

December 6, 1996

961472-TJ

96 DEC 10 AM 10:36  
MAIL ROOM

VIA OVERNIGHT DELIVERY

Florida Public Service Commission  
Division of Administration  
2540 Shumard Oak Blvd.  
Gunter Building  
Tallahassee, Florida 32399-0850

**RE: Application of Clarity Telecom LD Network Services, Inc. for a Certificate of Public Convenience and Necessity to Operate as a Reseller of Interexchange Telecommunication Services Within the State of Florida**

Dear Sir or Madam:

Enclosed on behalf of Clarity Telecom LD Network Services, Inc. ("Clarity") is an original and six copies of Clarity's Application for a Certificate of Public Convenience and Necessity to provide resale interexchange telecommunications in the State of Florida. Also enclosed is a check in the amount of \$250.00 to cover the requisite filing fee.

ACK \_\_\_\_\_ Should you require any additional information, please do not hesitate to call me. Please  
AFA \_\_\_\_\_ acknowledge receipt of this application by date stamping a copy of this letter and returning it in  
APP \_\_\_\_\_ the enclosed self-addressed stamped envelope. Thank you for your assistance.

CAF \_\_\_\_\_ Respectfully submitted,

CMU \_\_\_\_\_  
CTR \_\_\_\_\_  
EAG \_\_\_\_\_  
LEG \_\_\_\_\_ *Joyce E. Johnson*  
LIN \_\_\_\_\_ Joyce E. Johnson, Esq.

OPC \_\_\_\_\_ Corporate & Regulatory Counsel  
\_\_\_\_\_ (203) 882-4545

RCH \_\_\_\_\_

SEC \_\_\_\_\_ Enclosure

WAS \_\_\_\_\_

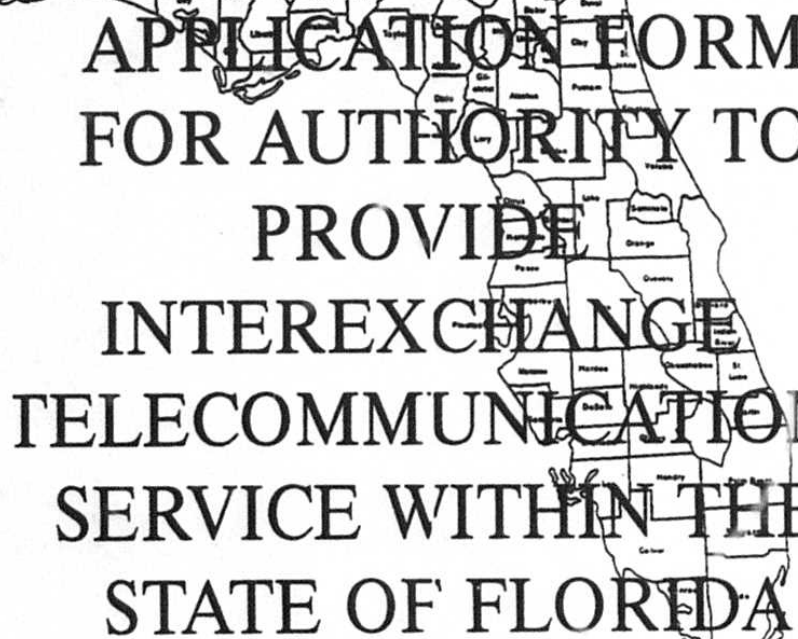
OTH \_\_\_\_\_

Check received with filing and forwarded to fiscal for deposit.  
Fiscal to forward receipt of check to RAR with appropriate bill.

Initials of person who forwarded check:  
A.G.

DOCUMENT NUMBER-DATE

13186 DEC 11 96



**APPLICATION FORM  
FOR AUTHORITY TO  
PROVIDE  
INTEREXCHANGE  
TELECOMMUNICATION  
SERVICE WITHIN THE  
STATE OF FLORIDA**

1. Select what type of business your company will be conducting (check all that apply):
- ( ) **Facilities based carrier** - company owns and operates or plans to own and operate telecommunications switches and transmission facilities in Florida.
  - ( ) **Operator Service Provider** - company provides or plans to provide alternative operator services for IXCs; or toll operator services to call aggregator locations; or clearinghouse services to bill such calls.
  - ( ) **Reseller** - company has or plans to have one or more switches but primarily leases the transmission facilities of other carriers. Bills its own customer base for services used.
  - (X) **Switchless Rebiller** - company has no switch or transmission facilities but may have a billing computer. Aggregates traffic to obtain bulk discounts from underlying carrier. Rebills end users at a rate above its discount but generally below the rate end users would pay for unaggregated traffic.
  - ( ) **Multi-Location Discount Aggregator** - company contracts with unaffiliated entities to obtain bulk/volume discounts under multi-location discount plans from certain underlying carriers. Then offers the resold service by enrolling unaffiliated customers.
  - ( ) **Prepaid Debit Card Provider** - any person or entity that purchases 800 access from an underlying carrier or unaffiliated entity for use with prepaid debit card service and/or encodes the cards with personal identification numbers.

2. This is an application for (check one):
- Original Authority (New company).
  - Approval of Transfer (To another certificated company).
  - Approval of Assignment of existing certificate (To an uncertificated company).
  - Approval for transfer of control (To another certificated company).
3. Name of corporation, partnership, cooperative, joint venture or sole proprietorship:  
Clarity Telecom LD Network Services, Inc.
4. Name under which the applicant will do business (fictitious name, etc.):  
Clarity Telecom LD Network Services, Inc.
5. National address (including street name & number, post office box, city, state and zip code).  
478 Wheelers Farms Road  
Milford, Connecticut 06460
6. Florida address (including street name & number, post office box, city, state and zip code):  
See Exhibit 1 attached hereto.
7. Structure of organization;
- Individual
  - Corporation
  - Foreign Corporation
  - Foreign Partnership
  - General Partnership
  - Limited Partnership
  - Other, \_\_\_\_\_
8. If applicant is an individual or partnership, please give name, title and address of sole proprietor or partners.  
N/A, Applicant is a corporation.
- (a) Provide proof of compliance with the foreign limited partnership statute (Chapter 620.169 FS), if applicable.
  - (b) Indicate if the individual or any of the partners have previously been:

(1) adjudged bankrupt, mentally incompetent, or found guilty of any felony or of any crime, or whether such actions may result from pending proceedings.

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

9. If incorporated, please give:

- (a) Proof from the Florida Secretary of State that the applicant has authority to operate in Florida.

See Exhibit 2 attached hereto.

Corporate charter number: F96000002593

- (b) Name and address of the company's Florida registered agent.

Corporation Service Company  
1201 Hays Street, Tallahassee, Florida 32301

- (c) Provide proof of compliance with the fictitious name statute (Chapter 865.09 FS), if applicable.

Applicant does not utilize a fictitious name.

Fictitious name registration number: \_\_\_\_\_

- (c) Indicate if any of the officers, directors, or any of the ten largest stockholders have previously been:

(1) adjudged bankrupt, mentally incompetent, or found guilty of any felony or of any crime, or whether such actions may result from pending proceedings.      None

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

See Exhibit 3 attached hereto.

10. Who will serve as liaison with the Commission in regard to (please give name, title, address and telephone number):

- (a) **The application;** Joyce E. Johnson, Esq.  
Corporate & Regulatory Counsel  
478 Wheelers Farms Road  
Milford, CT 06460 (203) 882-4545
- (b) **Official Point of Contact for the ongoing operations of the company;** Tom Maier  
Controller Network Services  
478 Wheelers Farms Road  
Milford, CT 06460 (203) 882-4080
- (c) **Tariff;**  
Joyce E. Johnson, Esq., Corporate & Regulatory Counsel  
478 Wheelers Farms Road  
Milford, CT 06460 (203) 882-4545
- (d) **Complaints/Inquiries from customers;**  
Tom Maier, Controller Network Services  
478 Wheelers Farms Road  
Milford, CT 06460 (203) 882-4080

11. List the states in which the applicant:

- (a) **Has operated as an interexchange carrier.**  
None, applicant is a newly-formed corporation.
- (b) **Has applications pending to be certificated as an interexchange carrier.**  
See Exhibit 4 attached hereto.
- (c) **Is certificated to operate as an interexchange carrier.**  
See Exhibit 4 attached hereto.
- (d) **Has been denied authority to operate as an interexchange carrier and the circumstances involved.**  
None
- (e) **Has had regulatory penalties imposed for violations of telecommunications statutes and the circumstances involved.**  
None
- (f) **Has been involved in civil court proceedings with an interexchange carrier, local exchange company or other telecommunications entity, and the circumstances involved.**

None

12. What services will the applicant offer to other certificated telephone companies:

- Facilities.  Operators.  
 Billing and Collection.  Sales.  
 Maintenance.  
 Other: \_\_\_\_\_

None

13. Do you have a marketing program?

Yes

14. Will your marketing program:

- Pay commissions?  
 Offer sales franchises?  
 Offer multi-level sales incentives?  
 Offer other sales incentives?

