

GARDNER, CARTON & DOUGLAS

1301 K STREET, N.W.

SUITE 900, EAST TOWER

WRITER'S DIRECT DIAL NUMBER

WASHINGTON, D.C. 20005

CHICAGO, ILLINOIS

(202) 408-7172  
rtaylor@gcd.com

(202) 408-7100

FACSIMILE: (202) 289-1504

DEPOSIT DATE  
D152 JUN 14 1999 June 11, 1999

ORIGINAL

990770-TX

Florida Public Service Commission  
Division of Records and Reporting  
2540 Shumard Oak Blvd.  
Tallahassee, FL 32399-0855

**Re: Fuzion Wireless Communications, Inc.  
Application for Original Certificate**

Dear Sir or Madam:

Enclosed, on behalf of Fuzion Wireless Communications, Inc., is an original and six copies of an application for authority to provide alternative local exchange service in Florida. The requisite \$250 filing fee also accompanies the application.

If you have any questions concerning this matter, please call me.

Sincerely,



Russ Taylor

DC01/306418.1

Check received with filing and forwarded to Fiscal for deposit. Fiscal received a copy of check to file with proof of deposit.

Initials of person who forwarded check:

RT

DOCUMENT NUMBER-DATE

07216 JUN 14 99

FPSC-RECORDS/REPORTING

GARDNER, CARTON & DOUGLAS

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900 JUNE 11 1999  
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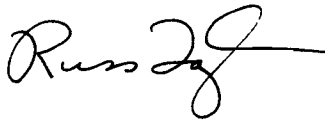
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Russ Taylor

GARDNER, CARTON & DOUGLAS  
QUAKER TOWER  
321 NORTH CLARK STREET  
CHICAGO, ILLINOIS 60610-4795

The Northern Trust Company  
Chicago, Illinois

271943

2-15  
710

DATE  
6/11/99

CHECK NO.  
271943

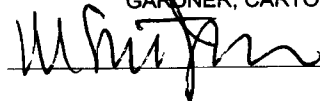
CHECK AMOUNT  
\$250.00\*

Void after 90 days

PAY THE SUM 250 DOLLARS AND 00 CENTS\*\*\*\*\*

TO THE ORDER OF Florida Public Service Commission

GARDNER, CARTON & DOUGLAS



## APPLICATION

1. This is an application for  $\checkmark$  (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:

Fuzion Wireless Communications, Inc.

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

Fuzion Communications, Fuzion Telecom, Fuzion Satcom, Fuzion International

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

5255 North Federal Highway

Suite 300

Boca Raton, FL 33487

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

same

6. Structure of organization:

- ( ) Individual ( ) Corporation  
( x ) Foreign Corporation ( ) Foreign Partnership  
( ) General Partnership ( ) Limited Partnership  
( ) Other \_\_\_\_\_

7. **If individual**, provide:

**Name:** \_\_\_\_\_

**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:**

\_\_\_\_\_

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

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

**F99000001411**

\_\_\_\_\_

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:**

\_\_\_\_\_

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

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

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

**Name:** \_\_\_\_\_

**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): 650899712

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.

**No**

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(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.

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

(a) The application:

Name: Russ Taylor

Title: \_\_\_\_\_

Address: 1301 K Street, N.W.; Suite 900 East Tower

City/State/Zip: Washington, D.C. 20005

Telephone No.: 202-408-7172 Fax No.: 202-289-1504

Internet E-Mail Address: rtaylor@gcd.com

Internet Website Address: \_\_\_\_\_

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

Name: David Frank

Title: CEO and President

Address: 5255 North Federal Highway, Suite 200

City/State/Zip: Boca Raton, FL 33487

Telephone No.: 561-995-8480

Fax No.: \_\_\_\_\_

Internet E-Mail Address: \_\_\_\_\_

**Internet Website Address:** www.Fuzion-Wireless.com

(c) Complaints/Inquiries from customers:

**Name:** Jim Holder

**Title:** Customer Support

**Address:** 5255 N. Federal Highway, Suite 300

**City/State/Zip:** Boca Raton, FL 33487

**Telephone No.:** (561)995-8480 **Fax No.:** (561)995-8481

**Internet E-Mail Address:** JHolder@Fuzion-Wireless.com

**Internet Website Address:** WWW.Fuzion-Wireless.com (under construction)

17. List the states in which the applicant:

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

None

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

None

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

None



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

None

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

None

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

None

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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.

