Developed the first CDs (QDS)
- 1994 Recognized as the "First Korean Made LAN Mfrs" (Qnix)
- 1994 Developed Local Bridges (Qnix)
  
- 1993 Best Performance Distributor for Autodesk (QDS)
- 1993 Developed LAN products (Qnix)
- 1993 Developed PostScript laser printers (Qnix)
- 1993 Developed 600 dpi laser printers (Qnix)
- 1993 Developed LAN exclusive PC, Security (Qnix)
- 1993 Developed optical filing systems (Qnix)
- 1993 Developed Windows Korean word processor (Qnix)
- 1993 Developed A3 laser printers (Qnix)
  
- 1992 Developed Scaleable Font laser printers (Qnix)
- 1992 Developed 600 dpi laser printers (Qnix)
- 1992 Developed Korean e-mail systems (Qnix)
- 1992 Acquired Novell mfg. licensing (Qnix)



### Dr. Brian Lee, Chairman, continued.

- 1991 Developed Korean word processor w/ built- in graphics (Qnix)
- 1991 Established ITI, Inc.
- 1991 Acquired Ethernet KS marks on 16-bit/32-bit PC's (Qnix)
- 1991 Developed Ethernet LAN cards (Qnix)
- 1991 Developed 386 multi- media PC's (Qnix)
- 1991 Developed (2) 32 bit PC's (Qnix)
- 1991 Developed inkjet printers (Qnix)
  
- 1990 Developed 386 PC's (Qnix)
- 1990 Acquired KS marks on dot matrix printers (Qnix)
- 1989 Developed graphics word processor (QDS)
- 1989 Developed integrated Database application (QDS)
  
- 1988 Developed the second generation laser printers (Qnix)
- 1988 Founded QDS
- 1987 Developed Korean graphics cards for IBM XT/AT (Qnix)
- 1987 Established manufacturing facility
  
- 1986 Developed ROM-Bios for IBM XT/AT (Qnix)
- 1986 Developed third generation tri- lingual word processor (Qnix)
- 1985 Developed Korean MS-DOS
- 1985 Developed tri-lingual/ graphics laser printers (Qnix)
  
- 1984 Implemented employees stock option program
- 1983 Developed tri-lingual 24-pin dot matrix printers (Qnix)
- 1983 Founded Applied Systems Research Center (Qnix)
- 1983 Awarded for the Presidential Industrial Bronze Medal (Qnix)
  
- 1982 Developed tri-lingual (Korean/ Chinese/ English) word processors (Qnix)
- 1981 Founded Qnix and developed 8-bit computer systems (Qnix)

# STEPHEN E. LA CHAPLLE

---

2828 Donald Douglas Loop North  
Santa Monica, CA 90405  
213/392-0111

## PROFILE:

- **20 Years of Entrepreneurial Success**  
In the start-up, development and expansion of several businesses
- **Proven Expertise and Dramatic Results**  
In management, finance, marketing, sales -- including successful negotiations of acquisitions and mergers
- **Broad Base of Professional Contacts**  
With prominent business, financial, and political personalities
- **Outstanding Real Estate Acumen**  
Profitably purchased, financed, remodeled, and sold commercial and residential properties. Exceptional strength in real estate finance. State of California real estate license.

## PROFESSIONAL EXPERIENCE:

**Executive Vice President, Administration** 1989  
**Maximum Entertainment Network, Los Angeles**

---

Recruited to guide this emerging cable network into sound fiscal positioning for future national launch. Responsible for strategic planning, development, finance, and public relations.

**President** 1986-87  
**Interior Landscape Group, Los Angeles**

---

Started this marketing division of Follage Plus, a public company that holds the patent on a unique process for preserving plants. Built client base to include several Fortune 500 companies. Developed strategy to sell company and client base.

**President** 1984-86  
**Seabird Air Taxi, New York**

---

Researched, created and developed the concept of an air limousine service connecting Manhattan to neighboring communities and New England resort destinations. Set-up operations in Fort Lauderdale to connect Bahamas to the mainland by air. Purchased planes and contracted with Alexander Julian to design interiors and exteriors. Developed marketing plans, recruited specialized staff, and wrote FAA-approved airline manual and plans.

