

ORIGINAL

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

DIVISION OF REGULATORY OVERSIGHT
CERTIFICATION SECTION

APPLICATION FORM
for
AUTHORITY TO PROVIDE
ALTERNATIVE LOCAL EXCHANGE SERVICE
WITHIN THE STATE OF FLORIDA

020292 -7X

Instructions

This form is used as an application for an original certificate and for approval of the assignment or transfer of an existing certificate. In the case of an assignment or transfer, the information provided shall be for the assignee or transferee (See Page 12).

Print or type all responses to each item requested in the application and appendices. If an item is not applicable, please explain why.

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

Once completed, submit the original and six (6) copies of this form along with a non-refundable application fee of **\$250.00** to:

Florida Public Service Commission
Division of Records and Reporting
2540 Shumard Oak Blvd.
Tallahassee, Florida 32399-0850
(850) 413-6770

If you have questions about completing the form, contact:

Florida Public Service Commission
Division of Regulatory Oversight
Certification Section
2540 Shumard Oak Blvd.
Tallahassee, Florida 32399-0850
(850) 413-6480

DISTRIBUTION CENTER
02 APR -2 AM 10:32

FORM PSC/CMU 8 (11/95)
Required by Commission Rule Nos. 25-24.805,
25-24.810, and 25-24.815

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

DOCUMENT NUMBER-DA
03728 APR-2
FPSC-COMMISSION CLI

APPLICATION

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

Original certificate (new company).

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

Approval of assignment of existing certificate: Example, a certificated company purchases an existing company and desires to retain the certificate of authority of that company.

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

2. Name of company:

Telecomsmart.com, Inc

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

Telecomsmart

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

2400 E Commercial Blvd
Suite 720
FORT LAUDERDALE, FL 33308

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

SAME

6. Structure of organization:

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

7. If individual, provide:

Name: _____

Title: _____

Address: _____

City/State/Zip: _____

Telephone No.: _____ Fax No.: _____

Internet E-Mail Address: _____

Internet Website Address: _____

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

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

P99000074067

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

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

10. If using fictitious name-d/b/a, provide proof of compliance with fictitious name statute (Chapter 865.09, FS) to operate in Florida:

(a) The Florida Secretary of State fictitious name registration number:

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

(a) The Florida Secretary of State registration number:

12. 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: _____

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

(a) The Florida registration number: _____

14. Provide F.E.I. Number(if applicable): 65-0946055

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

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

(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.

MARK A. MANSOUR - National Telecommunications
of Florida, Inc d/b/a NationalTel - Merged with
Intermedic Communications in 1998

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

(a) The application:

Name: MARK MANSOUR
Title: President
Address: 2400 E. Commercial Blvd #720
City/State/Zip: Fl. Lauderdale, FL 33308
Telephone No.: 954.771.3622 Fax No.: 954.771.7608
Internet E-Mail Address: mmansour@telecomsmart.com
Internet Website Address: www.telecomsmart.com

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

Name: MARK MANSOUR
Title: President
Address: 2400 E. Commercial Blvd. # 720
City/State/Zip: Ft. Lauderdale, FL 33308
Telephone No.: 954.771.3622 Fax No.: 954.771.7608
Internet E-Mail Address: mmansour@telecomsmart.com
Internet Website Address: telecomsmart.com

(c) Complaints/Inquiries from customers:

Name: Teresa Grosso
Title: Dir. of Operations
Address: 2400 E. Commercial Blvd # 720
City/State/Zip: Ft. Lauderdale, FL 33308
Telephone No.: 954.771.3622 Fax No.: 954.771.7608
Internet E-Mail Address: Tgrosso@telecomsmart.com
Internet Website Address: www.telecomsmart.com

17. **List the states in which the applicant:**

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

N/A

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

N/A

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

N/A

(d) has been denied authority to operate as an alternative local exchange 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

18. Submit the following:

- A. Managerial capability: give resumes of employees/officers of the company that would indicate sufficient managerial experiences of each.**

- B. 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.**

Mark A. Mansour

Experience

1986–1988 Burlington Industries Monticello, AR

Budget Cost Reduction Manager

- Implemented J.I.T. work flow methods
- Implemented Total Quality Control system

1988–1990 Delta Textile Industries Greenville, MS

President

- Operated this textile manufacturer. Was responsible for all sales, operations, and production.

1990–1999 National Tel of FL Fort Lauderdale, FL

Billing and IS Manager 1990-1992

- Designed and operated custom CRM and billing functions utilizing IBM AS/400 and RPG for rapidly growing customer base. System included as customer records and management, Rating of detail call records, Billing, Credit and Collections mgmt., Accounts Receivable, and Equipment mgmt.
- Reputation for having the most thorough, correct, and timely billing in the business.

