



ORIGINAL

June 15, 1997
OVERNIGHT

DEPOSIT

DATE

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JUN 16 1998

210 N. Park Ave.
Winter Park, FL
32789

Mr. Walter D'Haeseleer
Florida Public Service Commission
Division of Communication
2540 Shumard Oak Boulevard
Tallahassee, FL 32399-0850

980756-TI

P.O. Drawer 200
Winter Park, FL
32790 0200

RE: Initial Application and Tariff of Discount Long Distance, Inc., Incorporated for Authority to Provide Interexchange Telecommunications Services within the State of Florida.

Tel: 407-740-8575
Fax: 407-740-0613
tmi@tminc.com

Dear Sir/Madam:

Enclosed for filing are the original and six (6) copies of the above-referenced application of Discount Long Distance, Inc.

Also enclosed is Technologies Management, Inc. check in the amount of \$250, to cover the filing fee.

Please acknowledge receipt of this filing by returning, filed stamped, the extra copy of this letter in the self-addressed stamped envelope provided for that purpose.

I may be reached at (407) 740-8575 with any questions, comments or correspondence regarding this application. Thank you for your assistance.

Sincerely,

Thomas M. Forte
Consultant to
Discount Long Distance, Inc.

RECEIVED & FILED

Enclosures

[Handwritten initials]
FPSC-BUREAU OF RECORDS

cc: Robert W. George - DLD
file: DLD - FL
TMX# FLI9700

MAIL ROOM
01 JUN 16 PM 12:10 86

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06345 JUN 16 86

FPSC-RECORDS/RECORDING

FLORIDA PUBLIC SERVICE COMMISSION

Application Form

for

Authority to Provide Interexchange Telecommunications Service

Between Points Within the State of Florida

To: Florida Public Service Commission
Division of Records and Reporting
101 East Gaines Street
Tallahassee, Florida 32399-0850
(904) 488-4733

This package includes the original and twelve (12) copies of the application along with a non-refundable application fee of \$250.00.

1. This is an application for:

- Original Authority (new company)
- Approval of transfer (to another certificated company)
- Approval of assignment of existing certificate (to a noncertificated company)
- Approval for transfer of control (To another certificated company).

2. 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.
- Alternative Operator Service** - company provides or plans to provide alternative operator services for IXC's; 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.
- 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.
- Call aggregator** - company contracts with unaffiliated entities to obtain bulk/volume discounts under multi-location discount plans from certain underlying carriers associated with such aggregated telecommunications business.

3. **Name of corporation, partnership, cooperative, joint venture or sole proprietorship:**

Discounted Long Distance, Incorporated

4. **Name under which the applicant will do business (fictitious name, etc.):**

Discounted Long Distance, Incorporated
d/b/a Discount Long Distance
d/b/a DLD

5. **National address (including street name & number, post office box, city, state and zip code).**

Discounted Long Distance, Incorporated
9040 Executive Park Drive, Suite 102
Knoxville, Tennessee 37923
Telephone: (423) 691-4900
Facsimile: (423) 691-5717
Toll Free: (800) 325-1924

6. **Florida address (including street name & number, post office box, city, state and zip code).**

Same as above.

7. **Structure of organization:**

<input type="checkbox"/> Individual	<input type="checkbox"/> Corporation
<input checked="" type="checkbox"/> Foreign Corporation	<input type="checkbox"/> Foreign Partnership
<input type="checkbox"/> General Partnership	<input type="checkbox"/> Limited Partnership
<input type="checkbox"/> Other, _____	

8. **If applicant is an individual or partnership, please give name, title and address of sole proprietor or partners.**

Not applicable.

(a) **Provide proof of compliance with the foreign partnership statute (Chapter 620.169 FS), if applicable.**

(b) **Indicate if the individual or any of the partners have previously been:** Not Applicable.

(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 the 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.

Corporate charter number: F98000002990

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

Mr. Ford Carter
499 Northeast 151st Street
Williston, Florida 32690

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

Fictitious name registration number: Not applicable.

- (d) 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.

No officer, director or stockholder of the company has been adjudged bankrupt, mentally incompetent, or found guilty of any felony or of any crime. No officer, director or stockholder of the company are involved in proceedings which may result in such action.

- (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 the company, give reason why not.

No officer, director or stockholder of the company is an officer, director, partner or stockholder in any other Florida certificated telephone company.

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

(a) The application:

Thomas M. Forte
Consultant to Discounted Long Distance, Incorporated
Technologies Management, Inc.
P.O. Drawer 200
Winter Park, FL 32790-0200
Telephone: (407) 740-8575
Facsimile: (407) 740-0613

(b) Official Point of Contact for the ongoing operations of the company:

Robert W. George, President
Discounted Long Distance, Incorporated
9040 Executive Park Drive, Suite 102
Knoxville, Tennessee 37923
Telephone: (423) 691-4900
Facsimile: (423) 691-5717

(c) Tariff:

Thomas M. Forte
Consultant to Discounted Long Distance, Incorporated
Technologies Management, Inc.
P.O. Drawer 200
Winter Park, FL 32790-0200
Telephone: (407) 740-8575
Facsimile: (407) 740-0613

(d) Complaints/Inquiries from customers:

Customer Service Manager
Discounted Long Distance, Incorporated
9040 Executive Park Drive, Suite 102
Knoxville, Tennessee 37923
Telephone: (800) 325-1924
Facsimile: (423) 691-5717

11. List the states in which the applicant:

(a) Has operated as an interexchange carrier.

None.

(b) Has applications pending to be certificated as an interexchange carrier.

Discounted Long Distance, Incorporated presently has applications pending in Tennessee, Virginia, Michigan, and New Jersey. Applications will be filed for other locations in 1996 or 1997.

(c) Is certified to operate as an interexchange carrier.

None.

(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 carrier or other telecommunications entity, and the circumstances involved.

None.

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

- | | | | |
|-------------------------------------|---|--------------------------|-----------|
| <input type="checkbox"/> | Facilities | <input type="checkbox"/> | Operators |
| <input type="checkbox"/> | Billing and Collection | <input type="checkbox"/> | Sales |
| <input type="checkbox"/> | Maintenance | | |
| <input checked="" type="checkbox"/> | Other: <u>None anticipated at this time</u> | | |

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 13 (to whom, what amount, type of franchise, etc.).

Discounted Long Distance, Incorporated plans to market services through sales agents and direct telemarketing.

