

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

**DIVISION OF COMMUNICATIONS
BUREAU OF SERVICE EVALUATION**

APPLICATION FORM

for

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

020238-TI

Instructions

- A. This form is used as an application for an original certificate and for approval of assignment or transfer of an existing certificate. In case of an assignment or transfer, the information provided shall be for the assignee or transferee (See Appendix A).
- B. Print or Type all responses to each item requested in the application and appendices. If an item is not applicable, please explain why.
- C. Use a separate sheet for each answer which will not fit the allotted space.
- D. 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 Shuman 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.

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

**Florida Public Service Commission
Division of Communications
Bureau of Certification and Evaluation
2540 Shuman Oak Blvd.
Tallahassee, Florida 32399-0850
(850) 413-6600**

FORM PSC/CMU 31 (6/98)

Required by Commission Rule Nos. 25.24-470, 25-24.471, and 25.24.473.

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

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 for transfer of control: Example, a company purchases 51% of a certificated company. The Commission must approve the new controlling entity.

2. Name of company:

Broadview Networks, Inc.

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

Broadview Networks, Inc.

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

59 Maiden Lane, 27th Floor, New York, NY 07102

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

1406 Hays Street, Suite 2 Tallahassee, FL 32301

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 carriers. 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: Not applicable

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: Not applicable

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

- (a) **The Florida Secretary of State Corporate**
Registration number: F00000005154

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: Not applicable

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

- (a) **The Florida Secretary of State**
registration number: Not applicable

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

Name: Not applicable

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 620.0169, FS), if applicable.

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

15. Provide **FEID Number** (if applicable): 16-1401082

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: Not applicable

Title: _____

Address: _____

City/State/Zip: _____

Telephone No.: _____ Fax No.: _____

Internet E-Mail Address: _____

Internet Website Address: _____

(c) How is this information provided?

Not applicable

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

(a) The application;

Name: Katherine E. Barker, Esq.

Title: Attorney for Broadview Networks, Inc..

Address: The KDW Group, LLC, 1200 19th Street, N.W. Suite 500

City/State/Zip: Washington, D.C. 20036

Telephone No.: (202) 955-9600 **Fax No.:** (202) 955-9792

Internet E-Mail Address: kbarker@TheKDWGroup.com

Internet Website Address: www.TheKDWGroup.com

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

Name: Ana Bataille

Title: Manager, Regulatory Affairs

Address: 400 Horsham Road

City/State/Zip: Horsham, PA 19044

Telephone No.: (215) 293-8773 **Fax No.:** (215) 293-8750

Internet E-Mail Address: Abataille@BroadViewNet.com

Internet Website Address: Not Applicable

(c) Complaints/Inquiries from customers:

Name: Rhonda Fleming

Title: Customer Care Manager

Address: 45-18 Court Square

City/State/Zip: Long Island City, NY 11101

Telephone No.: 800-260-8766

Fax No.: _____

Internet E-Mail Address: Customers may contact the Company via the Internet Website Address provided below.

Internet Website Address: www.broadviewnet.com

18. List the states in which the applicant:

- (a) has operated as an interexchange telecommunications company.

Massachusetts, New Jersey, New York and Pennsylvania

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

Applicant has applications pending to be certificated as a facilities-based interexchange carrier in Georgia.

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

Delaware, Illinois, Maryland, Massachusetts, New Hampshire, New Jersey, New York, Ohio, Pennsylvania, Rhode Island, Texas, Virginia and West Virginia

- (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.

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

None.

19. 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.

None of Broadview Networks, Inc.'s, officers, directors or any of its ten largest shareholders previously have been adjudged bankrupt, mentally incompetent, or found guilty of any felony or crime. No proceedings are pending.

- (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.

None.

20. 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

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

Broadview Networks, Inc.'s proposed Tariff will be late filed as *Exhibit A*.

