

990955-TX

Original Application

Application form

For

Authority to Provide  
Alternative Local Exchange Service  
Within the State of Florida

Submitted by:  
InterCom Network Inc.

DOCUMENT NUMBER-DATE  
08724 JUL 23 88  
REGISTRATION REPORTING

July 19, 1999

Florida Public Service Commission  
Division of records and reporting 2540  
Shumard Oak Blvd  
Tallahassee, FL 32399-0850

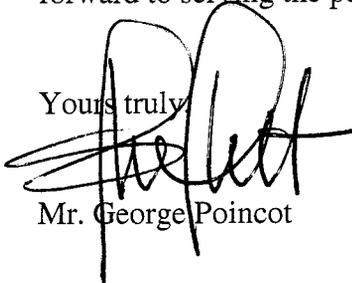
Public Service Commission Member:

Please find the following attached papers:

1. A check for \$250 made to, 'Florida Public Service Commission', numbered 12053, and dated July 16, 1999.
2. Seven booklets, one original application and six copies, numbered one (1) through six (6). Each booklet is a completed, "Application Form for Authority to Provide Alternative Local Exchange Service Within the State of Florida". Attachments to the application include; (A.) 1996 through 1999 Balance and Income statements, (B.) Banking, Trade Client and Other References, and, the Management and Technical staff resumes.

InterCom Networks Inc. is very pleased and excited to submit this application and look forward to serving the people of Florida with the best communication services possible.

Yours truly,

A handwritten signature in black ink, appearing to read "George Poincot", written over the typed name below.

Mr. George Poincot

## Table of Contents

Please find attached:

1. An original and six copies of the, "Application Form for Authority to Provide Alternative Local Exchange Service Within the State of Florida".
2. Response to Application section 18.A – Financial capability. The attached financial statements are unaudited.
  - A. Intercom Network Inc. **Balance Sheet**, May 31, 1999 (one sheet)
  - B. Intercom Network Inc. **Income statement** for the five (5) months ending May 31, 1999 (one sheet)
  - C. Intercom Network Inc. combined **Balance Sheet** for years ending December 31, 1998 and December 31, 1997 (one sheet)
  - D. Intercom Network Inc. Intercom Network Inc. combined **Income Statement Sheet** for years ending December 31, 1998 and December 31, 1997 (one sheet)
  - E. Intercom Network Inc. **Balance Sheet** ending December 31, 1996 (one sheet)
  - F. Intercom Network Inc. **Income Statement** ending December 31, 1996 (one sheet)
3. Intercom Network Inc. references
  - a. Banking References
  - b. Trade References,
  - c. Client references
  - d. Other References including listing Dun & Bradstreet Number and Tax number.
4. Resumes
  - A. Management
  - B. Technical Staff

**Completed A-LEC**

**Application Form**

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

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APPLICATION

I 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-

InterCom Network Inc.

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

InterCom Network Inc.

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

InterCom Networks Inc.

Airport Executive Towers I

1150 NW 72<sup>nd</sup> Avenue, Suite 455

Miami, FL 33126

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

InterCom Networks Inc.

Airport Executive Towers I

1150 NW 72<sup>nd</sup> Avenue, Suite 455

Miami, FL 33126

6. Structure of organization:

- ( ) Individual                      (✓) Corporation  
( ) Foreign Corporation      ( ) Foreign Partnership  
( ) General Partnership      ( ) Limited Partnership  
( ) Other

7. If individual, provide:

Name: N/A – InterCom Networks Inc. is not an individual

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:**

P94000057696

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

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

N/A – InterCom Network Inc. is not a foreign corporation

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 InterCom Network Inc. is not using a fictitious name

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

(a) The Florida Secretary of State registration number:

**N/A - InterCom Networks Inc. is not a limited liability partnership**

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

Name: **N/A - InterCom Networks Inc. is not a partners**

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: **N/A InterCom Networks Inc. is not a foreign limited partnership.**

14. Provide **F.E.I. Number (if applicable):** **65-0524827**

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.

**N/A - Item (a) does not apply to any officers, directors or ten largest stockholders of InterCom Networks Inc.**

(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.

N/A – Item (b) does not apply to any officer, partner or stockholder of InterCom Networks Inc.

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

(a) The application:

Name: Mr. Sadler Lester James

Title: Vice President A-LEC/Carrier Services

Address: InterCom Networks Inc., Airport Executive Towers I, 1150 NW 72<sup>nd</sup> Avenue, Suite 455

City/State/Zip: Miami, FL 33126

Telephone No.: 305-463-6846

Fax No.: 305-463-6849

Internet E-Mail Address: sadler@icnw.com

Internet Website Address: N/A – Site under construction

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

Name: Mr. George Poincot

Title: CEO, InterCom Networks Inc.

Address: InterCom Network Inc., Airport Executive Towers I, 1150 NW 72<sup>nd</sup> Avenue, Suite 455

City/State/Zip: Miami, FL 33126

Telephone No.: 305-463-6846

Fax No.: 305-463-6849

Internet E-Mail Address: ceo@icnw.com

Internet Website Address: N/A – Site under construction

(c) Complaints/inquiries from customers:

Name: Mr. George Poincot

Title: CEO, InterCom Networks Inc.

Address: InterCom Networks Inc., Airport Executive Towers I,  
1150 NW 72<sup>nd</sup> Avenue, Suite 455

City/State/Zip: Miami, FL 33126

Telephone No.: 305-463-6846--- Fax No.: 305-463-6849

Internet E-Mail Address: ceo@icnw.com

Internet Website Address: N/A – Site under construction

17 List the states in which the applicant-

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

N/A – InterCom Network Inc., has not operated as an  
alternative local exchange company

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

N/A – InterCom Network Inc., has no applications pending to be certified  
as an alternative local exchange company

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

N/A – InterCom Network Inc. is not certificated to operate as an  
Alternative local exchange company

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

N/A – InterCom Network Inc. has not been denied authority to operate

as an alternative local exchange company

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

N/A – InterCom Network Inc. has never had regulatory penalties imposed for

violations of telecommunications statutes

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

InterCom Networks Inc. has a current billing dispute with

interexchange carrier MCI Worldcom

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.

**Please find attached: Income statements ending May 31, 1999; Dec. 31, 1998 & 1997; Dec. 31, 1996 and Balance Sheets for May 31, 1999, Dec. 31, 1998 & 1997, Dec. 31, 1996.**

**Plus Banking, Trade, & Client references.**

**Plus Dun & Bradstreet number**

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.  
**Past and current proven financial responsibility should continue to provide sufficient financial capability to provide the requested service in the geographic area proposed. InterCom Network Inc. has an outstanding record of stewardship and hardwork by its officers and staff as evidenced by the rapid, yet solid financial growth shown by the attached Income and Balance sheets. This has been accomplished in close cooperation with our Banking and Trade references and listening to our Clients (a list is attached). Adding A-LEC service offerings will further improve and leverage the existing and additional investment the Banks continue to support.**
2. **written explanation** that the applicant has sufficient financial capability to maintain the requested service.  
**A close two way dialogue with our Banks and Service providers has resulted in invaluable understanding, advice and willingness to provide sufficient financial capability to maintain the requested services and support continued growth. InterCom Network Inc. has an outstanding record of stewardship and hardwork by its officers and staff as evidenced by the rapid, yet solid financial growth shown by the attached Income and Balance sheets.**
3. **written explanation** that the applicant has sufficient financial capability to meet its lease or ownership obligations.  
**A close two-way dialogue with our Banks and Service providers has resulted in understanding, advice and willingness to provide sufficient financial capability to meet lease or ownership obligations evidenced by past and current stability.**

B. Managerial capability: give resumes of employees/officers of the company that would indicate sufficient managerial experiences of each.

**Please find attached Managerial resumes for Mr. George Poincot, Mr. Sadler L. James, and Mr. Mark R. Medina. Mr. Edwin Critz and Mr. Sadler L. James are both managerial and technical.**

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.

