

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

ORIGINAL

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

NETONE INTERNATIONAL, INC.
3501 QUADRANGLE BLVD., SUITE 355
ORLANDO, FL 32817

THE HUNTINGTON NATIONAL BANK
OF FLORIDA
MAITLAND, FL
63-1269/631

1174

12/23/1999

PAY TO THE ORDER OF Florida Public Service Commission

\$ **250.00

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

Florida Public Service Commission

DOLLARS
Security features included.
Details on back.



MEMO _____

⑈001174⑈

APPLICATION

1. This is an application for (check one):
- Original certificate** (new company).
 - Approval of transfer of existing certificate:** Example, a non-certificated company purchases an existing company and desires to retain the original certificate of authority.
 - Approval of assignment of existing certificate:** Example, a certificated company purchases an existing company and desires to retain the certificate of authority of that company.
 - Approval of transfer of control:** Example, a company purchases 51% of a certificated company. The Commission must approve the new controlling entity.

2. Name of company:

Net One International, Inc.

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

Net One International, Inc.

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

120 University Park Drive, Suite 150, Winter Park, FL 32792

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

120 University Park Drive, Suite 150, Winter Park, FL 32792

6. Structure of organization:

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

7. **If individual**, provide:

Name: Not applicable

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:**

Not applicable

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

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

F97000003336

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:**

Not applicable

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

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

Not applicable

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

Not applicable

Name: _____

Title: _____

Address: _____

City/State/Zip: _____

Telephone No.: _____ Fax No.: _____

Internet E-Mail Address: _____

Internet Website Address: _____

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

(a) **The Florida registration number:** Not applicable

14. Provide **F.E.I. Number**(if applicable): 59-3448503

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

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

No.

(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.

No.

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

(a) The application:

Name: Lance Steinhart, Esq.

Title: Regulatory Counsel

Address: 6455 East Johns Crossing

City/State/Zip: Atlanta, Georgia 30097

Telephone No.: 770/232-9200 Fax No.: 770/232-9208

Internet E-Mail Address: lsteinhart@tcsteam.com

Internet Website Address: _____

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

Name: Dennis Veccia

Title: Secretary

Address: 120 University Park Drive, Suite 150

City/State/Zip: Winter Park, FL 32792

Telephone No.: 407-679-5466 Fax No.: 407-678-0361

Internet E-Mail Address: dennisveccia@netoneint.com

Internet Website Address: www.netoneint.com

(c) Complaints/Inquiries from customers:

Name: Dennis Veccia

Title: Secretary

Address: 120 University Avenue, Suite 150

City/State/Zip: Winter Park, FL 32792

Telephone No.: 407-679-5455 Fax No.: 407-678-0361

Internet E-Mail Address: dennisveccia@netoneint.com

Internet Website Address: www.netoneint.com

17. List the states in which the applicant:

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

None.

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

None.

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

None.

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

None.

- (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.

18. Submit the following:

A. Financial capability.

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

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

1. the balance sheet;
2. income statement; and
3. statement of retained earnings.

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

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

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

**** APPLICANT ACKNOWLEDGMENT STATEMENT ****

1. **REGULATORY ASSESSMENT FEE:** I understand that all telephone companies must pay a regulatory assessment fee in the amount of .15 of one percent of gross operating revenue derived from intrastate business. Regardless of the gross operating revenue of a company, a minimum annual assessment fee of \$50 is required.
2. **GROSS RECEIPTS TAX:** I understand that all telephone companies must pay a gross receipts tax of two and one-half percent on all intra and interstate business.
3. **SALES TAX:** I understand that a seven percent sales tax must be paid on intra and interstate revenues.
4. **APPLICATION FEE:** I understand that a non-refundable application fee of \$250.00 must be submitted with the application.

UTILITY OFFICIAL:

<u><i>Dennis Veccia</i></u>	<u>12/21/99</u>
Signature	Date
<u>Dennis Veccia, Secretary</u>	<u>407-679-5455</u>
Title	Telephone No.
Address: <u>120 University Park Drive</u>	<u>407-678-0361</u>
<u>Suite 150, Winter Park, FL 32792</u>	Fax No.