22. Submit the following:

A. Financial capability.

The application **must 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 must be signed by the applicant's chief executive officers and chief financial officer **affirming that the financial statements are true and correct and must 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) must 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 meet its lease or ownership obligations.
3. **A written explanation** that the applicant has sufficient financial capability to meet its lease or ownership obligations.

Please see *Exhibit B* for information regarding Broadview Networks, Inc.'s financial capacity, filed under seal.

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

Broadview possesses the legal, technical, and financial qualifications to provide the services for which authority is requested in this Application. The senior management of Broadview has extensive experience in all areas of the communications industry, and its highly-qualified technical staff will ensure that Broadview's operations will meet the most demanding standards for service quality and reliability. Descriptions of the technical and managerial experience of Broadview's key personnel are attached as *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.

Please see *Exhibit C* appended hereto.

**** APPLICANT ACKNOWLEDGEMENT STATEMENT ****

1. **REGULATORY ASSESSMENT FEE:** I understand that all telephone companies must pay a regulatory assessment fee in the amount of .15 of one percent of the 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

3-12-02

Date

Manager, Regulatory Affairs

Title

(215) 293-8773

Telephone No.

Address:

Broadview Networks, Inc.

(215) 293-8750

Fax No.

400 Horsham Road, Suite 130

Horsham, PA 19044

APPENDICES:

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

**** APPENDIX A ****

CERTIFICATE TRANSFER OR ASSIGNMENT STATEMENT

Not applicable. Broadview Networks, Inc. is applying for original authority.

I, (Name) _____,

(Title) _____ of (Name of Company)

and current holder of Florida Public Service Commission Certificate # _____

_____, have reviewed this application and join in the petitioner's request for a

() transfer

() assignment

of the above-mentioned certificate.

UTILITY OFFICIAL: N/A

Signature

Date

Title

Telephone No.

Address: _____

Fax No.

**** APPENDIX B ****

CUSTOMER DEPOSITS AND ADVANCE PAYMENTS

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

- (X) **The applicant will not collect deposits nor will it collect payments for service more than one month in advance.**

- () **The applicant 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

3-12-02

Date

Manager, Regulatory Affairs

Title

(215) 293-8773

Telephone No.

Address:

Broadview Networks, Inc.

(215) 293-8750

Fax No.

400 Horsham Road, Suite 130

Horsham, PA 19044

**** APPENDIX C ****

INTRASTATE NETWORK

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

- 1) Not applicable 2)
- 3) 4)

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

- 1) Not applicable 2)
- 3) 4)

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

- | | <u>POP-to-POP</u> | <u>TYPE</u> | <u>OWNERSHIP</u> |
|----|-------------------|-------------|------------------|
| 1) | Not applicable | | |
| 2) | | | |

Broadview Networks, Inc. is in the process of designing its network in Florida.

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

Broadview seeks authority to originate interexchange telecommunications service throughout the State of Florida.

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

Broadview initially proposes to provide interexchange service on a resale basis. The certificated carriers from which Broadview purchases services for resale will be responsible for complying with Commission Rule 25-24-471(4)(a). When, and if, Broadview deploys its own facilities-based interexchange service, it will do so in a manner that recognizes that “the local exchange company shall be the sole carrier for 0+ local, 0- local and 0-intraLATA toll calls dialed by end users.” Broadview will “not change or augment the dialing pattern of end users for such calls.” Broadview will only provide intraLATA toll services to end users who have selected Broadview as their presubscribed interexchange carrier or who dial access code (either 950, 800 or 1010XXX).

**** APPENDIX D ****

CURRENT FLORIDA INTRASTATE SERVICES

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

If the answer is has, fully describe the following:

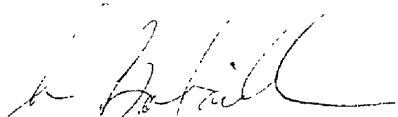
- a) What services have been provided and when did these services begin?

Not applicable

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

Not applicable

UTILITY OFFICIAL:



Signature

3-12-02

Date

Manager, Regulatory Affairs

Title

(215) 293-8773

Telephone No.

