

FLORIDA PUBLIC SERVICE COMMISSION
Capitol Circle Office Center - 2540 Shumard Oak Blvd.
Tallahassee, Florida 32399-0850

M E M O R A N D U M

APRIL 25, 1996

TO: DIVISION OF RECORDS AND REPORTING [BAYO] *jsf*

FROM: DIVISION OF COMMUNICATIONS [WILLIAMS, STRONG] *jsf*
DIVISION OF AUDITING & FINANCIAL ANALYSIS [JONES] *SLI*
DIVISION OF LEGAL SERVICES [EDMONDS] *se R*

RE: DOCKET NO. 960117-TI; APPLICATION FOR CERTIFICATE TO
PROVIDE INTEREXCHANGE TELECOMMUNICATIONS SERVICE BY
WORLD-LINK, INC. *AIM*

AGENDA: 05/07/96 - REGULAR AGENDA - PROPOSED AGENCY ACTION -
INTERESTED PERSONS MAY PARTICIPATE *jsf*

SPECIAL INSTRUCTIONS: I:PSC/CMU/WP/960117TI.RCM

CASE BACKGROUND

Pursuant to Section 364.337(3), Florida Statutes,
(effective July 1, 1995):

(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 WORLD-LINK, INC. (WLI) 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

04749 APR 25 96

FPSC-RECORDS/REPORTING

DOCKET NO. 960117-TI
DATE: April 25, 1996

RECOMMENDATION: Yes, WLI should be granted:

Florida Public Service Commission Certificate No. 4430

STAFF ANALYSIS: WLI filed an appropriate application with this Commission on February 2, 1996 to offer telecommunications service as a reseller of long distance service in Florida.

WLI's exhibit of managerial qualifications (pages 3-5) exhibits satisfactory records in telecommunications sales, marketing and service. In regard to technical capability, WLI indicated in their application (pages 6-7) that the company will be operating as a reseller and will rely on the network operation and management of its underlying carrier(s). The Division of Auditing and Financial Analysis reviewed WLI's financial statement to determine the company's financial viability (pages 8-9). Based on the information provided by WLI, the financial capability of the company appears marginal.

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.

PAUL STAMOULIS
333 EAST 79TH STREET, 19Y
NEW YORK, NY 10021
212-734-2661 PHONE
212-734-2995 FAX

GOAL: To establish and manage a successful company built through Information Technology.

EXPERIENCE:

February 1992 to present WORLD-LINK CORPORATION, NEW YORK, NY
Vice-President and Co-Founder, established company to market and manage specialized, international telecommunications services. Currently operating in the U.S. and in several other countries through "joint-ventures." Reached the one million dollar revenue mark after just 12 months of operation and with projected annual revenue growth of 30%.

July 1991 to September 1993 MCI TELECOMMUNICATIONS CORP., NEW YORK, NY
Area Sales Manager, responsible for the development and management of a marketing plan for International Private Network Services targeted to the New York City Financial Community. Significantly exceeded all sales projections for the service group.

July 1987 to July 1991 RCA GLOBAL COMMUNICATIONS SUBSIDIARY OF MCII, NY, NY
International Private Network Sales Manager, duties included understanding complex customer applications and marketing appropriate private network solution. Job function also included the management of a six million dollar, annual customer base comprised of financial, multinationally operating companies. Top sales to quota performer nationwide for 1988 and 1989. President's award winner in 1989.

March 1985 to July 1987 ITT UNITED STATES TRANSMISSION SYSTEMS, SECAUCUS, NJ
Account Manager, responsible for designing, selling and servicing telecommunications services to "Fortune 500" companies in the NY region. Top performer in the region for 1985, 1986 and 1987. Top performer in nationwide for 1986.

February 1984 to March 1985 Sales Representative, responsible for the marketing support of various telecommunications services to small and medium size companies in the New York area. Completed first year on the job as the top sales representative in the company with 209% of quota.

August 1981 to February 1984 KROGER COMPANY, SALEM, VA. Assistant Distribution Manager, oversaw the receiving and inventory control department. Managed 14 hourly employees effectively.

EDUCATION: FORDHAM UNIVERSITY, GRADUATE SCHOOL OF BUSINESS ADMINISTRATION, NEW YORK, NY
Candidate for "Masters of Business Administration", degree expected in January of 1994. Concentration in Information Technology and International Business.

Received degree May, 81 BELMONT ABBEY COLLEGE, BELMONT, NORTH CAROLINA
Bachelor of Science Degree in Physical Distribution and second major in Business Administration.
Graduated with a 3.3 GPA.

HONORS AND ORGANIZATIONS: Wall Street Telecommunications Association, Circle-K Club, TKE Fraternity President, National Intrafrat. Council, Intramural Sports Committee, Merchants Society of NY, MCI Chairmans Inner Circle.

REFERENCES: Furnished upon request.