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

- | | |
|---|--|
| <input checked="" type="checkbox"/> Residential customers | <input checked="" type="checkbox"/> Business customers |
| <input type="checkbox"/> PATS providers | <input type="checkbox"/> PATS station end-users |
| <input type="checkbox"/> Hotels & motels | <input type="checkbox"/> Hotel & motel guests |
| <input type="checkbox"/> Universities | <input type="checkbox"/> Univ. dormitory residents |
| <input checked="" type="checkbox"/> Other: (specify) <u>Anyone who uses the company's service</u> | |

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, Discounted Long Distance, Incorporated will appear on the bill received by the Customer.

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

The company will provided its own billing services.

18. 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).

See Attachment II.

19. 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 mbps, 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, 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

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

For direct dialed calls:

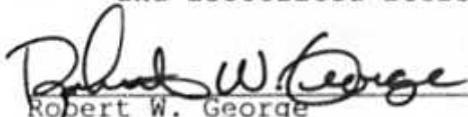
1 + Destination #, 10XXX + Destination # or 10XXXX + Destination #.

Other:

Appropriate operator services will be provided by the LEC or the underlying carrier and billed by either party on their own bill. The charges rendered by either party will be at rates filed with the Florida Public Service Commission and Discounted Long Distance, Incorporated will not be remunerated in any way.

APPLICANT ACKNOWLEDGMENT 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 one and one-half percent, or currently applicable rates, on all intra and interstate business.
3. SALES TAX: I understand that a seven percent sales tax, or other currently applicable percentage, 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. LEC BYPASS RESTRICTIONS: I acknowledge the Commission's policy that interexchange carriers shall not construct facilities to bypass the LECs without first demonstrating to the Commission that the LEC cannot offer the needed facilities at a competitive price and in a timely manner.
6. 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 telephone service.
7. ACCURACY OF APPLICATION: By my signature below, I attest to the accuracy of the information contained in this application and associated attachments.



Robert W. George
President
Discounted Long Distance, Incorporated

3/3/97
Date

APPENDICES

- A - Certificate of Transfer Statement
- B - Customer deposits and advance payments
- C - Intrastate network
- D - Florida telephone exchanges and EAS routes
- E - Glossary

ATTACHMENTS:

- I - Florida Secretary of State Registration
- II - Proposed Tariff
- III - Financial Statements
- IV - Resumes

APPENDIX A

CERTIFICATE OF TRANSFER STATEMENT

I, _____, current holder of certificate number _____, have reviewed this application and join in the petitioner's request.

NOT APPLICABLE

Signature of owner or chief
officer of the certificate
holder.

Title: _____

Date: _____

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.)

By Robert W. George
Robert W. George
President
Discounted Long Distance, Incorporated

Date: March 3, 1997

APPENDIX C

INTRASTATE NETWORK

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

1) None. 2)

3) 4)

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

1) None. 2)

3) 4)

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

<u>POP-to-POP</u>	<u>TYPE</u>	<u>OWNERSHIP</u>
-------------------	-------------	------------------

1) None

2)

3)

Discounted Long Distance, Incorporated does not maintain any points of presence, switches or transmission facilities within the State of Florida. Originating calls are transported over facilities provided by DLD's underlying carrier(s).

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)

Statewide.

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).

Not applicable for 1+ calls.

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 service begin?

Not applicable.

- (b) If the services are not currently offered, when were they discontinued?

Not applicable.

By

Robert W. George

Robert W. George
President

Discounted Long Distance, Incorporated

Date:

March 3, 1997

APPENDIX D

FLORIDA TELEPHONE EXCHANGES AND EAS ROUTES

Describe the service area in which you hold yourself out to provide service by telephone company exchange. If all services listed in your tariff are not offered at all locations, so indicate.

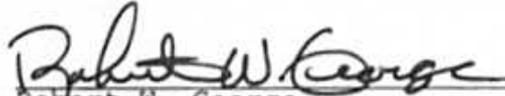
In an effort to assist you, attached is a list of major exchanges in Florida showing the small exchanges with which each has extended area service (EAS).

Jacksonville
Gainesville
Daytona Beach
Ocala
Orlando
Cocoa
Melbourne
West Palm Beach
Miami
Pensacola
Panama City
Tallahassee
Titusville

Tampa
Clearwater
St. Petersburg
Lakeland
Winter Park
Ft. Lauderdale
Pompano Beach
Hollywood
North Dade
Sarasota
Ft. Myers
Naples

Discounted Long Distance, Incorporated intends to offer service throughout the State of Florida.

By



Robert W. George
President

Discounted Long Distance, Incorporated

Date:

March 3, 1997

ATTACHMENT I

AUTHORITY TO OPERATE IN FLORIDA

FILED

~~CONFIDENTIAL~~

CHARTER

OF

DISCOUNTED LONG DISTANCE, INC.

*not confidential
per Tom Foster
6/17/98
ky*

THE UNDERSIGNED, acting as the Incorporator of a corporation under the Tennessee Business Corporation Act, adopts the following Charter for such corporation:

1. The name of the corporation is DISCOUNTED LONG DISTANCE, INC.
2. The corporation is authorized to issue 2,000 shares of common stock, which shares, collectively shall have unlimited voting rights and the right to receive the net assets of the corporation upon dissolution.
3. The street address and zip code of the corporation's initial registered office, the county in which the office is located, and the name of its initial Registered Agent at that office is:

Address: 4721 Singleton Road
Louisville, Tennessee 37777

County: Blount

Agent: Larry Cirina

4. The name, address and zip code of the incorporator is:

Name: Lewis C. Foster, Jr.

Address: 500 First American Center
Knoxville, Tennessee 37902

5. The street address and zip code of the principal office of the corporation is:

4721 Singleton Road
Louisville, Tennessee 37777

6. The Corporation is for profit.

7. Directors of the corporation shall not be liable to either the corporation or its shareholders for monetary damages for a breach of fiduciary duty as a director unless the breach involves (i) a director's duty of loyalty to the corporation; (ii) acts or omissions not in good faith or which involve intentional misconduct, or a knowing violation of law; (iii) liability for unlawful distribution; or (iv) a transaction from which the director derived an improper personal benefit.

DATED this 18 day of NOVEMBER 1991.

Lewis C. Foster
LEWIS C. FOSTER JR., Incorporator

ING: 1119 38 115 PG 42 12/03/1991 15:26:42

))cc



FLORIDA DEPARTMENT OF STATE
Sandra B. Mortham
Secretary of State

May 27, 1998

MELANIE ADAMS
DISCOUNT LONG DISTANCE, INC.
PO BOX 51890
KNOXVILLE, TN 37950-1890

Qualification documents for DISCOUNTED LONG DISTANCE, INC. were filed on May 26, 1998 and assigned document number F9800002990. Please refer to this number whenever corresponding with this office.

Your corporation is now qualified and authorized to transact business in Florida as of the file date.

The certification you requested is enclosed.