ATTACHMENTS:

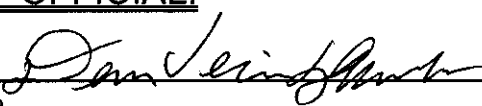
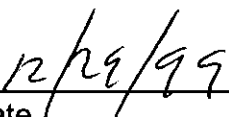
- A - CERTIFICATE SALE, TRANSFER, OR ASSIGNMENT STATEMENT
- B - INTRASTATE NETWORK
- C - AFFIDAVIT

AFFIDAVIT

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

Further, I am aware that, pursuant to Chapter 837.06, Florida Statutes, "Whoever knowingly makes a false statement in writing with the intent to mislead a public servant in the performance of his official duty shall be guilty of a misdemeanor of the second degree, punishable as provided in s. 775.082 and s. 775.083."

UTILITY OFFICIAL:

Signature		Date	
Dennis Veccia, Secretary		407-679-5455	
Title		Telephone No.	
Address: 120 University Park Drive		407-678-0361	
Suite 150, Winter Park, FL 32792		Fax No.	

LIST OF ATTACHMENTS

FINANCIAL INFORMATION

MANAGEMENT INFORMATION

STATEMENT OF FINANCIAL CAPABILITY

FINANCIAL INFORMATION

Net One International, Inc.
Balance Sheet
December 31, 1999

Assets

Current Assets

Cash in banks & equivalents - see note	\$ 54,449
Accounts receivable	1,155,698
Total Current Assets	<u>1,210,147</u>

Fixed assets

Cost less Accumulated Depreciation	60,235
------------------------------------	--------

Other Assets

Deposits	4,494
Prepaid Expenses	-
Investments	-
Total Assets	<u>\$ 1,274,876</u>

Liabilities & Equity

Liabilities

Accounts payable	<u>\$ 1,181,056</u>
Long Term Liabilities	42,459

Equity

Common stock	100
Additional paid in capital	637,528
Accumulated earnings	<u>(586,267)</u>
Total Equity	51,361

Total Liabilities & Equity	<u>\$ 1,274,876</u>
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Net One International, Inc.
Income Statement
For the Period Ended December 31, 1999

Revenue:		
Revenue - net		<u>\$ -</u>
Expenses		
Accounting	1,685	
Advertising	954	
Auto expenses	2,706	
Bank charges	158	
Charity	30	
Creative	553	
Computer Expense	1,903	
Conventions	9,541	
Copiers	1,131	
Depreciation	60	
Dues & Subscriptions	3,351	
Insurance	1,784	
Lease & rent	33,724	
Legal & professional	168,373	
Licences & permits	8,608	
Meals & Entertainment	1,867	
Miscellaneous	656	
Moving Expenses	600	
Office expenses	8,030	
Pagers	19	
Payroll	147,594	
Payroll taxes	8,526	
Postage	2,636	
Printing	640	
Recruiting	15,333	
Repairs & maintenance	276	
Supplies office	1,282	
Taxes - other	4,450	
Telephones	10,345	
Travel	43,847	
Utilities	122	
Water	45	
		<u>480,829</u>
Net Profit from Operations		(480,829)
Interest		842
Plus: Allocation Management Fees		104,018
Net income		<u><u>\$ (585,689)</u></u>

MANAGEMENT INFORMATION

AMMAR CHARANI
120 University Park Drive Suite 150
Winter Park, FL 32792
(407) 679-5455

PROFESSIONAL EXPERIENCE

1994-Present

CEO & Founder, International Community Marketing

Directing growth and achievement of this 250 employee marketing company with two telemarketing calling centers and partnerships with nearly 100 non-profit ethnic, relief, educational and religious associations. Presently overseeing all financial, contractual, executive and marketing functions of this expanding operation, including maintaining solid business relationship with AT&T as an independent marketing agent for residential long distance service.

1992-Present

CEO & Founder, MEF Marketing, Inc.

Began this one-man marketing venture out of my own home, to begin generating funds for a network various ethnic and religious non-profit associations, by selling residential long distance and returning a portion of the members' usage to their designated organization. Today this marketing operation generates funds for approximately 900 non-profit ethnic, religious, educational, relief and cultural groups throughout the United States. Since its inception, the long distance marketing efforts of this company have resulted in nearly \$4 million of funding being contributed to these non-profit associations.