**Please find attached: Technical resumes of Mr. Edwin Critz, Mr. Brian M. Rapp,**

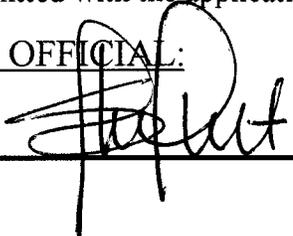
**Mrs. Sofia Y. Kotik. Mr. Edwin Critz and Mr. Sadler L. James are both managerial and technical.**

**\*\* 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:

Signature:

  
CEO - CFO

Title

Date:

07/19/99

305-463-6846

Telephone No.

Address:

InterCom Network Inc.  
Airport Executive Towers I  
1150 NW 72<sup>nd</sup> Avenue  
Suite 455  
Miami, FL 33126

305-463-6849

Fax No.

CERTIFICATE SALE, TRANSFER, OR ASSIGNMENT STATEMENT

1, (Name) N/A – InterCom Network Inc. is not selling, transferring or assigning a certificate

(Title) \_\_\_\_\_ of (Name of Company)

and current holder of Florida Public Service Commission Certificate Number # \_\_\_\_\_

\_\_\_\_\_, have reviewed this application and join in the petitioners request for

a:

( ) sale

( ) transfer

( ) assignment

of the above-mentioned certificate.

**UTILITY OFFICIAL:**

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Date

\_\_\_\_\_  
Title

\_\_\_\_\_  
Telephone No

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

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

\*\* APPENDIX B \*\*

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>Leased</u>                                 | 2) <u>N/A</u> |
| <u>InterCom Network Inc.</u>                     |               |
| <u>Airport Executive Towers I</u>                |               |
| <u>1150 NW 72<sup>nd</sup> Avenue, Suite 455</u> |               |
| <u>Miami, FL 33126</u>                           |               |

|               |               |
|---------------|---------------|
| 3) <u>N/A</u> | 4) <u>N/A</u> |
|---------------|---------------|

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

|  |               |
|--|---------------|
| 1) <u>Excel LNX Switch ---Leased</u>             | 2) <u>N/A</u> |
| <u>InterCom Network Inc.</u>                     |               |
| <u>Airport Executive Towers I</u>                |               |
| <u>1150 NW 72<sup>nd</sup> Avenue, Suite 455</u> |               |
| <u>Miami, FL 33126</u>                           |               |

|               |               |
|---------------|---------------|
| 3) <u>N/A</u> | 4) <u>N/A</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 – only 1 POP</u> | <u>N/A</u>       |
| 2) <u>N/A</u>              | <u>N/A</u>       |
| 3) <u>N/A</u>              | <u>N/A</u>       |
| 4) <u>N/A</u>              | <u>N/A</u>       |

\*\* APPENDIX C \*\*

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:

CEO-CFO

7/19/99

Date

305-463-6846

Telephone No.

305-463-6849

Fax No.

Title

Address:

InterCom Network Inc.  
Airport Executive Towers I  
1150 NW 72<sup>nd</sup> Avenue  
Suite 455  
Miami, FL 33126

**Income Statements**

**&**

**Balance Sheets**

July 19, 1999

Florida Public Service Commission  
Division of records and reporting 2540  
Shumard Oak Blvd  
Tallahassee, FL 32399-0850

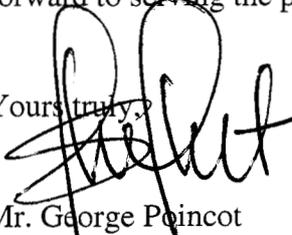
Public Service Commission Member:

The attached InterCom Networks unaudited financial statements, listed below, are true and correct. ALL the attached sheets have the raised Intercom corporate logo, signed by the CEO/CFO Mr. George Poincot.

1. Balance Sheet, May 31, 1999
2. Income Statement, May 31, 1999
3. Combined Balance Sheet for years ending December 31, 1998 & December 31, 1997
4. Combined Income Statement for years ending December 31, 1998 & December 31, 1997
5. Balance Sheet ending December 31, 1996
6. Income Statement ending December 31, 1996

InterCom Networks Inc. is very pleased and excited to submit this application and look forward to serving the people of Florida with the best communication services possible.

Yours truly,



Mr. George Poincot  
CEO/CFO Intercom Networks Inc.

# InterCom Network, Inc.

InterCom Network, Inc.  
Income Statement  
For the Five Months Ending May 31, 1999  
\*\*\*\*\*NOT CONSOLIDATED\*\*\*\*\*

|  |                        |                |
|--|------------------------|----------------|
| <b>Revenues</b>                            |                        |                |
| Sales                                      | \$ 1,533,506.13        | 100.00%        |
| Other Income                               | \$ -                   | 0.00%          |
| <b>Total Revenues</b>                      | <b>\$ 1,533,506.13</b> | <b>100.00%</b> |
| <b>Cost of Sales</b>                       |                        |                |
| Cost of Goods Sold                         | \$ 469,955.73          | 30.65%         |
| Commissions                                | \$ 352,979.81          | 23.02%         |
| Other                                      | \$ 14,305.08           | 0.93%          |
| <b>Total Direct Costs</b>                  | <b>\$ 837,240.62</b>   | <b>54.60%</b>  |
| <b>Revenues Less Direct Costs</b>          | <b>\$ 696,265.51</b>   | <b>45.40%</b>  |
| <b>Indirect Costs &amp; Expenses</b>       |                        |                |
| Compensation                               | \$ 157,565.11          | 10.27%         |
| Occupancy                                  | \$ 201,185.28          | 1.17%          |
| Other Taxes                                | \$ 2,867.48            | 0.19%          |
| <b>Total Indirect Costs &amp; Expenses</b> | <b>\$ 361,617.87</b>   | <b>23.58%</b>  |
| <b>Net Income (Loss) Before Provisions</b> | <b>\$ 334,647.64</b>   | <b>21.82%</b>  |



InterCom Network, Inc.

Balance Sheet

May 31, 1999

\*\*\*\*\*NOT CONSOLIDATED\*\*\*\*\*

ASSETS

|                                     |                               |
|-------------------------------------|-------------------------------|
| <b>Current Assets</b>               |                               |
| Republic National Bank of Miami     | \$ 23,849.60                  |
| Eastern National Bank               | \$ 11,398.49                  |
| Accounts Receivable                 | \$ 470,411.68                 |
| Allowance For Doubtful Accounts     | \$ (25,000.00)                |
| Prepaid Expenses                    | \$ 8,288.00                   |
| <b>Total Current Assets</b>         | <b>\$ 488,947.77</b>          |
| <b>Property and Equipment</b>       |                               |
| Furniture & Fixtures                | \$ 10,510.15                  |
| Leasehold Improvements              | \$ 2,808.92                   |
| Computers & Equipment               | \$ 815,441.47                 |
| Accumulated Depreciation            | \$ (188,048.17)               |
| <b>Total Property and Equipment</b> | <b>\$ 640,712.37</b>          |
| <b>Other Assets</b>                 |                               |
| Investment in Subsidiaries          | \$ 321,800.22                 |
| <b>Total Other Assets</b>           | <b>\$ 321,800.22</b>          |
| <b>Total Assets</b>                 | <b><u>\$ 1,451,460.36</u></b> |