15. Explain any of the offers checked in question 14 (To whom, what amount, type of franchise, etc.).

See Exhibit 5 attached hereto.

16. Who will receive the bills for your service (Check all that apply)?

- Residential customers.  Business customers.  
 PATS providers.  PATS station end-users.  
 Hotels & motels.  Hotel & motel guests.  
 Universities.  Univ. dormitory residents.  
 Other: (specify) employees of business customers.  
whose employer pays for business line.

17. Please provide the following (if applicable):

- (a) Will the name of your company appear on the bill for your services, and if not who will the billed party contact to ask questions about the bill (provide name and phone number) and how is this information provided?

Yes, our name appears on bill. Customer service is available at the Company's National Service Center, toll-free: 800-678-9866

- (b) Name and address of the firm who will bill for your service.

Applicant does its own billing with the assistance of a third-party billing entity.

18. Please provide all available documentation demonstrating that the applicant has the following capabilities to provide interexchange telecommunications service in Florida.

A. Financial capability.

Regarding the showing of financial capability, the following applies:

The application should contain the applicant's financial statements for the most recent 3 years, including:

1. the balance sheet
2. income statement
3. statement of retained earnings.

Further, a written explanation, which can include supporting documentation, regarding the following should be provided to show financial capability.

1. Please provide documentation that the applicant has sufficient financial capability to provide the requested service in the geographic area proposed to be served.
2. Please provide documentation that the applicant has sufficient financial capability to maintain the requested service.
3. Please provide documentation that the applicant has sufficient financial capability to meet its lease or ownership obligations.

**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.

If available, the financial statements should be audited financial statements.

A copy of the broken-out financials of Clarity which includes relevant financial information of Clarity is attached hereto as Exhibit 6 which is filed under seal, along with a list of credit references.



If the applicant does not have audited financial statements, it shall be so stated. The unaudited financial statements should then be signed by the applicant's chief executive officer and chief financial officer. The signatures should affirm that the financial statements are true and correct.

B. Managerial capability.

See Exhibit 7 attached hereto.

C. Technical capability.

See Exhibit 7 attached hereto.

19. Please submit the proposed tariff under which the company plans to begin operation. Use the format required by Commission Rule 25-24.485 (example enclosed). Attached hereto is Exhibit 8, a tariff reflecting the services to be offered in Florida, including the initial rates, regulations, and conditions applicable to each service.
20. The applicant will provide the following interexchange carrier services (Check all that apply):

MTS with distance sensitive per minute rates

Method of access is FGA

Method of access is FGB

Method of access is FGD

Method of access is 800

MTS with route specific rates per minute

Method of access is FGA

Method of access is FGB

Method of access is FGD

Method of access is 800

MTS with statewide flat rates per minute (i.e. not distance sensitive)

Method of access is FGA

Method of access is FGB

Method of access is FGD

Method of access is 800

MTS for pay telephone service providers

Block-of-time calling plan (Reach out Florida, Ring America, etc.).

800 Service (Toll free)

WATS type service (Bulk or volume discount)  
 Method of access is via dedicated facilities  
 Method of access is via switched facilities

Private Line services (Channel Services)  
(For ex. 1.544 mbs., DS-3, etc.)

Travel Service  
 Method of access is 950  
 Method of access is 800

900 service

Operator Services  
 Available to presubscribed customers  
 Available to non presubscribed customers (for example to patrons of hotels, students in universities, patients in hospitals.  
 Available to inmates

**Services included are:**

Station assistance  
 Person to Person assistance  
 Directory assistance  
 Operator verify and interrupt  
 Conference Calling

21. What does the end user dial for each of the interexchange carrier services that were checked in services included (above). 00

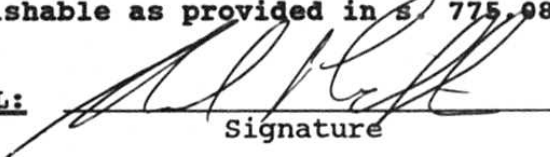
22.  Other:

**\*\* APPLICANT ACKNOWLEDGEMENT STATEMENT \*\***

1. **REGULATORY ASSESSMENT FEE:** I understand that all telephone companies must pay a regulatory assessment fee in the amount of .15 of one percent of its gross operating revenue derived from intrastate business. Regardless of the gross operating revenue of a company, a minimum annual assessment fee of \$50 is required.
2. **GROSS RECEIPTS TAX:** I understand that all telephone companies must pay a gross receipts tax of two and one-half percent on all intra and interstate business.
3. **SALES TAX:** I understand that a seven percent sales tax must be paid on intra and interstate revenues.
4. **APPLICATION FEE:** A non-refundable application fee of \$250.00 must be submitted with the application.
5. **RECEIPT AND UNDERSTANDING OF RULES:** I acknowledge receipt and understanding of the Florida Public Service Commission's Rules and Orders relating to my provision of interexchange telephone service in Florida. I also understand that it is my responsibility to comply with all current and future Commission requirements regarding interexchange service.
6. **ACCURACY OF APPLICATION:** By my signature below, I the undersigned owner or officer of the named utility in the application, attest to the accuracy of the information contained in this application and associated attachments. I have read the foregoing and declare that to the best of my knowledge and belief, the information is a true and correct statement.

Further, I am aware that pursuant to Chapter 837.06, Florida Statutes, "Whoever knowingly makes a false statement in writing with the intent to mislead a public servant in the performance of his official duty shall be guilty of a misdemeanor of the second degree, punishable as provided in s. 775.082 and s. 775.083".

**UTILITY OFFICIAL:**

  
Signature

12/6/96

Date

Neil Lichtman

Vice President, Network Services

Title

203-882-4010

Telephone No.

FORM PSC/CMU 31 (11/95)

Required by Commission Rule Nos. 25-24.471, 25-24.473, and 25-24.480(2).

**\*\* APPENDIX A \*\***

**CERTIFICATE TRANSFER STATEMENT**

I, (TYPE NAME) \_\_\_\_\_,  
(TITLE) \_\_\_\_\_, of (NAME OF COMPANY)  
\_\_\_\_\_, and current  
holder of certificate number \_\_\_\_\_, have reviewed  
this application and join in the petitioner's request for a  
transfer of the above-mention certificate.

**UTILITY OFFICIAL:**

\_\_\_\_\_  
Signature Date  
\_\_\_\_\_  
\_\_\_\_\_  
Title Telephone No.

**\*\* APPENDIX B \*\***

**CUSTOMER DEPOSITS AND ADVANCE PAYMENTS**

A statement of how the Commission can be assured of the security of the customer's deposits and advance payments may be responded to in one of the following ways (applicant please check one):

- ( X )            The applicant will not collect deposits nor will it collect payments for service more than one month in advance.
- (   )            The applicant will file with the Commission and maintain a surety bond in an amount equal to the current balance of deposits and advance payments in excess of one month. (Bond must accompany application.)

**UTILITY OFFICIAL:**

  
Signature

12/6/96  
Date

Neil Lichtman

Vice President, Network Services  
Title

203-882-4010  
Telephone No.

**\*\* APPENDIX C \*\***

**INTRASTATE NETWORK**

1. **POP:** Addresses where located, and indicate if owned or leased.

1) 2)

See Exhibit 9 attached hereto.

3) 4)

2. **SWITCHES:** Address where located, by type of switch, and indicate if owned or leased.

1) 2)

See Exhibit 9 attached hereto.

3) 4)

3. **TRANSMISSION FACILITIES:** Pop-to-Pop facilities by type of facilities (microwave, fiber, copper, satellite, etc.) and indicate if owned or leased.

