



TELECOM CERTIFICATION & FILING, INC.

485 MADISON AVENUE
NEW YORK, NEW YORK 10022-5803

TEL (212) 546-9090

FAX (212) 753-8101

e-mail: dklein@telfile.com

March 30, 2001

010375-77

VIA FEDERAL EXPRESS

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

Re: LD Telecommunications, Inc.

Dear Sir or Madam:

Enclosed for approval and filing, please find one original and six (6) copies of LD Telecommunications, Inc.'s application for a Certificate of Convenience and Necessity to Provide Facilities-based and Resold Interexchange Telecommunications Services in the State of Florida.

At your earliest convenience, please date stamp the copy of this cover letter and return to me in the enclosed postage prepaid self-addressed envelope.

Should you have any questions or require additional information, please contact me at your convenience.

Sincerely,

Anel Encarnacion
Director, Business Affairs

Enc.

AE/2112-13/42457

00042457;1

www.telfile.com

DOCUMENT NUMBER-DATE

03968 MAR 30 2001

FPSC-RECORDS/REPORTING

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:

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

010375-77

Original certificate (new company).

Approval of transfer of existing certificate:
Example, a certificated company purchases an existing certificated company and desires to retain the authority of both certificates.

Approval of assignment 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:

LD Telecommunications, Inc.

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

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

**600 Brickell Avenue
Miami, FL 33131**

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

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 Reseller - 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;

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

8. If individual, provide:

Name:
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:
P99000055439

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

A. The Florida Secretary of State Corporate Registration Number:

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:

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

A. The Florida Secretary of State registration number:

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

Name:

Title:

Address:

City/State/Zip:

Telephone No.:

Fax No.:

Internet E-Mail Address:

Internet Website Address:

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:

15. Provide F.E.I. Number (if applicable): **65-0931655**

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:

Title:

Address:

City/State/Zip:

Telephone No.:

Fax No.:

Internet E-Mail Address:

Internet Website Address:

C. How is this information provided?

17. Who will receive the bills for your service?

Residential Customers

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: **David O. Klein**

Title: **Representative of LD Telecommunications, Inc.**

Address: **485 Madison Avenue**

City/State/Zip: **New York, NY 10022**

Telephone No.: **(212) 546-9090** Fax No.: **(212) 753-8101**

Internet E-Mail Address: **dklein@telfile.com**

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

B. Official point of contact for the ongoing operations of the company:

Name: **Carlos Lahrssen**

Title: **President/CEO**

Address: **600 Brickell Avenue**

City/State/Zip: **Miami, FL 33131**

Telephone No.: **(305) 358-8952** Fax No.: **(305) 371-2329**

Internet E-Mail: **cfd@LDTeleCom.com**

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

C. Complaint/Inquiries from customers:

Name: **Rodrigo Diaz**

Title: **Director for Customer Service**

Address: **600 Brickell Avenue**

City/State/Zip: **Miami, FL 33131**

Telephone No.: **(800) 982-8653** Fax No.: **(305) 371-2329**

Internet E-Mail Address:

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

19. List the states in which the applicant:

A. has operated as an interexchange telecommunications company.

N/A

B. has applications pending to be certificated as an interexchange telecommunications company.

N/A

C. is certificated to operate as an interexchange telecommunications company.

N/A

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

N/A

E. has had regulatory penalties imposed for violations of telecommunications

statutes and the circumstances involved.

N/A

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

N/A

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

- 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

21. The applicant will provide the following interexchange carrier services (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. 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. 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. 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
- l. 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 in operation. Use the format required by Commission Rule 25-24.485 (example enclosed).

Attached as Exhibit 2.

23. 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.

Attached as Exhibit 3.

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 maintain the requested service.
Attached as Exhibit 4.
 2. A written explanation that the applicant has sufficient financial capability to maintain the requested service.
Attached as Exhibit 4.
 3. A written explanation that the applicant has sufficient financial capability to meet its lease or ownership obligations.
Attached as Exhibit 4.
- B. Managerial capability; give resumes of employees/officers of the company that would indicate sufficient managerial experiences of each.
Attached as Exhibit 5.
- C. Technical capability; give resumes of employees/officers of the company that would indicate sufficient technical experience or indicate what company has been contracted to conduct technical maintenance.
Attached as Exhibit 5.

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

3-20-01

Date

President/Chief Executive Officer
Title

(305) 358-8952
Telephone No.

Address: LD Telecommunications, Inc.
600 Brickell Avenue
Miami, FL 33131

(305) 371-2329
Fax No.

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: _____

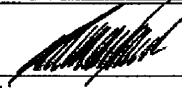
Fax No.

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

03-20-01

Date

President/Chief Executive Officer
Title

(305) 358-8952
Telephone No.

Address: LD Telecommunications, Inc.

(305) 371-2329
Fax No.

600 Brickell Avenue
Miami, FL 33131

CURRENT FLORIDA INTRASTATE SERVICES

Applicant **has** () or **has not** (✓) previously provided intrastate telecommunications in Florida.

If the answer is has fully describe the following:

- a) What services have been provided and when did these services begin?
- b) If the services are not currently offered, when were they discontinued?

UTILITY OFFICIAL:



Signature

03-20-01

Date

President/Chief Executive Officer
Title

(305) 358-8952
Telephone No.

Address: LD Telecommunications, Inc. (305) 371-2329
Fax No.

600 Brickell Avenue
Miami, FL 33131

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

03-20-01

Date

President/Chief Executive Officer
Title

(305) 358-8952
Telephone No.

Address: LD Telecommunications, Inc.
600 Brickell Avenue
Miami, FL 33131

(305) 371-2329
Fax No.

Exhibit 1
Certificate of Incorporation



FLORIDA DEPARTMENT OF STATE
Katherine Harris
Secretary of State

June 18, 1999

EMPIRE

MIAMI, FL

The Articles of Incorporation for LD TELECOMMUNICATIONS, INC. were filed on June 18, 1999 and assigned document number P99000055439. Please refer to this number whenever corresponding with this office regarding the above corporation.