1988-1991

Owner, Modern Designs International

Imported leather and suede textiles for wholesale in the United States. Responsible for purchasing, shipping, pricing, marketing and distribution of an extensive line of leather and suede apparel and accessories to retail agencies throughout the country.

EDUCATION

Bachelor of Science, Engineering, 1987
University of Central Florida

**PROFESSIONAL
AFFILIATIONS**

Member, American Telemarketing Association
Member, Telecommunications Resellers Association
Member, Direct Marketing Association
Member, Better Business Bureau
Member, Central Florida Chamber of Commerce

LAWRENCE R. ZINGALE
(LANCE)
Specialized Markets - Vice President
300 Atrium Drive, Room 3W112
Somerset, New Jersey 08873
(W) 908-805-5700 (H) 908-781-1706

Demonstrated delivery of successful results and upward leadership progression over seventeen years, with experiences in sales, product management, marketing and large team leadership; have prepared me to lead a business unit or geographic region for a company in the telecommunications industry.

WORK EXPERIENCE AT&T

1/96 - Present Specialized Markets Vice President

* Responsibilities include:

- Managing and growing AT&T's resale/ wholesale business beyond its current \$500 million base.
- Building a sales, marketing and customer care organization to support AT&T's growth in this market.
- Developing a three year business plan and execution strategy for improving AT&T's position in the resale market.

- * During the first year in the job, surpassed the business plan targets, growing revenue by 7% after 3 years of average 20% annual declines.

11/93 - 1/96 Director - Global Services Marketing, Business Communications Services

* Responsibilities included:

- Creating and executing the domestic and international marketing programs and distribution strategy targeted at the largest 2000 U.S. business customers, generating several billion dollars of AT&T network revenue.
- Managing a direct organizational budget of \$80 million.
- Leading and supporting a team of 600 employees.
- Playing the role of interface and bridge between the product development team, the sales force and the customers.

- * Built and executed marketing programs which helped assure that Global Services achieve its '94 and '95 financial commitments as well as hold Domestic Long Distance market share in the segment.
- * Designed the structure of the marketing organization and throughout '94 built the leadership team. This involved transitioning a number of individual to other positions in AT&T, as well as recruiting people from inside and outside AT&T.

7/90 - 11/93

Product Group Director - Middle Markets Family of Services/Business Communication Services (Business Markets)

- * Responsibilities included:
 - Managing the profit and loss of the Middle Markets \$1 billion business, as well as life cycle managing the individual products targeted at mid-sized customers.
 - Leading the cross functional product teams (customer care, bids management, development, billing, sales etc.)
 - Forecasting market share and building annual and multi-year business plans.
- * Led the Product Management team that developed and introduced the successful "UniPlan" product to the marketplace. In its first 9 months on the market it captured over \$200M of new revenue and gained AT&T 3 share points in the Middle Market customer base.
- * Developed the initial Business Long Distance strategy for the resale market and directed the development and introduction of the first AT&T resale offer, Distributed Network Service (DNS).
- * Created and executed the strategy for the re-launch of the Megacom Family of Services in June 1992.
- * Increased Megacom's ROS from 2% to 17% ('92 vs. '91) and raised customer satisfaction through various process improvements. The success of this 18 month effort resulted in the Megacom team receiving the 1992 AT&T BCS Business Achievement Quality Award.

10/88 - 7/90

General Operations Manager - Network Services Division

- * Responsibilities included:
 - Managing the network operations function for the

New Jersey/Eastern PA area.

- Directing over 150 communications technicians and their supervisory organization.
- Successfully implementing and operating various Tariff-12 Network Management Centers, such as Unisys and GE. In the case of GE, reversed a deteriorating relationship with the customer and gained several million dollars in new business for AT&T.

3/87 - 10/88

Branch Manager - General Business Markets

* Responsibilities included:

- All sales efforts to the Small Markets accounts in New Jersey whose total AT&T billing was over \$250 million annually.
- The billing and account management functions that supported all accounts in New Jersey.
- Leading an organization of 300 customer sales and service representatives and their management team.