Address: Broadview Networks, Inc.
400 Horsham Road, Suite 130
Horsham, PA 19044

(215) 293-8750

Fax No.

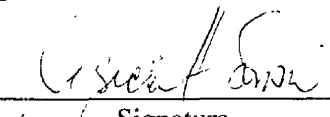
****APPENDIX E****

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 capability, and financial capability to provide interexchange telecommunications 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

3/12/02

Date

Rebecca Sommi, VP Operations Support

Title

215-293-8715

Telephone No.


Address: Broadview Networks, Inc.

400 Horsham Road

Horsham, PA 19044

215-293-8750

Fax No.



PAULA C. RECIO
NOTARY PUBLIC OF NEW JERSEY
My Commission Expires Jan. 24, 2007

EXHIBIT A

PROPOSED TARIFF

TO BE LATE FILED

EXHIBIT B

FINANCIAL CAPACITY

Broadview has more than ample financial qualifications to provide facilities-based and resold local exchange services in Florida and is therefore financially qualified to provide these telecommunications services. Specifically, Broadview has access to the financing and working capital necessary to fulfill any obligations it may undertake with respect to maintenance and operation of its services, through its Parent. Broadview's Parent company, Broadview Networks Holdings, Inc., secured an underwritten commitment of \$125 million last year for a secured credit facility, arranged by GE Capital Corporation, First Union Securities, Inc. and the CIT Group, Inc. A copy of the press release announcing this financing is attached hereto as *Exhibit B1*. Further, a copy of Broadview's financial statements are attached as *Exhibit B2*. As Broadview is a privately-held corporation, it is under no obligation to publicly disclose its financial status. Its financial statements contain proprietary information that is not generally available to the public, and the release of which would be harmful to Broadview. Accordingly, *Exhibit B2* is filed confidentially, under seal and the Company respectfully requests that *Exhibit B2* not be made part of the public record.

EXHIBIT B1

PRESS RELEASE REGARDING FINANCING

Broadview Networks Launches Syndication of Underwritten \$125 Million Credit Facility GE Capital, First Union & CIT Group Arrange Funding

Contact: Guido Schlesinger gschlesinger@broadviewnet.com - 212-400-1062

NEW YORK, Oct. 4, 2000 – Broadview Networks Holdings, Inc. today announced that it has received an underwritten commitment of \$125 million for a senior secured credit facility, arranged by GE Capital Corporation, First Union Securities, Inc. and The CIT Group, Inc. Syndication of the facility was launched at a bank meeting in New York City on Sept. 28.

Broadview Networks, a network-based electronically integrated communications provider (e-ICP) and next-generation competitive local exchange carrier (CLEC), will use the financing for capital expenditures (primarily associated with network expansion), working capital needs, and prepayment of existing indebtedness.

The financing consists of an eight-year \$20 million senior secured revolving credit facility and an eight-year \$105 million delayed-draw term loan. The funding is supported by \$195 million in private equity investments over the last four years, \$122 million of which Broadview Networks raised in July 2000. "Our ability to raise capital, both debt and equity, in the current market is a testament to our distinctive business model," said Vern M. Kennedy, president, chief executive officer and chairman of Broadview Networks. "With our newly secured funding commitments, we can continue to ramp up the business."

Broadview Networks (www.broadviewnet.com) provides integrated communications services, including local, long-distance and international voice services; data services; and high-speed Internet access using digital subscriber line (DSL) technology. The company serves small and medium-sized businesses and communications-intensive residential customers in the former Bell Atlantic (now Verizon Communications) territories of the northeastern and mid-Atlantic United States.

The company is the only e-ICP with a software system that is electronically integrated with the systems of Verizon and other infrastructure providers. This electronic integration permits Broadview Networks to provide its customers with its services within a 48-hour time frame, faster than typical CLECs, which have provisioning times of 20 to 45 days. Electronic integration also enables the company to build a critical mass of customers in a particular area even before investing in a co-location facility, unlike typical CLECs, which need to make significant capital expenditures before generating any sales.