1) POP-to-POP                      TYPE                      OWNERSHIP

2) See Exhibit 9 attached hereto.

4. **ORIGINATING SERVICE:** Please provide the list of exchanges where you are proposing to provide originating service within thirty (30) days after the effective date of the certificate (Appendix D).

See Exhibit 10 attached hereto.

5. **TRAFFIC RESTRICTIONS:** Please explain how the applicant will comply with the EAEA requirements contained in Commission Rule 25-24.471 (4) (a) (copy enclosed).

Applicant will carry inter EAEA traffic and intra EAEA traffic through the use of an appropriate access code.

6. **CURRENT FLORIDA INTRASTATE SERVICES:** Applicant has ( ) or has not ( X ) previously provided intrastate telecommunications in Florida. If the answer is has, fully describe the following:

- a) What services have been provided and when did these services begin?
- b) If the services are not currently offered, when were they discontinued?

**UTILITY OFFICIAL:**

  
Signature

12/6/96

Date

Neil Lichtman

Vice President, Network Services

Title

203-882-4010

Telephone No.

EXHIBIT 1

Applicant's Florida sales offices are located at the following addresses:

1. Tampa Commons  
One North Dale Mabry Highway  
Suite 900  
Tampa, FL 33609
2. 1100 Park Central Blvd. South  
Suite 2400  
Pompano Beach, FL 33064
3. 7751 Belfort Parkway  
Suite 100  
Jacksonville, FL 32256-6901





**FLORIDA DEPARTMENT OF STATE**  
**Sandra B. Mortham**  
Secretary of State

May 23, 1996

**CSC NETWORKS**

Qualification documents for CLARITY TELECOM LD NETWORK SERVICES, INC. were filed on May 23, 1996 and assigned document number F96000002593. 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.

A corporation annual 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 1-800-829-3676 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 telephone (904) 487-6091, the Foreign Qualification/Tax Lien Section.

Michael Mays  
Document Specialist  
Division of Corporations

Letter Number: 396A00025876

Account number: 072100000032

Account charged: 70.00

COPY

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. Carvity Telecom LD Network Services, Inc.

(Name of corporation: must include the word "INCORPORATED", "COMPANY", "CORPORATION" or words or abbreviations of like import in language as will clearly indicate that it is a corporation instead of a natural person or partnership if not so contained in the name at present.)

2. Delaware

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

3. 04-3314894

(FEI number, if applicable)

4. May 16, 1996

(Date of Incorporation)

5. Perpetual

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

6. Upon Filing

(Date first transacted business in Florida. (See sections 607.1501, 607.1502, and 817.155, F.S.)

7. Two Copley Place, 7th Floor

Boston, MA 02116

(Current mailing address)

8. Telecommunications sales and service.

(Purpose(s) of corporation authorized in home state or country to be carried out in the state of Florida)

FILED  
SECRETARY OF STATE  
DIVISION OF CORPORATIONS  
96 MAY 23 PM 12:00

9. Name and street address of Florida registered agent:

Name: Corporation Service Company

Office Address: 1201 Hays Street

Tallahassee

, Florida, 32301

(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.

By:

Carol K. Dolo

(Registered agent's signature)

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.

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

A. DIRECTORS

Chairman: See Exhibit A

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

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

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

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

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

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

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

B. OFFICERS

President: See Exhibit A

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

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

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

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

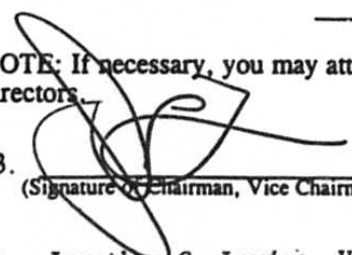
Address: \_\_\_\_\_

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

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

FILED  
SECRETARY OF STATE  
DIVISION OF CORPORATIONS  
96 MAY 23 PM 12:00

NOTE: If necessary, you may attach an addendum to the application listing additional officers and/or directors.

13.  \_\_\_\_\_  
(Signature of Chairman, Vice Chairman, or any officer listed in number 12 of the application.)

14. Jonathan S. Lavine, Vice President  
(Typed or printed name and capacity of person signing application)

**EXHIBIT A**  
**To**  
**Foreign Qualification Application**

**I. Officers.**

<b>Name</b>	<b>Office(s)</b>	<b>Business Address</b>
Stephen G. Pagliuca	Chairman, President and Assistant Secretary	Two Copley Place, 7th Floor Boston, MA 02110
Dwight M. Poler	Treasurer and Vice President	Two Copley Place, 7th Floor Boston, MA 02110
Jonathan S. Lavine	Secretary, Vice President and Assistant Treasurer	Two Copley Place, 7th Floor Boston, MA 02110
Laura M. Broderick	Vice President	Two Copley Place, 7th Floor Boston, MA 02110

**II. Directors.**

<b>Name</b>	<b>Address</b>
Stephen G. Pagliuca	Two Copley Place, 7th Floor Boston, MA 02110
Dwight M. Poler	Two Copley Place, 7th Floor Boston, MA 02110
Jonathan S. Lavine	Two Copley Place, 7th Floor Boston, MA 02110

FILED  
SECRETARY OF STATE  
DIVISION OF CORPORATIONS  
96 MAY 23 PM 12: 00

Office of the Secretary of State

I, EDWARD J. FREEL, SECRETARY OF STATE OF THE STATE OF DELAWARE, DO HEREBY CERTIFY "CLARITY TELECOM LD NETWORK SERVICES, INC." IS DULY INCORPORATED UNDER THE LAWS OF THE STATE OF DELAWARE AND IS IN GOOD STANDING AND HAS A LEGAL CORPORATE EXISTENCE SO FAR AS THE RECORDS OF THIS OFFICE SHOW, AS OF THE TWENTIETH DAY OF MAY, A.D. 1996.

AND I DO HEREBY FURTHER CERTIFY THAT THE FRANCHISE TAXES HAVE NOT BEEN ASSESSED TO DATE.

FILED  
SECRETARY OF STATE  
DIVISION OF CORPORATIONS  
96 MAY 23 PM 12:00



*Edward J. Freel*

Edward J. Freel, Secretary of State

2622965 8300

960145535

AUTHENTICATION: 7952534

DATE: 05-20-96

EXHIBIT 3

The following Director and Officer have been stockholders in another Florida certificated telephone company:

1. James Graham-Officer: stockholder of EXECUTONE Information Systems, Inc.  
(although not one of the ten largest stockholders)
2. Neil Lichtman-Director: stockholder of EXECUTONE Information Systems, Inc.  
(although not one of the ten largest stockholders)

EXHIBIT 4

The states in which Applicant has applications pending to be certificated as an interexchange carrier are as follows:

- |     |    |     |    |
|-----|----|-----|----|
| 1.  | AL | 17. | MS |
| 2.  | AZ | 18. | NC |
| 3.  | AR | 19. | ND |
| 4.  | CA | 20. | NM |
| 5.  | CT | 21. | NV |
| 6.  | DE | 22. | NY |
| 7.  | FL | 23. | OH |
| 8.  | GA | 24. | OK |
| 9.  | IL | 25. | OR |
| 10. | IN | 26. | PA |
| 11. | KS | 27. | SC |
| 12. | KY | 28. | TN |
| 13. | MA | 29. | WA |
| 14. | MD | 30. | WI |
| 15. | MN | 31. | WY |
| 16. | MO |     |    |

The states in which Applicant is certificated to operate as an interexchange carrier are as follows:

1. CO
2. ID
3. MI
4. MT
5. NJ
6. TX
7. UT
8. VA

EXHIBIT 5

A. The Network Regional Sales Manager will be paid the following monthly commissions:

1. 2½% of the increase of monthly net incremental\* LD+ billings generated by the D.S.O. Sales Representatives in their geographical territory.
2. 2½% of the monthly LD+ Bookings\*\* generated by the D.S. O. Sales Representatives in their geographical territory.

\* The commission will be paid provided that the monthly net incremental LD+ revenue is more than any previous period.

\*\*Booking Commissions are subject to adjustment based on the third month billing.

B. The Sales Representatives will be paid commissions as follows:

For long distance service sales, an estimated commission payment will be paid at the time of booking (after activation and installation) based on estimated usage, per the following schedule. Final commission adjustment if necessary will be made based on actual usage as determined by the third month trend report per the same schedule.