PLEASE NOTE: COMPLIANCE WITH THE FOLLOWING PROCEDURES IS ESSENTIAL TO MAINTAINING YOUR CORPORATE STATUS. FAILURE TO DO SO MAY RESULT IN DISSOLUTION OF YOUR CORPORATION.

A CORPORATION ANNUAL REPORT MUST BE FILED WITH THIS OFFICE BETWEEN JANUARY 1 AND MAY 1 OF EACH YEAR BEGINNING WITH THE CALENDAR YEAR FOLLOWING THE YEAR OF THE FILING DATE NOTED ABOVE AND EACH YEAR THEREAFTER. FAILURE TO FILE THE ANNUAL REPORT ON TIME MAY RESULT IN ADMINISTRATIVE DISSOLUTION OF YOUR CORPORATION.

A FEDERAL EMPLOYER IDENTIFICATION (FEI) NUMBER MUST BE SHOWN ON THE ANNUAL REPORT FORM PRIOR TO ITS FILING WITH THIS OFFICE. CONTACT THE INTERNAL REVENUE SERVICE TO INSURE THAT YOU RECEIVE THE FEI NUMBER IN TIME TO FILE THE ANNUAL REPORT. TO OBTAIN A FEI NUMBER, CONTACT THE IRS AT 1-800-829-3676 AND REQUEST FORM SS-4.

SHOULD YOUR CORPORATE MAILING ADDRESS CHANGE, YOU MUST NOTIFY THIS OFFICE IN WRITING, TO INSURE IMPORTANT MAILINGS SUCH AS THE ANNUAL REPORT NOTICES REACH YOU.

Should you have any questions regarding corporations, please contact this office at the address given below.

Loria Poole, Corporate Specialist
New Filings Section

Letter Number: 099A00032732

**CERTIFICATE AND KNOWLEDGEMENT
OF REGISTERED AGENT**

**CERTIFICATE OF REGISTERED AGENT
OF**

LD TELECOMMUNICATIONS, INC.

(name of corporation)

Pursuant to Florida Statutes Sections 48.091 and 607.0501, the following is submitted
The above corporation, desiring to organize under the laws of the State of Florida with
its registered office as indicated in the Articles of Incorporation

at 600 BRICKELL AVE. SUITE 206E
MIAMI, FL. 33131

has named CARLOS F. LAHRSEN

located at the aforesaid address, as its Registered Agent to accept service of process within
this state.

ACKNOWLEDGEMENT

Having been named as Registered Agent to accept service of process for the above stated
corporation at the place designated in this certificate, and being familiar with the obliga-
tions of that position, I hereby accept to act in this capacity, and agree to comply with the
provisions of Florida Law in keeping open said office.

[Signature]
(registered agent)

FILED
09 JUN 18 AM 10:25
SECRETARY OF STATE
TALLAHASSEE FLORIDA

ARTICLE VI - INITIAL BOARD OF DIRECTORS

This corporation shall have TWO (2) directors initially. The number of directors may be either increased or diminished from time to time by the By-Laws, but shall never be less than one (1). The names and addresses of the initial director(s) of the corporation are as follows:

NAME	CARLOS F. LAHRSEN		
ADDRESS	600 BRICKELL AVE. SUITE 206E		
CITY	MIAM	STATE	FL
			ZIP 33131
NAME	FELIPE J. LAHRSEN		
ADDRESS	600 BRICKELL AVE. SUITE 206E		
CITY	MIAMI	STATE	FL
			ZIP 33131
NAME			
ADDRESS			
CITY		STATE	
			ZIP


ARTICLE VII - INCORPORATORS

The names and addresses of the incorporators signing these Articles of Incorporation are as follows:

NAME	CARLOS F LAHRSEN		
ADDRESS	600 BRICKELL AVE. SUITE 206E		
CITY	MIAMI	STATE	FL
			ZIP 33131
NAME			
ADDRESS			
CITY		STATE	
			ZIP
NAME			
ADDRESS			
CITY		STATE	
			ZIP

207A

IN WITNESS WHEREOF, the undersigned subscriber(s) have executed these Articles of Incorporation this 16th day of JUNE, 1999

 (Seal)

____ (Seal)

____ (Seal)

CARLTON FIELDS

003

ARTICLES OF INCORPORATION

of

LD TELECOMMUNICATIONS, INC

(name of corporation)

The undersigned subscriber(s) to these Articles of Incorporation, natural person(s) competent to contract, hereby form a corporation under the laws of the State of Florida.

ARTICLE I - CORPORATE NAME

The name of the corporation is:

LD TELECOMMUNICATIONS, INC

FILED
99 JUN 18 AM 10:25
SECRETARY OF STATE
TALLAHASSEE FLORIDA

ARTICLE II - DURATION

This corporation shall exist perpetually unless dissolved according to Florida law.

ARTICLE III - PURPOSE

The corporation is organized for the purpose of engaging in any activities or business permitted under the laws of the United States and the State of Florida.

ARTICLE IV - CAPITAL STOCK

The corporation is authorized to issue ONE THOUSAND shares (1,000) of ONE Dollar(s) (\$ 1.00) par value Common Stock, which shall be designated "Common Shares".

ARTICLE V - INITIAL REGISTERED OFFICE AND AGENT

The street address of the Initial Registered Agent office and the name of the Initial Registered Agent at that office is:

NAME	<u>CARLOS F LAHRSEN</u>		
ADDRESS	<u>600 BRICKELL AVE. SUITE 206 E 207A</u>		
CITY	<u>MIAMI</u>	FLORIDA	FI
			ZIP <u>33131</u>

The principal office, if known, or the mailing address of the corporation is:

NAME	<u>CARLOS F LAHRSEN</u>		
ADDRESS	<u>600 BRICKELL AVE. SUITE 206 E</u>		

Exhibit 2
Proposed Tariff

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 LD Telecommunications, Inc. with principal offices at 600 Brickell Avenue, Miami, Florida 33131. This tariff applies for 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 principal place of business.