EXHIBIT B2

FINANCIAL STATEMENTS

CONFIDENTIAL AND PROPRIETARY – FILED UNDER SEAL

EXHIBIT C

Vern M. Kennedy serves as President and Chief Executive Officer and is a director of the Company. Mr. Kennedy is a founder of Coaxicom and conceived, designed and developed Coaxicom's proprietary systems and technologies. As one of NYNEX's most innovative executives, Mr. Kennedy was responsible for the activities of operational and staff units consisting of up to 70 middle managers and 500 craftspeople. Among his accomplishments at NYNEX, Mr. Kennedy, i) developed and staffed a strategic Business Account Center which gave NYNEX its first 100% performance rating from top priority accounts, ii) managed the transition of the entire Long Island market from an operating division to a \$1.2 billion SBU, and iii) was responsible for improved service performance ratings in conjunction with a \$75 million income improvement plan. Mr. Kennedy holds a BS with Honors in Electrical Engineering and Computer Science from Princeton University and an MBA with Honors from New York University.

Joel D. Gross serves as Chief Financial Officer. Before joining Broadview Networks, Mr. Gross was vice president of corporate strategy and business development for AT&T. In this position, he worked on strategic issues and led business development projects, including acquisitions and joint ventures that enhanced the company's capabilities and its competitive position in the marketplace. Previously, Mr. Gross was senior vice president of corporate development for TCG from 1993 to 1998 and was responsible for long-term financial planning and new market and product development, Mr. Gross communications. While serving as a vice president of research and a securities analyst with DLJ, he frequently shared his views on industry issues with the news media and was elected to Institutional Investor's All-America Research Team six times. He began his investment tenure in a similar position with Dean Witter Reynolds. Prior to his Wall Street experience, Mr. Gross rose through the management ranks of AT&T's long-distance business from 1978 to 1985. Mr. Gross received a B. S. degree in economics from Rutgers University and an M. B. A. in marketing and finance from Penn State, both with honors.

Eric G. Roden is the Chief Operating Officer. Mr. Roden 1998's integrated with the data primary and responsibility of developing and maintaining Broadview's integrated data and voice local and long-distance switching network to support the company's rapidly-expanding customer base. He draws on 14 years' prior experience in senior network and operations positions with USN, MFS Telecom, Northeast Networks and Eastern Telelogic. He is a recognized expert in network design and construction and has led 500+ person operations teams. In addition to his network role at Broadview Networks, Mr. Roden is responsible for the company's customer-care operations.

Kenneth A. Shulman serves as Chief Technology Officer. In this role, he is responsible for the architecture, technology, standards and evolution plans for the company's integrated communications networks and services. Shulman has 25 years of leadership experience in communications technology. He previously served as vice president of local network technology for AT&T, a position he assumed when AT&T acquired Teleport Communications Group (TCG) in 1998. From 1987 to 1998, Shulman held officer positions with TCG, including senior vice

president and chief technology officer. Earlier, he was director of systems engineering for MCI International. Before that, Shulman specialized in network planning with Bell Communications Research (Bellcore) and Bell Laboratories. He holds a B.S. in electrical engineering from the State University of New York at Stony Brook, an M.S. in electrical engineering from the University of Rochester, and an M.B.A. from The Wharton School. Shulman serves on advisory boards of Alidian Networks, Baker Capital, Baypackets, Kestrel Systems, Mahi Networks and Vivace Networks.

Dr. John D. Crowley serves as the Chief Information Officer. Dr. Crowley, a 30-year industry expert who designed the proprietary Broadview Networks operational support system, *OPENnet*, was named chief information officer in 2001. Previously, he was vice president and chief technical officer of Open Support Systems, a wholly owned subsidiary of Broadview Networks Holdings, Inc. that he co-founded in 1997 to develop and enhance *OPENnet* software. From 1984 to 1997, Dr. Crowley was a software consultant to telecommunications, banking and other clients. Prior to consulting, he co-founded Non-Procedural Systems, a venture capital-backed software firm, in 1981 and served as its vice president. He holds a Ph.D. and an M.S. in computer science from the University of Pennsylvania and a B.S. in physics and mathematics from Boston College.