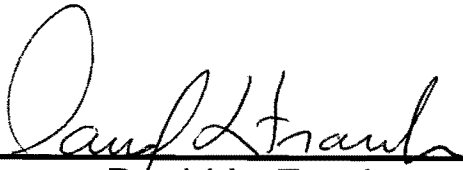
**NOTE:** *This documentation may include, but is not limited to, financial statements, a projected profit and loss statement, credit references, credit bureau reports, and descriptions of business relationships with financial institutions.*

**Fuzion Wireless Communications**  
**Unaudited Financial Statement**  
**April 30, 1999**

<b>Assets</b>	
Cash	\$1,968,957.86
Office Furniture	2,914.99
Office Equipment	10,948.12
<b>Total Assets</b>	<b>\$1,982,820.97</b>

<b>Liabilities</b>	
None	0.00

<b>Equity</b>	
Investors	<b>\$1,982,820.97</b>



David L. Frank  
CEO/President



Bruce Godwin  
CFO

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.

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# **FUZION Wireless Communications Inc.**

**Written Explanation to describe the fact that FUZION Wireless Communications has sufficient financial capability to provide the requested service in geographic area proposed to be served, can maintain the requested service and can meet the lease and ownership obligations.**

FUZION wireless communications has currently obtained two million dollars in investor financing. A private placement offering 1,000,000 shares of stock at \$5.00 per share is in the final stages to provide an additional five million dollars. These monies are sufficient to deploy, maintain, and meet the lease and ownership responsibilities for a network of FUZION Hubs within the Miami to Palm Beach corridor to provide Internet, VOIP, voice and data services.

FUZION Wireless Communications will provide a wireless local loop for Internet, voice and data services to it's subscribers.

FUZION Wireless Communications will obtain a connection agreement from BellSouth to enable the resale of local loop services. These local loop connections will be used to provide internet, voice and data services for those subscribers that lie beyond the FUZION Wireless Communications local loop.

The FUZION Wireless Communications hub will consist of an ATM switch (Xylan) for FUZION intranet and Internet backbone access, a point to multipoint wireless distribution system and a 30,000 line voice switch (EXCEL).

FUZION Wireless Communications is also in the process of completing an initial public offering which is intended to raise additional funds for the expansion of the FUZION Wireless Network across the state of Florida.

3566 South lake Drive  
Boynton Beach, Florida  
33435

# David L. Frank

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**Current Position**      **President of FUZION Wireless Communications Inc.**

**Experience**              **1994 – 1998**              **Siemens ICN**              **Boca Raton, FL**

**Senior Program Director**

- Managed the development and implementation of Point to Multipoint wireless systems. Customers included Teligent and Winstar
- Developed operations solutions for start up service providers in first year in operations consulting services.
- Project Manager for new technology introductions.

**1986- 1994**              **Siemens ICN**              **Boca Raton, FL**

**Program Manager**

- Responsible for EWSD central office switch implementations in the following Bell Operating companies: Bell South, Ameritech, Bell Atlantic
- Responsible for the implementation of packet switching networks across the USA

**1984 – 1986**              **Siemens Databit**              **Washington DC**

**Project manager – Bell Atlantic**

- Contract negotiations
- Implementation of packet switching networks.

**1979-1984**              **GTE Telenet**              **Washington DC**

**Operations Director**

- Responsible for 27 Central Offices serving 5M end user customers.
- Average annual \$250M Capital Budget and \$25M Operating Expense.
- Responsible for 150 person organization.

**1974 - 1978**              **IBM**              **Washington DC**

- Customer Service Engineer

**Interests**              **All aspects of voice, data and Internet telecommunications, running, gardening and softball.**

**Contacts**              Phone: 561-995-8480      Web: [dfrank@fuzion-wireless.com](mailto:dfrank@fuzion-wireless.com)

78 S.E. 18<sup>th</sup> Ave.  
Deerfield Beach,  
Florida 33441

# Jack Doan

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**Objective** Senior Management – Telecommunications Service Provider

**Experience**

Present Siemens ICN Boca Raton, FL  
**Senior Program Director**

- Developed operations solutions for start up service providers.
- Produced 15% profit margin first year in operations consulting services.
- New Fast Feature Platform and Inter-Express VoIP operations concepts.