Issued: March 30, 2001

Effective: June 30, 2001

By: Mr. Carlos Lahrssen, President/Chief Executive Officer
600 Brickell Avenue
Miami, FL 33131

CHECK SHEET

Sheet 1 through 18 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 on the bottom of this sheet.

<u>SHEET</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

Issued: March 30, 2001

Effective: June 30, 2001

By: Mr. Carlos Lahrssen, President/Chief Executive Officer
600 Brickell Avenue
Miami, FL 33131

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Issued: March 30, 2001

Effective: June 30, 2001

By: Mr. Carlos Lahrssen, President/Chief Executive Officer
600 Brickell Avenue
Miami, FL 33131

SYMBOLS

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

- D - Delete or Discontinue
- I - Change Resulting in an Increase to a Customer's Bill
- M - Moved from Another Tariff Location
- N - New
- R - Change Resulting in a Reduction to a Customer's Bill
- T - Change in Text or Regulation but no Change in Rate or Charge

Issued: March 30, 2001

Effective: June 30, 2001

By: Mr. Carlos Lahrssen, President/Chief Executive Officer
600 Brickell Avenue
Miami, FL 33131

TARIFF FORMAT

- A. Sheet Numbering** - Sheet numbers appear in the upper right corner of the sheet. 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 sheet. These numbers are used to determine the most current sheet version on file with the FLAPSC. For example, the 4th revised Sheet 14 cancels the 3rd revised Sheet 14. Because of various suspension periods, deferrals, etc. the FLAPSC follows in their tariff approval process, the most current sheet number on file with the FLAPSC is not always the tariff sheet in effect. Consult the Check Sheet for the sheet currently in effect.
- C. Paragraph Number Sequence** - There are nine levels of paragraph coding. Each level of coding is subservient to its next higher level:
- 2.1.
 - 2.1.1.
 - 2.1.1.A.
 - 2.1.1.A.1.
 - 2.1.1.A.1.(a).
 - 2.1.1.A.1.(a).1.
 - 2.1.1.A.1.(a).1.(i).
 - 2.1.1.A.1.(a).1.(i).(1).
- D. Check Sheets** - When a tariff filing is made with the FLAPSC, an updated check sheet accompanies the tariff filing. The check sheet lists the sheets contained in the tariff, with a cross reference to the current revision number. When new sheets 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 sheet if these are the only changes made to it (i.e., the format, etc. remains the same, just revised revision levels on some sheets). The tariff user should refer to the latest check sheet to find out if a particular sheet is the most current on file with the FLAPSC.

SECTION 1 - TECHNICAL TERMS AND ABBREVIATIONS

Access Line - An arrangement which connects the customer's location to a LD Telecommunications, Inc. network switching center.

Authorization Code - A numerical code, one or more of which are available to a customer to enable the customer 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.

Calling Card - A card issued by the Company, the customer's Local Exchange Company, authorized vendor, or other common carrier which allows the customer to make telephone calls and bill calls to the Calling Card by entering a PIN.

Card Number - A multi-digit identifying number which may be printed on each Prepaid Calling Card or Calling Card, which may also be referred to in this tariff as a PIN.

Company or Carrier - LD Telecommunications, Inc..

Credit Card Charges - Prepaid Calling Card purchases, renewals, and other charges that may be billed to Major Credit Cards.

Customer - The person, firm, corporation or other entity which orders service and is responsible for both 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 Sunday through Friday.

FLAPSC - Florida Public Service Commission.

Holidays - LD Telecommunications, Inc.'s recognized holidays are New Year's Day, Martin Luther King, Jr. Day, Presidents' Day, Veterans' Day, Memorial Day, Independence Day, Labor Day, Columbus Day, Thanksgiving Day, and Christmas Day.

Local Exchange Company - A company which furnishes local exchange telephone service.

Major Credit Card - A universally accepted charge card. MasterCard, VISA, Diner's Club International, American Express and Carte Blanche are examples of major credit cards which the Company may accept.

SECTION 1 - TECHNICAL TERMS AND ABBREVIATIONS (contd.)

Night/Weekend - From 11:00 p.m. up to, but not including, 8:00 a.m. Sunday through Friday, and 8:00 a.m. Saturday up to, but not including 5:00 p.m. Sunday.

PIN(s) - One or more multi-digit (usually 8 or more) personal identification numbers which have been assigned to a customer to use with a designated 800 number, or other access number, to access the Company's network.

Prepaid Calling Cards - A plastic, paper or similar card issued by the Company and/or purchased by a customer which enables the customer to use a preprogrammed number of minutes of the Company's telecommunications service. Each Prepaid Calling Card which represents a customer account, has a PIN and instructions for using the Company's Prepaid Calling Card telecommunications service.

Prepaid Calling Card Calls - Calls for which charges are billed to a Prepaid Calling Card and not to the originating or terminating telephone number.

Private Label Prepaid Calling Card - A Prepaid Calling Card issued by the Company which carries the name or logo of an organization in addition to the Company's name.

Underlying Carriers - Those certificated telecommunications service providers.

SECTION 2 - RULES AND REGULATIONS**2.1 Undertaking of LD Telecommunications, Inc.**

LD Telecommunications, Inc.'s facilities are furnished for communications originating at specified points within the State of Florida under terms of this tariff.

LD Telecommunications, Inc. operates, and maintains the communication services provided hereunder in accordance with the terms and conditions set forth under this tariff. When authorized by the customer, the Company may act as the customer's agent for ordering access connection facilities provided by other carriers or entities to allow connection of a customer's location to the LD Telecommunications, Inc. network. The customer shall be responsible for all charges due for such service arrangement.

The Company's services are provided on a monthly basis unless ordered on a longer time basis, and are available twenty-four hours per day, seven days per week.

2.2 Limitations

2.2.1 Service is offered subject to the availability of facilities and the provisions of this tariff.

2.2.2 LD Telecommunications, Inc. 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.

2.2.3 All services provided under this tariff are directly controlled by LD Telecommunications, Inc. and the customer may not transfer or assign the use of service, except with the express consent of the Company. Such transfer or assignment shall only apply where there is no interruption of the use or location of the service or facilities.

