

**PEPPER & CORAZZINI, LLP**  
ATTORNEYS AT LAW

1776 K STREET, N.W., SUITE 200  
WASHINGTON, D.C. 20006-2334

**JOAN D. STEWART**  
NOT ADMITTED IN D.C.  
EXT. 275  
JDS@COMMLAW.COM

(202) 296-0600  
FAX (202) 296-5572  
WWW.COMMLAW.COM

September 7, 2000

**Via FedEx**

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

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

Initials of person who forwarded check:  
*JDS*

001347-TI

**Re: Ecocom USA Limited's Application for Authority to Provide  
Interexchange Telecommunications Service between Points within the  
State of Florida**

To Whom It May Concern::

On behalf of Ecocom USA Limited, we hereby submit the original and six (6) copies of its Application for Authority to Provide Interexchange Telecommunications Service between Points within the State of Florida. Also enclosed is a check in the amount of \$250.00 to cover the application fee.

An additional copy of this letter and filing is enclosed. Please date-stamp the extra copy and return it to the undersigned in the enclosed postage-prepaid envelope.

Should you have any questions or need additional information, please contact me.

Respectfully submitted,



Joan Stewart  
Counsel to Ecocom USA Limited

Enclosures  
cc: HJB (w/o enclosures)  
Lewis Farsedakis

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DOCUMENT NUMBER - DATE

11147 SEP-88

FPSC-RECORDS/REPORTING

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

**DIVISION OF TELECOMMUNICATIONS**  
**BUREAU OF CERTIFICATION AND SERVICE EVALUATION**

Application Form for Authority to Provide  
Interexchange Telecommunications Service  
Between Points Within the State of Florida

001347-TI

Instructions

- ◆ This form is used as an application for an original certificate and for approval of 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**

**Note: No filing fee is required for an assignment or transfer of an existing certificate to another certificated company.**

- ◆ 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**

1. This is an application for  $\sqrt{\quad}$  (check one):

**Original certificate** (new company).

**Approval of assignment/transfer of existing certificate:**  
Example, a non-certificated company purchases an existing company and desires to retain the certificate of authority rather than apply for a new certificate.

**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:

Ecocom USA Limited

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

N/A

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

8605 Westwood Center Drive, Suite 304

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Vienna, VA 22182

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

N/A

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6. Select type of business your company will be conducting  (check all that apply):

- Facilities-based carrier** - company owns and operates or plans to own and operate telecommunications switches and transmission facilities in Florida.
- 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.
- 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 resold service by enrolling unaffiliated customers.
- 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.

7. Structure of organization;

- |   |  |
|---|--|
| <input type="checkbox"/> Individual                     | <input type="checkbox"/> Corporation         |
| <input checked="" 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 individual, provide:

Name: N/A

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

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

City/State/Zip: \_\_\_\_\_

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

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

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

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

(a) **The Florida Secretary of State Corporate Registration number:**  
N/A

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

(a) **The Florida Secretary of State Corporate Registration number:**  
F00000002608

11. **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

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

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

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

Name: N/A

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

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

City/State/Zip: \_\_\_\_\_

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

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

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

14. **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

15. Provide F.E.I. Number (if applicable): 541875641

16. Provide the following (if applicable):

(a) Will the name of your company appear on the bill for your services?  
(  ) Yes (  ) No

(b) If not, who will bill for your services?

Name: N/A

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

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

City/State/Zip: \_\_\_\_\_

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

(c) How is this information provided?  
Company's name will be printed on the face of the bill

17. Who will receive the bills for your service?

- |                           |                            |
|---------------------------|----------------------------|
| (X) Residential Customers | ( X ) Business Customers   |
| ( ) PATs providers        | ( ) PATs station end-users |
| ( ) Hotels & motels       | ( ) Hotel & motel guests   |

( ) Universities ( ) Universities dormitory residents  
( ) Other: (specify) \_\_\_\_\_

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

(a) The application:

**Name:** Joan Stewart \_\_\_\_\_

**Title:** Regulatory Counsel \_\_\_\_\_

**Address:** 1776 K Street, N.W., Suite 200 \_\_\_\_\_

**City/State/Zip:** Washington, DC 20006 \_\_\_\_\_

**Telephone No.:** 202/296-0600 **Fax No.:** 202/296-5572 \_\_\_\_\_

**Internet E-Mail Address:** jds@commLaw.com \_\_\_\_\_

**Internet Website Address:** www.commlaw.com \_\_\_\_\_

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

**Name:** Lewis E. Farsedakis \_\_\_\_\_

**Title:** President \_\_\_\_\_

**Address:** 8605 Westwood Center Drive, Suite 304 \_\_\_\_\_

**City/State/Zip:** Vienna, VA 22182 \_\_\_\_\_

**Telephone No.:** 703/821-8121 **Fax No.:** 703/821-1551 \_\_\_\_\_

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

**Internet Website Address:** www.ecocomusa.com \_\_\_\_\_

(c) Complaints/Inquiries from customers:

**Name:** Lewis E. Farsedakis \_\_\_\_\_

**Title:** President \_\_\_\_\_

**Address:** 8605 Westwood Center Drive, Suite 304

**City/State/Zip:** Vienna, VA 22182

**Telephone No.:** 703/821-8121 **Fax No.:** 703/821-1551

**Internet E-Mail Address:**

**Internet Website Address:** www.ecocomusa.com

19. List the states in which the applicant:

(a) has operated as an interexchange telecommunications company.

Applicant is not yet operating

(b) has applications pending to be certificated as an interexchange telecommunications company.

Maryland, California, New York, Penn, Georgia

(c) is certificated to operate as an interexchange telecommunications company.

Texas, Massachusetts, Michigan, NC, DC, Virginia, Iowa

(d) has been denied authority to operate as an interexchange telecommunications company and the circumstances involved.

None

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

None

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

None

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20. 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. If so, please explain.

No

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

No

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21. The applicant will provide the following interexchange carrier services  $\checkmark$  (check all that apply):

a. \_\_\_\_\_ **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

b. \_\_\_\_\_ **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

c.   X   **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

d. \_\_\_\_\_ **MTS for pay telephone service providers**

e. \_\_\_\_\_ **Block-of-time calling plan (Reach Out Florida, Ring America, etc.).**

f.   X   **800 service (toll free)**

g. \_\_\_\_\_ **WATS type service (bulk or volume discount)**

- Method of access is via dedicated facilities
- Method of access is via switched facilities

h. \_\_\_\_\_ **Private line services (Channel Services)  
(For ex. 1.544 mbs., DS-3, etc.)**

i.   X   **Travel service**

- Method of access is 950
- Method of access is 800

j. \_\_\_\_\_ **900 service**

k. \_\_\_\_\_ **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

I. **Services included are:**

- \_\_\_\_\_ Station assistance
- \_\_\_\_\_ Person-to-person assistance
- \_\_\_\_\_ Directory assistance
- \_\_\_\_\_ Operator verify and interrupt
- \_\_\_\_\_ Conference calling

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

See Exhibit A

23. Submit the following:

A. **Financial capability.** See Exhibit B

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. **A written explanation** that the applicant has sufficient financial capability to provide the requested service in the geographic area proposed to be served.
2. **A written explanation** that the applicant has sufficient financial capability to maintain the requested service.
3. **A 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.

See Exhibit C

**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.

See Exhibit C

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

**UTILITY OFFICIAL:**

Signature

President

Title

Address: 8605 Westwood Center Drive, Suite 304

Vienna, VA 22182

Date

703/821-8121

Telephone No.