LIABILITIES

|                                       |                             |
|---------------------------------------|-----------------------------|
| <b>Current Liabilities</b>            |                             |
| Checks Drawn Against Future Deposits  | \$ 70,496.10                |
| Accounts Payable                      | \$ 259,502.83               |
| Pre-Paid Deposits                     | \$ 9,000.00                 |
| Taxes & W/H Payable                   | \$ 29,646.52                |
| <b>Total Current Liabilities</b>      | <b>\$ 368,645.45</b>        |
| Excluding Installment Debts           |                             |
| <b>Current Portion Long Term Debt</b> | <b>\$ 147,000.00</b>        |
| <b>Total Current Liabilities</b>      | <b>\$ 515,645.45</b>        |
| <b>Long Term Liabilities</b>          |                             |
| Notes Payable - Long Term             | \$ 235,019.59               |
| <b>Total Long Term Liabilities</b>    | <b>\$ 235,019.59</b>        |
| <b>Total Liabilities</b>              | <b><u>\$ 750,665.04</u></b> |

STOCKHOLDER'S EQUITY (DEFICIT)

|  |                               |
|--|-------------------------------|
| Common Stock                           | \$ 25,000.00                  |
| Additional Paid In Capital             | \$ 324,978.75                 |
| Beginning Equity                       | \$ 16,168.93                  |
| Net Income                             | \$ 334,647.64                 |
| <b>Net Stockholder's Equity</b>        | <b>\$ 700,795.32</b>          |
| <b>Total Liabilities &amp; Capital</b> | <b><u>\$ 1,451,460.36</u></b> |

**InterCom Network, Inc. and Subsidiaries**  
**Income Statement**  
**For the Twelve Months Ending December 31, 1998 and 1997**

|  | <u>1998</u>             |               | <u>1997</u>               |               |
|--|-------------------------|---------------|---------------------------|---------------|
| <b>Revenues</b>                            |                         |               |                           |               |
| Sales                                      | \$ 1,850,415            | 94.0%         | \$ 457,413                | 96.5%         |
| Other Income                               | <u>\$ 117,707</u>       | <u>6.0%</u>   | <u>\$ 16,507</u>          | <u>3.5%</u>   |
| <b>Total Revenues</b>                      | <b>\$ 1,968,122</b>     | <b>100.0%</b> | <b>\$ 473,920</b>         | <b>100.0%</b> |
| <b>Cost of Sales</b>                       |                         |               |                           |               |
| Cost of Goods Sold                         | \$ 440,085              | 22.4%         | \$ 275,533                | 58.1%         |
| Commissions                                | \$ 566,777              | 28.8%         | \$ 51,390                 | 10.8%         |
| Other                                      | <u>\$ 241,586</u>       | <u>12.3%</u>  | <u>\$ 9,969</u>           | <u>2.1%</u>   |
| <b>Total Direct Costs</b>                  | <b>\$ 1,248,448</b>     | <b>63.4%</b>  | <b>\$ 336,892</b>         | <b>71.1%</b>  |
| <b>Revenues Less Direct Costs</b>          | <b>\$ 719,674</b>       | <b>36.6%</b>  | <b>\$ 137,028</b>         | <b>28.9%</b>  |
| <b>Indirect Costs &amp; Expenses</b>       |                         |               |                           |               |
| Compensation                               | \$ 218,014              | 11.1%         | \$ 30,246                 | 6.4%          |
| Occupancy                                  | \$ 184,545              | 9.4%          | \$ 67,056                 | 14.1%         |
| Other                                      | <u>\$ 186,602</u>       | <u>9.5%</u>   | <u>\$ 72,863</u>          | <u>15.4%</u>  |
| <b>Total Indirect Costs &amp; Expenses</b> | <b>\$ 589,161</b>       | <b>29.9%</b>  | <b>\$ 170,165</b>         | <b>35.9%</b>  |
| <b>Net Income (Loss) Before Provisions</b> | <b>\$ 130,513</b>       | <b>6.6%</b>   | <b>\$ (33,137)</b>        | <b>(7.0)%</b> |
| Deferred Income Taxes                      | \$ 12,000               | 0.6%          | \$ -                      | 0.0%          |
| Minority Interest in Subsidiary            | <u>\$ 55,974</u>        | <u>2.8%</u>   | <u>\$ -</u>               | <u>0.0%</u>   |
| <b>Net Income (Loss)</b>                   | <b><u>\$ 62,539</u></b> | <b>3.2%</b>   | <b><u>\$ (33,137)</u></b> | <b>(7.0)%</b> |



# InterCom Network, Inc.

**InterCom Network, Inc. and Subsidiaries**  
**Balance Sheets**  
**For the Years December 31, 1998 and 1997**

|  | <u>ASSETS</u>                         |                   |
|--|---------------------------------------|-------------------|
|  | <u>1998</u>                           | <u>1997</u>       |
| <b>Current Assets</b>  |                                       |                   |
| Cash   | \$ 69,868                             | \$ 17,138         |
| Accounts Receivable  | \$ 320,707                            | \$ 75,457         |
| Employee Advance   | \$ 17,983                             | \$ -              |
| Allowance For Doubtful Accounts                              | \$ (25,000)                           | \$ (40,000)       |
| <b>Accounts Receivable-Net</b>                               | <b>\$ 313,690</b>                     | <b>\$ 35,457</b>  |
| Prepaid Expenses   | \$ 4,216                              | \$ 5,898          |
| <b>Total Current Assets</b>                                  | <b>\$ 387,774</b>                     | <b>\$ 58,493</b>  |
| <b>Property and Equipment</b>                                |                                       |                   |
| Furniture & Fixtures   | \$ 10,440                             | \$ 6,678          |
| Computers & Equipment  | \$ 1,019,786                          | \$ 380,914        |
| Accumulated Depreciation                                     | \$ (180,648)                          | \$ (47,993)       |
| <b>Net Property and Equipment</b>                            | <b>\$ 849,578</b>                     | <b>\$ 339,599</b> |
| <b>Other Assets</b>  |                                       |                   |
| Deferred Charges   | \$ 13,400                             | \$ 2,036          |
| Deposits and Others  | \$ 8,050                              | \$ -              |
| <b>Total Assets</b>  | <b>\$ 1,258,802</b>                   | <b>\$ 400,128</b> |
|  | <u>LIABILITIES</u>                    |                   |
|  | <u>1998</u>                           | <u>1997</u>       |
| <b>Current Liabilities</b>                                   |                                       |                   |
| Checks Drawn Against Future Deposits                         | \$ 61,708                             | \$ -              |
| Accounts Payable   | \$ 326,756                            | \$ 28,937         |
| Pre-Paid Deposits from Clients                               | \$ 9,000                              | \$ -              |
| State and Payroll Taxes Payable                              | \$ 21,766                             | \$ 1,564          |
| <b>Total Current Liabilities Excluding Installment Debts</b> | <b>\$ 419,230</b>                     | <b>\$ 30,501</b>  |
| Current Portion Long Term Debt                               | \$ 147,000                            | \$ 144,000        |
| <b>Total Current Liabilities</b>                             | <b>\$ 566,230</b>                     | <b>\$ 174,501</b> |
| <b>Long Term Liabilities</b>                                 |                                       |                   |
| Notes Payable - Long Term                                    | \$ 239,139                            | \$ 229,321        |
| Deferred Income Taxes  | \$ 12,000                             | \$ -              |
| <b>Total Long Term Liabilities</b>                           | <b>\$ 251,139</b>                     | <b>\$ 229,321</b> |
| <b>Total Liabilities</b>                                     | <b>\$ 817,369</b>                     | <b>\$ 403,822</b> |
|  | <u>STOCKHOLDER'S EQUITY (DEFICIT)</u> |                   |
| Common Stock   | \$ 25,000                             | \$ 25,000         |
| Additional Paid In Capital                                   | \$ 411,450                            | \$ 28,862         |
| Beginning Equity   | \$ (57,556)                           | \$ (24,419)       |
| Net Income   | \$ 62,539                             | \$ (33,137)       |
| <b>Net Stockholder's Equity</b>                              | <b>\$ 441,433</b>                     | <b>\$ (3,694)</b> |
| <b>Total Liabilities &amp; Capital</b>                       | <b>\$ 1,258,802</b>                   | <b>\$ 400,128</b> |