2.2.4 Prior written permission from the Company is required before 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.

2.2.5 The Company's resellers and rebillers must be certified.

SECTION 2 - RULES AND REGULATIONS (contd.)

2.3 Liabilities of the Company

- 2.3.1 LD Telecommunications, Inc.'s liability for damages arising out of mistakes, interruptions, omissions, delays, errors, or defects in the transmission occurring due to 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, unless ordered by the Commission.
- 2.3.2 LD Telecommunications, Inc. 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 or facility provided by LD Telecommunications, Inc..

2.4 Interruption of Service

- 2.4.1 Credit allowances 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 2.3.1 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 caused by an action or omission by the customer within the customer's control, or is not due to the wiring or equipment, if any, furnished by the customer and connected to the Company's facilities.

- 2.4.2 For the purposes of credit computation, every month shall be considered to have 720 hours.

SECTION 2 - RULES AND REGULATIONS (contd.)

2.4 Interruption of Service (cont'd)

2.4.3 No credit shall be allowed for an interruption of a continuous duration of less than two hours.

2.4.4 The customer shall be credited for an interruption of two hours or more at the rate of 1/720th of the fixed monthly charge for the facilities affected for each hour or major fraction thereof that the interruption continues.

Credit Formula:

$$\text{Credit} = \frac{A}{720} \times B$$

“A” -- outage times in hours

“B” -- total fixed monthly charge for affected facility

2.5 Suspension-of-Service Guidelines

Service will be suspended without notice in the following situations:

- 1) The customer obtained service fraudulently; or
- 2) A safety hazard is found on the customer's premises.

2.6 Restoration of Service

Restoration of service shall be done as quickly as practicable by patching, rerouting, substitution of component parts or pathways, and other means, as determined necessary by the Company.

2.7 Billing Periods

To the extent that the customer is not a Prepaid Calling Card customer, the customer will receive a bill after the 30-day cycle.

SECTION 2 - RULES AND REGULATIONS (contd.)**2.8 Understanding Your Statement of Account**

To the extent that the customer is not a Prepaid Calling Card customer, the customer's bill will outline specific charges or adjustments for LD Telecommunications, Inc.'s services.

2.9 Questions About Your Statement of Account

If the customer has questions about LD Telecommunications, Inc.'s charges that may appear on its statement of account, the customer may call the LD Telecommunications, Inc. service representative toll free at 1 (888) 750-1187.

2.10 Special Promotions

The Company offers no special promotions at this time and anticipates no such promotions in the future.

2.11 Billing Dispute

In the event the customer is not satisfied with the Company's resolution of a billing dispute, the customer may make application to the FLAPSC for review and disposition of the matter.

2.12 Forms of Payment

At the customer's request, the Company permits the use of approved credit cards to apply for and receive Prepaid Calling Cards used to access and pay for the Company's telecommunications services. Telephone charges will be debited by the Company against this card at the rates set forth in Section 4 herein.

2.13 Advanced Payments

The Company does not require an advanced payment.

2.14 Responsibility of the Company

The Company endeavors to provide the best long distance service possible at a fair and competitive price.

SECTION 2 - RULES AND REGULATIONS (contd.)

2.15 Frequency Restrictions

There are no frequency restrictions.

2.16 Credit for Incomplete Calls

When a Customer calls in and identifies that specific calls were incomplete, the Company's Customer Service department has the capability to credit the Customer's Prepaid Calling Card. In the event that the call was incomplete, the Company will automatically credit the Customer's Prepaid Calling Card.

2.17 Minimum Call Completion Rate

A customer can expect a call completion rate (number of calls completed / number of calls attempted) of not less than 90% during peak use periods for all Company services.

2.18 Deposits

The Company does not require a deposit from the customer.

2.19 Taxes

All State and local taxes (i.e., gross receipts tax, sales tax, municipal utilities tax) are listed as separate line items and are not included in the quoted rates.

2.20 Returned Check Charge

A fee of \$25.00 will be charged whenever a check or draft presented for payment for service is not accepted by the institution on which it is written.

SECTION 3 - DESCRIPTION OF SERVICES**3.1 Usage Based Services - Timing of Calls**

The Company's charges are based on the actual usage of the Company's services, in addition to any special features and/or service options, utilized by the customer. Charges begin when the called station is answered and two way communication is possible, as determined by standard industry methods generally in use for ascertaining answer, including hardware answer supervision in which the Local Exchange Company sends a signal to the switch. Charges cease when either party (called or calling) hangs up. There is no charge for an incomplete call.

3.2 Long Distance Network Service

The Company's Long Distance Network Service provides for the facilities-based and resold provision the tariffed Software Defined Network (SDN) Service offered by various Underlying Carriers. This service is a custom designed private telecommunication network that combines the efficiencies and benefits of both switched and private line service to meet the specific requirements of customers needing to communicate between geographic locations within the State. The method of mileage calculation utilized by the Company mirrors that of Bell Communications Research and NPA-NXX V & H Coordinates Tape and Bell's NECA Tariff No. 4.

Each service customer is charged individually for each call on a conversation minute basis. Each call is measured and charged at the applicable rate for the initial thirty (30) second period or fraction thereof, and then at the applicable rate for each additional thirty (30) second period or fraction thereof. The minimum length of a call is thirty (30) seconds. See Section 4, Rates, for the applicable rate schedule.

SECTION 3 - DESCRIPTION OF SERVICES (contd.)**3.2 Long Distance Network Service (contd.)**

Dedicated access circuits may be provided and billed by the local exchange company (LEC). Dedicated access channels may be purchased from carriers other than the LEC only in accordance with FLAPSC rules or if the special access channel is jurisdictionally interstate. Charges for the dedicated access channel are determined by the access provider.