703/821-1551

Fax No.

*August 22, 2000*

**ATTACHMENTS:**

- A - CERTIFICATE SALE, TRANSFER, OR ASSIGNMENT STATEMENT
- B - CUSTOMER DEPOSITS AND ADVANCE PAYMENTS
- C - CURRENT FLORIDA INTRASTATE NETWORK
- D - AFFIDAVIT

N/A

**\*\* APPENDIX A \*\***

**CERTIFICATE TRANSFER, OR ASSIGNMENT STATEMENT**

I, (Name) \_\_\_\_\_,

(Title) \_\_\_\_\_ of

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

and current holder of Florida Public Service Commission Certificate Number

# \_\_\_\_\_, have reviewed this application and join in the petitioner's request for a:

( ) transfer

( ) assignment

of the above-mentioned certificate.

**UTILITY OFFICIAL:**

\_\_\_\_\_  
Signature Date

\_\_\_\_\_  
Title Telephone No.

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

\_\_\_\_\_  
\_\_\_\_\_

**CUSTOMER DEPOSITS AND ADVANCE PAYMENTS**

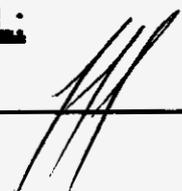
A statement of how the Commission can be assured of the security of the customer's deposits and advance payments may be provided in one of the following ways (applicant, please  check one):

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

**UTILITY OFFICIAL:**

Signature

President



Date

August 22, 2000

703/821-8121

Title

Telephone No.

Address: 8605 Westwood Center Drive, Suite 304

703/821-1551

Vienna, VA 22182

Fax No.

**CURRENT FLORIDA INTRASTATE SERVICES**

Applicant **has** ( ) or **has not** ( X ) 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?

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

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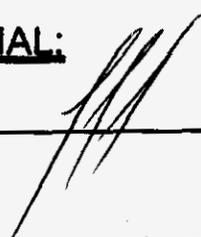
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**UTILITY OFFICIAL:**

Signature



August 22, 2000  
Date

President

703/821-8121

Title

Telephone No.

Address: 8605 Westwood Center Drive, Suite 304

703/821-1551

Vienna, VA 22182

Fax No.

**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	August 22, 2000
President		703/821-8121	
Title		Telephone No.	
Address:	8605 Westwood Center Drive, Suite 304	703/821-1551	
	Vienna, VA 22182	Fax No.	

**EXHIBIT A**  
**ECOCOM USA LIMITED**

*TARIFF*

**TELECOMMUNICATIONS SERVICES TARIFF**

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**TITLE SHEET**

**FLORIDA TELECOMMUNICATIONS TARIFF**

This tariff contains the descriptions, regulations, and rates applicable to the furnishing of service and facilities for telecommunications services provided by ECOCOM USA LIMITED with principal offices at 8605 Westwood Center Drive, Suite 304, Vienna, Virginia, 22182. This tariff applies for interLATA services furnished within the State of Florida. This tariff is on file with the Florida Public Service Commission, and copies may be inspected during normal business hours at the Company's places of business.

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**ISSUED:**

**EFFECTIVE:**

**By: Lewis E. Farsedakis, President  
ECOCOM USA LIMITED  
8605 Westwood Center Drive, Suite 304  
Vienna, VA 22182**

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**TELECOMMUNICATIONS SERVICES TARIFF**

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**CHECK SHEET**

Sheets 1 through 24 inclusive of this tariff are effective as of the date shown at the bottom of the respective sheet(s). Original and revised sheets as named below comprise all changes from the original tariff and are currently in effect as of the date at the bottom of this page.

<u>PAGE</u>	<u>REVISION</u>
1	Original
2	Original
3	Original
4	Original
5	Original
6	Original
7	Original
8	Original
9	Original
10	Original
11	Original
12	Original
13	Original
14	Original
15	Original
16	Original
17	Original
18	Original
19	Original
20	Original
21	Original
22	Original
23	Original
24	Original

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**ISSUED:**

**EFFECTIVE:**

**By: Lewis E. Farsedakis, President  
 ECOCOM USA LIMITED  
 8605 Westwood Center Drive, Suite 304  
 Vienna, VA 22182**

**TELECOMMUNICATIONS SERVICES TARIFF**

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**ISSUED:**

**EFFECTIVE:**

**By: Lewis E. Farsedakis, President  
 ECOCOM USA LIMITED  
 8605 Westwood Center Drive, Suite 304  
 Vienna, VA 22182**

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**TELECOMMUNICATIONS SERVICES TARIFF**

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**SYMBOLS**

The following are the only symbols used for the purpose indicated below:

- (D) - Delete or Discontinue
- (I) - Change Resulting in an Increase
- (M) - Moved to/from Another Tariff Location
- (N) - New Rate or Regulation
- (R) - Change Resulting in a Reduction
- (T) - Change in Text or Regulation  
But No Change to Rate or Charge

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**ISSUED:**

**EFFECTIVE:**

**By: Lewis E. Farsedakis, President  
ECOCOM USA LIMITED  
8605 Westwood Center Drive, Suite 304  
Vienna, VA 22182**

---

**TELECOMMUNICATIONS SERVICES TARIFF**

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**TARIFF FORMAT**

- A. Sheet Numbering - Sheet numbers appear in the upper right corner. Sheets are numbered sequentially. However, new sheets are occasionally added to the tariff. When a new sheet is added between sheets already in effect, a decimal is added. For example, a new sheet added between sheets 14 and 15 would be 14.1.
- B. Sheet Revision Numbers - Revision numbers also appear in the upper right corner of each page. These numbers are used to determine the most current sheet version on file with the Florida Public Service Commission. For example, 4th Revised Sheet 14 cancels the 3rd Revised Sheet 14. Consult the Check Sheet for the sheet currently in effect.
- C. Paragraph Numbering Sequence - There are nine levels of paragraph coding. Each level of coding is subservient to its next higher level:
- 2.
  - 2.1.
  - 2.1.1.
  - 2.1. I.A.
  - 2.1. I.A. 1.
  - 2.1.1.A.1.(a).
  - 2.1.1.A.1.(a).I.
  - 2.1.1.A.1.(a).I.(i).
  - 2.1.1.A.1.(a).I.(i).I.

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**ISSUED:****EFFECTIVE:**

**By: Lewis E. Farsedakis, President**  
**ECOCOM USA LIMITED**  
**8605 Westwood Center Drive, Suite 304**  
**Vienna, VA 22182**

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**TELECOMMUNICATIONS SERVICES TARIFF**

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**TARIFF FORMAT (Cont'd)**

- D. Check Sheets - When a tariff filing is made with the Florida Public Service Commission, an updated check sheet accompanies the tariff filing. The check sheet lists the pages contained in the tariff, with a cross reference to the current revision number. When new pages are added, the check sheet is changed to reflect the revision. All revisions made in a given filing are designated by an asterisk (\*). There will be no other symbols used on this page if these are the only changes made to it (i.e., the format, etc., remains the same, just revised revision levels on some pages). The tariff user should refer to the latest check sheet to find out if a particular page is the most current on file with the Florida Public Service Commission.

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**ISSUED:****EFFECTIVE:**

**By: Lewis E. Farsedakis, President**  
**ECOCOM USA LIMITED**  
**8605 Westwood Center Drive, Suite 304**  
**Vienna, VA 22182**

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**TELECOMMUNICATIONS SERVICES TARIFF**

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**SECTION 1 - TECHNICAL TERMS AND ABBREVIATIONS**

Access Line - An arrangement which connects the Customer's location to a line that has been presubscribed by Company's users.

