

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

**DIVISION OF COMMUNICATIONS  
BUREAU OF SERVICE EVALUATION**

**APPLICATION FORM  
for  
AUTHORITY TO PROVIDE  
INTEREXCHANGE TELECOMMUNICATIONS SERVICE  
WITHIN THE STATE OF FLORIDA**

991543-TI

**Instructions**

A. This form is used for an original application for a certificate and for approval of sale, assignment or transfer of an existing certificate. In case of a sale, assignment or transfer, the information provided shall be for the purchaser, assignee or transferee (See Appendix A).

B. Respond to each item requested in the application and appendices. If an item is not applicable, please explain why.

C. Use a separate sheet for each answer which will not fit the allotted space.

D. If you have questions about completing the form, contact:

**Florida Public Service Commission  
Division of Communications  
Bureau of Service Evaluation  
2540 Shumard Oak Blvd., Gerald Gunter Building  
Tallahassee, Florida 32399-0850  
(850) 413-6600**

E. 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 Administration  
2540 Shumard Oak Blvd., Gerald Gunter Building  
Tallahassee, Florida 32399-0850  
(850) 413-6251**

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

Initials of person who forwarded check:

                    

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

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

**Original Authority (New company).**

**Approval of Transfer (To another certificated company).**

**Approval of Assignment of existing certificate (To an uncertificated company).**

**Approval for transfer of control (To another certificated company).**

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

United Technological Systems, Inc,

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

Uni-Tel

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

8111 LBJ Freeway, Suite 1100  
Dallas, Texas 75231

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

None

7. Structure of organization; check which applies.

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

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

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

(b) Indicate if the individual or any of the partners have previously been:

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

*NONE*

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

*NONE*

9. If incorporated, please give:

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

Corporate charter number: F99000002414

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

CSC

Tallahassee, FL

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

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

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

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

(2) officer, director, partner or stockholder in any other Florida certificated telephone company. If yes, give name of company and relationship. If no longer associated with company, give reason why not. - None

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

- (a) The application; Angell & Associates, LLP  
Mark J. Angell - Partner  
1075 Rosewood Drive  
Grapevine, Texas 76051  
(v) 817-329-7424  
(f) 817-421-4789
- (b) Official Point of Contact for the ongoing operations of the company;  
  
S.K. Mohan, President  
8111 LBJ Freeway, Suite 1100  
Dallas, Texas 75231  
(v) 972-690-5654  
(f) 972- 690-4666
- (c) Tariff; Angell & Associates, LLP  
Mark J. Angell - Partner  
1075 Rosewood Drive  
Grapevine, Texas 76051  
(v) 817-329-7424  
(f) 817-421-4789
- (d) Complaints/Inquiries from customers;  
  
Pravin Kurishingal, VP Operations  
8111 LBJ Freeway, Suite 1100  
Dallas, Texas 75231  
(v) 972-690-5654  
(f) 972-690-4666

11. List the states in which the applicant:

- (a) Has operated as an interexchange carrier. Texas
- (b) Has applications pending to be certificated as an interexchange carrier. New York, California, Illinois and Washington
- (c) Is certificated to operate as an interexchange carrier. - None

- (d) Has been denied authority to operate as an interexchange carrier and the circumstances involved. - None
- (e) Has had regulatory penalties imposed for violations of telecommunications statutes and the circumstances involved. - None
- (f) Has been involved in civil court proceedings with an interexchange carrier, local exchange company or other telecommunications entity, and the circumstances involved. - None

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

- Facilities.
- Billing and Collection.
- Maintenance.
- Other: *Remarketing of its underlying carriers' services.*
- Operators.
- Sales.

13. Do you have a marketing program? - Yes

Uni-Tel will utilize independent sales representatives

14. Will your marketing program:

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

15. Explain any of the offers checked in question 14 (To whom, what amount, type of franchise, etc.). The Commissions paid are based on dollar volume billed each month by the independent agents billed and collected volume. The Commissions are as follows: 2% 0-\$50,000.00, 2.5% \$50,001.00 to \$100,000.00, 3% \$100,001.00 to \$300,000.00, 3.5% \$300,001.00 to \$500,000.00 and 4% \$500,001.00+

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

Residential customers.

Business customers.

PATS providers.