A corporation annual report 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 (850) 487-6091, the Foreign Qualification/Tax Lien Section.

Michael Mays
Document Specialist
Division of Corporations

Letter Number: 598A00029609

State of Florida



Department of State

I certify from the records of this office that DISCOUNTED LONG DISTANCE, INC., is a corporation organized under the laws of Tennessee, authorized to transact business in the State of Florida, qualified on May 26, 1998.

The document number of this corporation is F98000002990.

I further certify that said corporation has paid all fees and penalties due this office through December 31, 1998, and its status is active.

I further certify that said corporation has not filed a Certificate of Withdrawal.

Given under my hand and the
Great Seal of the State of Florida
at Tallahassee, the Capitol, this the
Twenty-seventh day of May, 1998



CR2EO22 (2-95)



Sandra B. Northam
Secretary of State

ATTACHMENT II
PROPOSED TARIFF

TITLE PAGE
FLORIDA TELECOMMUNICATIONS TARIFF
OF
DISCOUNTED LONG DISTANCE, INC.

This tariff contains the descriptions, regulations, and rates applicable to the furnishing of resold telecommunication services provided by Discounted Long Distance, Inc. with principal offices located at 9040 Executive Park Drive, Suite 102, Knoxville, Tennessee, 37923. 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: June 16, 1998

EFFECTIVE:

Issued by: Robert W. George, President
9040 Executive Park Drive, Suite 102
Knoxville, Tennessee 37923

CHECK SHEET

This tariff contains Sheets 1 through 40 inclusive, each of which is effective as of the date shown on each sheet. Original and revised pages as named below comprise all changes from the original tariff.

SHEET	REVISION	SHEET	REVISION
1	Original *	31	Original *
2	Original *	32	Original *
3	Original *	33	Original *
4	Original *	34	Original *
5	Original *	35	Original *
6	Original *	36	Original *
7	Original *	37	Original *
8	Original *	38	Original *
9	Original *	39	Original *
10	Original *	40	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 *		
24	Original *		
25	Original *		
26	Original *		
27	Original *		
28	Original *		
29	Original *		
30	Original *		

* - Indicates new or revised sheet with this filing

ISSUED: June 16, 1998

EFFECTIVE:

Issued by: Robert W. George, President
9040 Executive Park Drive, Suite 102
Knoxville, Tennessee 37923

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ISSUED: June 16, 1998

EFFECTIVE:

Issued by: Robert W. George, President
9040 Executive Park Drive, Suite 102
Knoxville, Tennessee 37923

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ISSUED: June 16, 1998

EFFECTIVE:

Issued by: Robert W. George, President
9040 Executive Park Drive, Suite 102
Knoxville, Tennessee 37923

SYMBOLS

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.

When changes are made in any tariff sheet, a revised sheet will be issued canceling the tariff sheet affected. Changes will be identified on the revised sheet(s) through the use of the above mentioned symbols.

ISSUED: June 16, 1998

EFFECTIVE:

Issued by: Robert W. George, President
9040 Executive Park Drive, Suite 102
Knoxville, Tennessee 37923

TARIFF FORMAT

- 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 pages in effect. Consult the check sheet for 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).I.
 - 2.1.1.A.1.(a).I.(i).
 - 2.1.1.A.1.(a).I.(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 the check sheet 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: June 16, 1998

EFFECTIVE:

Issued by: Robert W. George, President
9040 Executive Park Drive, Suite 102
Knoxville, Tennessee 37923

SECTION 1.0 - TECHNICAL TERMS AND ABBREVIATIONS**1.1 Abbreviations**

The following abbreviations are used herein only for the purposes indicated below:

C.O.	-	Central Office
Corp.	-	Corporation
FCC	-	Federal Communications Commission
FPSC	-	Florida Public Service Commission
IXC	-	Interexchange Carrier
LATA	-	Local Access and Transport Area
LEC	-	Local Exchange Carrier
MTS	-	Message Telecommunications Service
PBX	-	Private Branch Exchange

ISSUED: June 16, 1998

EFFECTIVE:

Issued by: Robert W. George, President
9040 Executive Park Drive, Suite 102
Knoxville, Tennessee 37923

SECTION 1.0 - TECHNICAL TERMS AND ABBREVIATIONS, (CONT'D.)**1.2 Definitions**

Access Line - An arrangement which connects the Subscriber's or Customer's location to the Carrier's designated point of presence or network switching center.

Authorized User - A person, firm or corporation, or any other entity authorized by the Customer or Subscriber to communicate utilizing the Company's services.

Carrier or Company - Discounted Long Distance, Incorporated unless otherwise indicated by the context.

Customer - The person, firm or corporation, or other entity which orders, cancels, amends, or uses service and is responsible for the payment of charges and/or compliance with tariff regulations.

Customer Premises Equipment - Terminal equipment, as defined herein, which is located on the Customer's premises.

Day Rate Period - After 8:00 am to, but not including, 5:00 pm Monday through Friday.

Dedicated Access - See Special Access Origination/Termination.

DLD - Used throughout this tariff to refer to Discounted Long Distance, Incorporated unless otherwise indicated by the text.

Evening Rate Period - After 5:00 pm to, but not including, 11:00 pm Monday through Friday, and on Sunday.

Night/Weekend Rate Period - After 11:00 pm to, but not including, 8:00 am Monday through Friday, all day Saturday, and Sunday to, but not including 5:00 pm.

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SECTION 1.0 - TECHNICAL TERMS AND ABBREVIATIONS (CONT'D.)

Special Access Origination/Termination - Where originating or terminating access between the Customer and the interexchange carrier is provided on dedicated circuits. The Access Provider provides these dedicated circuits from the Customer's location to the Company's point of presence. The rates and charges for dedicated circuits are determined by the Access Provider and the Customer is responsible for payment of these charges to the Access Provider.

Subscriber - The person, firm, corporation, or other legal entity which arranges for services of the Company on behalf of itself or Authorized Users. The Subscriber is responsible for compliance with the terms and conditions of this tariff. A Subscriber may also be a Customer when the Subscriber uses services of the Company.

Switched Access Origination/Termination - Where originating or terminating access between the Customer and the interexchange carrier is provided on Feature Group circuits.

Terminal Equipment - Devices, apparatus, and associated wiring, such as teleprinters, telephones, or data sets.

V & H Coordinates - Geographic points which define the originating and terminating points of a call in mathematical terms so that the airline mileage of the call may be determined. Call mileage is used for the purposed of rating calls.

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SECTION 2.0 - RULES AND REGULATIONS

2.1 Undertaking of Discounted Long Distance, Incorporated

DLD is a resale common carrier providing intrastate direct dialed (1+) services to Customers within the State of Florida.

