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CONVERGENCE, INC.

DEPOSIT DATE
D128 APR 20 1999

April 12, 1999

Florida Public Service Commission
Division of Records and Reporting
2540 Shumard Oak Blvd.
Tallahassee, Florida 32399-0850

990494 - TX

APR 20 1999

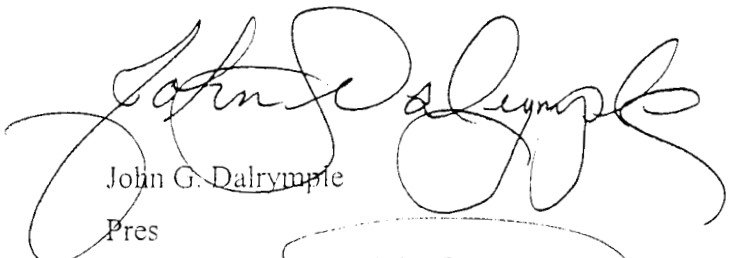
RE: Application of Convergence, Inc.

To Whom It May Concern:

Enclosed for filing with the Florida Public Service Commission please find an original and six (6) copies of Convergence, Inc.'s Application to provide alternative local exchange services within the State of Florida. Also enclosed is a check in the amount of \$250.00 to cover the requisite filing fee. Convergence's financial statements are being submitted under seal on the grounds that they contain strictly confidential and proprietary information. Convergence will submit a price list specifying its rates and charges for local telecommunications along with this application

Please do not hesitate to call me if you have any questions.

Respectfully submitted,



John G. Dalrymple
Pres

04933-99

This document has been placed in confidential storage pending advice on handling from OPR staff.

DOCUMENT NUMBER-DAT

04932 APR 19 99

2205 N. 20th Street, Tampa, FL 33605 • Tel: 813-241-4299 • Fax: 813-241-8532

FPSC-RECORDS/REPORTS

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RECEIVED

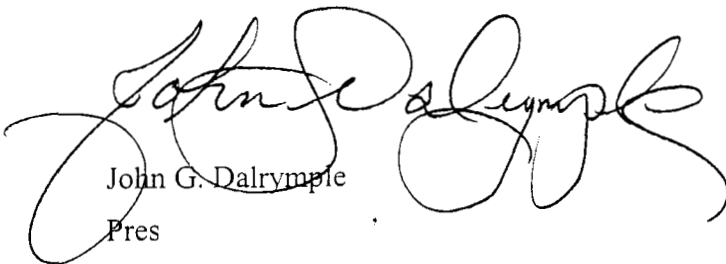
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FPSC-RECORDS/REPORTING

Convergence, Inc. Price Sheet for Local Service

Convergence, Inc. is an Integrated Communications Service Provider. The Company provides Local, Long Distance, Internet and Data services all over an integrated access pipe. The customer is free to choose the types and amounts of services needed over that pipe. The pricing then, is based on the type of service and bandwidth needed. The bandwidth is priced in increments of 64Kbits of data. Below is the Company's price sheet reflecting how it prices for that bandwidth.

T1 Access Pipe	128K Frame Access Pipe	Price Per 64 K Channel			LD Price
		Internet	Frame/ATM	Voice (5 Trunks)	Per Minute
\$ 500.00	\$ 250.00	\$ 100.00	\$ 125.00	\$ 150.00	\$ 0.07

Through conversion to data, a 64 K channel of service is equivalent to 5 voice paths or trunks. Equivalent pricing then is \$30. per voice trunk or line (\$150/5.) Following is an example of customer pricing:

T1 Access	\$500.00
8 channels (512K) Internet	\$800.00
4 channels (256K) Frame VPN	\$500.00
5 channels (320K) local service	\$750.00 = this is equivalent to 25 trunks
7 channels (448K) future growth	\$0
Long distance (10,000 min.)	\$700.00
Vertical Features – local	<u>\$125.00</u> = see definition below
Total Monthly Service	\$3,375.00

(Of this monthly bill \$875.00 is for local service)

Vertical Features - \$5.00 per voice path
 - includes Automatic Callback, Automatic Recall, Caller ID, Caller ID with Name, Call Trace and Distinctive Ring.

There is No installation or service order charge for local service.

There is a \$25.00 reconfiguration charge when ever the customer reconfigures the bandwidth use. For example; adding more Local Service and subtracting Internet.