1. Outbound LD+ Service and Existing 800 Service  
Usage/Month  
15% of Previous Monthly Billing Amount
2. INFOSTAR® 800  
New (no prior service) 800 Number Orders  
15% of 3rd Month Billing
3. Minimum LD+ usage necessary to qualify for commission is \$200 based on the average of 2 previous months of long distance bills.
4. Long distance service sales to customers with LCR where INFOSTAR® LD+ is not the primary carrier will be awarded bookings credit equal to the lesser of \$250 or 10% of the average of the last two months' bills.
5. Where an account does not bill a minimum of \$200 within 6 months from activation, or an LD+ order is below billing minimum based on a 3rd month trend report the bookings credit and commissions paid will be charged back to the Sales Representative.



## EXHIBIT 7

The management and staff of Applicant have substantial experience in providing interexchange and other telecommunications services. Substantially all of the employees of Applicant were transferred from the resale operations of EXECUTONE Information Systems, Inc. as part of a transaction selling EXECUTONE's Distribution Division and Resale Division to Applicant.

Applicant's sister corporation, Clarity Telecom, Inc. d/b/a EXECUTONE Business Solutions ("EBS") is in the business of marketing, installing and servicing voice and data communications systems to businesses. EBS vends products and services under the EXECUTONE®, ISOETEC, IDS and INFOSTAR® brand names through a nationwide network of EBS direct sales and service offices. Upon regulatory approval, Applicant will begin reselling telecommunications services.

Attached are the resumes showing the experience and expertise of the Applicant's managers who oversee the provision of the service proposed in this application.

## **Edward H. Lavin**

Prior to joining the Company, Mr. Lavin was the Chairman and Chief Executive Officer of Quest America, L.P. a long-distance reseller. Prior to establishing Quest, Mr. Lavin was Chief Executive Officer of WilTel Communications Systems, a telecommunications equipment subsidiary of WilTel, Inc. This company, formerly Centel Business Systems, was acquired by Mr. Lavin in early 1990 in an MBO, and combined with WilTel to facilitate the convergence of WilTel's network services with the large base of equipment customers resident within Centel. Annual sales rose during Mr. Lavin's tenure from \$200 million to over \$360 million during a period of time when industry sales were experiencing no growth. WilTel Communications Systems became the largest distributor of Northern Telecom equipment in the U.S. during this period.

From 1987 to 1990, Mr. Lavin was President of TIE Systems, Inc. ("TIE"), a nationwide telephone interconnect company with sales of \$100 million. TIE began acquiring all its major distributors in the U.S. - (50 independents) to form TSI. Mr. Lavin negotiated, concluded, and assimilated all those different dealers in one major corporation, TSI. During Mr. Lavin's tenure TSI achieved in excess of \$100 million in sales with an annual profit of approximately \$8 million.

From 1980 to 1986, Mr. Lavin was the Chairman of Canadian Telecommunications Group ("CTG"). Mr. Lavin founded this Canadian and U.S. public company, which grew to \$100 million in annual sales, making it the largest independent telecommunications interconnect company in Canada. Mr. Lavin was recognized by the Canadian Government as its most successful immigrant entrepreneur during the 1980's. Mr. Lavin and CTG were also recognized by the Israel Trade Commission for Commerce between Israel and Canada during the early 1980's.

Prior to 1980, Mr. Lavin held various executive positions at L.M. Ericsson and at ADT Security Systems. In 1970, Mr. Lavin became the number one sales person in ADT World wide competing with over 600 people. He was recognized as the President of the ADT Achievers Club.

## **NEIL LICHTMAN**

**Presently Vice President - Network Services**

**Complete responsibility for P&L including Sales, Marketing and Operations functions.**

**Prior to his current position, from 1995-96, he was President - Network Services Division of Executone Information Systems where he developed and implemented a sales strategy that significantly increased revenue.**

**From 1994-95 he was President-California region for TIE Communications where he developed and implemented a strategy that took the region from a significant financial loss to profitability.**

**For 5 years, beginning in 1989, he was the General Manager for Executone in Southern California. Through implementation of his sales strategy and operation procedures, Southern California was recognized as the #1 District throughout the country.**

**Prior to this, he held various positions within Executone including: Director-Sales Office Planning; National Sales Manager-Independent Distribution; Regional Manager.**

**He also held positions of Branch Manager, Sales Manager and Sales Representative with Litton Industries from 1973-1984 and received numerous awards for top sales performance and branch management.**

## **TOM MAIER**

From July 1990 to present, Mr. Maier has been the Controller of Network Services Division of Executone Information Systems, Inc. The Division was a start up operation and has grown to a \$28 million division. His responsibilities include Finance, Collections and Order Processing.

Prior to joining the company, Mr. Maier was the Accounting Manager at D'Addario Industries, Inc. from 6/88 to 6/90. D'Addario Industries, Inc. was a \$100 million, multi product company including construction as the major source of revenue.

From 3/86 to 5/88, Mr. Maier was an Internal Auditor for Reichhold Chemicals, Inc. which was a \$250 million chemical company. Reichhold sold specialty chemicals in the US and international markets.

From 1/81 to 2/86, Mr. Maier was an International Internal Auditor for Richardson Vicks, Inc. Richardson Vicks Inc. was a \$2 billion consumer product company. His responsibilities included monitoring internal controls in Finance, Production and Computer Processing.

Mr. Maier is a CPA in the State of Connecticut. He is a member of the AICPA, and Connecticut Society of Certified Public Accountants. He graduated from Temple University with BBA in Accounting.

Clarity Telecom LD Network Services, Inc.

Florida Tariff No. 1  
Original Sheet 1

## TITLE SHEET

FLORIDA TELECOMMUNICATIONS TARIFF

This tariff contains the descriptions, regulations, and rates applicable to the furnishing of telecommunications services provided by Clarity Telecom LD Network Services, Inc., with principal offices at 478 Wheelers Farms Road, Milford, CT 06460. This tariff applies for services furnished within the state of Florida. This tariff is on file with the Florida Public Service Commission, and copies may be inspected, during normal business hours, at the Company's principal place of business.

Issued: December 1996

Effective:

by:

Neil Lichtman  
Vice President, Network Services  
478 Wheelers Farms Road  
Milford, CT 06460

---

CHECK SHEET

The sheets listed below, which are inclusive of this tariff, are effective as of the date shown at the bottom of the respective sheet(s). Original and revised sheets as named below comprise all changes from the original tariff and are currently in effect as of the date on the bottom of this page.

<u>SHEET</u>	<u>REVISION</u>
1	Original
2	Original
3	Original
4	Original
5	Original
6	Original
7	Original
8	Original
9	Original
10	Original
11	Original
12	Original
13	Original
14	Original
15	Original
16	Original
17	Original
18	Original
19	Original
20	Original
21	Original
22	Original
23	Original

---

Issued: December 1996

Effective:

by:

Neil Lichtman  
Vice President, Network Services  
478 Wheelers Farms Road  
Milford, CT 06460

---

TABLE OF CONTENTS

Title Page..... 1

Check Sheet..... 2

Table of Contents..... 3

Symbols..... 4

Tariff Format..... 5

Section 1 - Technical Terms and Abbreviations..... 6

Section 2 - Rules and Regulations..... 7

Section 3 - Description of Service..... 13

Section 4 - Rates..... 17

---

Issued: December 1996

Effective:

by:

Neil Lichtman  
Vice President, Network Services  
478 Wheelers Farms Road  
Milford, CT 06460

SYMBOLS SHEET

The following are the only symbols used for the purposes indicated below:

- D - Delete or Discontinue
- I - Change Resulting In An Increase To A Customer's Bill
- M - Moved From Another Tariff Location
- N - New
- R - Change Resulting In A Reduction To A Customer's Bill
- T - Change In Text or Regulation But No Change In Rate or Charge

---

Issued: December 1996

Effective:

by:

Neil Lichtman  
Vice President, Network Services  
478 Wheelers Farms Road  
Milford, CT 06460