DLD services and facilities are furnished for communications originating at specified points within the State of Florida under terms of this tariff.

DLD provides for the installation, operation, and maintenance of the communications services provided herein in accordance with the terms and conditions set forth under this tariff. DLD may act as the Customer's agent for ordering access connection facilities provided by other carriers or entities, when authorized by the Customer, to allow connection of a Customer's location to the DLD services. The Customer shall be responsible for all charges due for such service arrangement.

The Company's services is provided on a monthly basis unless otherwise provided, and are available twenty-four (24) hours per day, seven (7) days per week.

2.2 Applicability of Tariff

This tariff is applicable to telecommunications services provided by DLD within the state of Florida.

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SECTION 2.0 - RULES AND REGULATIONS, (CONT'D.)**2.3 Payment and Credit Regulations****2.3.1 Payment Arrangements**

The Customer is responsible for payment of all charges for services and equipment furnished to the Customer for transmission of calls via the Company. The Customer agrees to pay to the Company or its authorized agent any cost(s) incurred as a result of any delegation of authority resulting in the use of his or her communications equipment and/or network services which result in the placement of calls via the Company. The Customer agrees to pay the Company or its authorized agent any and all cost(s) incurred as a result of the use of the service arrangement, including calls which the Customer did not individually authorize.

All charges due by the Customer are payable to the Company or any agency duly authorized to receive such payments. Terms of payment shall be according to the rules and regulations of the agency and subject to the rules of regulatory agencies, such as the Florida PSC. Any objections to billed charges must be promptly reported to the Company or its billing agent. Adjustments to Customers' bills shall be made to the extent that circumstances exist which reasonably indicate that such changes are appropriate.

Charges for installations, service connections, moves, and rearrangements, where applicable, are payable upon demand by the Company or its authorized agent. The billing thereafter will include recurring charges and actual usage as defined in this tariff.

2.3.2 Deposits

The Company does not require a deposit from the Customer or Subscriber.

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SECTION 2.0 - RULES AND REGULATIONS, (CONT'D.)

2.3 Payment and Credit Regulations, (Cont'd.)

2.3.3 Advance Payments

For Customers whom the Company determines an advance payment is necessary, the Company reserves the right to collect an amount not to exceed one (1) month's estimated charges as an advance payment for service. This will be applied against the next month's charges and a new advance payment may be collected for the next month.

2.3.4 Taxes

Company reserves the right to bill any and all applicable taxes in addition to normal long distance usage charges, including, but not limited to: Federal Excise Tax, State Sales Tax, Municipal Taxes, and Gross Receipts Tax. Such taxes will be itemized separately on Customer invoices.

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SECTION 2.0 - RULES AND REGULATIONS, (CONT'D.)**2.4 Refunds or Credits for Service Outages or Deficiencies****2.4.1 Interruption of Service**

Credit allowances for interruptions of service which are not due to the Company's testing or adjusting, to the negligence of the Customer or Subscriber, or to the failure of channels, equipment and/or communications systems provided by the Customer or Subscriber, are subject to the general liability provisions set forth in this tariff. It shall be the obligation of the Customer to notify Company immediately of any interruption in service for which a credit allowance is desired by Customer. Before giving such notice, the Customer shall ascertain that the trouble is not within his or her control, or is not in wiring or equipment, if any, furnished by Customer. Interruptions caused by Customer-provided, Subscriber-provided or Company-provided automatic dialing equipment are not deemed an interruption of service as defined herein since the Customer has the option of using the long distance network via LEC access. For purposes of credit computation every month shall be considered to have 30 days. For services with a monthly recurring charge, no credit shall be allowed for an interruption of continuous duration of less than twenty-four hours. For message rated toll services, credits will be limited to, at maximum, the price of the initial period of individual call that was interrupted.

The Customer shall be credited for an interruption of one day (24 hours) or more at the rate of 1/30th of the monthly charge for the services affected for each day that the interruption continues.

Credit Formula:

$$\text{Credit} = A/30 \times B$$

A = outage time in days

B = total monthly charge for affected service.

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SECTION 2.0 - RULES AND REGULATIONS, (CONT'D.)**2.4 Refunds or Credits for Service Outages or Deficiencies,
(Cont'd.)****2.4.2 Inspection, Testing and Adjustment**

Upon reasonable notice, the facilities provided by the Company shall be made available to the Company for such tests and adjustments as may be deemed necessary for maintenance in a condition satisfactory to the Company. No interruption allowance will be granted for the time during which such tests and adjustments are made.

2.4.3 Liability

- (A) The liability of the Company for any claim or loss, expense or damage (including indirect, special, or consequential damage) for any interruption, delay, error, omission, or defect in any service, facility or transmission provided under this tariff shall not exceed an amount equivalent to the proportionate charges to the Customer for the period of service or the facility provided during which such interruption, delay, error, omission, or defect occurs.
- (B) The Company shall not be liable for any claim or loss, expense, or damage (including indirect, special, or consequential damage), for any interruption, delay, error, omission, or other defect in any service facility, or transmission provided under this tariff, if caused by any person or entity other than the Company, by any malfunction of any service or facility provided by any other carrier, by any act of God, fire, war, civil disturbance, or act of government, or by any other cause beyond the Company's direct control.
- (C) The Company shall not be liable for, and shall be fully indemnified and held harmless by loss, expense, or damage, (i) for defamation,

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SECTION 2.0 - RULES AND REGULATIONS, (CONT'D.)**2.4 Refunds or Credits for Service Outages or Deficiencies,
(Cont'd.)****2.4.3 Liability (cont'd.)****(C), (continued)**

invasion of privacy, infringement of copyright or patent, unauthorized use of any trademark, trade name, or service mark, unfair competition, interference with or misappropriation or violation of any contract, proprietary or creative right, or any other injury to any person, property, or entity arising from the material data, information, or content revealed to, transmitted, processed, handled, or used by Company under this tariff, or (ii) for connecting, combining, or adapting Company's facilities with Customer's or Subscriber's apparatus or systems, or (iii) for any act or omission of the Customer or Subscriber, or (iv) for any personal injury or death of any person, or for any loss of or damage to Subscriber's or Customer's premises or any other property, whether owned by Customer, Subscriber or others, caused directly or indirectly by the installation, maintenance, location, condition, operation, failure or removal of equipment or wiring provided by the Company if not directly caused by negligence of the Company.

- (D)** The Company will provide credit on charges disputed by Customer in writing that are verified as incorrect by Company. If objection in writing is not received by Company within a reasonable period of time after bill is rendered (as determined by current law and regulatory policy), the account shall be deemed correct and binding upon the Customer.