**** FLORIDA PUBLIC SERVICE COMMISSION ****

DIVISION OF TELECOMMUNICATIONS
BUREAU OF CERTIFICATION AND SERVICE EVALUATION

APPLICATION FORM
for
AUTHORITY TO PROVIDE
ALTERNATIVE LOCAL EXCHANGE SERVICE
WITHIN THE STATE OF FLORIDA

Instructions

- ◆ This form is used as an application for an original certificate and for approval of the assignment or transfer of an existing certificate. In the case of an assignment or transfer, the information provided shall be for the assignee or transferee (See Appendix A).
- ◆ Print or type all responses to each item requested in the application and appendices. If an item is not applicable, please explain why.
- ◆ Use a separate sheet for each answer which will not fit the allotted space.
- ◆ Once completed, submit the original and six (6) copies of this form along with a non-refundable application fee of **\$250.00** to:

Florida Public Service Commission
Division of Records and Reporting
2540 Shumard Oak Blvd.
Tallahassee, Florida 32399-0850
(850) 413-6770

- ◆ If you have questions about completing the form, contact:

Florida Public Service Commission
Division of Telecommunications
Bureau of Certification and Service Evaluation
2540 Shumard Oak Blvd.
Tallahassee, Florida 32399-0850
(850) 413-6600

APPLICATION

1. This is an application for (check one):

Original certificate (new company).

Approval of transfer of existing certificate: Example, a non-certificated company purchases an existing company and desires to retain the original certificate of authority.

Approval of assignment of existing certificate: Example, a certificated company purchases an existing company and desires to retain the certificate of authority of that company.

Approval of transfer of control: Example, a company purchases 51% of a certificated company. The Commission must approve the new controlling entity.

2. Name of company:

CONVERGENCE, INC.

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

CONVERGENCE, INC.

4. Official mailing address (including street name & number, post office box, city, state, zip code):

CONVERGENCE, INC.

2205 N. 20th Street

Tampa, FL 33605

5. Florida address (including street name & number, post office box, city, state, zip code):

CONVERGENCE, INC.

2205 N. 20th Street Tampa, FL 33605

6. Structure of organization:

- () Individual (XX) Corporation
() Foreign Corporation () Foreign Partnership
() General Partnership () Limited Partnership
() Other _____

7. **If individual**, provide:

Name: _____ N/A

Title: _____

Address: _____

City/State/Zip: _____

Telephone No.: _____ Fax No.: _____

Internet E-Mail Address: _____

Internet Website Address: _____

8. **If incorporated in Florida**, provide proof of authority to operate in Florida:

- (a) **The Florida Secretary of State corporate registration number:**

_____ P99000013332

9. **If foreign corporation**, provide proof of authority to operate in Florida:

- (a) **The Florida Secretary of State corporate registration number:**

_____ N/A

10. **If using fictitious name-d/b/a**, provide proof of compliance with fictitious name statute (Chapter 865.09, FS) to operate in Florida:

(a) The Florida Secretary of State fictitious name registration number:

N/A

11. **If a limited liability partnership**, provide proof of registration to operate in Florida:

(a) The Florida Secretary of State registration number:

N/A

12. **If a partnership**, provide name, title and address of all partners and a copy of the partnership agreement.

Name: _____ N/A _____

Title: _____

Address: _____

City/State/Zip: _____

Telephone No.: _____ Fax No.: _____

Internet E-Mail Address: _____

Internet Website Address: _____

13. **If a foreign limited partnership**, provide proof of compliance with the foreign limited partnership statute (Chapter 620.169, FS), if applicable.

(a) The Florida registration number: _____

14. Provide **F.E.I. Number**(if applicable): _____ 59-3565078 _____

15. Indicate if any of the officers, directors, or any of the ten largest stockholders have previously been:

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

None of Convergence, Inc. Directors or employees have been

adjudged bankrupt, incompetent or found guilty of any crime.

No proceedings are pending.

(b) an 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.

Yes - see attachment (Resume)

16. Who will serve as liaison to the Commission with regard to the following?

(a) The application:

Name: John G. Dalrymple

Title: President

Address: 2205 N. 20th street

City/State/Zip: Tampa, FL 33605

Telephone No.: 813 241-4299 Fax No.: 813 241-8532

Internet E-Mail Address: John@4convergence.com

Internet Website Address: www@4CONVERGENCE.com

(b) Official point of contact for the ongoing operations of the company:

Name: John G. Dalrymple

Title: President

Address: 2205 N. 20th street

City/State/Zip: Tampa, FL 33605

15b. Yes. Over the past fifteen years, John Dalrymple has been President of ComCentral Inc, Executive President of Telesystems., and Vice President of Operations at Datel Communications.

He is now starting up Convergence Inc. He sold his interests in Datel, Telesystems, and ComCentral.