3.3 Prepaid Calling Card Service

- 3.3.1 This service permits use of a Prepaid Calling Card to access and pay for the Company's telecommunications services. Customers may purchase Prepaid Calling Cards directly from the Company, from authorized vendors or at a variety of retail outlets. Prepaid Calling Cards may be issued in denominations of \$5.00, \$10.00 and \$20.00 increments. The Company may issue Private Label Prepaid Calling Cards, as well as Prepaid Calling Cards with a fixed number of preprogrammed minutes.
- 3.3.2 Users obtain the service by dialing an 800 number or other Access Codes to access the Underlying Carrier(s) network. The User is prompted by an automatic voice response system to enter his/her PIN, and then to enter the terminating telephone number. The Underlying Carrier(s) processor tracks the call duration from when the call is answered by the Underlying Carrier(s) processor for rating purposes on a real time basis. Billing for all calls ends when either party hangs-up. The total price of each call, including applicable taxes, is deducted from the prepaid amount on the Prepaid Calling Card. For some cards, when a User obtains access to the Underlying Carrier(s) processor, the balance on the card will be announced. A warning tone or message shall be played when 60 seconds or less is left on the Prepaid Calling Card. The User can then complete the call within the time remaining on the Prepaid Calling Card. Customers have the option of purchasing Prepaid Calling Cards containing an expiration date of either twelve (12) months from the date of purchase, or the date of last recharge, whichever is later.
- 3.3.3 The Company offers origination from anywhere in the United States, and termination internationally.

SECTION 3 - DESCRIPTION OF SERVICES (contd.)

3.4 Directory Assistance Service

Directory Assistance Service is not provided to subscribers.

3.5 Accessing Service

The service provided by the Company is one way dial in - dial out, multi-point telecommunications services, allowing the customer to originate calls through the network facilities of the Underlying Carriers. Access to the Company may differ dependent upon the type of exchange access service provided by the local exchange telephone company to the Underlying Carriers.

3.6 Availability of Service

The services provided through the Company, are available where equal access and the Billing Systems of its Underlying Carriers are provided.

3.7 Locations of Service

The services offered by the Company are to be available statewide, where the long distance services of its Underlying Carriers are available. The services offered by the Company are not intended to be limited geographically.

SECTION 4 - RATES

4.1 Long Distance Network Usage Rates

4.1.1 Day, Evening and Night rate periods apply to Long Distance Network usage. The rates apply for all days of the week including holidays. The Day rate period is 8:00 a.m. to, but not including, 5:00 p.m., Monday through Friday and 5:00 p.m. to, but not including, 11:00 p.m. Sunday. The Night/Weekend Rate period is 11:00 p.m. to, but not including, 8:00 a.m. Monday through Sunday, all day Saturday, and from 8:00 a.m. to, but not including, 5:00 p.m. Sunday. For New Year's Day (January 1), Independence Day (July 4), Labor Day, Thanksgiving Day and Christmas Day (December 25), the Evening Rate applies.

SECTION 4 - RATES (contd.)

4.2 Long Distance Network And Prepaid Calling Card Usage Rates

4.2.1 Florida Intrastate Interlata Rates

4.2.1.A

**Schedule A
(Switch Service)**

	<u>Day</u>		<u>Eve</u>		<u>Night</u>	
	<u>First</u>	<u>Add'l</u>	<u>First</u>	<u>Add'l</u>	<u>First</u>	<u>Add'l</u>
LDT 800	\$0.099/30sec.	\$0.099/30sec.	\$0.099/30sec.	\$0.099/30sec.	\$0.099/30sec.	\$0.099/30sec.
LDT Local	\$0.069/30sec.	\$0.069/30sec.	\$0.069/30sec.	\$0.069/30sec.	\$0.069/30sec.	\$0.069/30sec.

4.2.2 Florida Intrastate Intralata Rates

4.2.2.A

**Schedule A
(Switch Service)**

	<u>Day</u>		<u>Eve</u>		<u>Night</u>	
	<u>First</u>	<u>Add'l</u>	<u>First</u>	<u>Add'l</u>	<u>First</u>	<u>Add'l</u>
LDT800	\$0.099/30sec.	\$0.099/30sec.	\$0.099/30sec.	\$0.099/30sec.	\$0.099/30sec.	\$0.099/30sec.
LDT Local	\$0.069/30sec.	\$0.069/30sec.	\$0.069/30sec.	\$0.069/30sec.	\$0.069/30sec.	\$0.069/30sec.

Issued: March 30, 2001

Effective: June 30, 2001

By: Mr. Carlos Lahrssen, President/Chief Executive Officer
600 Brickell Avenue
Miami, FL 33131

SECTION 4 - RATES (contd.)

4.3 Exemptions and Special Rates

4.3.1 Directory Assistance for Handicapped Persons:

There shall be no charge for up to fifty calls per billing cycle from lines or trunks serving handicapped individuals. The Company shall charge the prevailing tariff rates for every call in excess of fifty within a billing cycle.

4.3.2 Hearing and Speech Impaired Persons:

Intrastate toll message rates for TDD users shall be evening rates for daytime calls and night rates for evening and night calls.

4.3.3 Telecommunications Relay Service:

For intrastate toll calls received from the relay service, the Company 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 the calling or called party indicates that either party is either both hearing and visually impaired, the call shall be discounted 60 percent off of the otherwise applicable rate for a 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.