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SECTION 2.0 - RULES AND REGULATIONS, (CONT'D.)**2.5 Minimum Service Period**

The minimum service period is one month (30 days).

2.6 Cancellation by Customer

Unless otherwise specified elsewhere in this tariff or by mutually accepted contract between the Customer and the Company, service may be canceled by the Subscriber or Customer on not less than 30 days prior written notice to the Company.

2.7 Refusal or Discontinuance by Company

2.7.1 Service may be suspended by the Company, without notice to the Customer, by blocking traffic to certain cities or NXX exchanges, or by blocking calls using certain Customer travel cards when the Company deems it necessary to take such action to prevent unlawful use of its service. DLD will restore services as soon as it can be provided without undue risk, and will upon request by the Customer, assign new travel card codes to replace ones that have been deactivated.

2.7.2 DLD may refuse or discontinue service under the following conditions provided that, unless otherwise stated, the Customer shall be given 15 days notice to comply with any rule or remedy any deficiency:

- (A) For non-compliance with or violation of any State, municipal, or Federal law, ordinance or regulation pertaining to telephone service.
- (B) For use of telephone service for any purpose other than that described in the application.

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SECTION 2.0 - RULES AND REGULATIONS, (CONT'D.)

2.7 Refusal or Discontinuance by Company, (Cont'd.)

2.7.2 (cont'd.)

- (C) For neglect or refusal to provide reasonable access to DLD or its agents for the purpose of inspection and maintenance of equipment owned by DLD or its agents.
- (D) For noncompliance with or violation of Commission regulation or DLD's rules and regulations on file with the Commission, provided five (5) working days' written notice is given before termination.
- (E) For nonpayment of bills, provided that suspension or termination of service shall not be made without five (5) days written notice to the Customer, except in extreme cases. Such notice will be provided in a mailing separate from the customer's regular monthly bill for service.
- (F) Without notice in the event of Customer or Authorized User use of equipment in such a manner as to adversely affect DLD's equipment or service to others.
- (G) Without notice in the event of tampering with the equipment or services owned by DLD or its agents.

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SECTION 2.0 - RULES AND REGULATIONS, (CONT'D.)

2.7 Refusal or Discontinuance by Company, (Cont'd.)

2.7.2 (cont'd.)

- (H) Without notice in the event of unauthorized or fraudulent use of service. Whenever service is discontinued for fraudulent use of service, DLD may, before restoring service, require the Customer to make, at his or her own expense, all changes in facilities or equipment necessary to eliminate illegal use and to pay an amount reasonably estimated as the loss in revenues resulting from such fraudulent use.
- (I) Without notice by reason of any order or decision of a court or other government authority having jurisdiction which prohibits Company from furnishing such services.
- (J) For periods of inactivity over sixty (60) days.

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SECTION 2.0 - RULES AND REGULATIONS, (CONT'D.)**2.8 Limitations of Service**

- 2.8.1 Service will be furnished subject to the availability of the necessary facilities and/or equipment and subject to the provisions of this tariff.
- 2.8.2 DLD reserves the right to discontinue furnishing service, upon written notice, when necessitated by conditions beyond its control, or when the Customer is using the service in violation of the provisions of this tariff, or in violation of law.
- 2.8.3 The Company does not undertake to transmit messages, but offers the use of its facilities when available, and will not be liable for errors in transmission or for failure to establish connections.
- 2.8.4 DLD reserves the right to discontinue the offering of service or deny an application for service if a change in regulation materially and negatively impacts the financial viability of the service in the best business judgment of the Company.

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SECTION 2.0 - RULES AND REGULATIONS, (CONT'D.)

2.9 Use of Service

Service may be used for any lawful purpose for which it is technically suited. Customers or Subscribers reselling or rebilling DLD's Florida intrastate service must have a Certificate of Public Convenience and Necessity as an interexchange carrier from the Florida Public Service Commission.

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SECTION 2.0 - RULES AND REGULATIONS, (CONT'D.)**2.10 Employee Concessions**

[Reserved for Future Use]

2.11 Terminal Equipment

Company's facilities and service may be used with or terminated in Customer-provided or Subscriber-provided terminal equipment or systems, such as PBXs, key systems, multiplexers, repeaters, signaling sets, teleprinters, handsets, or data sets. Such terminal equipment shall be furnished and maintained at the expense of the Customer or Subscriber, except as otherwise provided. Subscriber or Customer is responsible for all costs at his or her premises, including personnel, wiring, electrical power, and the like, incurred in the use of Company's service.

2.12 Applicable Law

This tariff shall be subject to and construed in accordance with Florida law.

2.13 Cost of Collection and Repair

Customer is responsible for any and all costs incurred in the collection of monies due the Company including legal and accounting expenses. The Customer or the Subscriber is also responsible for recovery costs of Company-provided equipment and any expenses required for repair or replacement of damaged equipment.

2.14 Restoration of Service

In the event the Customer is disconnected for non-payment, no reconnection charge is required by DLD. The Customer may be required to pay a "PIC" change charge by the applicable LEC, if one is applicable.

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SECTION 2.0 - RULES AND REGULATIONS, (CONT'D.)**2.14 Tests, Pilots, Promotional Campaigns and Contests**

The Company may conduct special tests or pilot programs and promotions at its discretion to demonstrate the ease of use, quality of service and to promote the sale of its services. The Company may also waive a portion or all processing fees or installation fees for winner of contests and other occasional promotional events sponsored or endorsed by the Company. From time to time the Company may waive all processing fees for a Customer.

These promotions will be approved by the FPSC with specific starting and ending dates with promotions running under no circumstances longer than 90 days in any twelve month period.

2.15 Other Rules

2.15.1 DLD reserves the right to validate the credit worthiness of Customers or Authorized Users through available verification procedures.

2.15.2 The Company reserves the right to discontinue service, limit service, or to impose requirements on Subscribers or Customers as required to meet changing regulations, rules or standards of the FPSC.

2.16 Reservation of 800/888 Numbers

The Company will make every effort to reserve 800/888 vanity numbers for customers, but makes no guarantee or warranty that the requested number(s) will be available.

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SECTION 3.0 - DESCRIPTION OF SERVICE

3.1 Quality and Grade of Service Offered

Minimum Call Completion Rate - Customers can expect a call completion rate of not less than 90% during peak use periods for Feature Group D 1+ dialing. The call completion rate is calculated as the number of calls completed (including calls completed to a busy line or to a line which remains unanswered by the called party) divided by the number of calls attempted.

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SECTION 3.0 - DESCRIPTION OF SERVICE, (CONT'D.)

3.2 Calculation of Distance

Usage charges for all mileage sensitive products are based on the airline distance between serving wire centers associated with the originating and terminating points of the call.