Telephone No.: 813 241-4299 Fax No.: 813 241-8532

Internet E-Mail Address: John@4CONVERGENCE.COM

Internet Website Address: 2www@4convergence.com

(c) Complaints/Inquiries from customers:

Name: Cynthia L. Orr

Title: Business Manager

Address: 2205 N.20th street

City/State/Zip: Tampa, FL 33605

Telephone No.: 813 241-4299 Fax No.: 813 241-8532

Internet E-Mail Address: cindy.orr@4convergence.com

Internet Website Address: www@4convergence.com

17 List the states in which the applicant:

(a) has operated as an alternative local exchange company.

Florida is the first state in which Convergence intends to
operate.

(b) has applications pending to be certificated as an alternative local exchange company.

N/A However Convergence intends to file in Georgia in the near
future.

(c) is certificated to operate as an alternative local exchange company.

No. Convergence is not certified to operate as an ALEC in

in any state.

- (d) has been denied authority to operate as an alternative local exchange company and the circumstances involved.

Convergence has not been denied ALEC authority in any state.

- (e) has had regulatory penalties imposed for violations of telecommunications statutes and the circumstances involved.

Convergence has not had any regulatory penalties imposed on

it in any state.

- (f) has been involved in civil court proceedings with an interexchange carrier, local exchange company or other telecommunications entity, and the circumstances involved.

Convergence has not been involved in any civil court proceedings

in any state.

18. Submit the following:

A. Financial capability.

The application **should contain** the applicant's audited financial statements for the most recent 3 years. If the applicant does not have audited financial statements, it shall so be stated.

The unaudited financial statements should be signed by the applicant's chief executive officer and chief financial officer **affirming that the financial statements are true and correct** and should include:

1. the balance sheet:
2. income statement: and

3. statement of retained earnings.

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.*

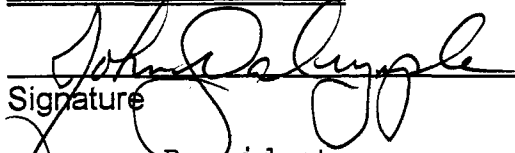
Further, the following (which includes supporting documentation) should be provided:

1. **written explanation** that the applicant has sufficient financial capability to provide the requested service in the geographic area proposed to be served.
 2. **written explanation** that the applicant has sufficient financial capability to maintain the requested service.
 3. **written explanation** that the applicant has sufficient financial capability to meet its lease or ownership obligations.
- B. Managerial capability: give resumes of employees/officers of the company that would indicate sufficient managerial experiences of each.
- C. Technical capability: give resumes of employees/officers of the company that would indicate sufficient technical experiences or indicate what company has been contracted to conduct technical maintenance.

**** 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 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:** I understand that a non-refundable application fee of \$250.00 must be submitted with the application.

UTILITY OFFICIAL:

	April 12, 1999
Signature	Date
President	813 241-4299
Title	Telephone No.
Address: 2205 N.20th street	813 241-8532
Tampa, FL 33605	Fax No.

ATTACHMENTS:

- A - CERTIFICATE SALE, TRANSFER, OR ASSIGNMENT STATEMENT
- B - INTRASTATE NETWORK
- C - AFFIDAVIT
- GLOSSARY

CERTIFICATE SALE, TRANSFER, OR ASSIGNMENT STATEMENT

I, (Name) N/A

(Title) _____ of (Name of Company)

_____ and current holder of Florida Public Service Commission Certificate Number # _____, have reviewed this application and join in the petitioner's request for a:

- () sale
- () transfer
- () assignment

of the above-mentioned certificate.

UTILITY OFFICIAL:

N/A

Signature

Date

Title

Telephone No.

Address: _____

Fax No.

INTRASTATE NETWORK (if available)

Chapter 25-24.825 (5), Florida Administrative Code, requires the company to make available to staff the alternative local exchange service areas only upon request.

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

1) <u> N/A </u>	2) <u> </u>
<u> </u>	<u> </u>
3) <u> </u>	4) <u> </u>
<u> </u>	<u> </u>

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

1) <u> N/A </u>	2) <u> </u>
<u> </u>	<u> </u>
3) <u> </u>	4) <u> </u>
<u> </u>	<u> </u>

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

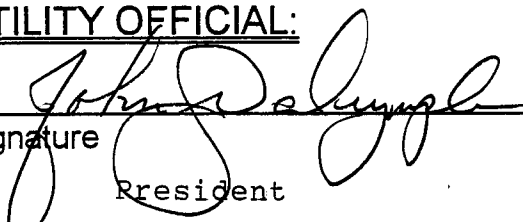
<u>POP-to-POP</u>	<u>OWNERSHIP</u>
1) <u> N/A </u>	<u> </u>
2) <u> </u>	<u> </u>
3) <u> </u>	<u> </u>
4) <u> </u>	<u> </u>

AFFIDAVIT

By my signature below, I, the undersigned officer, attest to the accuracy of the information contained in this application and attached documents and that the applicant has the technical expertise, managerial ability, and financial capability to provide alternative local exchange company service in the State of Florida. I have read the foregoing and declare that, to the best of my knowledge and belief, the information is true and correct. I attest that I have the authority to sign on behalf of my company and agree to comply, now and in the future, with all applicable Commission rules and orders.