**President**  
Tropica, Inc., Denver

1973-85

Researched, created, and developed highly successful commercial and retail design firm that designs, installs, and maintains tropical environments in corporations throughout the U.S. and in Paris. Built company into second largest contractor of its kind in the Rocky Mountain region, with annual sales topping \$1.5 million and serving more than 500 accounts. Grew staff from one to 40 employees while maintaining the industry's lowest turnover.

#### Company History:

1973	Purchased failing company
1976	Incorporated
1978	Purchased greenhouse and commercial properties; expanded/remodeled offices
1979	Purchased Denver's oldest florist and increased profit 300 percent
1980	Absorbed multiple companies, including next largest competitor
1985	Profitably sold company

**President**  
Chapel Trading Company, Denver

1970-72

Developed this start-up company that manufactured and distributed gift items in the U.S. into a \$100,000 per year business.

#### EDUCATION:

Attended Massachusetts College of Pharmacy and Northeastern University

#### COMMUNITY INVOLVEMENT:

Museum of Flying, Santa Monica: Public Relations/Docent  
Colorado Philharmonic Orchestra: Five years on Board of Annual Gala  
Denver Art Museum  
Denver International Film Festival  
Denver Children's Hospital  
Denver Center for the Performing Arts

#### PERSONAL INTERESTS:

##### Travel:

Extensive travel throughout U.S., Europe, Canada, Mexico, and the Caribbean that has helped sustain a world view toward business, people and politics, and strengthened interpersonal and cross-cultural understanding.

##### Flying:

Current private pilot's license with multi-engine rating and national flight experience.

##### Sculpting:

First Place: Allen's Park Art Show, Denver 1972  
First Place: Franklin County Art Exhibit, Massachusetts 1971  
First Place: Amherst Art Guild, Amherst 1970

##### Amateur Sportscar Racing:

First Place: Fiesta del Porche, Santa Fe 1977  
First Place: Farschule, Aspen 1979



# Public Service Commission

-M-E-M-O-R-A-N-D-U-M-

**DATE:** March 25, 1996  
**TO:** Tom Williams, Division of Communications  
**FROM:** Sonja Jones, Division of Auditing and Financial Analysis *SLJ*  
**RE:** Docket No. 960293-TI, WORLDtel Interactive Incorporated, Financial Analysis for Certificate Application for Intrastate Interexchange Telecommunications Service *ALM APC 7/82*

Section 364.337 (3), Florida Statutes, requires the following:

The commission shall grant a certificate of authority to provide intrastate interexchange telecommunications service upon a showing that the applicant has sufficient technical, financial, and managerial capability to provide such service in the geographic area proposed to be served.

Also Section 364.01 (3) and (4) states that:

(3) The Legislature finds that the competitive provision of telecommunications service, including local exchange telecommunications service, is in the public interest.

and

(4)(d) The Commission shall exercise its exclusive jurisdiction in order to: (d) Promote competition by encouraging new entrants into telecommunications markets

Regarding the showing of financial capability, the Finance staff has analyzed the unaudited financial statements of WORLDtel Interactive Incorporated (WII) for the period ending December 31, 1995. An audit could change one's opinion of the company's financial condition. As the attached schedule shows, WII has adequate liquidity and ownership equity but does not have an income figure available.

It should be noted that WII plans to offer prepaid debit cards and, as a result, customer funds could be at risk. For purposes of granting a certificate based on the financial information provided, the financial capability of the company appears adequate.

cc: Division of Legal Services  
Division of Records and Reporting



DOCKET NO. 960293-TI  
WORLDTEL INTERACTIVE INCORPORATED  
IXC CERTIFICATE  
FINANCIAL ANALYSIS  
NOTE: Company plans to offer prepaid debit cards.  
FROM UNAUDITED FINANCIAL STATEMENTS

AS  
OF  
12/31/95

CURRENT ASSETS	\$55,728
CURRENT LIABILITIES	15,269
CURRENT RATIO	3.65
CASH	43,123
COMMON EQUITY	229,216
TOTAL DEBT	0
NET INVESTOR CAPITAL	229,216
COMMON EQUITY RATIO	100%
NET INCOME	NF
RETURN ON EQUITY	NMF

**NOTE:**

NF = No Figure - This is a start-up company which does not have an  
Income Statement available at this time.

NMF = No Meaningful Figure