Exhibit 3
Financial Qualification

SUMMARY INCOME STATEMENT

	Jan-00	Feb-00	Mar-00
<i>Retail</i>			
Pre-paid	1,650	3,428	3,749
Post-paid	889	6,251	10,392
Wholesale	-	-	-
Other	-	-	-
Uncollectibles	-	-	-
Total Revenue	\$ 2,539	\$ 9,679	\$ 14,141
Traffic Cost	645	674	1,943
Data Leased Lines	11,666	8,458	8,211
Telco Leased Lines	860	860	1,491
Other	-	-	-
Total Direct Cost	\$ 13,171	\$ 9,992	\$ 11,644
Gross Profit	\$ (10,632)	\$ (313)	\$ 2,497
Gross Margin	-419%	-3%	18%
Network Expense	-	-	300
Selling & Marketing Expense	639	1,942	2,680
General & Administrative Expense	21,984	22,033	19,113
Total SG&A	\$ 22,623	\$ 23,975	\$ 22,093
EBITDA	\$ (33,255)	\$ (24,288)	\$ (19,595)
Depreciation & Amortization			
Earnings Before Taxes	\$ (33,255)	\$ (24,288)	\$ (19,595)

	Apr-00	May-00	Jun-00	Jul-00	Aug-00	Sep-00
	4,420	2,760	4,405	5,031	6,968	8,546
	19,621	24,391	26,467	29,163	36,517	41,960
	34	19	33	1,700	514	793
	-	-	-	6,742	-	-
	136	27	11	90	-	-
\$	23,939	\$ 27,143	\$ 30,895	\$ 42,546	\$ 44,000	\$ 51,299
	2,866	6,399	6,219	7,734	8,978	11,341
	10,307	9,275	9,275	9,275	10,525	11,483
	1,487	1,487	1,491	1,491	1,631	1,742
	-	-	-	5,525	-	-
\$	14,659	\$ 17,160	\$ 16,984	\$ 24,025	\$ 21,134	\$ 24,566
\$	9,280	\$ 9,983	\$ 13,910	\$ 18,521	\$ 22,866	\$ 26,733
	39%	37%	45%	44%	52%	52%
	300	300	300	300	300	300
	5,667	7,334	11,531	8,847	10,291	10,806
	15,472	18,226	21,931	27,722	18,357	30,296
\$	21,439	\$ 25,860	\$ 33,761	\$ 36,869	\$ 28,949	\$ 41,402
\$	(12,159)	\$ (15,877)	\$ (19,851)	\$ (18,348)	\$ (6,083)	\$ (14,669)
\$	(12,159)	\$ (15,877)	\$ (19,851)	\$ (18,348)	\$ (6,083)	\$ (14,669)

<u>Oct-00</u>	<u>Nov-00</u>	<u>Dec-00</u>	<u>Total</u>
9,372	12,723	12,711	75,764
49,065	55,516	48,173	348,405
8,606	438	1,363	13,500
-	-	27,980	34,722
-	-	-	264
<u>\$ 67,043</u>	<u>\$ 68,676</u>	<u>\$ 90,227</u>	<u># \$ 472,127</u>
14,587	21,022	14,220	96,627
11,723	11,723	11,631	123,550
1,742	1,737	1,737	17,753
-	-	18,260	23,785
<u>\$ 28,052</u>	<u>\$ 34,482</u>	<u>\$ 45,848</u>	<u>\$ 261,716</u>
<u>\$ 38,991</u>	<u>\$ 34,194</u>	<u>\$ 44,379</u>	<u>\$ 210,411</u>
58%	50%	49%	45%
300	300	300	3,000
12,283	14,043	13,378	99,442
31,916	33,628	26,491	287,168
<u>\$ 44,498</u>	<u>\$ 47,971</u>	<u>\$ 40,169</u>	<u>\$ 389,610</u>
<u>\$ (5,507)</u>	<u>\$ (13,777)</u>	<u>\$ 4,210</u>	<u>\$ (179,199)</u>
			\$ -
<u>\$ (5,507)</u>	<u>\$ (13,777)</u>	<u>\$ 4,210</u>	<u>\$ (179,199)</u>

Exhibit 4
Written Statement

WRITTEN STATEMENT

LD Telecommunications, Inc. has been operating for over a year as an international exchange carrier (IXC) in the United States and as a solutions provider in Venezuela. In its first year of operation, LD Telecommunications, Inc. has achieved revenues of \$472M and reached positive EBITDA cash flow in December 2000.

LD Telecommunications, Inc. has raised over \$450M from management/founders and on 2/5/01 closed a Warrant Sales to Integrated Capital Associates; a California based private investment and merchant-banking firm; in the amount of \$250M. LD Telecommunications, Inc. is currently seeking its first external round of financing in the amount of \$2,000,000 to finance the expansion of its network and enter other markets in Latin America. In the event that the aforementioned round is not consummated, the company is able to internally finance its operations from internally generated cash flow and if needed from shareholder capital contributions.

As of 3/29/01 the Company has cash on hand and equivalents in the amount of \$245,504.

Exhibit 5
Managerial and Technical Qualification

Carlos F. Lahrssen
651 Carrington Ln
Weston, FL 33326
(954) 659-2611

EDUCATION

FLORIDA INTERNATIONAL UNIVERSITY, Miami, Florida
Bachelor of Business Administration in Finance, December 1996

UNIVERSIDAD SANTA MARIA, Caracas, Venezuela
Completed two years toward a Bachelor of Business Administration, 1994

UNIVERSIDAD METROPOLITANA, Caracas, Venezuela
Completed three years towards a Bachelor of Science in Civil Engineering, 1992

**WORK
EXPERIENCE**

March 1999-Present **LD TeleCom**, Miami, Florida
President & CEO / Founder

- Company Founder
- Telecommunications Platform Deployment
- General Administration and Management
- Financial and Operations Management, on a constant basis

Jan 1997-Nov. 1998 **BACK BAY FINANCIAL INVESTMENTS**, Miami, Florida
Financial Analyst

- Feasibility Study and Financial Structure evaluation on project proposals including market analysis and cash flow projections.
- Administration and project finance coordination for the construction and development of the Turks & Caicos Brewing Company in Providenciales, BWI.
- Administration and financing operations for last stage in Town Homes developments in Boca Raton, Florida.
- Project developer and owner of eight Town Homes in Boca Raton, Florida.
- Finance negotiations to purchase \$15M property, Grand Bay Beach Club, Key Biscayne, Florida.

Fall 1996 **MERRILL LYNCH**, Coral Gables, Florida
Internship

- Observe and practice sales, account management and investment management.
- Analyze clients positions and prepare investment performance reports.
- Perform securities research utilizing Bloomberg and Prism.
- Process Foreign Investor w-8 Tax Forms.
- Provide general support to brokerage team.