* Recognized as General Business Markets, Eastern Region, Branch Manager of the Year for 1987.

* Received one of two National Awards for Cross Business Unit Sales Results in 1988.

2/80 - 3/87

Sales and Sales Management Experiences

- * 7/86 - 4/87 Sales Manager - White Plains, NY.
- * 1/84 - 7/86 National Account Manager - Parsippany, NJ.
- * 7/82 - 1/84 Staff Manager - Executive Assistant to a Sales Vice President.
- * 2/80 - 7/82 Account Executive - Pittsburgh, PA.

EDUCATION

Lehigh University, Bethlehem, PA
M.B.A. - Marketing, 1980

Allegheny College, Meadville, PA
B.A. Economics/Political Science 1977

INSEAD Advanced Management Program, Fontainebleau
France - June and July '96

PERSONAL

Married, 2 children

RESUME ADDENDUM

LAWRENCE R. ZINGALE
(LANCE)
President
International Charity Network
120 University Park Drive
Suite 150
Winter Park, Florida 32792
(W) 407-679-5455 (H) 908-781-1706

WORK EXPERIENCE

6/97-Present

President, International Charity Network, Inc.

DENNIS P. VECCIA

2037 Grand Brook Circle
Orlando, FL 32810

Home: (407) 875-1297

SUMMARY

Chief Financial Officer and Administrative Executive with extensive line and staff experience and progressively greater leadership responsibilities. Achieved cost savings, implemented computer systems and internal controls, managed multiple functions and interacted with senior management, both internationally and domestically.

- Financial Reporting & Analysis
- Budgeting & Performance Reviews
- Computer Systems
- Cash Control & Projections
- Treasury Management
- Long Range Forecasting
- Profit Improvement
- Cost Control
- Procedures Management
- Employee Benefits Specialist

EXPERIENCE

CRUISES ONLY, INC., ORLANDO, FL

1996

Specialty Retail and Wholesale Marketer of Cruise and Vacation Packages

Financial Controller

Responsible for all financial and MIS functions including internal and external financial statements, client billing, collections, record maintenance, cash controls and travel provider payments and reconciliations.

- Established functional reporting for all financial departments.
- Implemented plan and brought external and internal financial statements current.
- Built system of internal controls improving quality and volume of work loads.
- Relocated and re-established department after two floods keeping day to day activity current.

TUITION MANAGEMENT SYSTEMS, INC., Newport, RI

1994 - 1995

Management of Tuition Payment Plans for Colleges and Universities

Vice President - Finance and Administration and Chief Financial Officer

Oversee all financial activities and internal operations. Responsible for Cash Management and Investments, Human Resources, Client Services, MIS, Mailing & Direct Response activities and Financial Statement reviews.

- Established functional reporting for all Operating departments.
- Developed strategies investing over \$500 Million annualized to maximize income while maintaining portfolio principal.
- Established and Issued Employee Manual formalizing company policies.
- Reported to President & Board of Directors and Member of Finance Committee.
- Liaised with construction company successfully expanding and moving offices.
- Initiated weekly managers meetings to facilitate communications between departments.
- Found over \$100,000 lost monies redoing bank reconciliations for past year.

THE DIRECT MARKETING GROUP, INC., Farmingdale, NY

1983 - 1994

Direct Response, Telemarketing and Mail Production Advertising Agency

Chief Financial Officer

Direct all financial activities including subsidiary and foreign accounting. Handle external and internal financial reporting and commentary, performance reviews, accounts receivable, payables, payroll, insurance, taxes and employee benefits.

- Successfully directed monthly close of operating, client profitability and external financial reporting including management summaries and commentary.
- Established Company's first Zero-based Budgeting system and comparative performance reviews.
- Computerized financial reporting utilizing Lotus and integrated plant production reporting and financial management systems.
- Achieved annual savings of \$500,000 by revising medical plans.
- Established short/long term cash flow monitoring systems increasing interest earnings and reducing borrowings.
- Significantly reduced Public Accountant annual Audit Fees.
- Implemented client accountability system determining client and job profitability.
- Reviewed Federal, state, and local income, sales and payroll taxes.
- Maintained positive Treasury and Banking relationships.