The serving wire centers of a call are determined by the area codes and exchanges of the origination and destination points.

The distance between the Wire Center of the Customer's equipment and that of the destination point is calculated by using the "V" and "H" coordinates found in BellCore's V&H Tape and NECA FCC Tariff No. 4.

- Step 1 - Obtain the "V" and "H" coordinates for the Wire Centers serving the Customer and the destination point.
- Step 2 - Obtain the difference between the "V" coordinates of each of the Wire Centers. Obtain the Difference between the "H" coordinates.
- Step 3 - Square the differences obtained in Step 2.
- Step 4 - Add the squares of the "V" difference and "H" difference obtained in Step 3.
- Step 5 - Divide the sum of the square obtained in Step 4 by ten (10). Round to the next higher whole number if any fraction results from the division.
- Step 6 - Obtain the square root of the whole number obtained in Step 5. Round to the next higher whole number if any fraction is obtained. This is the distance between the Wire Centers.

Formula:

$$\sqrt{\frac{(V_1 - V_2)^2 + (H_1 - H_2)^2}{10}}$$

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SECTION 3.0 - DESCRIPTION OF SERVICE, (CONT'D.)

3.2 Calculation of Distance, (Cont'd.)

EXAMPLE: Distance between Miami and New York City -

	V	H
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:	12,018,445 / 10 = 1,201,844.5	
Round up:	1,201,845	
Take square root:	$\sqrt{1,201,845} = 1,096.3$	
Round up:	1,097 miles	

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SECTION 3.0 - DESCRIPTION OF SERVICE, (CONT'D.)

3.3 Timing of Calls

Billing for calls placed over the network is based in part on the duration of the call.

- 3.3.1 Timing for all calls begins when the called party answers the call (i.e. when two way communications are established.) Answer detection is based on standard industry answer detection methods, including hardware and software answer detection.
- 3.3.2 Chargeable time for all calls ends when one of the parties disconnects from the call.
- 3.3.3 Call durations and minimum calling periods are provided with each specific product as described in this tariff.
- 3.3.4 There is no billing applied for incomplete calls.

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SECTION 3.0 - DESCRIPTION OF SERVICE, (CONT'D.)**3.4 Rate Periods**

Unless otherwise indicated elsewhere in this tariff, all usage-based rates are subject to the following time-of-day, day-of-week:

- 3.4.1 Day Rate Period - Applies to that portion of a call occurring from 8:00 AM to, but not including, 5:00 PM Monday through Friday.
- 3.4.2 Evening Rate Period - Applies to that portion of a call occurring from 5:00 PM to, but not including, 11:00 PM Sunday through Friday.
- 3.4.3 Night/Weekend Rate Period - Applies to that portion of a call occurring from 11:00 PM to, but not including 8:00 AM all days, 8:00 AM to, but not including, 11:00 PM Saturday; 8:00 AM to, but not including, 5:00 PM Sunday.
- 3.4.4 When a call is established in one rate period and ends in another rate period, the rate in effect at the calling station applies to the portion of the call occurring within that rate period. When a unit of time is split between two rate periods, the rate applicable to that unit of time is based on the rate period in which it began.

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SECTION 3.0 - DESCRIPTION OF SERVICE, (CONT'D.)**3.5 Service Offerings - General**

DLD provides outbound direct dialed (1+), outbound casual calling (10xxx), inbound toll free (800/888) and travel card service for communications originating and terminating within the State of Florida under terms of this tariff.

3.5.1 DLD Long Distance Service

DLD Long Distance Service allows Customers to place direct dialed (1+) and casual calling (10xxx) calls to terminating locations throughout the state of Florida. Calls are placed by dialing "1+" or Casual Calling Access Code and the destination telephone number, including the area code if applicable. Customers may access DLD Long Distance Service through switched access facilities. Calls are billed in six (6) second increments after an initial period, for billing purposes, of thirty (30) seconds.

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SECTION 3.0 - DESCRIPTION OF SERVICE, (CONT'D.)

3.5 Service Offerings - General, (Cont'd.)

3.5.2 Toll Free Inbound Service

DLD Toll Free Inbound Service is an inward calling service. It permits termination of intrastate calls from diverse geographic locations to Customer local exchange lines or to dedicated access facilities. With DLD Toll Free Service, the Customer is billed for the call rather than the call originator. Calls are billed in thirty (30) second increments with an initial period, for billing purposes, of one (1) minute.

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SECTION 3.0 - DESCRIPTION OF SERVICE, (CONT'D.)**3.5 Service Offerings - General, (Cont'd.)****3.5.3 DLD Security Plan**

DLD Security Plan is a term commitment plan offered to Customers who are willing to sign a term contract, for either 12 or 24 months, with DLD. The Security Plan applies to both inbound and outbound services. Calls are billed in six (6) second increments, after an initial period, for billing purposes, of thirty (30) seconds.

A. DLD Security Twelve Five

Security Twelve Five is a one year term commitment plan in which Customers commit to average monthly billing of \$600. If the average monthly billing is less than the \$600 commitment, the Company reserves the right to review the account and change the effective per minute rate.

B. DLD Security Eleven Five

Security Eleven Five is a two year term commitment plan in which Customers commit to average monthly billing of \$1,200. If the average monthly billing is less than the \$1,200 commitment, the Company reserves the right to review the account and change the effective per minute rate.

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SECTION 3.0 - DESCRIPTION OF SERVICE, (CONT'D.)

3.5 Service Offerings - General, (Cont'd.)

3.5.4 DLD Card Services

DLD Card Service allows the Customer to place calls within the State of Florida while away from the home or office. The Customer must dial a toll-free number and a special access code before completing the call. Calls are billed in one (1) minute increments with an initial calling period of one (1) minute. DLD Card Service calls are billed in arrears.

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SECTION 3.0 - DESCRIPTION OF SERVICE, (CONT'D.)

3.6 Late Payment Charge

A late fee will be charged on any past due balance.

3.7 Return Check Charge

A return check charge will be assessed for checks returned for insufficient funds. Any applicable return check charges will be assessed according to the terms and conditions of the billing entity (i.e. local exchange company and/or commercial credit card company) and pursuant to Florida law and regulations.

3.8 Directory Assistance

Directory Assistance is available to Customers of DLD Service. A Directory Assistance charge applies to each call to the Directory Assistance Bureau. Up to two requests may be made on each call to Directory Assistance. The Directory Assistance charge applies to each call regardless of whether the Directory Assistance Bureau is able to furnish the requested telephone number.

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SECTION 4.0 - RATES

4.1 General

Each Customer is charged individually for each call placed through the Company. Charges may vary by service offering, mileage band, class of call, time of day, day of week and/or call duration.