---

TARIFF FORMAT SHEETS

- A. Sheet Numbering - Sheet numbers appear in the upper right corner of the page. Sheets are numbered sequentially. However, new sheets are occasionally added to the tariff. When a new sheet is added between sheets already in effect, a decimal is added. For example, a new sheet added between sheets 14 and 15 would be 14.1.
- B. Sheet Revision Numbers - Revision numbers also appear in the upper right corner of each page. These numbers are used to determine the most current sheet version on file with the FPSC. For example, the 4th revised Sheet 14 cancels the 3rd revised Sheet 14. Because of various suspension periods, deferrals, etc. the FPSC follows in their tariff approval process, the most current sheet number on file with the Commission is not always the tariff page in effect. Consult the Check Sheet for the sheet currently in effect.
- C. Paragraph Numbering Sequence - There are nine levels of paragraph coding. Each level of coding is subservient to its next higher level:
- 2.
  - 2.1.
  - 2.1.1.
  - 2.1.1.A.
  - 2.1.1.A.1.
  - 2.1.1.A.1.(a).
  - 2.1.1.A.1.(a).l.
  - 2.1.1.A.1.(a).l.(i).
  - 2.1.1.A.1.(a).l.(i).(1)
- D. Check Sheets - When a tariff filing is made with the FPSC, an updated check sheet accompanies the tariff filing. The check sheet lists the sheets contained in the tariff, with a cross reference to the current revision number. When new pages are added, the check sheet is changed to reflect the revision. All revisions made in a given filing are designated by an asterisk (\*). There will be no other symbols used on this page if these are the only changes made to it (i.e., the format, etc. remains the same, just revised revision levels on some pages). The tariff user should refer to the latest check sheet to find out if a particular sheet is the most current on file with the FPSC.

---

Issued: December 1996

Effective:

by:

Neil Lichtman  
Vice President, Network Services  
478 Wheelers Farms Road  
Milford, CT 06460

SECTION 1 - TECHNICAL TERMS AND ABBREVIATIONS

1. COMPANY - Clarity Telecom LD Network Services, Inc.
2. ACCESS LINE - An access line provided by the Local Exchange Company in accordance with its tariffs.
3. CUSTOMER - A person, firm, corporation or other entity which contracts with Company for the provision of services offered by Company.
4. DAY - For billing purposes, day rates shall apply 8:00 a.m. to 4:59 p.m. Monday through Friday.
5. EVENING - For billing purposes, evening rates shall apply 5:00 p.m. to 10:59 p.m. Monday through Friday.
6. NIGHT - For billing purposes, night rates shall apply 11:00 p.m. to 7:59 a.m. Monday through Friday, all day Saturday and Sunday until 5:00 p.m. and after 11:00 p.m.
7. INFOSTAR® LD+ - A switched access long distance service which uses existing business lines. Virtual banding, offered in equal access areas. Calls can terminate interstate, intrastate (where authorized), throughout Canada and in all direct dial international countries. Outbound calling.
8. ULTRASTAR LD+ - A dedicated long distance service accessed by a T-1 installation. Virtual banding, calls can terminate interstate, intrastate (where authorized), Canadian and international termination. Outbound calling.
9. INFOSTAR® 800 - Inward calling service. Terminating access is via Local Exchange Carrier business lines. Calls are completed at the subscriber's location

---

Issued: December 1996

Effective:

by:

Neil Lichtman  
Vice President, Network Services  
478 Wheelers Farms Road  
Milford, CT 06460

SECTION 1 - TECHNICAL TERMS AND ABBREVIATION cont.

without charge to the caller. Virtual banding. Call origination from contiguous United States, Alaska, Hawaii, Puerto Rico, the U.S. Virgin Islands and Canada.

10. ULTRASTAR 800 - Inward calling service. Terminating access is via dedicated circuit(s) usually a T-1. Calls are completed at the subscriber's location without charge to the caller. Virtual banding. Call origination from contiguous United States, Alaska, Hawaii, Puerto Rico and the U.S. Virgin Islands and Canada.
11. INFOSTAR® CALLING CARD - A calling card provided for customers who travel and make long distance calls away from home. Dialing instructions are on the back of each card. Can be used from contiguous United States, Hawaii, Alaska, Puerto Rico, the U.S. Virgin Islands. Can be used in Canada to terminate calls to the United States. Can be used with interstate, intrastate and international calls (where authorized).

SECTION 2 - RULES AND REGULATIONS

2.1 Undertaking of Clarity Telecom LD Network Services, Inc.

Company provides Long Distance Resale Service between points within the State of Florida in accordance with the terms and conditions set forth under this tariff.

Long Distance Resale Service is a telecommunications service for hire that includes providing both interstate and intrastate long distance service to Subscribers through the resale of WATS and MTS-like service. Company offers Long Distance Resale Service to any person in its service area who desires to become a Customer. Services will be furnished in accordance with these tariff schedules. Services are provided, as more fully described herein, by Company to customers located in areas served by Company.

The Company may act as the Customer's agent for ordering access connection facilities provided by other carriers or entities as set forth in FPSC rules and orders when authorized by the customer, to allow connection of a customer's location to

---

Issued: December 1996

Effective:

by:

Neil Lichtman  
Vice President, Network Services  
478 Wheelers Farms Road  
Milford, CT 06460

---

SECTION 2 - RULES AND REGULATIONS cont.

the Company's network. The customer shall be responsible for all charges due for such service arrangement.

The Company's services are provided on a monthly basis and are available twenty-four hours per day, seven days per week.

The rates and rules contained herein are subject to change pursuant to the statutes, rules and regulations of the State of Florida.

2.2 Limitations

2.2.1 Service is offered subject to the availability of the necessary facilities and subject to the terms and conditions of this tariff.

2.2.2 Company reserves the right to discontinue service or cancel an application for service without liability upon written notice when necessitated by conditions beyond its control, or when the customer is using service in violation of the law or the provisions of this tariff.

2.2.3 Service may not be used for any unlawful purpose.

2.2.4 There is no limit on the number of calls placed or the length of individual calls.

2.3 Liabilities of The Company

2.3.1 Company shall not be liable for loss or damage sustained by reason of failure in or breakdown of facilities of third parties not under its control. In no event shall Company's liability for any failure, breakdown, or interruption in services exceed the charges applicable under this tariff of such service.

2.3.2 Company shall not be liable and shall be indemnified and saved harmless by any customer, end user, or other entity from all loss, claims, demands, suits, or other action or any liability whatever, whether suffered, made

---

Issued: December 1996

Effective:

by:

Neil Lichtman  
Vice President, Network Services  
478 Wheelers Farms Road  
Milford, CT 06460

---

SECTION 2 - RULES AND REGULATIONS cont.

instituted, or asserted by any customer, end user, or other entity for any personal injury to, or death of, any person or persons and for any loss, damage, defacement or destruction of the premises of any customer, end user or any other entity or any other property whether owned or controlled by the customer, end user or others, caused or claimed to have been caused, directly or indirectly, by any act or omission of the customer, end user, or others or by any installation, operation, failure to operate, maintenance, removal, presence, condition, location or use of facilities or equipment provided by Company which is not the direct result of Company's negligence. No agents or employees of any other entity shall be deemed to be the agents or employees of Company.

2.3.3 Company shall not be liable for any failure of performance due to causes beyond its control, including, without being limited to, acts of God, fires, lightning, floods or other catastrophes, national emergencies, insurrections, riots or wars, strikes, lockouts, work stoppage or other labor difficulties, any failure of local exchange company lines or delays caused by the local exchange company or the customer or end user, and any law, order, regulation or other action of any governing authority or agency thereof.

2.3.4 The customer is required to notify Company of any changes to Customer's equipment, including software controlling the equipment's function. Company is not liable for interruptions in service caused by Customer's failure to notify Company prior to any change.

2.4 Interruption of Service

2.4.1 Credit allowance for the interruption of service which is not due to the Company's testing or adjusting, negligence of the customer, or to the failure of channels or equipment provided by the Customer, are subject to the general liability provisions set forth in 2.3.1 herein. It shall be the obligation of the Customer to notify the Company immediately of any interruption in service for which a credit allowance is desired. Before giving such notice,

---

Issued: December 1996

Effective:

by:

Neil Lichtman  
Vice President, Network Services  
478 Wheelers Farms Road  
Milford, CT 06460

---

SECTION 2 - RULES AND REGULATIONS cont.

the Customer shall ascertain that the trouble is not being caused by any action or omission by the Customer.