KORAY YILMAZ
1834 62nd Street
Brooklyn, N.Y. 11024
(718) 259-7451

EDUCATION

COLUMBIA UNIVERSITY BUSINESS SCHOOL, New York, N.Y.
Master of Business Administration (1992-1994)
Concentration: Finance & International Marketing
M.B.A. degree received October, 1994

CITY UNIVERSITY OF NEW YORK, Brooklyn, N.Y.
Hotel & Restaurant Management. (1989-1992)
Bachelor's degree June, 1992.
Graduated with Honors

EXPERIENCE

WORLD-LINK, INC. Vice President - Finance & Operations
New York, N.Y. April 1995 - current
Managing the operations and the financial operations for the company. Responsibilities include preparing financial statements, overseeing the overall operations for the company, and handling legal and administrative issues.

CONTINENTAL TELECOM Operations Manager
Brooklyn, NY Feb 1994-April 1995
Responsibilities included software development, A/R, A/P, marketing development, preparing financial statements. Hands-on experience in all areas of telecommunications and business.

EASTGATE TOWERS HOTEL Front Office Manager
New York, N.Y. Feb. 1992 - May 1993
Coordinated the Front of the House operations in a 200-room hotel and supervised its staff. Responsibilities included scheduling of the staff, preparing end-of-month reports for the upper management, coordinating and directing staff meetings, devising motivational programs for the staff, handling guest complaints, and coordinating daily operations.

SETUR TRAVEL AGENCY, Inc. Assistant Manager
Istanbul, Turkey 1985 - 1989
Coordinated several international conventions and seminars, established contracts with international hotels and agencies, developed marketing plans for individual departments, guided tour groups in Turkey and abroad, and supervised up to eighty people during major conventions.

AMERICAN CONSULATE GENERAL Interpreter
Istanbul, Turkey 1987 - 1989
Acted as interpreter for visiting U.S. delegates. Coordinated the security arrangements, translated documents, and assisted U.S. citizens in emergency situations.

ADDITIONAL INFORMATION

Fluent in English, some German
Excellent knowledge of many software systems
City University of New York Student-Athlete Award, 1991
NYC Technical College Physical Education Award, 1992

EXHIBIT 3

TECHNICAL AND MANAGERIAL QUALIFICATIONS

Applicant is technically qualified to provide interexchange telecommunications services within the State of Florida. First, as a switchless reseller, Applicant's underlying intrastate long distance services will be provided by established, and certificated, interexchange service providers such as Wiltel and AT&T. Applicant merely purchases long distance services in bulk, and resells those services to the public. Second, as evidenced by the attached resumes of Applicant's President, Paul Stamoulis, and its Vice President of Finance and Operations, Koray Yilmaz, Applicant has substantial technical and operational experience in the provision of interstate telecommunications services. Finally, Applicant has a highly qualified and professional Customer Service Department. This Department is comprised of 12 people, trained to handle any technical, financial or other consumer questions or concerns that might arise. In particular, Joe Guariglia, Applicant's Customer Service Manager, has more than five years experience with MCI as its sales manager. Ms. Tonya Razlin, Applicant's Customer Service Supervisor, has three years experience as an office manager in Russia. She speaks French and Russian fluently. Florida customers may contact Applicant's customer service department, and speak with a customer service representative, toll free at (800) 750-8353. Applicant's principals, and Customer Service representatives, have experience

in managing and operating telecommunications companies that have shown to be both reliable and effective.



Public Service Commission

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

DATE: April 16, 1996
TO: Tom Williams, Division of Communications
FROM: Sonja Jones, Division of Auditing and Financial Analysis *SLW*
RE: Docket No. 960117-TI, World-Link, Inc., Financial Analysis for Certificate Application for Intrastate Interexchange Telecommunications Service *ALM* *[Signature]* *[Signature]*

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 World-Link, Inc. (WLI) for the period ending May 31, 1995. An audit could change one's opinion of the company's financial condition. As the attached schedule shows, WLI has adequate equity ownership, but marginal liquidity, and an income figure was not available.

In this matter, WLI is asking for a certificate to provide IXC service. Staff notes the limited nature of the application and that no customer provided funds appear to be at risk. For purposes of granting a certificate based on the financial information provided, the financial capability appears marginal.

cc: Division of Legal Services
Division of Records and Reporting

DOCKET NO. 960117-TI
WORLD-LINK, INC.
IXC CERTIFICATE
FINANCIAL ANALYSIS

FROM UNAUDITED FINANCIAL STATEMENTS

	AS OF 05/31/95
CURRENT ASSETS	\$206,012
CURRENT LIABILITIES	226,948
CURRENT RATIO	0.91
CASH	4,155
COMMON EQUITY	6,124
TOTAL DEBT	2,850
NET INVESTOR CAPITAL	8,974
COMMON EQUITY RATIO	68%
NET INCOME	NF
RETURN ON EQUITY	NMF

NF = No Figure: An Income Statement was not available.

NMF = No Meaningful Figure