1997- 1998 Intermedia Communications Tampa, FL  
**Senior Director**

- Responsible for all SS7, voice and transport engineering and operations.
- Managed \$150M capital outlay for network build out in eastern U.S.
- Directed efforts of 200 person organization.

1994 - 1997 BellSouth R&D Atlanta, GA  
**Research Director**

- Developed operations functionality for Advanced Intelligent Network.
- Coordinated service control point system detailed system requirements.
- Directed efforts of 20 research engineers.

1991-1994 BellSouth Network Operations Miami, FL  
**Operations Director**

- Responsible for 27 Central Offices serving 5M end user customers.
- Average annual \$250M Capital Budget and \$25M Operating Expense.
- Responsible for 150 person organization.

**Education**

1988 Barry University Miami Shores, FL

- Master Of Science – Telecommunications Management
- Graduated with honors; 3.97 GPA
- Bachelor of Arts – FIU 1974

**Interests** All aspects of voice, data and Internet telecommunications, running, gardening and softball.

**Contacts** Phone: 561-995-8480 Web: [jdoan@FUZION-wireless.com](mailto:jdoan@FUZION-wireless.com)

Bio for Robert A. Campbell  
06/01/1999

**Technical:**

**Summary:**

- 1986 – 1989 United States Air Force, Central Office Switchman, Sembach Air Base, Germany. Day-to-day operations of the switching system for the base (including the HQ of 17<sup>th</sup> Air Force).
- 1989 – 1992 Field Installation Supervisor, Siemens, Northeast Region. Performed and oversaw the installation of numerous switches in the NJ, NY and PA area. Responsible for system commissioning, turnover and initial post-installation support for the local RBOC switch installation.
- 1992 – 1995 Technical Assistance Center, Principal Engineer, Siemens, Boca Raton, FL. Provided technical assistance to RBOC support centers and central office switching technicians.
- 1995 – 1997 Strategic Technology Group, System Test Engineer, AT&T, Redmond, WA. Worked on project Angel (Wireless Local Loop product), performing detailed system test and analysis for the product.
- 1997 – 1999 Data Services, Senior Engineer, Siemens, Boca Raton, FL. Supported the deployment of Hybrid Fiber-Coax telephony system, ADSL product and wireless ATM broadband product. In all cases, either the lead or chief contributor to the product rollout, test and ongoing support.
- 1999 – present Network Operation, Director, Fuzion Communications, Boca Raton, FL. As the Regional Director for South Florida, my responsibilities are numerous and include: Network design and implementation, CPE research and development in support of company plans and network requirements, staffing of key support positions and responsible for supporting the entire network in South Florida.

**Details:**

During my 4-years in the Air Force, because of my technical expertise with the Base telecommunications switching system, I was promoted "Below the Zone" (ahead of my peers) to the rank of Sergeant. I performed daily operations and maintenance on the switch. I also interfaced with the local PTT (Deutsche Bundespost) to have circuits installed and maintained for connectivity to the local phone network. Also worked with the other major switching centers in the European Theater for intra-military network communications (both secure and insecure communication).

After the USAF, I joined Siemens in Boca Raton, FL. I was assigned for switch installation of a 60,000 line system in Churchville, PA. The system was installed, commissioned and turned over ahead of schedule and under budget. After that accomplishment I was assigned more responsibilities for the region. These responsibilities included the education and training of RBOC personnel with regards to switching system maintenance and support. I was formally recognized as a valuable asset to the region by (then) NJ Bell network operations personnel.

Having reached this high level of technical competence in such a short time, I took a transfer to the headquarters of Siemens in Boca Raton, FL in the Technical Assistance Center. My duties in the TAC were multi-faceted. I provided general support for switch operation in the field and emergency restoration of systems that suffered an outage. Furthermore, I engaged in proactive trouble analysis and identified problem areas in the software of the switching system that were corrected by development engineers and then tested by me.

I was actively recruited to work for AT&T's Strategic Technology Group in Redmond, WA. I took a position in the system test group as an engineer working on compliance certification of the wireless local loop product (later known as Project Angel). My skills were broadened to include very detailed analysis of code, intense testing of all interfaces (TR-303, TR-57, wireless and a variety of internally developed specifications). I wrote detailed documentation, executed thousands of tests and provided training to junior staff members.