- 2.4.2 For purposes of credit computation, every month shall be considered to have 720 hours.
- 2.4.3 No credit shall be allowed for an interruption of a continuous duration of less than two hours.
- 2.4.4 The customer shall be credited for an interruption of two hours or more at the rate of 1/720th of the monthly charge for the facilities affected for each hour or major fraction thereof that the interruption continues.

Credit Formula:

$$\text{Credit} = \frac{A}{720} \times B$$

"A" - outage time in hours

"B" - total monthly charge for affected facility

2.5 CANCELLATION OF SERVICE

- 2.5.1 In the event of non-payment of any sum due, the use of foul or profane expressions, the impersonation of another with fraudulent intent, or any other violation of the Telecommunications Act of 1996, Pub. L. No. 104-104, 110 Stat. 56 (1996)(to be codified at 47 U.S.C. §§ 151 *et seq.*) And the Communications Act of 1934, as amended, or of the Rules and Regulations of the Federal Communications Commission or this state, Company may either temporarily deny service or terminate service.

---

Issued: December 1996

Effective:

by:

Neil Lichtman  
Vice President, Network Services  
478 Wheelers Farms Road  
Milford, CT 06460

---

SECTION 2 - RULES AND REGULATIONS cont.

2.5.2 Company may discontinue service without notice for any of the following reasons:

2.5.2.A Unauthorized Use of Service. Customer's unauthorized use of service by any method which causes hazardous signals over the network.

2.5.2.B Illegal Use of Service. Customer's use of service in a manner to violate the law.

2.5.3 Company may deny service for any of the following reasons provided it has notified the customer of its intent, in writing, to deny service and has allowed the customer a reasonable time of not less than 10 days, or as otherwise specified in these regulations, in which to remove the cause for denial:

2.5.3.A Non-compliance with Regulations. For violation of or non-compliance with regulations of the Florida Public Service Commission, or for violation of or non-compliance with this tariff.

2.5.3.B. Failure of Contractual Obligations. For failure of the Customer to fulfill its contractual obligations for service or facilities subject to regulation by the Florida Public Service Commission.

2.5.3.C. Non-payment of bill.

2.5.3.C.1 For non-payment of a bill of service, provided that Company made a reasonable attempt to effect collection and has given the Customer written notice of its intent to deny service if settlement of his account is not made and provided the Customer has at least 5 days, excluding Sunday and holidays in which to make settlement before his service is denied.

---

Issued: December 1996

Effective:

by:

Neil Lichtman  
Vice President, Network Services  
478 Wheelers Farms Road  
Milford, CT 06460

2.5.3.C.2 In cases of bankruptcy, receivership, abandonment of service, or abnormal toll usage, less than 5 days notice may be given if necessary to protect Company's revenues.

2.5.3.C.3 Except in cases where a prior promise to pay has not been kept or bankruptcy, receivership, abandoned service, or abnormal toll usage is involved, Company may not deny service on the day preceding any day on which it is not prepared to accept payment of the amount due and to reconnect service.

2.5.4 Customers wishing to cancel any service under this tariff shall notify Company in writing at least 30 days prior to such cancellation.

2.6 Deposits

The Company does not require a deposit from the Customer.

2.7 Rendering and Payment of Bills

2.7.1 Bills will be rendered monthly to each Customer. Payment will be due within 10 days following the rendering of the bill. If payment is not received within 10 days of the rendering of a bill, then a late payment charge of one and one-quarter per cent per month will be applied to the outstanding balance until payment.

2.7.2 Customer is responsible for the payment of bills for all calls or services, including any calls or services:

- 2.7.2.A Originated at the Customer's number(s);
- 2.7.2.B Accepted at the Customer's number(s) (e.g., Collect Calls);
- 2.7.2.C Billed to the Customer's number via Third Number Billing, if the Customer is found to be responsible for such call or service;

---

Issued: December 1996

Effective:

by:

Neil Lichtman  
Vice President, Network Services  
478 Wheelers Farms Road  
Milford, CT 06460



---

SECTION 2 - RULES AND REGULATIONS cont.

- 2.7.2.D Billed to the Customer's number via the use of a Calling Card or the use of a special billing number; or
- 2.7.2.E Incurred at the request of the Customer.

2.8 Restoration of Service

The use and restoration of service shall be in accordance with the priority system specified in part 64, Subpart D of the Rules and Regulations of the Federal Communications Commission. There is no charge for restoration of service.

2.9 Taxes

All state and local taxes (i.e., gross receipts tax, sales tax, municipal utilities tax) are listed as separate line items and are not included in the quoted rates.

SECTION 3 - DESCRIPTION OF SERVICES

3.1 Timing of Calls

3.1.1 When Billing Charges Begin and Terminate For Phone Calls

The Customer's long distance usage charge is based on the actual usage of Company's network. Usage begins when the called party picks up the receiver. When the called party picks up is determined by hardware answer supervision in which the local telephone company sends a signal to the switch or the software utilizing audio tone detection. When software answer supervision is employed, up to 60 seconds of ringing is allowed before it is billed as usage of the network. A call is terminated when the calling party hangs up.

3.1.2 Billing Increments

For billing purposes, chargeable time is measured in six second billing increments.

---

Issued: December 1996

Effective:

by:

Neil Lichtman  
Vice President, Network Services  
478 Wheelers Farms Road  
Milford, CT 06460

---

SECTION 3 - DESCRIPTION OF SERVICES cont.3.1.3 Per Call Billing Charges

Billing will be rounded up to the nearest penny for each call.

3.1.4 Uncompleted Calls

There shall be no charge for uncompleted calls.

3.2 Calculation of Distance

Usage charges for all mileage sensitive products are based on the airline distance between rate centers associated with the originating and terminating points of the call. The airline mileage between rate centers is determined by applying the formula below to the vertical and horizontal coordinates associated with the rate centers involved. The Company uses the rate centers and associated vertical and horizontal coordinates that are produced by Bell Communications Research in their NPA-NXX V & H Coordinates Tape and Bell's NECA Tariff No. 4.

FORMULA:

$$\sqrt{\frac{(V1 - V2)^2 + (H1 - H2)^2}{10}}$$

EXAMPLE:

Distance between Miami and New York City:

	<u>V</u>	<u>H</u>
Miami	8,351	529
New York	<u>4,997</u>	<u>1,406</u>
Difference	3,354	877

Square and add: 11,249,316 + 769,129 = 12,018,445

Divide by 10 and round: 12,018,445 ÷ 10 = 1,201,844.50 or 1,201,845

Take square root and round:  $\sqrt{1,201,845} = 1,096.28$  or 1,096 miles

---

Issued: December 1996

Effective:

by:

Neil Lichtman  
Vice President, Network Services  
478 Wheelers Farms Road  
Milford, CT 06460

SECTION 3 - DESCRIPTION OF SERVICES cont.

3.3. Minimum Call Completion Rate

A customer can expect a call completion rate (number of calls completed/number of calls attempted) of not less than 90% during peak use periods for all FG D services ("1+" dialing).

3.4 Service Offerings

3.4.1 INFOSTAR® LD+ SWITCHED ACCESS

A switched access long distance service which uses existing telephone lines. Virtual banding, offered in equal access areas. Calls can terminate interstate, intrastate, throughout Canada and in all direct dial international countries. Outbound calling.

3.4.2 ULTRASTAR LD+

A dedicated long distance service accessed by a T-1 installation. Virtual banding, calls can terminate interstate, intrastate, throughout Canada and in all direct dial international countries. Outbound calling.

3.4.3 INFOSTAR® 800

Inward calling service. Terminating access is via Local Exchange Carrier telephone lines. Calls are completed at the subscriber's location without charge to the caller. Virtual banding. Call origination from contiguous United States, Alaska, Hawaii, Puerto Rico, the U.S. Virgin Islands and Canada.

3.4.4 ULTRASTAR 800

Inward calling service. Terminating access is via dedicated circuit(s) usually

---

Issued: December 1996

Effective:

by:

Neil Lichtman  
Vice President, Network Services  
478 Wheelers Farms Road  
Milford, CT 06460

---

SECTION 3 - DESCRIPTION OF SERVICES cont.

a T-1. Calls are completed at the subscriber's location without charge to the caller. Virtual banding. Call origination from contiguous United States, Alaska, Hawaii, Puerto Rico and the U.S. Virgin Islands and Canada.