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:

		April 12, 1999
Signature	Resident	Date
Title	Convergence, Inc.	(813) 241-4299
Address:	2205 N.20th street	Telephone No.
	Tampa, FL 33605	(813) 241-8532
		Fax No.

ATTACHMENT A

UNDER SEPARATE COVER

(SEALED)

ATTACHMENT B

STATEMENT OF MANAGERIAL CAPABILITY

Convergence is managerial qualified to provide Alternative Local Exchange services in Florida. The President and Owner of Convergence has considerable experience in market and strategic planning, sales, business and product development, network operations, finance/business operations and other relevant areas. This is reflected in the resume.

He also has substantial experience in running major business operations to ensure that the company will be employing a management team with collective experience in the telephony industry. And his experience will ensure the company will be operated and managed efficiently and profitably.

ATTACHMENT C

STATEMENT OF TECHNICAL CAPABILITY

Convergence Inc. is technically qualified to operate as a provider of Alternative Local Exchange service in the state of Florida. The President and owner of Convergence Inc., John Dalrymple has over 20 years experience in the telephony industry and is more than qualified in the technical aspect of the business as displayed in the attached resume.

With ample resources to recruiting highly technically qualified personnel Convergence Inc. has the adequate capability and experience to develop and maintain a successful local exchange operation in Florida.

CONVERGENCE INC.

Resume – John G. Dalrymple President

Mr. Dalrymple has over 20 years of telephony experience in competitive long distance companies, product development, data communications, systems development, strategic planning, forecasting, sales, engineering, corporate modeling, and finance and executive leadership.

April 1996 - current

Formed Horizon as a network service and consulting company, providing start-up local and long distance companies with technical expertise. The company started primarily as a consulting company, but has shifted its focus towards staffing. Some of the clients included: Intermedia, Sprint/United of Florida, Sprint Metropolitan Networks, Time Warner Comm., and Orlando Telephone Company.

1993 – 1996

National Network Manager, Network Planning
United Telephone Long Distance, Altamonte Springs, FL

As National Manager of the UTLD Network my responsibility was to oversee the network providing our customers the highest quality of service and provide to the owners an efficient network. One that ran smoothly and profitably. My network designs and enhancements ultimately saved the company over \$2M per year. I left UTLD and started Horizon when the company was merged with Sprint.

1990 – 1993

Consultant – Minneapolis, MN

I operated as independent consultant assisting long distance companies with network management. In early 1993 I returned to Florida and began my involvement with UTLD.

1986 – 1990

ComCentral, Inc. Tampa, FL
President

I started, with the help of two partners, an Alternative Operator Service Provider. We provided operator assisted long distance to the payphone and lodging industry in the Tampa Bay area. I negotiated an agreement with GTE to utilize their operators, making ComCentral the first company in the nation, other than AT&T, to use local telephone

company operators. This gave our customers of high quality service, and kept its operations very profitable. With this winning combination, ComCentral captured 30% of its market.

1982 – 1986

Telesystems, Inc. Lakeland, FL
Executive Vice President

With the aid of a partner, I started a new long distance company, Telesystems, Inc. In 1983 we negotiated a partnership with Vista United Tel., a local telecom owned by Disney. In the agreement, Vista leased a DMS 250 switch at Disney World to Telesystems. The company in turn moved its network onto the DMS 250 and provided long distance service to Walt Disney World as well as customers through out Florida. This proved to be very profitable and harmonious relationship for both companies. The company grew and was quite successful before being acquired by Southland Telephone.

1979 – 1982

Datel Communications, Inc. Tampa, FL
Vice President

In 1979 I was asked by a group of investors to help start one of the country's first competitive long distance companies. As VP of operations I selected/supervised the installation of our switch, chose and managed vendors, supervised the telecom network, oversaw customer billing and customer service. With switches in Tampa and Orlando the company grew rapidly and enjoyed success until it was acquired by another LD company.

CONVERGENCE, INC.

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CONVERGENCE INC
2205 N. 20TH STREET
TALLAHASSEE, FL 32305

THE HUNTINGTON NATIONAL BANK
ORLANDO, FLORIDA 32802
888-269-6371

1068
APR 16 1999

PAY TO THE ORDER OF Florida Public Service Commission
\$ 250.00
Two Hundred Fifty and 00/100*****

Florida Public Service Commission

MEMO
ALEC application for Convergence

DOCUMENT NUMBER 04932 APR 1999
DOLLAR
FPSC-RECORDS CONTROL