For personal reasons, I returned to Siemens in Boca Raton, FL and joined the Data Services department as a Senior Engineer. I brought considerable "voice" expertise to a number of data-centric engineers and applications. I was an immediate contributor to a number of Voice-over-IP implementations in Bell Atlantic. Given my wide area of expertise I was also able to be a major contributor to the deployment and support of a hybrid fiber coax system in Taiwan. Furthermore, I was the lead engineer for an ADSL trial with BellSouth. Additionally, I took the lead for the development, field trial, deployment and support of a broadband wireless ATM system. I was the key contributor to the deployment of the broadband wireless network for WinStar in both Washington, D.C. and New York. My expertise in everything from the design of the network, interfacing to the 5ESS network to applications that demonstrated the viability of such a network was constantly called upon. As a result of this and previous work experience, I have positioned myself to as a highly experienced engineer with both voice and data expertise.

In March 1999, I joined Fuzion Communications as the Regional Director for South Florida. There my ongoing responsibilities include network design, process design, personnel recruitment, support development and numerous other activities involved in deployment of a broadband wireless network.



**Managerial:**

In the military, having achieved promotion rapidly, I had two junior personnel reporting to me. I was responsible for their overall skill development and general management. I received many hours of training on personnel management.

While at Siemens, my technical expertise on central office switching and ATM devices put me in the position of having to manage the technical support group. Primarily, I was engaged in the management of team members during crisis situations (where a system was down and had to be restored). Additionally, I was given many opportunities to interface directly with Directors of the RBOCs where I had to convey strategies for situation resolution and oversee their staff for problem correction.

Once at AT&T, I was a key contributor in the development of the system test group as one of the first 3 members of the team. My role, while highly technical, involved a number of management decisions including the selection of capital assets that would reduce the time-to-market. I was brought in as a key member of the interview team that selected new members for the company.

Once I returned to Siemens, I quickly became a recognized leader in many areas of my expertise. This included the management of budgets. I was also chosen to implement new strategies for customer satisfaction on the EWSD central office switching products and ATM networks. As a person who thrives in an empowered environment, I took every opportunity to improve customer satisfaction and manage situations for the best outcome.

As the Regional Director for Fuzion Communications, I am responsible for numerous items. These include: Personnel recruitment and selection, Network operation, design, support and implementation, management of the budget for the network and research and/or design of key components of the network for interfacing to end users. I also am responsible for process development, this critical task will affect every facet of the company.

**\*\* 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:**

<u><i>David Frank</i></u> Signature	<u>6/03/99</u> Date
<u>President/CEO</u> Title	<u>(561) 995-8480</u> Telephone No.
<u>Address: 5255 N. Federal Highway, Suite 300</u> <u>Boca Raton, FL 33487</u>	<u>(561) 995-8481</u> Fax No.

**ATTACHMENTS:**

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

**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.**

2200 N. Congress	
1) <u>Delaney Beach, FL</u>	2) _____
<u>Leased</u>	_____
3) _____	4) _____
_____	_____

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

2200 N. Congress	
Delaney Beach, FL	
1) _____	2) _____
<u>to be purchased</u>	_____
_____	_____
3) _____	4) _____
_____	_____

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

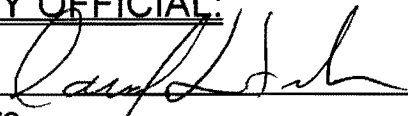
<u>POP-to-POP</u>	<u>OWNERSHIP</u>
1) _____	_____
2) _____	_____
3) _____	_____
4) _____	_____

**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:

Signature		Date	6/03/99
Title	President	Telephone No.	(561)995-8480
Address:	5255 N. Federal Highway Ste 300	Fax No.	(561)995-8481
	Boca Raton, FL 33487		
<hr/>			
<hr/>			

***FUZION WIRELESS COMMUNICATIONS INC. (FWC)***

***the future Internet .... the next generation .... today!***

***Fuzion Wireless Communications Inc.*** was formed in order to meet the demands of the rush of both companies and individuals lined up to jump into the world of the Internet. Currently, 67,000 new users are signing onto the internet daily. With it's increasing popularity, the internet is changing faster than it was created just to keep pace with the growing demand. Current service providers are locked into land based systems and will soon "max out their capacity". This commitment to already existing systems and equipment will hinder their development of this competitive option. In addition, from a price perspective, competitors with their existing technologies will be hard pressed to cut pricing until they have recouped their extensive investment in existing equipment and cable. In many cases commercial customers are currently waiting up to 8 weeks for installation of T1 equipment.