3.4.5 INFOSTAR® CALLING CARD

A calling card provided for customers who travel and make long distance calls away from home. Dialing instructions are on the back of each card.

Can be used from contiguous United States, Hawaii, Alaska, Puerto Rico, the U.S. Virgin Islands. Can be used in Canada to terminate calls to the United States. Can be used with interstate, intrastate and international calls (where authorized).

3.4.6 INFOSTAR® LD+ Multi-Location Plan

3.4.6.A Eligible Customer: \$10,000 + per month/multiple location

3.4.6.A.1 Minimum usage requirement \$10,000 per month. Usage from all locations can be combined to satisfy the minimum. The Customer pays a 5% penalty or \$500 if minimum usage is not met or payment is not received within 30 days of invoice.

3.4.6.A.2 Each subaccount is billed separately. Call detail can be sent to each location separately or to one master billing location. Master location is responsible for payment of subaccounts.

3.4.6.A.3 Usage of the following services will count toward the minimum usage requirement: Infostar® LD+, Infostar® 800, Ultra Star LD+, Ultra Star 800, Infostar® Calling Card.

---

Issued: December 1996

Effective:

by:

Neil Lichtman  
Vice President, Network Services  
478 Wheelers Farms Road  
Milford, CT 06460

---

SECTION 3 - DESCRIPTION OF SERVICES cont.

3.4.6.A.4 Customer will receive the following discounts:

3.4.6.A.4.(a) 6% on all usage over \$1,500 per month.

3.4.6.A.4.(b) An additional 4% discount if the minimums and payment terms are met monthly.

3.4.6.A.5 Multi-location bill will provide a summary of all locations. Each location detailed by interstate, intrastate, international (including Mexico, Canada and the Caribbean), directory assistance and credit card usage. Call detail will be provided by location.

3.4.6.B Eligible Customer: \$25,000 + per month/multiple location

All of the above conditions are the same with the following exceptions:

3.4.6.B.1 Penalty of 5% or \$1,250 (whichever is greater) if minimums are not met.

3.4.6.B.2 The additional discount of 5% will be included on the total non-discounted sum of bill.

SECTION 4 - RATES

4.1 INFOSTAR® LD+ Switched Access - Intrastate:

- Outward calling only
- Customers will be charged \$10.00 per month plus the following usage rates:

---

Issued: December 1996

Effective:

by:

Neil Lichtman  
Vice President, Network Services  
478 Wheelers Farms Road  
Milford, CT 06460

---

<u>Day</u>	<u>Evening</u>	<u>Night</u>
\$0.1888 per min.	\$0.1888 per min.	\$0.1888 per min.

4.2 ULTRASTAR LD+ Dedicated Access - Intrastate:

- Outward calling only
- Customers will be charged \$10.00 per month plus the following usage rates:

<u>Day</u>	<u>Evening</u>	<u>Night</u>
\$0.153 per min.	\$0.153 per min.	\$0.153 per min.

4.3 INFOSTAR® 800 Line - Intrastate:

- Inward calling only
- Customers will be charged \$15.00 per month for each 800 number plus the following usage rates:

<u>Day</u>	<u>Evening</u>	<u>Night</u>
\$0.1770 per min.	\$0.1770 per min.	\$0.177 per min.

4.4 ULTRASTAR 800 Dedicated Line - Intrastate:

- Inward calling only
- Customers will be charged \$50.00 per 800 service group per month plus the following usage rates:

<u>Day</u>	<u>Evening</u>	<u>Night</u>
\$0.1410 per min.	\$0.1080 per min.	\$0.0780 per min.

---

 Issued: December 1996

Effective:

by:

Neil Lichtman  
Vice President, Network Services  
478 Wheelers Farms Road  
Milford, CT 06460

---

SECTION 4 - RATES cont.

4.5 INFOSTAR® Calling Card

INFOSTAR® calling card is available to all customers at no extra charge.

4.6 INFOSTAR® LD+ Multi-Location Plan

4.6.1 Eligible Customer: \$10,000+ per month/multiple location.

4.6.1.A Minimum usage requirement \$10,000 per month. Usage from all locations can be combined to satisfy the minimum. The Customer pays a 5% penalty or \$500 if minimum usage is not met or payment is not received within 30 days of invoice.

4.6.1.B Each subaccount is billed separately. Call detail can be sent to each location separately or to one master billing location. Master location is responsible for payment of subaccounts.

4.6.1.C Usage of the following services will count toward the minimum usage requirement: INFOSTAR® LD+, INFOSTAR® 800, ULTRASTAR 800, INFOSTAR® Calling Card.

---

Issued: December 1996

Effective:

by:

Neil Lichtman  
Vice President, Network Services  
478 Wheelers Farms Road  
Milford, CT 06460

---

SECTION 4 - RATES cont.

4.6.1.D Customer will receive the following discounts:

4.6.1.D.1 6% on all usage over \$1,500 per month.

EXAMPLE:

TOTAL BILL	\$2,000
Interstate Usage	\$1,000
Intrastate Usage	\$ 500
International Usage	\$ 500
	<u>\$2,000</u>
	<u>-\$1,500</u>
	\$ 500 Discountable Usage
	X <u>.06</u>
	\$ 30 Discount
TOTAL BILL	\$1,970

4.6.1.D.2 An additional 4% discount if the minimums and payment terms are met monthly.

4.6.1.E Multi-location bill will provide a summary of all locations. Each location detailed by interstates, intrastate, international (including Mexico, Canada and the Caribbean), directory assistance and credit card usage. Call detail will be provided by location.

4.6.2 Eligible Customer: \$25,000+ per month/multiple location.  
All of the above conditions are the same with the following exceptions:

4.6.2.A Penalty of 5% or \$1,250 if minimums are not met.

---

Issued: December 1996

Effective:

by:

Neil Lichtman  
Vice President, Network Services  
478 Wheelers Farms Road  
Milford, CT 06460



---

SECTION 4 - RATES cont.

4.6.2.B The additional discount will be 5% in total back to first dollar.

EXAMPLE:

\$25,000	total monthly usage
- \$ 1,500	non-discountable
\$23,500	
X .06	discount
\$ 1,410	discount applies

Customer qualifies for an additional 5% on \$25,000/multi-location plan.

\$25,000	original total
X .05	discount
\$ 1,250	
\$ 1,410	
+ \$ 1,250	total discounts apply
\$25,000	original total
- \$ 2,660	discounts
\$22,340	total due

4.7 Special Promotions

The Company will, from time to time, offer special promotions to its customers waiving certain charges. These promotions will be approved by the FPSC with specific starting and ending dates and under no circumstances run for longer than 90 days in any 12 month period.

---

Issued: December 1996

Effective:

by:

Neil Lichtman  
Vice President, Network Services  
478 Wheelers Farms Road  
Milford, CT 06460

---

SECTION 4 - RATES cont.

4.8 Operator Service

Long distance operator service will be provided by Company's underlying carrier(s). Company's underlying carrier(s)' tariffed charges for operator service will be passed through to Customer.

5.1 Exemptions and Special Rates

5.1.1 Discounts for Hearing Impaired Customers

A telephone toll message which is communicated using a telecommunications device for the deaf (TDD) by properly certified hearing or speech impaired persons or properly certified business establishments or individuals equipped with TDDs for communicating with hearing or speech impaired persons will receive, upon request, credit on charges for certain intrastate toll calls placed between TDDs. The credit to be given on a subsequent bill for such calls placed between TDDs will be equal to applying the evening rate during business day hours and the night/weekend rate during the evening rate period. Discounts do not apply to surcharges or per call add on charges for operator service when the call is placed by a method that would normally incur the surcharge.

5.1.2 Directory Assistance

There shall be no charge for up to fifty calls per billing cycle from lines or trunks serving individuals with disabilities. The Company shall charge the prevailing tariff rates for every call in excess of 50 within a billing cycle. Directory assistance calls will be routed to Company's underlying carrier(s). Company's underlying carrier(s)' tariffed charges for directory assistance service will be passed through to Customer.

---

Issued: December 1996

Effective:

by:

Neil Lichtman  
Vice President, Network Services  
478 Wheelers Farms Road  
Milford, CT 06460

SECTION 4 - RATES cont.