Authorization Code - A numerical code, one or more of which are available to a Customer to enable him/her to access the Carrier, and which are used by the Carrier both to prevent unauthorized access to its facilities, and to identify the Customer for billing purposes.

Business - Business is defined as a Customer's place of work. A church is defined as a business.

Company or Carrier - ECOCOM USA LIMITED

Customer - The person, firm, corporation, or other entity which orders or uses services and is responsible for the payment of charges due and compliance with the Company's tariff regulations.

Day - From 8:00 a.m. up to but not including 5:00 p.m. local time, Monday through Friday.

Evening - From 5:00 p.m. up to but not including 11:00 p.m. local time, Monday through Friday.

FPSC - Florida Public Service Commission.

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**ISSUED:****EFFECTIVE:**

**By: Lewis E. Farsedakis, President  
ECOCOM USA LIMITED  
8605 Westwood Center Drive, Suite 304  
Vienna, VA 22182**

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**TELECOMMUNICATIONS SERVICES TARIFF**

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**SECTION 1 - TECHNICAL TERMS AND ABBREVIATIONS (Cont'd)**

Holidays – Company's recognized holidays are New Year's Day, Martin Luther King, Jr. Day, President's Day, Memorial Day, Independence Day, Labor Day, Columbus Day, Veteran's Day, Thanksgiving Day, and Christmas Day. Note that where a holiday is federally observed on a date that differs from the calendar date, the federally observed date of the holiday will be followed and not the calendar date.

Night - From 11:00 p.m. up to but not including 8:00 a.m., Monday through Thursday.

Noncomplete Toll Free Call– An attempted switched toll free call that is not completed to the called number for any reason

Residential - Residential is defined as a dwelling or Customer's customary residence.

Weekend - From 11:00 p.m. Friday through the weekend hours up to but not including 8:00 a.m. Monday.

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**ISSUED:****EFFECTIVE:**

**By: Lewis E. Farsedakis, President  
ECOCOM USA LIMITED  
8605 Westwood Center Drive, Suite 304  
Vienna, VA 22182**

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**TELECOMMUNICATIONS SERVICES TARIFF**

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**SECTION 2 - RULES AND REGULATIONS****2.1 Undertaking of Company**

Company's services and facilities are furnished for communications originating at specified points within the State of Florida under terms of this Tariff.

Company acts as the Customer's agent for ordering access connection facilities provided by other carriers or entities when authorized by the Customer, to allow connection of a Customer's location to the Company network.

The Company's Services are provided on a monthly basis, and are available twenty-four hours per day.

**2.2 Customer Complaint Resolutions**

Customer complaints are received by a full service Customer service department. Customers may call 1-877-494-6744 [Monday - Friday, 8am to 6pm EST] Customers may submit a written complaint to:

ECOCOM USA LIMITED  
Customer Service Department  
8605 Westwood Center Drive, Suite 304  
Vienna, VA 22182

If the Customer is unable to obtain a satisfactory resolution to its complaint, the Customer may exercise its option of writing the Florida Public Service Commission in care of the Customer Complaint Section at the following address: Florida Public Service Commission, 2540 Shumard Oak Boulevard, Tallahassee, Florida, 32399.

---

**ISSUED:****EFFECTIVE:**

**By: Lewis E. Farsedakis, President**  
**ECOCOM USA LIMITED**  
**8605 Westwood Center Drive, Suite 304**  
**Vienna, VA 22182**

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**TELECOMMUNICATIONS SERVICES TARIFF**

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**SECTION 2 - RULES AND REGULATIONS (Cont'd)****2.3 Limitations**

- 2.3.1 Service is offered subject to the availability of the facilities of Company's Underlying Carrier and the provisions of this tariff.
- 2.3.2 Company reserves the right to discontinue furnishing service, or limit the use of service necessitated by conditions beyond its control, or when the customer is using service in violation of the law or the provisions of this tariff.
- 2.3.3 The Services provided under this tariff are subject to the direct and exclusive control of the Company. No one may alter or affect the Services nor transfer or assign its use of the Services without the express written consent of the Company, which consent may be withheld, without limitation, by Company in its sole discretion at any time such alteration, effect, transfer or assignment would result in an interruption of the Services or a change in the customer's location to which the Services are to be provided.
- 2.3.4 In the event prior written permission from the Company is given for any assignment or transfer, all regulations and conditions contained in this tariff shall apply to all such permitted assignees or transferees, as well as all conditions for service.

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**ISSUED:****EFFECTIVE:**

**By: Lewis E. Farsedakis, President  
ECOCOM USA LIMITED  
8605 Westwood Center Drive, Suite 304  
Vienna, VA 22182**

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**TELECOMMUNICATIONS SERVICES TARIFF**

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**SECTION 2 - RULES AND REGULATIONS (Cont'd)****2.4 Liabilities of the Company**

2.4.1 Company's liability for damages arising out of mistakes, interruptions, omissions, delays, errors, or defects in the transmission occurring in the course of furnishing service of facilities, and not caused by the negligence of its employees or its agents, in no event shall exceed an amount equivalent to the proportionate charge to the customer for the period during which the aforementioned faults in transmission occur.

2.4.2 Company shall be indemnified and held harmless by the Customer against:

(A) Claims for libel, slander, or infringement of copyright arising out of the material, data, information or other content transmitted over the Company's facilities.

(B) All other claims arising out of any act or omission of the Customer in connection with any service provided by Company.

**2.5 Interruption of Service**

2.5.1 Credit Allowance for the interruption of service which is not due to the Company's testing or adjusting, negligence of the Customer, or to the failure of channels or equipment provided by the Customer, are subject to the general liability provisions set forth in Section 2.4.1 herein. It shall be the obligation of the customer to notify the Company immediately of any interruption in service for which a credit allowance is desired. Before giving such notice, the customer shall ascertain that the trouble is not being based by any action or omission by the Customer within his control, or is not in wiring or equipment, if any, furnished by the customer.

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**TELECOMMUNICATIONS SERVICES TARIFF**

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**SECTION 2 - RULES AND REGULATIONS (Cont'd)****2.5 Interruption of Service (Cont'd)**

2.5.2 For purposes of credit computation for leased facilities, every month shall be considered to have 720 hours.

2.5.3 No credit shall be allowed for an interruption of a continuous duration for less than two (2) hours.

2.5.4 The customer shall be credited for an interruption of two (2) hours or more at the rate of 1/720th of the monthly charge for the facilities affected for each hour or major fraction thereof that the interruption continued.

Credit Formula:

Credit = (A/720) X B

"A" = outage time in hours

"B" = total monthly charge for affected facility

**2.6 Restoration of Service**

The use and restoration of service shall be in accordance with the priority system specified in part 64, subpart D, of the Rules and Regulations of the Federal Communications Commission.

**2.7 Credit Inquiries and Deposits**

2.7.1 Carrier reserves the right to require all Customers to establish credit-worthiness to the reasonable satisfaction of Carrier. Upon application for service, Customer shall be deemed to have authorized Carrier to obtain such routine credit information and verification as Carrier shall require in accordance with its then existing credit policies.

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**TELECOMMUNICATIONS SERVICES TARIFF**

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**SECTION 2 - RULES AND REGULATIONS (Cont'd)****2.7 Credit Inquiries and Deposits(Cont'd)**

2.7.2 The Customer may be required to make a Service deposit upon activation or restoration of Service or any time if the Customer has not established its credit-worthiness to the satisfaction of the Company.