***FWC*** is a network provider with a vision that is one step ahead of current technology offering Internet and data services. It is ***FWC's*** objective to offer NxT1 voice/data trunks and high speed broadband Internet access to the current and next generation of internet users. ***FWC*** will also provide wireless broadband LAN access for end user connectivity.

The ***FWC*** Wireless Broadband Network will team with MCI UUNET to offer dedicated high speed bi-directional Internet access with connections at speeds of 384 Kbps, 512Kbps, T1, NxT1 and 10BT. In order to provide a complete business solution for it's customers, the ***FWC Network*** will also provide a full range of voice and data services through MCI WorldCom and a DS3/OC3 wireless Intranet initially extending from Miami to Palm Beach.

The ***FWC*** Network will unveil advanced protocols offering bundled Internet / Voice / Data services across a single connection. This capability will allow dynamic allocation of bandwidth for these services across the T1, NxT1, or 10BT connection.

The ***FWC*** Wireless Broadband Intranet will initially stretch from Miami to Palm Beach across an ATM mesh backbone consisting of DS3 and OC3 connections between the hubs. Customers within the region will be able to take advantage of high-speed data services without costly Telco charges or lengthy time delays due to installation backlogs. Upgrading services on the ***FWC*** will be over night.

***FWC*** will utilize both existing microwave capabilities and new developments in point-to-multi-point and wireless cluster technologies to provide a cost effective 'last mile' distribution of broadband services to the end user. The ***FWC*** Network will offer affordable access at discounts of up to 50 % compared with current dedicated T1 facilities offered by competitors such as Bell Operating Companies. Pricing for these services are expected to begin at \$ 400 for 384 Kbps dedicated Internet access and \$1,700. for T1 dedicated Internet access - with no additional charges for the local loop.

## **MARKETING STRATEGY**

**FWC** will use a variety of wireless broadband technologies to provide a distribution network for broadband Internet access - including Point-to-multi-point and Cluster distribution systems. This network will allow **FWC** to bypass the Telco for distribution of dedicated broadband access to the user community. Any type of end user protocols can be deployed including ADSL and SDSL.

The wireless broadband Cluster technology is expected to be available for initial trials by the end of the second quarter of 1999. **FWC** is working closely with P-COM to define the user interfaces and system requirements. The Cluster distribution system will utilize bandwidth across the 60 - 65 Ghz frequencies.

The wireless broadband Point-to-multi-point (PMP) technology has been under development through 1998. Two products currently exist to offer this capability. Only one to date has proved viable. There are two major service providers that will begin deployment of PMP networks in major cities around the USA in the second quarter of this year.

**FWC** intends to deploy Wireless Broadband networks in secondary cities and metropolitan areas. Working closely with two vendors of Cluster and PMP equipment, **FWC** will be able to move quickly and deploy state of the art wireless broadband networks in the targeted areas.

There are a finite number of channels available for unregulated radio transmission. These channels exist between the 2.4 GHz - 2.485 GHz, 5.8 GHz and 60-65 GHz. Once in use and registered with the FCC, the user obtains the rights for transmission in that area. The aggressive deployment of the **FWC** Network and utilization of the available bandwidth will restrict additional competition from other PMP service providers in any specific region.

## **CURRENT POSITION AND FUTURE OUTLOOK**

**FWC** has identified the technologies, specific network equipment vendors, and the experienced technical team to deploy a cutting edge Wireless Broadband Network. **FWC** is currently poised to deploy a network, which provides up to a 50% discount on current NxT1 voice/data and high-speed dedicated Internet access. **FWC** has identified the available radio frequencies to be used, enabling substantial bandwidth for expansion.

High speed dedicated Internet access has been identified as the primary customer base with the world preparing for faster and more robust Internet Services. The key hurdle to high-speed Internet access is cost. **FWC** intends to lead the way providing low-cost high-speed dedicated Internet access for business users, Internet server access, corporate Internet access, LAN/WAN Internet accesss, and more - across a wireless broadband network.

**FUNDING REQUIREMENTS**

**FWC** requires an initial \$ 2,000,000 to fund the deployment, launch and market the South Florida Gold Coast wireless broadband network.

In order to secure its' front running position in the second tier markets, **FWC** is also seeking to raise an additional \$ 2,000,000 to simultaneously complete similar launches in two other TierII cities. These co-launches will provide certain economies of scale while at the same time capitalize on specific marketing strategies as well as locking up significant market areas before competition gains a foot hold.