# InterCom Network, Inc.

InterCom Network, Inc.  
Income Statement  
For the Twelve Months Ending December 31, 1996

|                            |                             |                |
|----------------------------|-----------------------------|----------------|
| <b>Revenues</b>            |                             |                |
| Sales                      | \$ 241,642.10               | 100.00%        |
| Finance Charges            | \$ -                        | 0.00%          |
| Other Income               | \$ -                        | 0.00%          |
| <b>Total Revenues</b>      | <b><u>\$ 241,642.10</u></b> | <b>100.00%</b> |
| <b>Cost of Sales</b>       |                             |                |
| Cost of Goods Sold         | \$ 127,094.57               | 52.60%         |
| Commissions                | \$ 23,580.80                | 9.76%          |
| Merchant & Switch Fees     | \$ 6,550.96                 | 2.71%          |
| Other Costs                | \$ 12,663.01                | 5.24%          |
| <b>Total Cost of Sales</b> | <b><u>\$ 169,889.34</u></b> | <b>70.31%</b>  |
| <b>Gross Profit</b>        | <b><u>\$ 71,752.76</u></b>  | <b>29.69%</b>  |
| <b>Expenses</b>            |                             |                |
| Depreciation               | \$ 1,360.00                 | 0.56%          |
| Rent                       | \$ 6,344.16                 | 2.63%          |
| Subscriptions              | \$ 17.29                    | 0.01%          |
| Mail / Courier             | \$ 1,515.28                 | 0.63%          |
| Telephone                  | \$ 6,724.67                 | 2.78%          |
| Utilities                  | \$ 2,167.71                 | 0.90%          |
| Insurance                  | \$ 542.03                   | 0.22%          |
| Office Expense             | \$ 1,814.22                 | 0.75%          |
| Travel & Auto              | \$ 2,000.24                 | 0.83%          |
| Fuel & Oil                 | \$ 868.00                   | 0.36%          |
| Business Entertainment     | \$ 786.00                   | 0.33%          |
| Accounting / Legal         | \$ 1,016.67                 | 0.42%          |
| Advertising                | \$ 228.66                   | 0.09%          |
| Equipment Leasing          | \$ 1,627.02                 | 0.67%          |
| Bank Charges / Expenses    | \$ 2,082.81                 | 0.86%          |
| Other Operating Expenses   | \$ 182.75                   | 0.08%          |
| Misc. Expense              | \$ 2,445.86                 | 1.01%          |
| Vehicle Leasing            | \$ 3,079.37                 | 1.27%          |
| Repairs & Maint. Equipment | \$ 318.02                   | 0.13%          |
| Taxes                      | \$ 217.00                   | 0.09%          |
| Licenses & Permits         | \$ 785.00                   | 0.32%          |
| <b>Total Expenses</b>      | <b><u>\$ 36,122.76</u></b>  | <b>14.95%</b>  |
| <b>Net Income</b>          | <b><u>\$ 35,630.00</u></b>  | <b>14.74%</b>  |



InterCom Network, Inc.  
 Balance Sheet  
 December 31, 1996

**ASSETS**

|                                     |                            |
|-------------------------------------|----------------------------|
| <b>Current Assets</b>               |                            |
| Republic National Bank of Miami     | \$ 1,732.01                |
| Accounts Receivable                 | \$ 37,536.05               |
| Accounts Receivable Merchant        | \$ 8,992.48                |
| Stockholder's Advance               | \$ 19,785.34               |
| Inventory                           | \$ 75.81                   |
| Prepaid Expenses                    | <u>\$ 583.04</u>           |
| <b>Total Current Assets</b>         | <b>\$ 68,704.73</b>        |
| <b>Property and Equipment</b>       |                            |
| Furniture & Fixtures                | \$ 1,692.54                |
| Computers                           | \$ 6,659.35                |
| Accum. Deprec. - Furn. & Fixtures   | \$ (911.46)                |
| Accum. Deprec. - Computers          | <u>\$ (1,765.80)</u>       |
| <b>Total Property and Equipment</b> | <b>\$ 5,674.63</b>         |
| <b>Other Assets</b>                 |                            |
| <b>Total Other Assets</b>           | <u>\$ -</u>                |
| <b>Total Assets</b>                 | <b><u>\$ 74,379.36</u></b> |

**LIABILITIES AND CAPITAL**

|  |                            |
|--|----------------------------|
| <b>Current Liabilities</b>             |                            |
| Accounts Payable                       | <u>\$ 24,598.31</u>        |
| <b>Total Current Liabilities</b>       | <b>\$ 24,598.31</b>        |
| <b>Long Term Liabilities</b>           |                            |
| <b>Total Long Term Liabilities</b>     | <u>\$ -</u>                |
| <b>Total Liabilities</b>               |                            |
| <b>Capital</b>                         |                            |
| Common Stock                           | \$ 25,000.00               |
| Additional Paid In Capital             | \$ 20,624.05               |
| Beginning Equity                       | \$ (6,113.00)              |
| Stockholders Drawing                   | \$ (24,000.00)             |
| Net Income                             | <u>\$ 35,630.00</u>        |
| <b>Total Capital</b>                   | <b><u>\$ 51,141.05</u></b> |
| <b>Total Liabilities &amp; Capital</b> | <b><u>\$ 75,739.36</u></b> |

**Banking, Trade, Client  
&  
Other References**

**InterCom Network, Inc.**  
**Airport Executive Towers I**  
**1150 NW 72<sup>nd</sup> Avenue, Suite 455**  
**Miami, FL, 33126**  
**Tel: (305)-463-6846 / Fax: (305)-463-6849**  
**e-mail: ceo@icnw.com**

### Banking References

**Eastern National Bank**  
 12501 N. Kendall Drive  
 Miami, FL, 33186  
 Contact: Vivian  
 Tel: 305-598-7130  
 Fax: 305-598-7131  
 Line of Credit: \$ 100,000.00

**Republic National Bank of Miami**  
 2700 NW 107 Avenue  
 Miami, FL, 33172  
 Contact: Ms. Carla Largaespada  
 Tel: 305-471-6383  
 Fax: 305-471-6388

### Trade References

**Telcom Products International**  
 One N Second Street, Suite 322  
 Fargo, North Dakota 58102  
 Tel: 800-743-0677 / Fax: 701-232-2396  
 Contact: Ms. Sherry Gerdes

**APEX PC Solutions**  
 20031 142<sup>nd</sup> Avenue, NE  
 Woodinville, WA 98072  
 Tel: 206-402-9393  
 Contact: Mr. Carl Roland

**Nexco International**  
 1150 NW 72<sup>ND</sup> Ave, Ste. 451  
 Miami, FL 33126  
 Tel: 305-597-9797 / Fax: 305-597-9978  
 Contact: Mr. Noel Duque

**RH Communications**  
 Miami, FL  
 Tel: 305-975-0965  
 Contact: Mr. Felipe Guevara

**Cable & Wireless**  
 P.O. Box 371968  
 Pittsburgh, PA 15250-7968  
 Account No. EFL9006704  
 Tel: 954-726-1500 / Fax: 954-726-1200  
 Contact: Mr. Andrew Silber

**Global Interconnect Communications**  
 1001 Brickell Bay Drive, Ste. 1510  
 Miami, FL 33131  
 Tel: 305-377-3177 / Fax: 305-377-4077  
 Contact: Ms. Klonda K. Newell

**Walker and Associates**  
 P.O. Box 1029  
 Welcome, NC 27374-1029  
 Tel: 800-840-2259 / Fax: 800-822-1058  
 Contact: Ms. Terri Dotson

**Great American Leasing**  
 P.O. Box 10426  
 Des Moines, IA 50306-0426  
 Tel: 888-850-0065 / Fax: 800-234-7171  
 Contact: Ms. Marlys Welp