**2.8 Billing of Charges**

- (A) For billing purposes, service is considered to be established upon the day in which the Customer's local telephone company effectuates the switching of Customer's service to the Ecom USA Limited network.
- (B) Charges will be billed monthly in arrears. Customer will be billed for all usage accrued beginning immediately upon access to the service. For the purpose of computing charges, a month is considered to consist of thirty (30) days.
- (C) Customers billed by local exchange carriers on behalf of the carrier are responsible for any late payment charges or other such charges that local exchange carriers may employ in their billing process.
- (D) The Company bills the Customer using its own billing format on a monthly basis.

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**TELECOMMUNICATIONS SERVICES TARIFF**

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**SECTION 2 - RULES AND REGULATIONS (Cont'd)****2.9 Payment Arrangements**

The Customer is responsible for payment of all regulated charges for service furnished and payment is due on receipt of the bill.

- (A) The Customer shall submit payment for all charges by mail or to any agency authorized by the Carrier to receive such payment.
- (B) If the bill is not paid within twenty (20) calendar days following the mailing of the bill, the account will be considered delinquent.
- (C) A delinquent account may subject the Customer's service to temporary disconnection. The Carrier is responsible for notifying the Customer before service is disconnected in accordance with Florida law.

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8605 Westwood Center Drive, Suite 304  
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**TELECOMMUNICATIONS SERVICES TARIFF**

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**SECTION 2 - RULES AND REGULATIONS (Cont'd)****2.10 Taxes**

All state and local taxes (i.e. sales tax) are listed as separate line items and are not included in the Company's quoted rates.

**2.11 Employee Concessions**

There are no employee concessions.

**2.12 Disconnection of Service by Company**

The Company, upon 5 working days written notice to the customer, may discontinue service or cancel an application for service without incurring any liability for any of the following reasons:

- 2.12.1 Non-payment of any sum due to Company for regulated service for more than thirty days beyond the date of rendition of the bill for such service.
- 2.12.2 A violation of any regulation governing the service under this tariff.
- 2.12.3 A violation of any law, rule, or regulation of any government authority having jurisdiction over such service.
- 2.12.4 The Company has given the customer notice and has allowed a reasonable time to comply with any rule, or remedy, and deficiency as stated in Rule 25-4.113, F.A.C., Refusal or Discontinuance of Service by Company.

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**TELECOMMUNICATIONS SERVICES TARIFF**

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**SECTION 2 - RULES AND REGULATIONS (Cont'd)****2.13 Collection of Charges**

- 2.13.1 In the event Company incurs fees or expenses, including attorneys' fees, to collect, or attempt to collect, any charges owed Company by customer, including charges alleged to have resulted from fraud or abuse of customer's services, the Company shall charge customer all such fees and expenses, including Company's reasonable attorney's fees, incurred to collect or to attempt to collect its charges, and Company shall be entitled to recover such fees or expenses irrespective of whether it prevails in any legal action brought to collect its charges, all in accordance with and subject to the following additional legal requirements.
- 2.13.2 In accordance with the "filed tariff doctrine," as established by judicial and regulatory decisions and precedents, customer shall pay all charges due and owing irrespective of any claims of loss, liability, set off, damages, or other claims against Company to which customer may claim to be entitled. The duty to pay such charges shall arise upon the demand for payment by Company and shall not be delayed or deferred by the commencement of any legal or equitable action by either customer or Company in connection with such charges incurred under this tariff.

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**TELECOMMUNICATIONS SERVICES TARIFF**

**SECTION 3 - DESCRIPTION OF SERVICES**

3.1 Timing of Calls

3.1.1 The Customer's long distance usage charge is based on the actual usage of Company's network. Usage begins when the called party picks up the receiver. When the called party picks up is determined by hardware answer supervision in which the local telephone company sends a signal to the switch or the software utilizing audio tone detection. A call is terminated when either party hangs up.

3.1.2 If a customer receives a bill for an uncompleted call, Company will reimburse the Customer for the full amount. Therefore, there shall be no charges for uncompleted calls. An uncompleted call is defined by a party not picking up the receiver as determined by the above-mentioned hardware or software mentioned in section 3.1 herein.

3.2 Calculation of Distance

Usage charges for all mileage sensitive products are based on the airline distance between rate centers associated with the originating and terminating points of the call.

The airline mileage between rate centers is determined by applying the formula below to the vertical and horizontal coordinates associated with the rate centers and associated vertical and horizontal coordinates that are produced by Bell Communications Research in their NPA-NXX V & H Coordinates Tape and Bell's NECA Tariff No. 4:

FORMULA: 
$$\sqrt{\frac{(V1 - V2)^2 + (H1 - H2)^2}{10}}$$

**ISSUED:**

**EFFECTIVE:**

**By: Lewis E. Farsedakis, President  
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**TELECOMMUNICATIONS SERVICES TARIFF**

**SECTION 3 - DESCRIPTION OF SERVICES (Cont'd)**

3.2 Calculation of Distance (Cont'd)

EXAMPLE: Distance between Miami and New York City -

	V	H
Miami	8,351	529
New York	4,997	1,406
Difference	3,354	- 879

Square and add:  $11,249,316 + 772,641 = 12,021,957$

Divide by 10 and round:  $12,021,957 / 10 = 1,202,195.70 =$

1,202,196

Take square root and round:  $1,202,196 = 1,096.45$

= 1,097 miles

3.3 Minimum Call Completion Rate

A customer may expect a call completion rate of not less than 99% during peak use periods for all Feature Group D services.

3.4 Single Point Billing

Single point billing service provides consolidation of the Customer's multiple long distance bills, from any of their outlying premises, into a single bill. The Customer provides a Letter of Agency to allow the carrier to handle all of the Customer's billing from the outlying locations. There is no charge for this service.

3.5 Area of Service Offering

The services offered under this tariff are on a statewide basis (all of Florida).

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**EFFECTIVE:**

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**TELECOMMUNICATIONS SERVICES TARIFF**

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**SECTION 3 - DESCRIPTION OF SERVICES (Cont'd)****3.6 Service Offerings****3.6.1 Equal Access Long Distance (Dial 1)**

Equal access long distance provides facilities to complete interLATA calls between two points. Customer makes call by simply dialing 1 + area code (where necessary) + number desired.

**3.6.2 Toll-Free Service**

Inbound service provides for facilities for the Customer(s) to receive interLATA and intraLATA calls. The Customer will be assigned a unique inbound number that when dialed will be routed via Carrier's network and terminate at Customer's designated local access line(s).

**3.6.3 Residential 1+ and Toll Free Inbound Service**

Residential 1+ and Toll Free Inbound Service is provided to customers at the rates specified in Section 4.1.

**3.6.4 Business 1+ and Toll Free Inbound Service**

Business 1+ and Toll Free Inbound Service is provided to customers at the rates specified in Section 4.2.

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**TELECOMMUNICATIONS SERVICES TARIFF**

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**SECTION 3 - DESCRIPTION OF SERVICES (Cont'd)**3.6 Service Offerings (Cont'd)

## 3.6.5 Directory Assistance

A telephone number will be provided by an operator to customers requesting such, after providing the city of residence and name of the party in question. Customer shall be provided a record of the date and time of each directory assistance call. All charges for directory assistance shall be limited by the provisions of Florida law.