**USE OF PROCEEDS**

The Company has identified the following financial requirements in order to establish itself in the first year of operations.

ADVERTISING & MARKETING	\$ 125,000
RESEARCH & DEVELOPMENT	75,000
SALARIES & ADMINISTRATION	350,000
NETWORK CONSTRUCTION	950,000
ENGINEERING COSTS	100,000
SETUP RESERVE	400,000
TOTAL FUNDING	\$ 2,000,000

**FINANCIAL PROJECTIONS**

DESCRIPTION	YEAR ONE	YEAR TWO	YEAR THREE	YEAR FOUR	YEAR FIVE
SALES	700M	7.1 MM	16.2 MM	18.6 MM	20.4 MM
OP. COSTS	1.3MM	4.6 MM	5.3 MM	5.9 MM	6.3 MM
R.E.	(600M)	1.9 MM	12.8 MM	25.5 MM	39.6 MM

## **STATUS REPORT**

The Company has completed contracts with all key vendors of equipment for the broadband network and Internet Access. Initial equipment shipments are due in mid June.

*FWC* and Adaptive Broadband will perform joint commercial system testing of the Point-to-Multi-Point (PMP) Broadband wireless system in June/July of this year. This will enable FUZION to gain an advantage on the marketplace with an early evaluation and deployment of the 5.2 – 5.8 GHz PMP system in south Florida.

*FWC* has obtained approximately 3,000 sq ft of office space. The offices are located at 5255 North Federal highway in Boca Raton, Florida 33487. The following key personnel have been brought on-board the company: The President / CEO, V.P. of Marketing, V.P. of Sales, and Director of Network Operations. Additional personnel are planned for May and June of this year.

The FUZION Wireless Broadband network is currently on schedule to begin installation in early June and to begin performance testing in July. The following deployment schedule is under review:

Boca Raton site: June through July

CMI Radio Equipment delivery:  
Local PMP testing at FUZION Lab:  
Radio Tower Installation  
MCI Internet Connection (DS3)  
System Acceptance Testing:  
Xylan ATM testing:

Miami Site: August

CMI Radio Equipment delivery:  
Xylan ATM equipment delivery  
MCI Internet Connection (DS3)  
System Installation:  
System Acceptance Testing:

Palm Beach Site: September

CMI Radio Equipment delivery:  
Xylan ATM equipment delivery  
MCI Internet Connection (DS3)  
System Installation:  
System Acceptance Testing:

The company will concentrate on Broadband Internet services in 1999. Voice services will be provided in a variety of ways with FUZION concentrating on VOIP and VOA. Based on the successful installation start of 6/17 and successful completion of testing in July, the company plans to offer commercial service in the third quarter of 1999. FUZION intends expand this commercial offering in the fourth quarter of 1999.



GARDNER, CARTON & DOUGLAS

1301 K STREET, N.W.

SUITE 900, EAST TOWER

WASHINGTON, D.C. 20005

CHICAGO, ILLINOIS

WRITER'S DIRECT DIAL NUMBER

(202) 408-7172  
rtaylor@gcd.com

(202) 408-7100

FACSIMILE: (202) 289-1504

ORIGINAL

DEPOSIT

DATE

D152

JUN 14 1999 June 11, 1999

Florida Public Service Commission  
Division of Records and Reporting  
2540 Shumard Oak Blvd.  
Tallahassee, FL 32399-0855

Re: **Fuzion Wireless Communications, Inc.**  
**Application for Original Certificate**


990770-TX

Dear Sir or Madam:

Enclosed, on behalf of Fuzion Wireless Communications, Inc., is an original and six copies of an application for authority to provide alternative local exchange service in Florida. The requisite \$250 filing fee also accompanies the application.

If you have any questions concerning this matter, please call me.

Sincerely,



GARDNER, CARTON & DOUGLAS  
QUAKER TOWER  
321 NORTH CLARK STREET  
CHICAGO, ILLINOIS 60610-4795

The Northern Trust Company  
Chicago, Illinois

271943

DATE  
6/11/99

CHECK NO.  
271943

CHECK AMOUNT  
\$250.00\*

Void after 90 days

PAY THE SUM 250 DOLLARS AND 00 CENTS\*\*\*\*\*

Florida Public Service Commission

GARDNER, CARTON & DOUGLAS



TO THE  
ORDER  
OF

DOCUMENT NUMBER - DATE

07216 JUN 14 8

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