## **Heller Financial**

Department 70501  
P.O. Box 67000  
Detroit, MI 48267-0705  
Tel: 248-689-7000 / Fax: 800-771-4131  
Contact: Ms. Andrea Drouillard

## **Telecommunications Power Systems**

Randolph, NJ  
Relation Since: 1997  
Tel: 201-361-1312  
Fax: 201-361-1082

## **West Hills Lan Systems**

8943 Fullbright Avenue  
Chatsworth, CA 91311  
Tel: 800-367-5267 / Fax: 818-773-8932  
Contact: Mr. Bob V.

## **GE Transleasing**

570 Lake Cook Road  
Deerfield, IL 60015  
Contact: Drew Unger  
Relation Since: 1997  
Tel: 800-323-1180  
Fax: 847-940-3046

## **Granite Financial**

16100 Table Mountain Parkway, Suite A  
Golden, CO 80403  
Tel: 800-380-0359  
Fax: 800-380-0361

## **Dell Financial Services**

P.O. Box 99200  
Chicago, IL  
Tel: 800-955-3355  
Fax: 512-728-2269

## **Staples**

P.O. Box 30292, Dept. 82  
Salt Lake City, UT 84130-0292  
Tel: 800-767-1291 / Fax: 801-779-7425

## **Office Depot**

P.O. Box 30292  
Salt Lake, UT  
Tel: 800-729-7744  
Fax: 801-779-7425

## **ADS – The Power Resource Inc.**

2025 Royal Lane, Suite 370  
Dallas, TX 75229  
Tel: 972-484-0365

## **Advanced Info. Technologies – AIT**

150 Clove Road  
P.O. Box 401  
Little Falls, NJ 07424-0401  
Tel: 800-882-8684

## **Bombardier Capital, Inc.**

P.O. Box 13604  
Newark, NJ 07188-0604  
Tel: 800-895-8909

## **CDW Computer Centers, Inc.**

P.O. Box 75723  
Chicago, IL 60675-5723  
Tel: 800-913-4239 x 7055  
Contact: Mr. Connor Wnuck

## **Crystal Springs Water Co.**

P.O. Box 4115  
Carol Stream, IL 60197-4115  
Tel: 800-235-7873

## **CopyCo**

Deerfield Commerce Center  
1011 SW 30<sup>th</sup> Avenue  
Deerfield Beach, FL 33442  
Tel: 954-428-1300  
Contact: Gabriella Millares

## **Duratel, Inc.**

3927 SW 82 Avenue  
Miami, FL 33155  
Tel: 305-266-6600

## **Federal Express**

P.O. Box 1140  
Memphis, TN 38101-1140  
Tel: 800-622-1147

## **First Portland Corporation**

P.O. box 231029  
Portland, OR 97281-1029  
Tel: 503-684-3417

## **Insight**

P.O. Box 78269  
Phoenix, AZ 85062  
Tel: 800-467-4448  
Contact: Ashley Fyffe

## **Jensen Tools, Inc.**

P.O. Box 945527  
Atlanta, GA 30394-5527  
Tel: 602-968-6241

# InterCom Network, Inc.

**Lucent Technologies**  
P.O. Box 73587  
Chicago, IL 60673-7587  
Tel: 800-227-3251  
800-451-2100

**Micro Alliance**  
1384-A Poinsettia Avenue  
Vista, CA 92083  
Account No. 3058020  
Tel: 619-598-1900  
Contact: Robert L. Hunold

**Network Solutions, Inc.**  
P.O. Box 17305  
Baltimore, MD 21297-0525  
Tel: 888-771-3000

**Nu Data**  
7077 Collection Center Drive  
Chicago, IL 60693-0072  
Tel: 800-844-5757  
800-445-9679

**Office Max**  
Dept 58-3601189441  
P.O. Box 30292  
Salt Lake City, UT 84130-0292  
Tel: 800-767-1293

**Direct Guidance**  
525 Antioch Avenue  
Ft. Lauderdale, FL 33304  
Tel: 954-630-9571  
Contact: Sadler L. James

**Sprint Telecommunications**  
P.O. Box 2200

Bedford Park, IL 60499-2200  
Tel: 888-788-4727

**TCG Cerfnet**  
Business Advantage  
P.O. Box 514970  
Los Angeles, CA 90051-4970  
Tel: 888-237-3638

**Tech Data Corporation**  
P.O. Box 100248  
Atlanta, GA 30384-0248  
Tel: 800-237-8931

**Texaco**  
P.O. Box 9010  
Des Moines, IA 50368-9010  
Tel: 800-541-9878

**UniShippers Association**  
P.O. Box 520070  
Salt Lake City, UT 84152-0070  
Tel: 800-247-2676

**A&E Alarm & Electronics**  
13973 SW 140 Street  
Miami, FL 33186  
Contact: Alara E. Reeves  
Tel: 305-233-4567

**AT&T**  
Trade Centre South  
100 West Cypress Creek Road  
Fort Lauderdale, FL, 33309  
Tel: 800-222-1450/ 954-938-4685  
Contact: Mrs. Linda Latimer

## Client References

ABN AMRO Trust  
Air Aruba  
ABN-AMRO Bank  
ALM (Antilles Airlines)  
American Express Bank  
American Express Card Services  
Arthur Andersen Consulting  
Avensa Airlines  
Baan  
Bankers Trust  
BBDO  
British Airways  
Cabletron Systems  
Citibank  
Clover International  
Computer Associates  
Deloitte & Touche  
Diners Club

Eastern National Bank  
J.P. Morgan  
Kinetsu World Express  
KLM  
Louis Vuitton  
Mercedez Benz  
Merk, Sharp & Dohme  
NOKIA  
Oxford University Press  
Panalpina  
Sara Lee  
Schlumberger  
Seagrams  
SeaLand  
Sir Speedy  
Statoil  
TAP Air Portugal

## Other References

Dun & Bradstreet  
Duns Number: 87-992-8687  
History: Clear  
Financial Condition: Strong

Federal Tax ID Number: 65-0524827

**Management**

**Resumes**

# George Poincot

---

- Work experience**
- 1994 - InterCom Network, Miami, FL.  
**CEO / President**
- Founded InterCom Network, Inc.
  - Obtained SBA financing
  - Opened overseas offices to market all services
  - In charge of all marketing strategies
  - Designed sales strategies causing a 200 % sales growth in 1998
  - Negotiated all financing for the purchase of equipment
- 1990 - 1994 Atlantic Mariner, Corp. Caracas, Venezuela  
**President**
- Established a fully automated seafood processing line
  - Managed 18 trawlers and 300 acres of shrimp farming
  - Negotiated supply contracts with large foodservice distributors
  - Developed a processing method to extend the shelf life of whole prawns
- 1987 - 1990 Poincot Pesca, C.A. Maracaibo, Venezuela  
**General Manager**
- Built a sea side processing plant
  - First to export whole prawns from area to the European Market
  - Funded and Managed a fleet of 75 skiffs
  - Developed harvesting method for the local species of clams
- 1984 - 1987 Polinova, Srl. Caracas, Venezuela  
**Managing Director**
- Negotiated manufacturing contracts
  - First in market to offer a re-usable promotional LDPE bag
  - Responsible for all negotiations with local financial entities
  - Managed all exports to the Caribbean Basin
- 1983 - 1984 Banco Mercantil Caracas, Venezuela  
**Senior Credit Analyst**
- Developed and maintained relationships with 35 finance and insurance personnel
  - Managed over 1500 accounts
  - Monitored floor plan operations to ensure inventories were accurately audited and in compliance with policy.

Original Application

- Conducted monthly sales calls to build rapport and increase volume.
- Negotiated 60 percent of loan applications

1982 - 1983                      Laboratorios Fisa-Kapina      Caracas, Venezuela

**Marketing Trainee**

- Developed sales routes and created POS material for new products
- Managed over 600 retail accounts and 4 wholesale accounts
- Met and exceeded all sales quotas
- Advised on new marketing strategies for the launch of new products

**Education**

1975 - 1977                      MSOE                                      Milwaukee, Wis.