Customers are billed based on their use of Discounted Long Distance, Incorporated's Message Toll Service. No installation charges or fixed monthly recurring charges apply.

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SECTION 4.0 - RATES, (CONT'D.)**4.2 Exemptions and Special Rates****4.2.1 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. Discounts do not apply to surcharges or per call add-on charges when the call is placed by a method that would normally incur the surcharge.

- (A) 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.
- (B) The credit to be given on a subsequent bill for such calls placed by TDDs with the assistance of the relay center will be equal to 50% of the rate for the applicable rate period. If either the calling or called party indicates that either party is both hearing and visually impaired, the call shall be discounted at 60% of the applicable rate.

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SECTION 4.0 - RATES, (CONT'D.)**4.2 Exemptions and Special Rates, (Cont'd.)****4.2.2 Emergency Call Exemptions**

The following calls are exempted from all charges: Emergency calls to recognizable authorized civil agencies including police, fire, ambulance, bomb squad and poison control. Discounted Long Distance, Incorporated will only handle these calls if the caller dials all of the digits to route and bill the call. Credit will be given for any billed charges pursuant to this exemption on a subsequent bill after verified notification by the billed Customer within thirty (30) days of billing.

4.3 Late Payment Charge

A late fee of 1.5% per month will be charged on any past due balance.

4.4 Return Check Charge

A return check charge of \$15.00 or 5% of the balance due (whichever is greater) will be assessed for checks returned for insufficient funds. Any applicable return check charges will be assessed according to the terms and conditions of the billing entity (i.e. local exchange company and/or commercial credit card company) and pursuant to Florida law and FPSC regulations.

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SECTION 4.0 - RATES, (CONT'D.)

4.5 Service Offerings - Rates

4.5.1 DLD Long Distance Service

Per Minute Rate

Monthly Usage	Per Minute Rate
\$ 0.00 - \$ 9.99	\$0.1700
\$ 10.00 - \$ 19.99	0.1650
\$ 20.00 - \$ 29.99	0.1600
\$ 30.00 - \$ 39.99	0.1550
\$ 40.00 - \$ 49.99	0.1500
\$ 50.00 - \$ 74.99	0.1450
\$ 75.00 - \$ 99.99	0.1400
\$100.00 - \$149.99	0.1350
\$150.00 - \$299.99	0.1300
\$300.00 +	0.1150

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SECTION 4.0 - RATES, (CONT'D.)

4.5 Service Offerings - Rates, (Cont'd.)

4.5.2 Toll Free Inbound Service

Per Minute Rate Options

Monthly Usage	Per Minute Rate
\$ 0.00 - \$ 9.99	\$0.1700
\$ 10.00 - \$ 19.99	0.1650
\$ 20.00 - \$ 29.99	0.1600
\$ 30.00 - \$ 39.99	0.1550
\$ 40.00 - \$ 49.99	0.1500
\$ 50.00 - \$ 74.99	0.1450
\$ 75.00 - \$ 99.99	0.1400
\$100.00 - \$149.99	0.1350
\$150.00 - \$299.99	0.1300
\$300.00 +	0.1150

ISSUED: June 16, 1998

EFFECTIVE:

Issued by: Robert W. George, President
9040 Executive Park Drive, Suite 102
Knoxville, Tennessee 37923

SECTION 4.0 - RATES, (CONT'D.)

4.5 Service Offerings - Rates, (Cont'd.)

4.5.3 DLD Security Plan

A. DLD Security Twelve Five

Mileage Band	Per Minute Rates
All	\$0.1250

B. DLD Security Eleven Five

Mileage Band	Per Minute Rates
All	\$0.1150

ISSUED: June 16, 1998

EFFECTIVE:

Issued by: Robert W. George, President
9040 Executive Park Drive, Suite 102
Knoxville, Tennessee 37923

SECTION 4.0 - RATES, (CONT'D.)

4.5 Service Offerings - Rates, (Cont'd.)

4.5.4 DLD Card Services

Per Call Surcharge	\$0.00
Per Minute Rate	\$0.25

ISSUED: June 16, 1998

EFFECTIVE:

Issued by: Robert W. George, President
9040 Executive Park Drive, Suite 102
Knoxville, Tennessee 37923

ATTACHMENT III
FINANCIAL STATEMENTS

DISCOUNTED LONG DISTANCE, INCORPORATED

Discounted Long Distance, Inc. ("DLD") is including a Year End Financial Statements for December 31, 1997 with this application as proof of the company's anticipated Florida revenue projections. This balance sheet shows that DLD with current assets of \$505,391 and current liabilities of \$309,518, well above the one-to-one ratio normally used in telecommunications evaluations.

DLD proposes to operate as a reseller in the state. There are minimal capital requirements or expenses that the company will experience when starting it's Florida operations. All transmission will be provided by the underlying carrier. The company has structured its retail pricing so that its per minute rate covers its per minute cost, thus assuring an almost instantaneous positive cash flow.

The company also points to the resumes provided with the application. These resumes show that DLD has the managerial experience and entrepreneurial skill necessary to run the company.

DISCOUNTED LONG DISTANCE, INC.
 Sample Balance Sheet
 For the Twelve Month Period Ending 12/31/97

ASSETS

Current Assets:

Cash	133,137
Accounts Receivable - Trade	415,918
Reserve for Bad Debts	(63,388)
Other Receivable	1,700
Inventory, Net	1,768
Prepaid Expenses	16,256

Total Current Assets	505,391
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Property, Plant and Equipment:

Property, Plant and Equipment	60,819
Software Costs	<u>5,562</u>
	66,381
Accumulated Depreciation	<u>(58,709)</u>
Net Property, Plant and Equipment	7,672

Other Assets:

Organization Costs	0
Utility Deposits	<u>600</u>
Total Other Assets	600

TOTAL ASSETS	<u>513,663</u>
---------------------	-----------------------

LIABILITIES & EQUITY

Current Liabilities:

Accounts Payable - Trade	161,910
Payable to Affiliated Companies	9,316
Accrued expenses	<u>138,292</u>
Total Current Liabilities	309,518

Total Liabilities	309,518
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Stockholders Equity:

Common Stock	
Common Stock-Voting	1,000
Treasury Stock	(4,420)
Retained Earnings	<u>207,565</u>
Total Shareholder's Equity	204,145

TOTAL LIABILITIES & EQUITY	<u>513,663</u>
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DISCOUNTED LONG DISTANCE, INC.
Income Statement
For the Period Ending 12/31/97