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TELECOMMUNICATIONS SERVICES TARIFF

SECTION 4 - RATES

4.1 Basic Residential Service

Basic 1+ outbound and toll free inbound services are provided to residential customers at the following flat (non-distance sensitive, any hour) rate billed in full minute increments with a minimum billing increment of one minute.

Each Minute  
or Fraction

\$0.139

4.2 Basic Business Service

Basic 1+ outbound and toll free inbound services are provided to business customers at the following flat (non-distance sensitive, any hour) rate billed in six (6) second increments with a minimum billing increment of thirty (30) seconds.

Initial 30 Seconds  
or Fraction

\$0.0695

Incremental 6 Seconds  
or Fraction

\$0.0139

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**TELECOMMUNICATIONS SERVICES TARIFF**

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SECTION 4 - RATES (Cont'd)4.3 Directory Assistance

\$.85 per intrastate inquiry.

4.3.1 Handicapped Customers

Any Customer who is visually, physically or mentally handicapped in a way that makes the Customer unable to use a telephone directory shall be exempt from charges for directory assistance calls made from lines or trunks serving individuals with disabilities. Any Customer meeting this criteria may make written application for the exemption to the Company at the following address:

ECOCOM USA LIMITED  
Customer Service Department  
8605 Westwood Center Drive, Suite 304  
Vienna, VA 22182

The application for exemption shall include a brief Customer's statement and any other pertinent data in support of the application. A response shall be provided to such applicant within twenty (20) days.

All directory assistance is provided by the Company's Underlying Carrier.

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**TELECOMMUNICATIONS SERVICES TARIFF**

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SECTION 4 - RATES (Cont'd)4.3 Directory Assistance (Cont'd)4.3.1 Handicapped Customers (Cont'd)

If the Customer is not satisfied with the response to its application, the Customer may exercise its option of writing the Florida Public Service Commission in care of the Customer Complaint Section at the following address:

Florida Public Service Commission  
2540 Shumard Oak Blvd.  
Tallahassee, Florida 32399

4.3.2 Discounts for Hearing and Speech Impaired Customers

A telephone toll message which is communicated using a telecommunications device for the deaf (TDD) by properly certified hearing or speech impaired persons or properly certified business establishments or individuals equipped with TDDs for communicating with hearing or speech impaired persons will receive, upon request, credit on TDDs. ECOCOM USA LIMITED will when billing relay calls discount relay service calls by 50 percent off of the otherwise applicable rate for a voice nonrelay call except that where either party is both hearing and visually impaired, the call shall be discounted 60 percent off of the otherwise applicable rate for a voice nonrelay call. The credit to be given on a subsequent bill for such calls placed between TDDs will be equal to applying the evening rate during business day hours and the night/weekend rate during the evening rate period. Discounts do not apply to surcharges or per call add on charges for operator services when the call is placed by a method that would normally incur the surcharge.

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**TELECOMMUNICATIONS SERVICES TARIFF**

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SECTION 4 - RATES (Cont'd)4.4 Special Promotions

The Company will, from time to time, offer special promotions to its customers waiving certain charges. These promotions will be approved by the Florida Public Service Commission in advance and include specific starting and ending dates and under no circumstances run for longer than ninety (90) days in any twelve (12) month period.

4.5 Telecommunications Relay Service

Intrastate toll calls received from the relay service, each local exchange and interexchange telecommunications company billing relay call will be discounted by 50% of the applicable rate for a voice nonrelay call except that where either the calling or called party indicates that either party is both hearing and visually impaired, the call will be discounted 60% off the applicable rate for voice nonrelay call. The above discounts apply only to time-sensitive elements of a charge for the call and shall not apply to per call charges such as a credit card surcharge.

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**EXHIBIT B**  
**ECOCOM USA LIMITED**

*FINANCIAL CAPABILITY*

## **STATEMENT OF FINANCIAL CAPABILITIES**

Ecocom USA Limited ("Ecocom") has the financial capability to provide intrastate resale services in Florida for the following reasons. Ecocom, being a reseller, does not have a need for a large amount of capital to offer its services. Ecocom does not anticipate a need for taking on any debt to service. Ecocom does have good banking relationships should an unexpected need for financing ever arise. Ecocom has very experienced management to direct operations and fully expects its Florida operations to be profitable within three months. In the meantime, Ecocom's international and interstate revenues can support its Florida operations until its Florida operations become profitable.

03/08/00

**Ecocom USA Ltd**  
**P&L Previous Year Comparison**  
 January through December 1999

	Jan - Dec '99	Jan - Dec '98
<b>Ordinary Income/Expense</b>		
<b>Income</b>		
Consulting Services	30,000.00	0.00
Wholesale Traffic Revenue	502,304.23	519,644.72
<b>Total Income</b>	532,304.23	519,644.72
<b>Cost of Goods Sold</b>		
Carrier Handling Expense	250,888.57	449,795.23
<b>Total COGS</b>	250,888.57	449,795.23
<b>Gross Profit</b>	281,415.66	69,849.49
<b>Expense</b>		
Administration	686.00	0.00
Bank Service Charges	436.24	378.36
Consultancy Fees	204,075.00	73,494.00
Depreciation & Amortization	5,579.00	766.00
Dues and Subscriptions	1,634.88	35.00
FCC Expense	0.00	785.00
Internet Web Site Expense	4,315.48	346.77
Licenses and Permits	0.00	745.00
Miscellaneous	882.76	610.00
Office Furniture/Decorations	3,521.65	0.00
Office Supplies	3,084.33	336.74
Postage and Delivery	874.07	0.00
Printing and Reproduction	221.83	0.00
Professional Fees	24,335.76	5,956.45
Rent	22,094.37	1,100.00
Repairs	522.48	0.00
Telephone	20,159.42	1,393.67
Travel & Ent	13,554.94	0.00
Uncategorized Expenses	0.00	0.00
<b>Total Expense</b>	305,978.21	85,946.99
<b>Net Ordinary Income</b>	-24,562.55	-16,097.50
<b>Other Income/Expense</b>		
<b>Other Income</b>		
Interest Income	3,316.70	0.00
<b>Total Other Income</b>	3,316.70	0.00
<b>Other Expense</b>		
Other Expenses	679.00	0.00
<b>Total Other Expense</b>	679.00	0.00
<b>Net Other Income</b>	2,637.70	0.00
<b>Net Income</b>	<b>-21,924.85</b>	<b>-16,097.50</b>