**Mechanical Engineering**

1977 - 1982                      Northeastern University              Boston, Mass.

**B.S. Mechanical Engineering**

1980 - 1982                      Boston University                      Boston, Mass.

**MBA Finance / Marketing (not completed)**

**Languages**

Spanish  
English  
French  
Italian

## Resume of Sadler L. James

Sadler L. James  
525 Antioch Avenue  
Ft. Lauderdale, FL 33304  
Tel: 954-630-9571  
Fax: 954-564-8906  
E-mail: [dirguide@bellsouth.net](mailto:dirguide@bellsouth.net)

### Qualification Highlights

- ◆ Specialize in startup/introduction and turn around, of telecommunications related product(s). Startup includes setup of all activities such as, creation and maintenance of budgets, personnel hiring/firing, product/program management, creation of engineering systems, record maintenance and management of staffs.
- ◆ Wide range of consulting experience in the areas of: creation of national direct marketing programs, hybrid public/private Wide Area Networks (WAN's) both national and International; Enterprise networks, Private Virtual Networks (PVN's), 800/900 services, call center operations and computer telephony interface to Management Information Systems (MIS). Familiar with working applications of protocols, i.e. Internet TCP/IP Version Four (4), HDLC frame formats, X.25 gateways to frame relay; X.75, WAN's using T1/T3, frame relay and ATM, and routers.
- ◆ While with NORTEL and NEC was always in direct contact with customers, and organized and personally delivered presentations and information. Matched presentation to multiple audiences, from upper level BOC/USTA management and operations/planners to private companies such as McDonnell Douglas, Boeing and General Motors. Extensive experience in preparing RFP's and engineering of products.
- ◆ Manager of DMS-100 Family Product Line and member of core team that developed and maintained business contracts/relationships with Bell Operating Companies (BOC's), major independents (Ind) and MCI during tenure with Northern Telecom Switching Systems Division, Research Triangle Park, North Carolina. Contributed to RFP's and engineering of responses.
- ◆ While Director, Product Management of Integrated Office Systems, Meridian SL-100 Division, Richardson, TX, Responsible for autoquote systems, engineering and response to customer RFP's, redefined Integrated Business Network (IBN) features sets and implemented switching systems in hybrid public/private PVN/WAN networks for McDonnell Douglas Aircraft, General Motors and Boeing among others. Deployed large scale Automatic Call Distributor (ACD) Systems in USAA Insurance.

### Professional Experience

**Vice President A-LEC/Carrier Services, InterCom Networks Jan99 to Present** - Duties include the startup of an Alternate Local Exchange Carrier (A-LEC) group to provide 10-10-XXXX, local telephone and Digital Subscriber Line (DSL) services, in addition to long distance.

**Consultant, Telecommunications Jan 1994 to Jan99**

Telecommunications Networks -- Consulted for various companies (references provided) on voice and data switching applications, protocols and vendor implementation of Switching Equipments, routers and gateways into International (Venezuela) and national (USA based in Miami) Wide Area Networks. Setups and Protocols investigated include; TCP/IP Version Four (4), X.25 gateways to Frame relay circuits, permanent virtual circuits (PCV) and frame relay in Bellsouth. Familiar with routers/switching in Nortel's Passport series, Cisco's 3600 and 4000 series, and Nuera F120 Frame Relay Access Device (FRAD) for data and voice compression.

Telecommunication/MIS Systems for Television Marketing Executive Producer of diet/weight loss products television Infomercial; (28:30) and spots (: 60 & :30)). Setup all related telecommunications and order taking systems, including 800 services, customer service order takers and scripts, MIS information systems, and product fulfillment and customer service. Produced corporate videotapes for investors. Copies of tapes available.

Consulted for nations largest Psychic Network, 'Psychic Readers Network and Quintel Corporation' -- Advised on 800/900 services working with West Interactive Services Corporation, Omaha, NE, and internal telecommunications and MIS networks. Provided 24x7 days a week services for over 6000+ psychics and millions of 800/900 minutes per month.

Executive Producer and Owner Talk Country Video Television Show -- Responsible for financial and day to day operation of country western television show in Dallas, TX. Part of cooperative education program with TCI Cable Access television studios and North Lake College, Irving, TX. Studied video, broadcast and multi-media technology courses. Ran live studio "B" and Talk Country Video television series programming 12 hours per week.

**NEC America Jun 1988 to March 1992**

Manager, NEAX-61E Product and Program Management for US and Puerto Rico  
Started with NEC as Senior Sales Engineer preparing RFP's and quotes for NEAX-61E central office switch. Helped sales force with introductions, on site presentations and product training to Puerto Rico Telephone, Cincinnati Bell and U. S. West, during NEC startup phase. Key member in preparation of Cincinnati Bell and U.S. West RFP's. After award of contracts was promoted to Manager, Product and Program Management for the US and Puerto Rico. Coordinated NEC America and NEC Japan information/technology transfers and spent some time in Japan. Responsible for NEAX-61E Central Offices RFP's content, market research, planning, organization, scheduling and monitoring of all quality and laboratory activities required to design, build, test and verify software/hardware product releases to US and Puerto Rico marketplaces. Also responsible for field-testing and introduction of first switches. Maintained three (3) field offices in

Cincinnati, Ohio, San Juan Puerto Rico and Minneapolis, MN. Implemented the SS7 program into Cincinnati Bell and integration of switching product into Puerto Rico Operations Support Systems. Interacted extensively with the planning and operations organizations of Cincinnati Bell and Puerto Rico Telephone.

**Northern Telecom Dec 1979 to July 1986**

Director, Product Management, IOS, Meridian SL-100, Richardson, TX

Managed 100+ people and budgets of \$18-20 million per quarter. Responsible for marketing auto quote systems, contents of RFP's, business applications group, department's budgets and deliverables from Bell Northern Research. Corrected a trouble program with McDonnell Douglas Aircraft Division in hybrid private (PVN/WAN) Network based on multi-city Meridian SL-100 Switches. Placed switches into other networks for General Motors and Boeing Aircraft and deployed large-scale ACD systems into USAA insurance.

Manager, DMS-100/200 Family, Central Office Switching, RTP, Raleigh, NC

Managed 14-16 people and budgets of \$3-5 million. Participated in setup and management of new product line department. Regularly created and presented product status and rollouts to upper management and customers. Responsible for accounting, tracking and reporting to senior management current status of all major software/hardware DMS family related projects. Participated in creation of corporate and local standards (1515 Series) for product introduction and helped setup MIS systems for budget, space planning, staffing and tracking of milestones with respect to deliverables and budgets.

Program Manager, DMS-100/200 New Peripherals Program

Managed US introduction of software/hardware, including identification, definition, design implementation, internal testing and field introduction. Chaired divisional reviews and represented US in Corporate/Canadian reviews. Part of team that qualified the DMS product with Bellcore and the BOC's. Prepared regular status information/presentations and delivered to BOC/USTA management.

Senior Product Marketing Specialist, BOC/USTA

Created marketing presentations for DMS-100 family and did presentations to BOC/USTA middle and upper level management. Participated in marketing blitz and traveling trade shows conducting live and captive switch demonstrations translations, maintenance and OSS capabilities of DMS-100. Participated in the Bellcore qualification process and helped create and deliver presentations to BOC/USTA planners and operations personnel, regarding the DMS product network and Operational support Systems (OSS) qualifications and short term/long range feature rollout plans.

Technical Training Instructor

Taught maintenance course for DMS-1 Subscriber Concentrator, DMS-10, and DMS-100/200 product lines. Taught Traffic Operator Positions Systems (TOPS) maintenance and Basic Telephony Courses. Participated in writing of DMS-100 courses and learned to organize and present information.