- 1995-1996 **ARAMARK**, Miami, Florida
Catering Staff
- Provided event service support at Florida International University as a waiter and bartender.
- 1993-1994 **REAL ESTATE BROKER**, Caracas, Venezuela
Self-Employed Real Estate Broker
- Marketed real estate for sale and rental in local and foreign market.
 - Negotiated contracts with buyers and renters.
 - Over One Million US Dollars in property sales.
 - Planned all sales closings.
- 1992-1993 **J.D. CORDERO MUTUAL FUND AND CAPITAL INVESTMENTS**, Caracas, Venezuela
Account Executive
- Achieved highest mutual fund sales volume by selling 50% of office sales goal.
 - Trained and supervised new personnel in all aspects of mutual funds sales.
 - Bought, sold and marketed certificates of deposit.

LANGUAGE SKILLS Fluent in English and Spanish

COMPUTER SKILLS Microsoft Office Professional
Windows 95/98/NT
Windows NT Server
Cisco IOS
Clarent Advanced Technician

Felipe J. Lahrssen D.
Calle Imataca, Qta. El Carmen, Chuao
Caracas, Venezuela
(58212) 2869918 / (5816) 6254455
e-mail: fjld@ldtelecom.com

Education

- ANDRÉS BELLO CATHOLIC UNIVERSITY, Caracas, 1994 – 1998.
Bachelor of Science in Industrial Engineering.
Ranked 8th out of 58
Thesis: Cost Reduction in Grinding and Transportation of Raw Material for Cement Production
Awarded outstanding Thesis.
- SIMÓN BOLÍVAR UNIVERSITY, Caracas, 1992 – 1994.
Completed two years towards a Bachelor of Science in Electronic Engineering.

Work Experience

- LDTELECOM COMUNICACIONES, Caracas, Venezuela, Dec 1998 - Present.
Director
Founding director of a telecommunications service provider implementing voice over IP.
- Music@spot , Caracas, Venezuela, Sept 1997 – Dec 1999.
Owner
Organize equipment and DJs for parties, restaurants, weddings, etc. Advertise in local newspapers, magazines and radio. 9 DJs under consignment.
- CORPORACIÓN VENCEMOS, Pertigalete, Venezuela, Jul - Oct 1998. Largest cement company in Venezuela.
Internship
Worked on thesis project.
- BAC ASESORES ECONÓMICOS, Caracas, Venezuela, May - Jul 1998.
Internship
Designed a computer-based system to store and classify clientele, in order to improve the efficiency of their resources.
- TURBOCARE (A DIVISION OF DEMAC DELAVAL) , Manvel / Houston, TX; Chicopee, MA; Manchester, CT; Summer 1997.
Internship
Specialized in steam turbines maintenance and reparation process.
- BAC ASESORES ECONÓMICOS, Caracas, Venezuela, Summer 1995.
Internship
Organized all clientele data in accordance to the company's new worldwide prototype.
- HERBALIFE INTERNATIONAL, Caracas, Venezuela, Oct 1993 - Jul 1994.
Supervisor
Directed sales of natural products.
Recruited and supervised an organization of over 100 people.

Other Courses

- ELS LANGUAGE CENTERS, Boston, MA, Summer 1996.
Advanced English courses.
- INFOEDUCACIÓN, Caracas, Venezuela, Jul 1984 - Apr 1986.
Working and programming in several computer languages.

Language Skills

Fluent in Spanish and English.

Computer Skills

Microsoft Office & Windows, Clarent's VoIP Technical Infraestructure, Basic Telecommunications and IP Technology.

Guillermo E. Lahrssen
2451 Brickell Avenue Apt.#2H
Miami, FL 33129
(305) 858-6785

EDUCATION

FLORIDA INTERNATIONAL UNIVERSITY, Miami, Florida
Currently seeking a Bachelor Degree in International Relations.

WEBBER COLLEGE, Babson Park, Florida
Completed one semester towards a Bachelor of Business Administration Degree, 1998.

UNIVERSIDAD METROPOLITANA, Caracas Venezuela
Completed two semesters towards a semester towards a Bachelor of Business Administration Degree, 1997.

JEFFERSON ACADEMY, Caracas, Venezuela
High School Diploma, 1996

**WORK
EXPERIENCE**

2000-Present

LD TeleCom, Miami, Florida
Internet Protocol Carrier Operations Manager

- Manage the Technical Support Department.
- Routing and rating of all destinations offered by LD TeleCom.
- Supervise the daily operations of solollama.com (a subsidiary), ldtelecom.com and other companies' web sites.
- Supervise the Customer Service Department.
- Train and supervise new personnel.

1996-1997

REAL ESTATE BROKER, Caracas, Venezuela
Self-Employed Real Estate Broker

- Marketed real estate for sale and rent in local market

**LANGUAGE
SKILLS**

Fluent in English and Spanish

**COMPUTER
SKILLS**

Microsoft Office Professional
Windows 95/98/00
Database Administration

9407 Fontainebleau Blvd #110
Miami, FL 33172
Phone: 305-338-3815
E-mail: hsolano70@yahoo.com

Hernando Solano

Work experience

February 2001- Present ; LD TeleCom

Chief Technology Officer

- Direct the technology path and vision of the company
- Technical support to operations
- Supervise and deployment of IP equipment deployment

April 1999 – January 2001; iMigo Technologies, Inc. (f/k/a Multicode, Inc.)