03/08/00

**Ecocom USA Ltd**  
**Balance Sheet Comparison**  
 As of December 31, 1999

	<u>Dec 31, '99</u>	<u>Dec 31, '98</u>
<b>ASSETS</b>		
<b>Current Assets</b>		
Checking/Savings		
Riggs Bank NA	282,866.33	95,285.57
Total Checking/Savings	282,866.33	95,285.57
Accounts Receivable		
Accounts Receivable	21,205.74	108,341.85
Total Accounts Receivable	21,205.74	108,341.85
Other Current Assets		
Advances on Commissions	29,500.00	32,000.00
Loan Receivables	39,900.00	6,300.00
Total Other Current Assets	69,400.00	38,300.00
<b>Total Current Assets</b>	<b>373,472.07</b>	<b>241,927.42</b>
<b>Fixed Assets</b>		
FURNITURE & EQUIPMENT	19,919.30	3,065.04
<b>Total Fixed Assets</b>	<b>19,919.30</b>	<b>3,065.04</b>
<b>Other Assets</b>		
Capital Lease	5,960.88	0.00
<b>Total Other Assets</b>	<b>5,960.88</b>	<b>0.00</b>
<b>TOTAL ASSETS</b>	<b><u>399,352.25</u></b>	<b><u>244,992.46</u></b>
<b>LIABILITIES &amp; EQUITY</b>		
<b>Liabilities</b>		
<b>Current Liabilities</b>		
Accounts Payable		
Accounts Payable	6,183.56	191,941.29
Total Accounts Payable	6,183.56	191,941.29
Other Current Liabilities		
Loans Payable- Current	50,000.00	0.00
Total Other Current Liabilities	50,000.00	0.00
<b>Total Current Liabilities</b>	<b>56,183.56</b>	<b>191,941.29</b>
<b>Long Term Liabilities</b>		
Capital Lease Payable	7,542.37	0.00
Loans Payable	21,000.00	21,000.00
<b>Total Long Term Liabilities</b>	<b>28,542.37</b>	<b>21,000.00</b>
<b>Total Liabilities</b>	<b>84,725.93</b>	<b>212,941.29</b>
<b>Equity</b>		
Additional Paid in Capital	648.67	648.67
Capital Stock	352,000.00	47,500.00
Retained Earnings	-16,097.50	0.00
Net Income	-21,924.85	-16,097.50
<b>Total Equity</b>	<b>314,626.32</b>	<b>32,051.17</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b><u>399,352.25</u></b>	<b><u>244,992.46</u></b>

**EXHIBIT C**  
**ECOCOM USA LIMITED**

*MANAGERIAL AND TECHNICAL CAPABILITY*

# C U R R I C U L U M   V I T A E

o f

## L E W I S   E .   F A R S E D A K I S

Address:                    2230 George C. Marshall Drive,  
                              Apartment Number 1001,  
                              Falls Church, Virginia,  
                              22043, USA.

Birth Date:                April 6, 1970  
Citizenship:               Canadian  
Height:                    6', 00"  
Weight:                    185 lbs.  
Health:                    Excellent  
Marital Status:            Single - no dependents  
Mobility:                   Frequent Traveler  
Languages:                Fluent in English, French & Greek - written  
                              and spoken, and conversational Spanish

HOME TELEPHONE:        (703) 208-2208  
HOME FAX:                (703) 208-1150  
e-mail:                    LF@ecocomusa.com

### PROFESSIONAL SUMMARY

Ten years of experience in the field of Corporate Development; founder and principal of international commodity and consumer goods trade, recycling, portfolio management, retail management, and software development firms; proven ability to create cohesive organizational structures and achieve financial performance expectations; creative mind with an innovative command of project management, technology transfer and privatization issues specific to Russia - the Republics of the former Soviet Union - countries of the Black Sea Region; unique strategic planning and administration capabilities for the attainment of business objectives.

### PROFESSIONAL CHRONOLOGY

#### **ECOCOM USA LTD.**

**Vienna, Virginia**

**January 1998 - Present**

**President**

**Responsibilities:**

- Responsible for overseeing all aspects of administration, marketing and operations for this telecommunications company.
- Responsible for business development and strategic partnerships.
- Responsible for securing additional capital as the business grows.

#### **ELSAN TECHNOLOGIES**

**Ankara, Turkey**

**July 1997 - Present**

**Portfolio Management and Director of Corporate Development**

**DIRECTOR:** Responsible for identifying new defense related technologies as technology transfer possibilities. Developing projects for various offset programs. Concurrently managing the CEO's equity investment portfolio.

#### **SIMPLIFIED SOLUTIONS, INC. / ERMGASSEN & CO**

**McLean, Virginia / London, United Kingdom**

**December 1996 - Present**

**Director of Corporate Development**

**DIRECTOR:** Responsible for identifying, developing and overseeing projects in several East European emerging markets. specifically in the consumer and industrial goods, environmental, energy and telecommunications industries. As indicated in Frontier Ltd. (1994), Mr. Farsedakis is once again under the tutelage of his mentor Mr. Edward Manukian, an expert in the field of technology transfer, privatization's, cross border M&A's and counter-trade.

**Project development clients:** 7M, AT&T, AEROFLOT, AEROCOM, BULGARGAZ, CSX, DEFENSE ENTERPRISE FUND, ECOCOM, ELSAN, ENRON, ENTERGY, FACILICOM, FRONTIER 7, GLOBAL ONE, GROUPE THION, INTURNET, KVAERNER, LATROBE STEEL, LEHMAN BROTHERS, LONG ISLAND UNIVERSITY, MCGUIRE WOODS BATTLE & BOOTHE, MOSENERGO, NORTHRUP GRUMMAN, PRESS INDUSTRIA, ROSNET, ROSMASHLEASE, ROTHSCHILD INC., RUSSIAN TELECOMMUNICATIONS NETWORK, RUSINCOM, SABEUS, SHELL, SKADDEN ARPS, SPRINT, STFA, TAYLOR DEJONGH, THOMPSON ELECTRONICS, TURK TELECOM, WESTINGHOUSE, ETC...

**INDUSTRIAL SERVICES OF AMERICA, INC.**

**Louisville, Kentucky**

**May 1995 - November 1996**

**Director of Corporate Development**

**Responsibilities:**

- Laying the operational foundation to allow for substantial future growth
- Analyzing & re-structuring when necessary the management services product line
- Positioning the company as an outsourcing alternative
- Developed the waste and recycling management program
- Providing short, medium and long-term planning for the services ISA offered its customers
- Developing relationships with haulers, recyclers, equipment manufacturers and disposal facilities throughout the USA and CANADA
- Working on acquisition targets when company started trading on NASDAQ again in May 1996.

**FRONTIER LTD.**

**Dublin, Ireland**

**January 1994 - May 1995**

**Director of Corporate Development  
Responsibilities:**

- Setting up recycling ventures between North-American and East European partners.
- Pursuing national debt retiring activities in lieu of private enterprise debt in East European countries.
- Examined & analyzed recycling and waste handling technologies .
- Technology transfer, privatization's and cross border M&A's.

**Note:** CREDIT LYONNAIS (a major partner and financier in Frontier, Ltd.) was ordered to divest from all risky ventures after posting over \$20 Billion in losses for 1994. All projects were temporarily halted for restructuring purposes.

**UNIVERSAL NET  
Montreal, Quebec  
August 1994 - Present  
Co-founder  
Responsibilities:**

- To develop a transcontinental electronic network specifically monitoring all data related to Documentary Letters of Credit (LC's).
- Main purpose; to minimize risk factors involving LC's in international trade transactions.

**ZAZOU SUPERVIDEO INC.  
Montreal, Quebec  
December 1991 - September 1993  
General Manager and Owner of 1 outlet  
Responsibilities:**

- Managing five retail outlets
- Introduced the video superstore concept in Canada
- Purchases, Advertising, Promotions
- Introducing new profit centers into the retail outlets
- Human Resource Management (57 employees)

**VIDEO ALSTAR**

**Montreal, Quebec**

**January 1991 - December 1991**

**Owner / Manager / Administrator**

**Responsibilities:**

- Movie rentals
- Buying new releases to meet customer demand
- Bookkeeping, budgeting
- Advertising and promotion
- Developed a home delivery and pickup service

**LEXIS Finance & Corporate Consulting**

**Montreal, Quebec**

**October 1990 - May 1995**

**President**

**Responsibilities:**

- Securing Government grant and loan programs for my clients.
- Prepared market studies, feasibility studies, critical factor assessments, product engineering services, research reports and business plans.
- Networking all five major banks to facilitate loan approvals.
- Developed an expertise in Canadian Federal and Provincial Grant & Loan programs.