### **US Navy**

Vietnam era veteran, spending approximately 14 years active duty in various interior communications assignments aboard a destroyer, aircraft carrier, nuclear submarine (nuclear power plant operator), and Middle Eastern flagship.

Performed various independent duty including, Military Advisor and Assistance Group in country Iran. Shore duty as advanced electronics "C" school instructor, Norfolk, VA. Westinghouse qualified nuclear power plant engineer.

Mark R. Medina  
6865 Sunrise Terrace  
Coral Gables, FL 33133

Telephone: (305) 661-5395  
Facsimile: (305) 461-5857

Employment History

- Currently InterCom Network, Inc.  
Accounting Manager. Manage all accounting functions, including accounts payable, accounts receivable, payroll, state and federal taxes. Financial reporting and special reports requested by management.
- 1997 – 1999 ROMAC International  
Accountant on temporary assignment.
- 1997 Morrison, Brown, Argiz and Company, CPA's  
Staff Accountant. Performed all accounting functions, including state and federal taxes, periodic compilations and reporting for various clients.
- 1995 – 1996 Embassy Title Company  
General Accountant. Performed all operating accounting functions from bank reconciliation's and internal financial reporting too external regulatory reporting.
- 1993 – 1995 Chadderton, Gulisano and Company, P.A., CPA  
Staff Accountant. Performed all public staff functions; including auditing, preparation of individual and corporate, state and federal taxes, and compilations.
- 1992 – 1993 Biltmore Title Company  
General Accountant. Same as below
- 1990 – 1992 The Vincam Group, Inc.  
Assistant Controller. Prepared financial reports for management and external auditors. Managed receivable and payable functions, including cash management. Implemented controls and procedures for daily reporting, and worked on special projects as requested by management.
- 1990 Biltmore Title Company  
General Accountant. Same as below.
- 1989 – 1990 Southern Gourmet Products, Inc.  
Assistant Controller. Performed all accounting functions including; bank reconciliation's, receivables and payables, payroll, and state taxes.
- 1987 – 1989 Biltmore Title company  
General Accountant. Performed bank reconciliation's, escrow file reconciliation's, and monthly reporting to underwriters.

Education

- 1990 Bachelors of Arts in Accounting from Saint Thomas University

**Technical  
Resumes**

**Edwin S. Critz**

9881 E. Bay Harbor Drive, #3E  
Bay Harbor Islands, FL 33154  
(305) 865-6022

**EMPLOYMENT HISTORY:**

**InterCom Network, Inc. - Miami, Florida**

Chief Technology Officer - January 1998 to Present

Global facilities based telecommunications carrier.

- Responsible for all technological decisions
- Created the system software for the global access telecommunications system
- Designed and implemented the provisioning and billing software
- Designed the global packet switched data network

Environment: Unix C/C++, MS-Access, MS-SQL, Unix & NT

**Communication Sciences Group, Inc. - Miami, Florida**

Consultant - January 1997 to December 1997

Provider of telecommunication systems.

- Created a new carrier services department responsible for the migration of existing PC based telephony systems to the Excel programmable switching platform
- Designed and implemented a Voice Mail and Special Services telephony platform to integrate with Central Office telephone switches
- Responsible for building a complete telephony lab environment for the testing and deployment of CSGI's product line

Environment: Unix C/C++, MS-Access, MS-SQL, Unix & NT

**Direct Net Marketing, Inc. - Miami, Florida**

Consultant - January 1996 to December 1996

Provider of services to the direct marketing industry.

- Selected, purchased, installed and implemented Oracle Server, Oracle Designer 2000, and Oracle Developer 2000 on a Windows NT Server with workstations running Windows 95
- Temporary systems were created in MS-Access and MS-SQL and then migrated to the Oracle platform once it was operational
- Responsible for creating the specifications of services provided by outsourced telecommunications vendors and the implementation of these services

Environment: Oracle, MS-Access, MS-SQL, NT & Windows 95

**Gold Coast Media, Inc. - Miami, Florida**

Director Technical Operations - September 1995 to December 1995

Produces direct marketing television infomercials.

- Primary liaison between the MIS department and all other departments
- Coordinated all projects requiring resources from multiple departments
- Single point of contact for outside vendors and suppliers providing telecommunication services, telemarketing, and fulfillment
- Designed and created an automated system to track the vendors performance on a daily basis
- Performed unique and specialized analysis as requested by senior management

Sr. Systems Analyst - March 1995 to September 1995

- Lead systems analyst for the telemarketing operations
- Supervised three programmers responsible for a major upgrade and rewrite to the MS-Access based telemarketing system in preparation for a conversion to MS-SQL Server
- Integrated the MS-SQL server on a Compaq running NT into an existing Novell network
- Set up and configuration of a second MS-SQL server used by the development team to implement the conversion with a minimal effect to users

- Completed the Microsoft Official Curriculum course for "Systems Administration for Microsoft SQL Server for Windows NT" and several advanced MS-Access classes

Environment: MS-Access, MS-SQL Server, NT, Novell

**Future Vision - Fort Lauderdale, Florida**

Training and Support Manager - January 1994 to February 1995

Provided computer trading systems and training for the commodity trading industry.

- Responsible for all aspects of computer hardware and software purchasing, configuration and delivery to client
- Trained new clients in the use and maintenance of computerized trading stations in a classroom setting
- Created in-house support operations including automating all software upgrade procedures
- Set up and maintained an in-house Windows for Workgroups network
- Created a client lead tracking system using ACT

Environment: C/C++, Windows, DOS, Workgroups, ACT

**ProSource Distribution Services - Miami, Florida**

Systems Consultant - December 1993 to January 1994

Provided programming assistance for the continued development of a warehouse conveyor delivery system.

- Coded a program to process productivity information from Unix flat files downloaded from remote sites via a WAN into VAX RDB databases
- Developed additional menu selections and data screens for users to modify productivity information
- Created several reports for productivity reporting
- Modified several existing programs to provide additional capabilities

Environment: C, RDB/SQL, VAX DCL, Unix Script, VAX DEC-Net to EtherNet

**Virginia Pilot and Ledger Star - Virginia Beach, Virginia**

Systems Consultant - November 1992 to December 1993

Designed, coded and implemented the replacement of DEC PDP-8 computers running the mailroom's traymatic delivery system with a STD-80 controller commanded by a DEC microVAX.

- Used Ziatech STD-80 controller with direct I/O control of plant equipment
- Implemented STD-80 to/from microVAX high volume communications
- Provided real-time scheduling and prioritizing on the microVAX
- Utilized a proprietary windows library to develop the user interface on the microVAX

Environment: C and RDB/SQL on VAX under VMS; C/C++ on STD-80 ix86 controllers

**Compass Consultants Corporation - Yorktown, Virginia**

Manager of Computer Services - August 1991 to November 1992

Provided real-time systems integration and development services to the material handling industry as a DEC DAO and Allen Bradley Systems Integrator.

- Project manager and customer liaison for the development of an air cargo handling system
- Designed the software architecture for an air cargo handling system and a newspaper plant production system
- Coded a major portion of both projects
- Implemented VAX/SET as a development environment

Environment: C, RDB/SQL, and CDD on VAX under VMS with automatic application failover to a redundant CPU and interprocess network communications

**Tectonic Systems Incorporated - Virginia Beach, Virginia**

Manager/Owner - January 1984 to July 1991

Marketing and consulting company providing automation systems and support services to the business community.

- Developed and implemented a marketing concept for a locally developed system to fully automate all aspects of construction companies
- Integrated systems in a multiple vendor and operating system environment with on-demand and batch communications
- Provided a base of over fifty clients with maintenance, modification and support

Designed and managed the development and implementation of specialized automation facilities including:

- On-demand POS ticketing system with ride use traceability for an amusement park
- Route management and collection system for the vending and amusement machine industry utilizing field collection devices
- Freight forwarding facility which met the government's requirements for automatic labeling and traceability

Environment: Oracle, C, SQL, Foxbase, and several office automation packages on multiple minicomputer, super microcomputer and microcomputer platforms under Unix, VMS, Windows, DOS and multiple LAN's

**Heath/Zenith Computer Systems - Virginia Beach, Virginia**

Assistant Manager - December 1982 to December 1984

Retail outlet providing microcomputer and electronic sales and service.