Chief Technology Officer / Executive Vice-President

- Directed the technology path and vision of the company.
- Oversaw the development of an Internet appliance solution for the Latin American market including software development, hardware and server-side technology.
- Supervised and assisted in the development of an embedded Linux distribution from the ground up.
- Managed a group of software developers, web designers, electronic and mechanical engineers in the Miami and Taiwan location.
- Interfaced with software and hardware vendors and partners.
- Prepared company products, including prototypes, to be exhibited during Comdex Miami 1999 and Comdex Mexico 2000.
- Assisted management in the organization and planning of the above mention expositions.
- Partook in a press conference about the advantages of embedded Linux during Comdex Mexico 2000.
- Attended Comdex Vegas 1999 and 2000 to meet with leading technology partners and corporations to advance and improve the services and products of the company.
- Supported management in the daily operations and decision making process of the company.
- Aided in raising venture funds for the company including the involvement of a road show in the United States and Latin America.
- Participated in numerous meetings and sale trips with potential clients in Brazil, Mexico, Costa Rica, Chile and other countries in the region to help the management team to convey the advantages of the company products, especially the technological aspects.
- Supervised the daily operations of all IT related issues, including computer network functionality, server maintenance (Apache/Web, e-mail, etc.) and Internet access.

July 1997 – April 1999; iMigo Technologies, Inc. Miami, FL

Network Administrator / Finance Assistant

- Oversaw and administered the network and computer systems of the company.
- Coordinated the procedure to prepare the corporation for year 2000 compliance.
- Optimized the network and implemented a Microsoft Exchange Server, a Microsoft Internet Information Server and Internet access through a T1.
- Developed and maintained a database centric application to improve the effectiveness of the Finance department in the presentation of documents relating to letters of credit, including invoicing and bill of lading.
- Assisted the Finance department in the preparation and presentation of documents relating to letters of credit including invoicing and bill of lading.
- Prepared numerous reports and spreadsheets to assist in the analysis and management of lines of credit, sales and purchases.

Education

- Business Administration – MDCC – Miami, FL.
- Computer Engineering – Universidad Simon Bolivar – Venezuela.
- High School Diploma – 1988 – San Francisco de Sales – Venezuela.

Miscellaneous courses, seminars and certificates:

- Internet Management – 2000 – Computex Taiwan.
- Computer Technician (A+) Certificate – 1999 – CompTIA.
- Effective Financing – 1997 – Century 21 Academy.
- Real Estate License – 1995 – MDCC.

Other Skills

Operating Systems: DOS, Windows 9x, Windows NT, QNX, GEOS, Linux and Unix.

Applications: Office 2000 (Word, Excel, Access and Power Point), Lotus, Approach, FrontPage 2000, Adobe Image Ready and Photoshop 5.5, various Internet applications.

Programming Languages: Visual Basic, Intermediate C/C++, Unix shell scripting, SQL, HTML, Intermediate PHP and JavaScript.

Typing: 45 wpm.

Miscellaneous: Provided IT consulting to a school and several small business, including network installation and configuration.

Languages

Fluent in English and Spanish. Conversational Portuguese.

References and transcripts available upon request

JUAN CARLOS CANTO

10 Museum Way, Apt. 1429
Cambridge, MA 02141
Tel: (617) 945-1772
Fax: (530) 686-5398
E-mail: jcanto@mit.edu

Education

- 1999 - Present **MIT SLOAN SCHOOL OF MANAGEMENT** **CAMBRIDGE, MA**
Candidate for Masters in Business Administration, Class of 2001
- Concentration in New Product and Venture Development
 - Member of the Venture Capital, the Management Consulting, and Latin American Club
- 1992 - 1996 **GEORGETOWN UNIVERSITY** **WASHINGTON, DC**
Bachelor of Science in Business Administration
- Concentration in Finance and International Business
 - Cumulative GPA: 3.8/4.0
 - Beta Gamma Sigma Honor Society, Magna Cum Laude, National Dean's List

Experience

- 2000-Present **LD TeleCom**
Chief Financial Officer
- Financial Reporting
 - Financial Management and Analysis
- Summer 2000 **STRUCTURED INTELLIGENCE, INC.** **MIAMI, FL**
Summer Associate
- Coordinated activities of bankers (DLJ), accountants, lawyers and senior management for the timely development of the Private Placement Memorandum for the Company's second round of funding
 - Analyzed the financial performance and internal operations of the Company's branches in Argentina, Brazil, Colombia, Ecuador, Mexico and Venezuela in order to present recommendations to senior management
 - Conducted due diligence of potential acquisition targets in Latin America
- 1996 - 1999 **SUNTRUST BANK, MIAMI, N.A.** **MIAMI, FL**
International/Corporate Banking Officer (5/97 - 8/99)
- Designed the bank's first forfaiting financing and private insurance transaction in Latin America
 - Originated and closed 6 transactions totaling \$120 million, including the \$30 million lease facility to HBO Ole Partners, and the \$5 million asset-backed financing to Unisys de Centro America
 - Negotiated terms and conditions of various types of loans with corporate senior executives
 - Structured synthetic and operating leases, privately insured transactions, standby letters of credit serving as back-stop paper for tax exempt bonds, Export-Import financings, inventory and receivable based loans
 - Coordinated with different divisions of the bank to provide clients with a full spectrum of financial products including debt and equity capital market products, leasing structures, and cash management services
- Commercial Associate (7/96 - 4/97)*
- Analyzed 48 asset-based and cash flow financings totaling over \$250 million
 - Performed industry analysis and on-site due diligence, built financial models for sensitivity analysis, and made presentations to credit committee
 - Recruited and trained new associates
- 1995 - 1996 **1835K, INC.** **WASHINGTON, DC**
Investor
- Provided seed capital for "Ozio", an upscale restaurant/bar in downtown Washington
 - Developed and implemented marketing strategy to create a unique martini and cigar lounge
 - Built a clientele which resulted in average sales of \$60,000 per month
- 1993 - 1996 **INTERNATIONAL ENTERTAINMENT** **WASHINGTON, DC**
General Director
- Founded and managed a 12-employee company promoting social events at Washington nightclubs and restaurants
 - Negotiated, organized, and advertised two events per week generating annual income of \$150,000
 - Designed and targeted events geared towards college students from over 10 area colleges
 - Coordinated the Armani Fashion Show for Tyson's Corner Shopping Center store opening

Personal

- Working knowledge of Microsoft Office, FAMAS, and Bloomberg
- Fluent in Spanish, conversational Portuguese
- Enjoy investing, water skiing, scuba diving, sports shooting and tennis