**Partial client list:**

**METEX ALUMINUM, LIMITED - Montreal, Quebec**

Directed a capacity expansion project aimed at growth from 15 to 150 tons per day for this aluminum smelting foundry producing 360, 380, ingots and sows, sheets and billets.

**UNIVERSAL NET - Montreal, Quebec**

Provide business leadership and risk management expertise critical to development of a transcontinental electronic network monitoring data related to Documentary Letters of Credit.

**SIPI METALS - Chicago, Illinois**

Sought out strategic partners in developing a precious metal recovery project from many possible material sources (examples; circuit boards, chemical salts, paints, powders, catalysts, etc...).

**ARTIFICIAL INTELLIGENCE, INC. Montreal, Quebec**

Engaged in design of a software program to facilitate organizing, financial calculation and produce documentation of critical information for seekers of small business loans.

**GOLDEN UNIVERSE MARKETING - Montreal, Quebec**

Devised and implemented an innovative advertising tactic generating target market sales of the Canadian Maple Leaf gold bullion coins.

**CUIR MODE, Montreal, Quebec**

Initially a leather jacket manufacturer, their product line was expanded to fulfill the growing demand for leather accessories. I also re-engineered their production line for maximum efficiency as well as growth capacity.

**CINE MAISON ROYALE, Montreal, Quebec**

The largest entertainment (software, movie, game) wholesaler in Quebec required organizational consulting during a rapid growth period, with streamlining their sales, operations, shipping and receiving departments.

**INDEPENDENT MARKETING CONTRACTOR**

**Montreal, Quebec**

**October 1988 - December 1989**

**President**

**Responsibilities:**

- Imported gadgetry items from the Taiwan.
- Launched a US made camera product into the Canadian market with responsibility for recruiting and training a sales team, import and administration.

**FARSEDAKIS HOLDINGS, INC.**

**Montreal, Quebec**

**January 1987 - December 1993**

**President**

**Responsibilities:**

- Developed a securities trading model based on small cap companies and new issues.
- Portfolio management.

**BELICO IMPORT & EXPORT**  
**Montreal, Quebec**  
**November 1986 - 1988 September**  
**Sole Proprietor**  
**Responsibilities:**

- Introduced unique products into the Canadian market place
- Managed all facets: Importing, advertising, recruiting on-the-road sales persons, sales seminars (on prospecting, networking, closing, etc...).
- Developed a mastery of multi-level marketing

**ACADEMIC BACKGROUND**

**VANIER COLLEGE - Montreal, Quebec**

Additional notes: Received a D.E.C. degree in Commerce. Numerous television appearances and newspaper acknowledgments due to outstanding track & field performance for the Quebec provincial team.

**UNIVERSITE DE MONTREAL - Montreal, Quebec**

Additional notes: Completed 15 credits to enhance knowledge of commercial civil law.

**MCGILL UNIVERSITY & CONCORDIA UNIVERSITY - Montreal, Quebec**

Additional notes: Completed 107 of the 120 required towards a Bachelors of Science Degree and transferred to Regents College.

**REGENTS COLLEGE — Albany, New York**

Additional notes: Received a Bachelors of Science Degree in Business Administration.

**GEORGE MASON UNIVERSITY — Reston, Virginia**

Additional notes: Currently working on his MBA, scheduled to be completed May 2000.

## OBJECTIVE

To utilize my diverse set of in-depth technical skills and interpersonal skills in a dynamic and fast-developing environment which allows me to keep abreast of the very latest in networking and IT.

## PROFESSIONAL PROFILE

- IT-manager with administration, consultation and project-management background in the field of telecommunications.
  - Broad background of hands-on experience with variable networking products.
  - Experience in international teamwork, carrier- and vendor-relations for international telecommunications company.
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## EDUCATION

- |   |   |  |
|---|---|--|
| ♦ Progress V8/V9 Database Administration course                     | - | Progress Oy, Espoo Finland 1999        |
| ♦ Ericsson Airline Wireless Local Loop- system training             | - | Ericsson Oy, Helsinki Finland 1998     |
| ♦ Martis DXX system basics  | - | Tellabs Oy, Helsinki Finland 1998      |
| ♦ Multiple hands-on lab sessions for Ericsson Mini-Link and Airline | - | Ericsson Oy, Helsinki Finland, 1997-99 |
| ♦ College (evening classes)   | - | Evening classes underway, Helsinki     |

## SUMMARY OF EXPERTISE

### INTERNETWORKING SPECIALIST    May 1997 - Present

#### FCI FacillCom Finland Oy, Helsinki, Finland

My current position is a head of the ISP business section at FCI Finland and also IT-management responsibilities of the business unit. In these roles I have designed and implemented the startup ISP business at FCI Finland, pre-FCI acquisition of the company. My role has included technical support of sales, technology-consultation, variable telecommunications projects, switch-installation management, access-network site buildout and provisioning management, vendor-evaluation and selection, billing intermediation and database administration, recruiting, quality-control, carrier relations and contracts, network design, documentation and reporting to superiors for all responsible areas.

- Designed and implemented a business-class ISP operation for retail business customers, including network buildout with Cisco routers, Lucent access servers (Livingston) and service deployment with Sun Solaris & SGI Irix Unix platforms.
- Management of subcontractors and sales for ISP operations.
- Budgeting and developing the ISP business.
- Acting project manager for Nortel DMS GSP switch-site buildout in Helsinki.
- Customer premise equipment planning and production delivery (Cisco Systems, Ascend, ACC)
- Retail billing database server platform migration project (DEC Alpha -> Sun Solaris), hardware planning, scaling and database migration using Progress V8 database and custom application.
- Management of vendors and support contracts including Billing database, backbone network equipment, mediation systems for billing, Solaris platform support and expansions, Wireless local loop system, point-to-point microwave links (PDH/SDH).

### NETWORK ADMINISTRATOR - November 1994 – May 1997

#### Xgateway Finland Oy, Espoo, Finland

Administer Xgateway's ISP service and customer networks, consultation in varying customer projects (LAN & WAN- solutions buildout, IP network security, messaging services and programming (Perl, Pascal)

- Re-design of the IP service network architecture, implementation of the changes, vendor-management.
- Installations and administration of the first commercial Public access Linux value-added ISP-service.
- General IT administration and development, software development using Unix shell scripting, Perl, Pascal and C.
- Porting applications between different Unix platforms (SCO, Linux, FreeBSD, NetBSD, Solaris, Irix, HP-UX, AIX, OSF/1)
- Unix-administration on multiple platforms.