VP of operations 1992-1998

- Assumed responsibility for Customer Service, Billing, IS, Credit and Collections, Equipment, Network Operations, Switching (Alcatel 600 and Nortel DMS 250 and DMS 500), Sales, and Marketing, Payroll and Personnel.
- Grew Customer base rapidly to over 17,000 business customers primarily in Florida through direct sales and customer referrals.
- Employed over 135 people primarily in Florida
- Pioneered Competitive Local Exchange Service through Resale in 1996 and Facility based in 1997. Became one of the first certified ALECs in Florida
- Operated the second largest DMS 500 switch in the United States.

President 1998-1999

- Assumed responsibility for all Legal, Finance and Accounting functions.
- Sold the company to Intermedia Communications / Worldcom in 1998

1998–1999 Intermedia Communications Tampa, FL

VP Product Development

- Was responsible for all Voice Local and LD services.
- Developed Integrated Local, LD, and Internet Access Product Unified.net
- Reorganized management along product lines decreasing installation times and improving customer service.

1999-present Telecomsmart.com, Inc. Ft. Lauderdale, FL

President/CEO

- Founded the company in 1999 as a master distributor of competitive broadband telecom services to small business.
- Pioneered the first electronic exchange for small business telecom services.
- Rated best in class by Inc Magazine.
- Awarded Top 100 by Vertical Zoom

Education

1979–1982 St. Joseph's High School Greenville, MS

- Graduated Salutatorian

1982-1986 University of Arkansas Fayetteville, AR

- BS Industrial Engineering

Interests

Board of Directors Westminster Academy, Board of Directors First Priority of Broward County, Board of Directors Mayor's Prayer Breakfast, golf, bridge, technology.

Teresa Grosso
4445 NW 93rd Way
Sunrise, Florida 33351
(954) 746-7732

Career Objective and Profile

Highly motivated professional seeking a managerial position in the telecommunications industry. Exhibit strong communication and organizational skills. Effective in dealing with client and vendor relationships.

Professional Experience

TelecomSmart.com, Fort Lauderdale, FL (March 2000-Present)

An Internet-based company in the business-to-business sector aggregating leading service providers and their services for small business customers to compare, find, and purchase their telecommunication needs.

Director – Operations

- Managing the organization's infrastructure to support all customer relation functions
- Ensure congruent operations between employees, customers and partners
- Conducted wide-range research to determine what customers value most in Local (integrated) products
- Developed content for local service (integrated service) on companies website, including a comprehensive reference tool known as the "buyer's guide" customers may reference at any time during the purchasing decision process
- Created process and procedures for order processing department
- Creating reference material and training for customer relations department to improve service during "live chat"
- Identify and execute partnership agreements with competitive service providers and other strategic partners
- Maintain current information on the website

PaeTec Communications, Inc., Miami and Boca Raton, FL (February 1999-February 2000)

Integrated communications provider offering local, domestic and international long distance services, high-speed Internet access, e-Commerce and other data services to medium and large sized businesses.

Operations Manager

- Launched two regional offices in the South Florida market
- Responsible for purchasing and maintenance of all office equipment and furniture
- Hired all administrative personnel for both regional offices
- Managed HR responsibilities for both regional offices
- Created process and procedures for both the toll-free department and customer care center in Boca Raton, trained appropriate staff
- Coordinator of the Maestro program in the South Florida region for ISO 9002 certification
- Responsible for planning and executing all company functions, including hotel and air reservations

Account Development Manager

- Provided telecommunication solutions to medium-large sized businesses
- Submitted completed orders and requested FOC (firm order commitment dates) from Bell South
- Assisted sales engineers with the installation of our facilities at the customer's premise
- Maintained and retained customer relationship. Up-sold products and introduced new products as they were developed
- Proactively visited customers to go over any special needs and billing questions

National Tel/Intermedia Communications, Fort Lauderdale, FL (October 1991-February 1999)

Integrated Communications Provider

Operations Manager (February 1995-February 1999)

- Handled all aspects of managing a corporate office, from administrative needs to making executive decisions in the absence of top management
- Responsible for making sure departmental needs and changes were always executed without delay and complications
- Supervised and trained five employees in the administrative department, and assisted in training in various other areas of the company
- Responsible for programming and maintaining the AT&T Legend phone system
- Handled all companies relocations and build outs
- Reviewed and analyzed all local billing when the company entered the local business after deregulation of the local telephone industry

Toll Free/Special Rates Administrator (May 1993-February 1995)

- Developed the companies Responsible Organization (Resp. Org.) department
- Administered all aspects of the Resp. Org. department, including developing process and procedures, daily maintenance and delegating administrative responsibilities
- Obtained extensive knowledge of the SMS database and trained all new assistants on the functionality of the system
- Entered and maintained all of the international rates and calling card rates in the database utilizing the AS400 billing system

Executive Assistant to Vice President of Operations (October 1991-May 1993)

- Scheduled all appointments, made travel arrangements, typed and routed all correspondence
- Assisted with special projects and handled all incoming calls for top management
- Responsible for planning and executing all company functions