MANAGISTICS INC., Woodside, NY
Payroll service of Chase Manhattan Bank

1980 - 1983

Division Controller

Controlled all financial functions of Payroll Service Division. Controlled internal and divisional financial reporting, budget preparation, receivables, payables and payroll.

- Maintained reporting relationships with Division management and corporate finance.
- Implemented product pricing and profitability studies.
- Authored Procedures Manual to define and implement corporate and divisional policies.
- Established on-line accounts receivable/payable systems.
- Formalized budgeting process to provide for performance accountability.

NEEDHAM HARPER & STEERS ADVERTISING INC., New York, NY
International advertising agency.

1979 - 1980

Director of Corporate Accounting

Oversaw all financial reporting, payroll and tax functions.

- Prepared and reviewed Federal, State and local income taxes.
- Upgraded financial function staffing and reporting.
- Interfaced with foreign subsidiaries for foreign accounting and tax planning.
- Managed department and client profitability reporting.
- Directed preparation of internal and external financial statements.
- Authored Corporate Finance Manual.

ALLIED MAINTENANCE CORPORATION, New York, NY
Maintenance service company providing office cleaning, aviation fueling & facilities maintenance.

1976 - 1979

Director of Finance

CBS, INC., New York, NY
Broadcaster - Network and television stations.

1971 - 1976

Director - Corporate Accounting
Director - Accounting CBS Television Stations

1975 - 1976

1971 - 1975

FRIEDMAN ALPREN & GREEN, CPA'S, New York, NY - Staff Auditor

1968 - 1971

EDUCATION

B.B.A., Accounting, Pace University, New York, NY

STATEMENT OF FINANCIAL CAPABILITY

Net One International, Inc. has sufficient financial capability to provide the requested service in the State of Florida and has sufficient financial capability to maintain the requested service and to meet its lease or ownership obligations. In support of Net One International, Inc.'s stated financial capability, a copy of its Balance Sheet as of December 31, 1999 and Income Statement for the period ended December 31, 1999 is attached to its application. Net One International, Inc. intends to fund the provision of service through internally generated cash flow. Net One International, Inc. also has the ability to borrow funds, if required, based upon its financial capabilities. In addition, the principals of the company are committed to provide an additional \$1,000,000 of funding to the company if needed to provide service in the State of Florida.

6455 East Johns Crossing
Suite 285
Duluth, Georgia 30097

Also Admitted in New York
and Maryland

Telephone: (770) 232-9200
Facsimile: (770) 232-9208

December 29, 1999

VIA OVERNIGHT DELIVERY

Florida Public Service Commission
Division of Administration
2540 Shumard Oak Blvd.
Gunter Bldg.
Tallahassee, Florida 32399-0850

992035-TX

Check received with filing and
forwarded to the bank for deposit.
If you have any questions regarding the check
to the bank for deposit.

Re: Net One International, Inc.

Initials of person who forwarded check:

[Handwritten initials]

Dear Sir/Madam:

Enclosed please find for filing an original and six (6) copies of Net One International, Inc.'s Application for Authority to Provide Alternate Local Exchange Service Within the State of Florida.

I also have enclosed a check in the amount of \$250.00 payable to the Florida Public Service Commission to cover the cost of filing these documents.

Please return a stamped copy of the extra copy of this letter in the enclosed preaddressed prepaid envelope.

If you have any questions regarding the application or the tariff, please do not hesitate to call me. Thank you for your attention to this matter.

Sincerely,

[Handwritten signature]

DOCUMENT NUMBER - DATE
15879 DEC 30 99
FPSC-RECORDS/REPORTING

NETONE INTERNATIONAL, INC.
3501 QUADRANGLE BLVD., SUITE 355
ORLANDO, FL 32817

**THE HUNTINGTON NATIONAL BANK
OF FLORIDA**
MAITLAND, FL
63-1269/631

1174

12/23/1999

PAY TO THE ORDER OF Florida Public Service Commission

\$ **250.00

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

Florida Public Service Commission

DOLLARS
Security features included.
Details on back.

MEMO

[Handwritten signature]

⑈001174⑈