## **INDEPENDENT CONSULTANT – Start of 1990 – November 1994**

**Selling my work for limited range of small companies, including small software development projects, workgroup LAN and PC installation and administration / help. Administration of a company BBS system.**

### **NETWORK SKILLS AND FAMILIAR PRODUCTS**

- ✓ **IP-appliances: routers and firewalls from multiple vendors, including: Cisco Systems, Lucent (Lucent/Ascend/Livingston), Nortel Networks, Hewlett-Packard, Ericsson, 3com, RAD, BreezeCom, Alcatel and Allied Telesyn.**
- ✓ **Network computing: SysV Unix (Solaris, Irix, HP-UX, AIX, DEC Unix), BSD Unix (FreeBSD, NetBSD, BSDI), Linux, service design, scalability and implementation on all, high availability solutions, RAID storage-subsystems, performance-tuning, administration.**
- ✓ **Access services: Airline Wireless local loop (Point-to-multipoint E1 w/integrated Mux), HDSL and SDSL, Dialup-access, AAA, point-to-point microwave (Ericsson Mini-Link), multiple vendors SDH- and PDH-solutions.**
- ✓ **Consultation: Project management, Internet-services engineering, LAN & WAN-design and documentation.**
- ✓ **Security: Public / private IP network security, SSH, SSL, VPN, tunneling, firewalls, NAT, security administration of Unix-hosts.**
- ✓ **Routers: In-depth Cisco product line knowledge, ISDN, Leased lines, LANs, multihomed WANs, OSPF routing, RIP, EIGRP, BGP4 basics, LAN-switching, bridging, repeaters, all cabling standards and practises.**
- ✓ **Hardware: PC compatibles, Unix platforms from Sun, SGI, HP, Compaq (DEC) and IBM.**
- ✓ **Software: HP Openview, MS Office, Sendmail, DiskSuite, Windows NT, multiple WWW servers, Visio, Countless Unix / Windows applications and tools.**
- ✓ **Protocols: SMTP, POP3, IMAP, DNS, NIS, NFS, SSH, WWW-caching, HTTP, NNTP, C7 and in-depth understanding of TCP/IP.**

### **PERSONAL**

- **Trilingual: Finnish (native), English (ok), Swedish (poor), German (basics)**

**REFERENCES AVAILABLE UPON REQUEST**

# SONNY SOUVANAVONG

7144 Layton Drive  
Springfield, Virginia 22150  
H(703) 719-0781 O(202)661-4552

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## OBJECTIVE

A career opportunity in a Director/Executive position utilizing expertise in Information Management, Network Operations (OSS), Data warehouse and Data Mining (DSS and EIS), Internet/Intranet/Extranet web development and network security in a rapid growing company.

## PROFESSIONAL PROFILE

- Proactive Professional with excellent managerial, organizational and implementation skills.
  - Effective Manager with a proven record of exceeding corporate goals and maneuvering ahead of time constraints.
  - Excellent communications and interpersonal skills.
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## EDUCATION

- Cisco Certification, Virginia, Certified Cisco Network Associate (CCNA) 1999
- Microsoft Certification, Virginia, Certified Network Engineer (MCSE) 1998
- Microsoft Certification, Virginia, Certified Network Engineer (MCP+I) 1998
- Check Point Certification, Detroit, Certified Checkpoint Network Administrator (CCSA) 1998
- Novell Network Certification, Virginia, Certified Network Engineer (CNE) 1996
- Strayer University, Washington D.C., Master of Science in Business Administration (MBA) 1994
- Virginia Commonwealth University, Virginia Bachelor of Science in Marketing (BS) 1990

## SUMMARY OF EXPERTISE

### DIRECTOR OF INFORMATION TECHNOLOGY      October 1997 - Present

#### Facilicom, International, Washington, DC

As the current acting Vice President of Information Systems, my responsibilities include planning, designing, budgeting, and managing a IT/IS team of 20 of staff and consultants in a fast growing global telecommunications company. The responsibility of designing and managing large enterprise Windows NT and Unix environment with integration of Data Warehousing, a Global Network Management Center (GNMC) for maintaining global Nortel and Ericson switches, and develop numbers of applications for OSS, DSS, and EIS support. My responsibility includes managing numerous multi-million dollar projects in aspects of software development and network management. Many of the projects were outsource to numbers of vendors including Perot Systems, Venimex, GTE, etc.

- Developed and planned strategic design of global networks presence utilizing Cisco and Windows NT 4.
- Manage staff of Network Engineers to support diverse LAN and WAN worldwide in Windows NT and Cisco environment.
- Manage software development projects in Operational Support Systems (OSS), Executive Information System (EIS) with a team of programmers in VB, C++, Java, ASP, Oracle Database and others.
- Excellent Manage vendors and contracts encompassing Data Warehouse, LCR, Network Mediation System, Trouble Ticketing System, and more. The approach of all these projects catered towards thin client for the vast geographical dispersed Business Units.
- Responsible for Windows NT 4 networks with Exchange mail and Unix environment with over four hundred users.
- Designed and built Global Network Management Center (GNMC) for monitoring global telecommunication network.
- Manage, design and implement web technology using Internet, Intranet and Extranet technologies for sharing data across private, LAN, WAN, and Virtual Private Network (VPN).
- Design and implement network security using Check Point Firewall 1 technology using encryption (US and International), Secure ID, Virtual Private Network, user/client/session authentication, and proxy service.
- Manage numerous database projects including company wide data warehousing with mix databases including DB2, Oracle, Sybase, Access, and SQL; company wide contact manager using Goldmine and Gold Sync.
- Develop plans for LAN and WAN infrastructure expansion to accommodate the rapid growth of corporation.
- Train employees on numerous subjects including standard applications, network design and implementation, Internet and Intranet, and others.

**Strayer University - Washington DC**

As a current part-time professor at a local University, I instruct numerous computer courses in the networking program. Some of these courses include TCP/IP, Windows NT Workstation and Server, and Internet Information Server.

- Instruct numerous classes in the field of computer networking, MCSE and CNE courses.
- Created tests and grade exams.
- Assign real life projects and grade them.

**DIVISION DIRECTOR OF INFORMATION TECHNOLOGY - February 1995 – October 1997**

**Birch & Davis Associates, Falls Church, Virginia -**

Manage a division of technical support in a dynamic environment of nation wide area network, local area network utilizing Novell 3.11, 3.12, 4.11, and Windows NT 3.51 & 4.0 network with Windows 95 and NT workstations. Involved in numerous projects, which required planning, budgeting, vendor selection, and systems deployment.

- Manage team of Network Engineers in environment of Novell NetWare and Windows NT with over 300 hundred workstations and numerous remote users across The United States.
- Involved in number of projects including establishing new system for all US military hospitals (CPR), build a wide area database for the Social Security Administration (SSA), test software and systems (CEIS) to meet the standards of Health Affairs (HA).
- Oversee and administered Cmail post offices in 10/100 baseT network and T-1 connection wide area network environment.
- Designed, Installed, configured, and administered all aspects of Internet server, Intranet server, FTP server, and firewall.
- Conducted training classes including basic applications, (i.e. MS Office Suite, Corel WordPerfect 7, Lotus 123), Internet and Intranet access, Cmail application, file management.
- Established network security plan to meet the needs of the corporate information infrastructure.
- Configured and maintained IBM compatible PC's with Windows 3.11, Windows 95, Windows NT 4.0, and DOS.
- Installed routers, bridges, and repeaters for all types of networks with fiber optics, twisted pair, and T-1 connections.
- Designed web pages for company's homepage on Internet and Intranet.
- Managed a staff of Technical Support Specialists.

**COMPUTER SKILLS**

- Network: Windows NT Backoffice, Novell NetWare 3.x & 4.x, CCMail, MS Exchange, Internet and Intranet, Firewall 1.
- Hardware: PC compatibles, Prime mainframe system, Suns system, Cisco/3Com routers, bridges, switches, gateways, repeaters, patch panels, concentrators, and all type of cables including fiber optics, twisted pair, ISDN, coaxial, and T-1.
- Software: Visual Basic 5/6, Oracle 7/8, MS SQL6/7, Remedy, Lotus 123, Word Perfect 7, MS Office Suite95/97, Q&A, C++, Unix, D-Base, MS Active Server Pages, MS Visual Studio, and HTML.

**PERSONAL**

- Trilingual: English, Laotian, Thai, and conversational Spanish.

**REFERENCES AVAILABLE UPON REQUEST**