PATS station end-users.

Hotels & motels.

Hotel & motel guests.

Universities.

Univ. dormitory residents.

Other: (specify)

17. Please provide the following (if applicable):

(a) Will the name of your company appear on the bill for your services, and if not who will the billed party contact to ask questions about the bill (provide name and phone number) and how is this information provided? Yes.  
Questions will be directed to Uni-Tel via 800 service

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

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

A. Financial capability. - See attached



Regarding the showing of financial capability, the following applies:  
The application should contain the applicant's financial statements for the most recent 3 years, including:

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

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

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

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

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

- B. Managerial capability. - See Attached
- C. Technical capability. - See Attached

19. Please submit the proposed tariff under which the company plans to begin operation. Use the format required by Commission Rule 25-24.485 (example enclosed).

20. The applicant will provide the following interexchange carrier services ~ (Check all that apply):

**MTS with distance sensitive per minute rates**

Method of access is FGA

Method of access is FGB

Method of access is FGD

Method of access is 800

**MTS with route specific rates per minute**

Method of access is FGA

Method of access is FGB

Method of access is FGD

Method of access is 800

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

Method of access is FGA

Method of access is FGB

Method of access is FGD

Method of access is 800

**MTS for pay telephone service providers**

**800 Service (Toll free)**

**WATS type service (Bulk or volume discount)**

Method of access is via dedicated facilities

Method of access is via switched facilities

**Private Line services (Channel Services)**

(For ex. 1.544 mbs., DS-3, etc.)

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

**900 service**

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

**Services included are:**

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

21. **What does the end user dial for each of the interexchange carrier services that were checked in services included (above). 1010XXX**

22. **Other:**

**Question 18**

**Financial Capability**

**Managerial Capability**

**Technical Capability**

## RESUME' OF KEY PERSONNEL

Mr. S.K. Mohan is President of Uni-Tel. Mr. S.K. Mohan founded several companies which pioneered operator service programs to thousands of payphone and hotel owner/operators throughout the United States; the companies later expanded to resell one-plus services based on contractual agreements he directly negotiated with regional and national carriers. Additionally, Mr. Mohan developed an extensive technical support network to service PABX and other equipment needs for his clients. Current services include 1 plus international dialing and 24 hour customer service through local and 800 access numbers. Additional value-added platforms are in development. Mr. S.K. Mohan has thirteen years of experience in telecommunications.

Mr. Pravin Kurishungal is Vice President of Operations. Mr. Pravin Kurishungal has extensive experience in Credit Management, Software Development and Network Engineering; he has pioneered the development of customer service and billing software for national and international telecommunications networks for the past six years. He is responsible for the establishment and oversight of Uni-Tel's International Customer Service departments and for technical implementation of Uni-Tel's domestic and international network operations. He is currently involved in the production of Uni-tel's new value-added service programs. Mr. Kurishungal has five years experience in telecommunications.

Mr. Bruce M. Beal is Vice President Marketing. Mr. Beal has specialized in the hospitality industry and in the development of ethnic marketing programs domestically and internationally for the past twenty-five years. He has founded several companies and educational/marketing institutions in the United States, India, the CIS, and Central America. He was CEO of a nationwide hospitality corporation for three years prior to coming with Uni-Tel. He has developed an international customer base and international distribution network for Uni-Tel over the past five years; he also oversees a national direct sales force. He is currently involved in production development for a new value-added services program. Mr. Beal has been with Mr. Mohan for all thirteen years of his telecommunications experience.

Mr. John C. Clessler is Vice President. of Sales and Marketing. Mr. Clessler, a degreed commercial artist, has created and designed award-winning products and advertising campaigns domestically and internationally for the past twenty years. Mr. Clessler has been the director of finance for several major international corporations and the creative director for the national marketing arm of a global non-profit organization which have appeared on National television and in many prestigious national and international publications. He has also developed the complete line of Uni-Tel products and brochures for the past five years. Mr. Clessler has been with Mr. Mohan for all thirteen years of his telecommunications experience.