Revenues and Sales	\$2,671,158
Costs and Expenses	<u>1,855,730</u>
Gross Profit/(Loss)	<u>815,428</u>
Operating Expenses	
Compensation Expense	<u>397,774</u>
Other Operating Expenses	
Advertising/Promotional	49,665
Depreciation	12,202
Travel/Entertainment	28,935
Professional Services	38,072
Rent/Utilities	62,113
Miscellaneous Expenses	<u>16,718</u>
Total Other Operating Expenses	<u>207,705</u>
Total Operating Expenses	<u>605,479</u>
Operating Income	<u>209,949</u>
Net Interest (Income)/Expense	(4,957)
Bad Debts	72,122
Other fees and expenses	22,637
Other Income	(3,200)
State Franchise Taxes	7,988
Profit Before Taxes	<u>115,359</u>

ATTACHMENT IV
RESUMES OF KEY PERSONNEL



Discount Long Distance Incorporated, Management Team:

Robert W. George, President

Mr. George has 17 years experience in the telecommunications industry. Previously he worked for ConQuest Telecommunications, AT&T, Ohio Bell, and Cincinnati Bell Long Distance. He has worked in Access Financial Management for AT&T in Chicago, Illinois as a regional manager. Mr. George also has experience in the Operator Services division for AT&T as well as Ohio Bell. He has central office experience in the ESS-SCC for Ohio Bell and AT&T.

Mr. George was instrumental in establishing ConQuest's entry in to the one plus long distance field and built a customer base that is now the foundation of ConQuest's one plus business. Mr. George served as an Account Executive and also had Distributor Sales Manager responsibilities for ConQuest and specialized in one plus, operator services, 800 (live operator), and the hospitality industry. He worked with direct sales as well as through distributors, and agents.

Mr. George's area of expertise are product development, product implementation, long distance, and operator services. Mr. George's academic background includes an Associate Degree in Business Management from Columbus State Community College, Columbus, Ohio and a BA in Business Administration from Ohio Dominican College, Columbus, Ohio.

Mr. George as well as DLD, Inc. are members of (TRA) Telecommunications Resellers Association, Washington, D.C. and (COMPTEL) Competitive Telecommunications Association, Washington D.C. Mr. George also sits on the advisory board of Phone Plus Magazine, Scottsdale, Arizona a Telecommunications trade journal. Mr. George is also a frequent guest lecturer for the Marketing Department of The University of Tennessee, Knoxville, Tennessee.

Jack T. Karr, Director of MIS

Mr. Karr has over 14 years experience in Data Processing and Programming. Mr. Karr's background in MIS is multi functional with experience in the telecommunications field, educational, manufacturing, governmental/logistics, real estate, and distribution.

Mr. Karr's area of expertise are programming, data base design, system creation, and data process efficiencies.

Mr. Karr's academic background includes a Bachelor of Science in Business Administration and an Associate of Science in Computer Science, Magna Cum Laude, from Union College, Barbourville, Kentucky.



Lawrence H. Bodie, Marketing Information Services Manager

Mr. Bodie has over four years experience in the MIS field. Mr. Bodie was one of the developers of the DLD billing platform and was instrumental in implementing the needs of DLD in its early stages. Mr. Bodie has experience in the telecommunications, food services, and software development fields.

Mr. Bodie received a Bachelor of Science in Business Administration with a Major in Marketing from the University of Tennessee.

Todd E. Ware, Account Manager

Mr. Ware has 4 years experience in the telecommunications industry. He founded the ETW Group which sold commercial accounts doing in excess of \$1,000.00 per month for the AT&T Hertz Tariff 12 Program. In June 1992 Mr. Ware became an authorized Agent for DLD, Inc. and sold the AT&T Software Defined Network on behalf of DLD to commercial accounts doing less than \$1,000.00 per month of long distance.

Mr. Ware became a full time employee of DLD in 1993. He was instrumental in the product and marketing strategy for DLD's one plus, 800, and calling card services. Mr. Ware's academic background includes a BA from Carson-Newman College, Jefferson City, Tennessee and an MBA from The University of Tennessee, Knoxville, Tennessee.

Wanda Jenkins/Operations Manager

Ms. Jenkins has over 9 years experience in managing a customer service operation. Ms. Jenkins has served as President of her own company as well as Office Manager for several Knoxville companies. Ms. Jenkins has been employed as Customer Service Manager for DLD for over a year, and is instrumental in the provisioning of orders through LCI and AT&T.

Ms. Jenkins is responsible for the customer service organization as well as the day to day operation of the DLD corporate facilities. She is currently putting together a system for verbal contact on a quarterly basis with DLD's customer base. She also serves as a point of contact with AT&T, LCI, and Cincinnati Bell Long Distance.

Ms. Jenkins area of expertise is customer service organization, commission distribution, and Agent/Vendor relationship. Ms. Jenkins academic background includes an Associates Degree in Business Science from Knoxville Business College, Knoxville, Tennessee.



June 15, 1997
OVERNIGHT

DEPOSIT

DATE

D794

JUN 16 1998

210 N. Park Ave.
Winter Park, FL
32789

Mr. Walter D'Haeseleer
Florida Public Service Commission
Division of Communication
2540 Shumard Oak Boulevard
Tallahassee, FL 32399-0850

P.O. Drawer 200
Winter Park, FL
32790-0200

RE: Initial Application and Tariff of Discount Long Distance, Inc., Incorporated for Authority to Provide Interexchange Telecommunications Services within the State of Florida.

Tel: 407-740-8575

Fax: 407-740-0613

tmi@tminc.com

Dear Sir/Madam:

Enclosed for filing are the original and six (6) copies of the above-referenced application of Discount Long Distance, Inc.

Also enclosed is Technologies Management, Inc. check in the amount of \$250, to cover the filing fee.

Please acknowledge receipt of this filing by returning, filed stamped, the extra copy of this letter in the self-addressed stamped envelope provided for that purpose.

I may be reached at (407) 740-8575 with any questions, comments or correspondence regarding this application. Thank you for your assistance.

Sincerely,

DOCUMENT NUMBER - DATE
06345 JUN 16 1998

TECHNOLOGIES MANAGEMENT, INC.

P.O. BOX 200
210 N. PARK AVE.
WINTER PARK, FL 32789-0200
(407) 740-8575

BARNETT BANK, N.A.
WINTER PARK, FL 32789

19972

6/15/98

PAY TO THE ORDER OF Florida Public Service Commission

\$ **250.00

Two Hundred Fifty and 00/100*****

Florida Public Service Commission
Records & Reporting
2540 Shumard Oaks Blvd.
Tallahassee, FL 32302-1500

DOLLARS
Security feature included
Details on back.

MEMO florida Public Service Commission

TECHNOLOGIES MANAGEMENT, INC.