Terrence J. Anderson serves as Executive Vice President -Strategy and Business Development and is a director of the Company. Prior to founding Coaxicom, Mr. Anderson served as a Vice President in the Media and Telecommunications -Corporate Finance Group of Chemical Bank where he was responsible for originating and executing transactions and financing for a diverse telecommunications and media customer base including most of the largest cable MSOs. Mr. Anderson holds an AB in Economics from Princeton University and an MBA with Honors from Columbia University.

Tracy Korman serves as Executive Vice President -Customer Management Relationship and is a director of the Company. Prior to founding Coaxicom, Mr. Korman held senior positions in sales and merchandising at Bantam Doubleday Dell. Prior to joining BDD, Mr. Korman spent over five years as a consultant with Booz, Allen & Hamilton where he led teams in the development of breakthrough sales and marketing strategies for media and consumer products companies seeking new ways of reaching consumers. Mr. Korman holds a BA with Honors in Literature from Swarthmore College and an MBA from Harvard Business School.

David R. Thomas serves as Executive Vice President of Sales and Marketing. He joined Broadview Networks in 1999 as vice president, new market development - a position in which he directed the introduction of high-speed Internet service using digital subscriber line (DSL) technology and guided other sales-expansion efforts. Previously, Thomas shepherded market and sales growth for three other communications companies. He headed a nearly 1,000-member national sales team as vice president of local services for AT&T, which he joined when AT&T acquired Teleport Communications Group (TCG) in 1998. As national vice president for TCG from 1994 to 1998, Thomas helped build one of the largest U.S. integrated communications providers. Before that, he established a Midwest sales and marketing presence for LCI International as its regional vice president of sales from 1985 to 1994. Thomas majored in business administration at Wayne State University.

Larry Edelson-Kayne serves as Vice President -Controller. Mr. Kayne's career has spanned over 29 years in accounting and finance. His experience includes running finance departments for both public and private entities. While at Data Switch Corporation, a venture capital backed eventual IPO, Mr. Kayne took the company public and completed a second offering. Mr. Kayne later spent nine years as controller for Forbes Inc. where he had overall responsibility for the finance and control functions. After starting his career with Arthur Young, Mr. Kayne spent four years with Citicorp where he was responsible for its vendor leasing unit. A Certified Public Accountant, Mr. Kayne holds a BS from Richmond University.

Scott Matukas serves as Executive Vice President - Administration & Human Resources. Previously, Mr. Matukas was responsible for both accounting and sales for McIntosh Box &Pallet Co. A Certified Public Accountant, Mr. Matukas spent 6 years with Coopers & Lybrand advising clients on audit, valuation and tax matters. In addition to a BS degree from Le Moyne College, Mr. Matukas is a member of the American Institute of Certified Public Accountants and the New York State Society of Certified 'Public Accountants.

John Carr serves as Vice President -Network Services. Mr. Carr has senior responsibility for the design, engineering, construction and administration of the next-generation network that Broadview Networks is deploying to bring broadband solutions, including high-speed Internet access via xDSL (digital subscriber line) technology, to small and medium-sized businesses and households. Previously, Mr. Carr was vice president of technology for a start-up ICP. Prior to that, he served as director of engineering for Eastern Telelogic, a facilities-based integrated provider with headquarters in King of Prussia, Pa., and he joined Teleport Communications Group (TCG) after it acquired Eastern Telelogic. Earlier, Mr. Carr held network posts with Buffalo, N. Y. - based long-distance supplier Fonorola Corp. and with ITT/USTS Communications in Malvern, Pa. Mr. Carr, who gained his first communications experience in the U. S. Navy, is a member of the Institute of Electrical and Electronics Engineers (IEEE).