- Responsible for the management of the sales team which went from forty-ninth to fourth out of sixty-four stores in overall sales
- Accountable for the profitability of the service department
- Initiated the first outside sales program

Environment: full library of languages and application on Heath/Zenith microcomputers under Unix, DOS and CPM

**EDUCATION:**

Old Dominion University, Computer Science; 1981 - 1983

Virginia Tech, Ocean Engineering; 1979 - 1981

**Brian M. Rapp**

11120 SW 124<sup>th</sup> Street  
Miami, FL 33176  
(305) 971-0544

**Hardware:** DEC VAX, DEC Alpha, IBM PC/Compatible.

**Operating Systems:** VAX/VMS, Unix, MS-DOS, Windows 3.x, Windows95, Windows NT.

**Languages:** C, SQL, PowerBuilder, Visual Basic.

**Databases:** Oracle, Rdb, SmartStar, SQL Server.

**Education:** B.S., Computer Science, Old Dominion University, December, 1987.  
Concentrations in Mathematics, Physics, and Music.

**Experience:** **ProSource Distribution Services**  
Coral Gables, Florida  
August, 1994 - Present

**Contract Programmer**

Have been ProSource's main resource for maintaining and enhancing both the back and front end pieces of their restaurant ordering and inventory system (ESS), and their electronic invoicing system (FSS) since December, 1994. ESS and FSS are both comprised of VAX/VMS backend systems with PC front ends. All VMS programming is done in DCL and VAX C utilizing SmartStar's SQL database engine for data manipulation. The ESS front end is a Clipper application while the FSS PC application was developed in PowerBuilder. ESS is used by over 3,000 restaurants throughout the United States while FSS supports about 50 franchisee offices.

Currently involved in a project to convert FSS to PowerBuilder 5.0 to run under Windows95 and Windows NT.

Designed and implemented changes to ESS offline to allow its use by Burger King corporate-owned restaurants. Previous version did not support BKC's special inventory requirements.

Designed, implemented, deployed, and currently maintain ProSource's customer management system. This system is used to track customer calls through to resolution and to provide feedback to distribution center management allowing them to identify problem trends.

**IDAB Incorporated**

Hialeah, Florida  
March, 1993 - April, 1994

**Software Engineer**

Designed and developed real-time control software in C on DEC VAX and Alpha platforms under VMS for automated guided vehicle (AGV) systems. Traveled to job sites in Stockholm and Malmö, Sweden for system startup and acceptance. Provided customer support for installed systems. Programming duties involved heavy use of Oracle embedded SQL code.

Designed, developed, and implemented a proprietary asynchronous communication protocol to be used as the company standard for communication between all IDAB products. Used this protocol to develop software to interface with the IDAB Roll Preparation Station.

**Compass Consultants Corporation**

Grafton, Virginia

December, 1988 - December, 1992

**Senior Programmer/Analyst**

Designed and developed real-time control systems for material handling applications in C on DEC VAX under VMS and IBM PC under MS-DOS. Supervised programmers in development of applications. Traveled to job sites for system startup and test. Provided customer support for installed systems. Served as VAX System Manager.

Designed, developed, and implemented an MS-DOS based Automated Storage and Retrieval System (AS/RS) controller in C. This system communicates with two storage and retrieval machines (S/RMs) and a barcode system to manage the storage and delivery of pallets of fruit juices. System features pseudo multi-tasking, interrupt driven serial communication, a B-Tree database system, and advanced machine scheduling algorithms all written from scratch.

Leader of team which designed and implemented an AS/RS control system retrofit in C on dual VAXes running VMS for a major international air cargo carrier. This system controls five S/RMs, three Optomux panels, nine user terminals, and five printers. Designed a hot backup service for providing automatic error detection and failover, a general purpose, multi-user database manager, a menu driven user interface featuring real-time screen updates, and a system message generator for logging system events to audit trail printers and user terminals.

Member of team which designed and implemented a control system retrofit for a medium-sized newspaper mailroom in C on dual VAXes running VMS. Used Rdb SQL modules for all data management requirements. Designed and developed a report generator to drive all report printers, a library of window routine, menu driven user interface based on the window library.

**Munck Automation Technology**

Hampton, Virginia.

October, 1987 - December, 1988

**Programmer**

Developed software to control automated stacker cranes built by Munck in C on PDP-11 and VAX platforms. Wrote programs in BASIC to exercise and test new cranes upon installation. Traveled to customer sites for system startup and test.

Member of team which implemented an AS/RS control system for a major producer of aluminum products.

**SOFIYA Y. KOTIK**

8700 SW 133 Ave. Rd. #218  
Miami, FL 33183

Phone: (305) 385-8040  
E-Mail: kot@icnw.com

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**Objective:**        **COMPUTER ANALYST, COMPUTER PROGRAMMER**

**Computer Skills:**

*Programming Languages:*    Visual Basic 5.0, C, PL/1, Pascal, Fortran, Ada  
*Application Programs:*        MS Access, MS Excel, MS Word, MS Publisher,  
   MS Power Point, Word Perfect, Lotus 1-2-3, Internet

**Experience:**        *InterCom Network, Inc., Miami, FL, USA*  
09/98 – Present    **APPLICATION PROGRAMMER**

- Developing Internet software for InterCom Network e-commerce system.

09/92 – 09/98        *Miami Dade Community College, Kendall Campus, Miami, FL, USA*  
**INSTRUCTOR**

- Lecturing Microsoft Office 97 (The Microcomputer Institute)  
  Developed lectures, handouts, homework, tests and examinations. Solely responsible for lecturing and grading.
- Lecturing Russian Language (Language Center).

10/95 – 11/96        *Aurora Advertising, Inc, Miami, FL, USA*  
**CONSULTANT**

- Developed Access databases for the company and helped with its operation.
- Provided technical support and expertise for all company system software needs.

08/65 – 10/90        *Computer Research Institute, AllUnion Translation Center, Minsk, Belarus*  
**COMPUTER ANALYST, TECHNICAL WRITER**

- Designed and implemented components of translators from Fortran (input/output library) and Ada (phase of optimization) for Russian computers compatible with IBM Mainframes.
- Designed and developed components "Autograph" and "Autotest" of Automatic Programming System "Rhythm", performed automatic analysis and testing for different phases of the software development cycle.
- Developed supporting documentation for the users. Published several articles in Russian scientific magazines, the author of the book "Fortran ES EVM", Moscow, Statistika, 1978, 1985 (Two editions, joint authorship).
- Performed scientific research and analysis of American, British and French computer periodicals

09/83 – 06/88        *Byelorussian State University, Minsk, Belarus*  
**LECTURE**

- Lectured programming languages Fortran and PL/1

**Education:**        *Byelorussian State University, Minsk and Belarus*  
**BS – MATHEMATICS**

*Foreign Language Institute, Minsk, Belarus*  
**TECHNICAL TRANSLATOR**

*Miami Dade Community College, Miami, FL*  
**Intermediate and Advanced Visual Basic 5.0**

**Foreign Languages:**    Russian, Byelorussian, Ukrainian, French, Polish

**References:**        Available upon request

INTERCOM NETWORK, INC.

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Application fee for

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INTERCOM NETWORK, INC.  
1150 N.W. 72 AVENUE, SUITE 455  
MIAMI, FL 33126

12053

PAY Two Hundred Fifty and 0/100 Dollars

TO THE ORDER OF Florida Public Service Comm.

DATE

AMOUNT

Jul 16, 1999

\$250.00



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