Dr. V. Vidyala is Director of International Network Engineering. Dr. Vidyala is a highly published Laser Physicist who emigrated from his native India to design and implement Uni-Tel's international fibre-optics network. He is involved in every level of network function on a daily basis, from software design to reporting and feedback mechanisms for the technical, marketing, and financial divisions of Uni-Tel. He is also intimately involved in the development and refinement of the most recent technologies in the telecommunications field to facilitate the rapid growth and distribution of value-added service programs. Dr. Vidyala has two years telecommunications experience.

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

1. **REGULATORY ASSESSMENT FEE:** I understand that all telephone companies must pay a regulatory assessment fee in the amount of .15 of one percent of its gross operating revenue derived from intrastate business. Regardless of the gross operating revenue of a company, a minimum annual assessment fee of \$50 is required.
2. **GROSS RECEIPTS TAX:** I understand that all telephone companies must pay a gross receipts tax of two and one-half percent on all intra and interstate business.
3. **SALES TAX:** I understand that a seven percent sales tax must be paid on intra and interstate revenues.
4. **APPLICATION FEE:** A non-refundable application fee of \$250.00 must be submitted with the application.
5. **RECEIPT AND UNDERSTANDING OF RULES:** I acknowledge receipt and understanding of the Florida Public Service Commission's Rules and Orders relating to my provision of interexchange telephone service in Florida. I also understand that it is my responsibility to comply with all current and future Commission requirements regarding interexchange service.
6. **ACCURACY OF APPLICATION:** By my signature below, I the undersigned owner or officer of the named utility in the application, attest to the accuracy of the information contained in this application and associated attachments. I have read the foregoing and declare that to the best of my knowledge and belief, the information is a true and correct statement. Further, I am aware that pursuant to Chapter 837.06, Florida Statutes, "Whoever knowingly makes a false statement in writing with the intent to mislead a public servant in the performance of his official duty shall be guilty of a misdemeanor of the second degree, punishable as provided in s. 775.082 and s. 775.083".

**UTILITY OFFICIAL:**

S. K. Mahan  
Signature  
President  
Title

10-1-99  
Date  
972-690-5274  
Telephone No.

**..APPENDIX A..**

**CERTIFICATE TRANSFER STATEMENT**

**I, (TYPE NAME)** \_\_\_\_\_

**(TITLE)** \_\_\_\_\_,

**of (NAME OF COMPANY)** \_\_\_\_\_

\_\_\_\_\_, and current holder of certificate number \_\_\_\_\_,

have reviewed this application and join in the petitioner's request for a transfer of the above-mention certificate.

**UTILITY OFFICAL:**

\_\_\_\_\_  
**Signature**

\_\_\_\_\_  
**Date**

\_\_\_\_\_  
**Title**

\_\_\_\_\_  
**Telephone No.**

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

**CUSTOMER DEPOSITS AND ADVANCE PAYMENTS**

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

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

**UTILITY OFFICIAL:**

S.K. Mahan  
Signature

10-1-99  
Date

President  
Title

972-690-0257  
Telephone No.



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

**INTRASTATE NETWORK**

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

1) 2)

3) 4)

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

1) 2)

3) 4)

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

**POP-to-POP                      TYPE                      OWNERSHIP**

1)

2)

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

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

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

a) What services have been provided and when did these services begin?

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

UTILITY OFFICIAL:

J.K. Mohan  
Signature

10-1-98  
Date

President  
Title

972-690-5654  
Telephone No.  
Date

**\*\*APPENDIX D\*\***

**FLORIDA TELEPHONE EXCHANGES**

**AND**

**EAS ROUTES**

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

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

**\*\* FLORIDA EAS FOR MAJOR EXCHANGES \*\***

<u>Extended Service Area</u>	<u>With</u>	<u>These Exchnages</u>
PENSACOLA:		Cantonment, Gulf Breeze Pace, Milton Holley-Navarre.
PANAMA CITY:		Lynn Haven, Panama City Beach, Youngstown-Fountain and Tyndall AFB.
TALLAHASSEE:		Crawfordville, Havana, Monticello, Panacea, Sopchoppy and St. Marks.
JACKSONVILLE:		Baldwin, Ft. George, Jacksonville Beach, Callahan, Maxville, Middleburg, Orange Park, Ponte Vedra and Julington.
GAINESVILLE:		Alachua, Archer, Brooker, Hawthorne, High Springs, Melrose, Micanopy, Newberry and Waldo.