5.1.3 Telecommunications Relay Service

For intrastate toll calls received from the relay service, the Company will when billing relay calls discount relay service calls by 50 percent off of the otherwise applicable rate for a voice nonrelay call except that where either the calling or called party indicates that either party is both hearing and visually impaired, the call shall be discounted 60 percent off of the otherwise applicable rate for a voice nonrelay call. The above discounts apply only to time-sensitive elements of a charge for the call and shall not apply to per call charges such as a credit card surcharge.

---

Issued: December 1996

Effective:

by:

Neil Lichtman  
Vice President, Network Services  
478 Wheelers Farms Road  
Milford, CT 06460

## EXHIBIT 9

### List of Sprint POPs: Owned by Sprint

1. 100 S. Pecan St., Chilly FL, 32428
2. 1280 Cleveland, Clearwater, FL 33515
3. 141 E. Charles Street, Daytona Beach, FL 32014
4. 110 E. Broward Blvd., Ft. Lauderdale, FL 33302
5. 1520 Lee Street, Ft. Myers, FL 33901
6. 212 Hollywood Blvd., Ft. Walton Beach, FL 32548
7. 414 S. W. 3rd Avenue, Gainesville, FL 32601
8. 550 Water St. & 12th, Jacksonville, FL 32202
9. 3100 Bonnet Creek, Lake Buena Vista, FL 32830
10. 120 F. Lime, Lakeland, FL 33801
11. 913 E. Strawbridge, Melbourne, FL 32901
12. 7880 Biscayne Blvd., No. Miami, FL 33138
13. 319 E. Broadway, Ocala, FL 32671
14. 201 E. Pine St., Orlando, FL 32801
15. 810 Ohio Avenue, Panama City, FL 32444
16. 305 W. 6th Avenue, Pensacola, FL 32501
17. 1717 Ringling Blvd., Sarasota, FL 33577
18. 821 1st Avenue, No. St. Petersburg, FL 33701
19. 504 St. Francis Street, Tallahassee, FL 32301
20. 3 Tampa City Center, Tampa, FL 33602
21. 430 Australian Avenue, W. Palm Beach, FL 33404
22. 151 No. New York Avenue, Winterpark, FL 32789
23. 418 E. Broadway, Kissimmee, FL 32741

### List of Sprint Switches Owned by U.S. Sprint

1. 1280 Cleveland, Clearwater, FL 33515
2. 120 F. Lime, Lakeland, FL 33801
3. 201 E. Pine Street, Orlando, FL 32801

### Transmission Facilities

All POP to POP transmission facilities are fiber. All are owned by Sprint except Ft. Myers to Orlando and Ocala to Kissimmee which are leased.

## EXHIBIT 10

### Florida Service Areas by Telephone Exchange

1. Pensacola
2. Cantonment
3. Gulf Breeze
4. Pace
5. Milton
6. Holley-Navarre
7. Panama City
8. Lynn Haven
9. Panama City Beach
10. Youngstown-Fountain
11. Tyndall AFB
12. Tallahassee
13. Crawfordville
14. Havana
15. Monticello
16. Panacea
17. Sopchoppy
18. St. Marks
19. Jacksonville
20. Baldwin
21. Fort George
22. Jacksonville Beach
23. Callahan
24. Maxville
25. Middleburg
26. Orange Park
27. Ponte Vedra
28. Julington
29. Gainesville
30. Alachua
31. Archer
32. Brooker
33. Hawthorne
34. High Springs
35. Melrose
36. Micanopy
37. Newberry
38. Waldo
39. Tampa
40. Plant City
41. Zephyrhills
42. Palmetto
43. Clearwater
44. St. Petersburg
45. Tampa-West
46. Tarpon Springs
47. Lakeland
48. Bartow
49. Mulberry
50. Polk City
51. Winter Haven
52. Sarasota
53. Bradenton
54. Myakka
55. Venice
56. Ft. Myers
57. Cape Coral
58. Ft. Myers Beach
59. North Cape Coral
60. North Ft. Myers
61. Pine Island
62. Lehigh Acres
63. Sanibel-Captiva Islands
64. Naples
65. Marco Island
66. North Naples
67. West Palm Beach
68. Boynton Beach
69. Jupiter
70. Pompano Beach
71. Boca Raton
72. Coral Springs
73. Deerfield Beach
74. Ft. Lauderdale
75. Coral Springs
76. Hollywood
77. North Dade
78. Miami
79. Perrine
80. Homestead

December 6, 1996

DEPOSIT TREAS. REC. DATE  
D417 000000 DEC 10 '96

56 DEC 10 1996

VIA OVERNIGHT DELIVERY

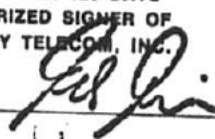
Florida Public Service Commission  
Division of Administration  
2540 Shumard Oak Blvd.  
Gunter Building  
Tallahassee, Florida 32399-0850

**RE: Application of Clarity Telecom LD Network Services, Inc. for a Certificate of Public Convenience and Necessity to Operate as a Reseller of Interexchange Telecommunication Services Within the State of Florida**

Dear Sir or Madam:

Enclosed on behalf of Clarity Telecom LD Network Services, Inc. ("Clarity") is an original and six copies of Clarity's Application for a Certificate of Public Convenience and Necessity to provide resale interexchange telecommunications in the State of Florida. Also enclosed is a check in the amount of \$250.00 to cover the requisite filing fee.

Should you require any additional information, please do not hesitate to call me. Please acknowledge receipt of this application by date stamping a copy of this letter and returning it in the enclosed self-addressed stamped envelope. Thank you for your assistance.

<b>CLARITY TELECOM, INC.</b> DBA EXECUTONE BUSINESS SOLUTIONS 478 WHEELERS FARMS ROAD MILFORD, CT 06460		<b>BANK OF BOSTON (MAINE), N.A.</b> SOUTH PORTLAND, ME 62-163-112	<b>3729</b>
PAY	DATE	CHECK NO.	CHECK AMOUNT
TWO HUNDRED FIFTY DOLLARS AND ZERO CENTS	09/09/96	003729	\$*****250.00
TO THE ORDER OF	FLORIDA PUBLIC SERVICE COMMISSION 2540 SHUMARD OAK BLVD. TALLAHASSEE, FL 32399-0850		VOID AFTER 120 DAYS AUTHORIZED SIGNER OF CLARITY TELECOM, INC. 

Security features included. Details on back.

December 6, 1996

DEPOSIT TREAS. REC. DATE

D417  DEC 10 '96

VIA OVERNIGHT DELIVERY

Florida Public Service Commission  
Division of Administration  
2540 Shumard Oak Blvd.  
Gunter Building  
Tallahassee, Florida 32399-0850

56 DEC 10 1996

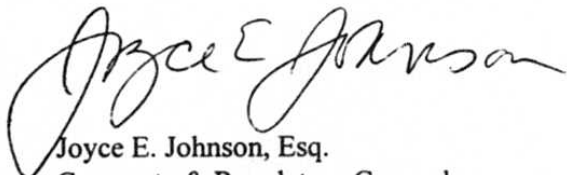
**RE: Application of Clarity Telecom LD Network Services, Inc. for a Certificate of Public Convenience and Necessity to Operate as a Reseller of Interexchange Telecommunication Services Within the State of Florida**

Dear Sir or Madam:

Enclosed on behalf of Clarity Telecom LD Network Services, Inc. ("Clarity") is an original and six copies of Clarity's Application for a Certificate of Public Convenience and Necessity to provide resale interexchange telecommunications in the State of Florida. Also enclosed is a check in the amount of \$250.00 to cover the requisite filing fee.

Should you require any additional information, please do not hesitate to call me. Please acknowledge receipt of this application by date stamping a copy of this letter and returning it in the enclosed self-addressed stamped envelope. Thank you for your assistance.

Respectfully submitted,



Joyce E. Johnson, Esq.  
Corporate & Regulatory Counsel  
(203) 882-4545

Clarity Telecom LD Network Services, Inc.  
Application for a Certificate of Public Convenience and Necessity to Operate as a Reseller of Interexchange Telecommunication Services Within the State of Florida  
Filed for the State of Florida  
to FSC  
Initials of person who forwarded check:  
A.J.

Enclosure