Education

Associates Degree, Queensborough Community College

Jun 1984

HS Diploma, Monsignor Scanlan High School

Jun 1982

Skills

Proficient in Microsoft Office 2000 (Excel, Word, Power Point, Access, Outlook & Explorer) SMS Database System, AS-400, Billplex & Eftia

GEOFFREY H. CHRETIEN
2848 NE 24th Street, Ft. Lauderdale, FL 33305
(954) 614-1559 gchre@hotmail.com

SUMMARY:

- Nine year Telecom Sales Management Professional with specific experience in Alternate/Indirect Channel Sales.
- Specialized areas of competency: Marketing Research (focus groups, secret shopper surveys, JD Powers and AC Nielsen data compilation and analysis), New Business Development (COOP, MDF), Financial Analysis (Budgeting, ARPU, CPGA, EBITDA), Call Center Operations (OTM, DMDR, CRM), and Project Management.
- Proven abilities: Consensus Building, Work Team Motivation and Leadership, Strong Interpersonal Skills, Executive-level presentation and negotiation experience, and Sales Revenue/Quota Attainment.
- "Start-up" experience of an award-winning, nationwide Alternate/Indirect Sales Channel.
- Extensive knowledge of all Voice, Data, Internet, and Wireless Services.
- Bachelor of Science Degree in Business with Concentration in Marketing Management.

EXPERIENCE:

TELECOMSMART.COM, INC.

11/00 - Present

11/00 to Present

Director – Alternate Channel Sales

Fort Lauderdale, Florida

- Responsible for the research, development, deployment and leadership of a nationwide distribution channel composed of independent agents and distributors of telecom services and hardware.
- Negotiated innovative partnerships with various types of technology enterprises to position TelecomSmart as the preeminent provider of competitive telecommunications services to their clients.
- Achieved cross-functional consensus with IT and Operations channels to develop efficient systems designed to streamline business procurement, provisioning and "back-office" processes.
- Developed agent contract, compensation plan, and all marketing materials after carefully analyzing industry best-practices and company financial targets.
- Built agent base from ground up through continuous marketing, networking, and direct mail efforts.
- Lead channel to realize significant monthly revenue growth with 110 contracted agents after a 12 month period.
- Won the 2001 Independent Agents Network, "Circle Of Excellence" award for building and maintaining a world-class agent program as compared to all others in the telecom industry.

AT&T WIRELESS SERVICES

3/95 – 11/00

8/99 to 11/00

Area Manager – Alternate/Indirect Channel Sales

Atlanta, Georgia

- Managed and developed a team of seven Account Managers to lead the National Retail agent channel to exceed sales goals by an average of 40% monthly for the Southeast Region.
- Achieved a monthly run-rate of \$5 million in customer revenue after first fiscal year.
- Ranked #1 in company for maintaining a 25% lower acquisition cost (CPGA) versus all other markets.
- Prepared annual budget including sales, revenue, churn, compensation and expense targets utilizing key business indicators and forecasting techniques to achieve a 30% growth rate year over year.
- Increased Atlanta National Retail footprint by an average of 25% quarterly by prospecting and effectively targeting leads, making clear presentations and negotiating fair contracts, and providing on-going support.
- Provided frequent consultation with NR Stakeholders regarding the optimal use of COOP and MDF to maximize category exposure and advertising strategies to stay ahead of competition and changing market conditions.
- Selected for project team which managed the design, testing, and execution of Wireless IP. Achieved a market penetration of 7% after first month in operation.

6/98 to 8/99

Operations Manager – Alternate/Indirect Channel Sales

West Palm Beach, Florida

- Managed and developed a team of 16 Representatives to exceed department goals by consistently providing effective operational support to National Retail Chain sales channel.
- Improved call center performance to exceed target of answering 80% of all inbound calls within 20 seconds.
- Created and implemented a call-monitoring program that improved satisfaction scores to above 90%.
- Lead an inbound sales team to efficiently close and validate many DMDR campaigns.
- Deployed a revolutionary CRM tool for customers which utilized a new VRU and call scripting technology.
- Worked with cross-functional leaders to synchronize various OTM offers from an operational perspective.
- Promoted to Area Manager-Alternate/Indirect Channel Sales.

6/96 to 6/98

Account Executive – Alternate/Indirect Channel Sales Fort Lauderdale, Florida

- Managed all aspects of the relationship between AT&T and its National Retail Chain stakeholders.
- Developed ten accounts to exceed their sales targets by an average of 25% annually.
- Implemented and managed a supplemental staffing program to increase floor sales opportunities.
- Assisted in the negotiation and acquisition of new Retail Chains to represent AT&T.
- Reduced operating costs by 10% quarterly through sales and staffing efficiencies.
- Launched new products successfully by training and motivating Retailer sales teams.
- Negotiated floor space opportunities and special event business strategies with retailer Senior Management.
- Promoted to Operations Manager-Alternate/Indirect Channel Sales.

3/95 to 6/96

Sales Representative – Direct Sales Fort Lauderdale, Florida

- Effectively targeted leads and prospected to successfully sell wireless service and equipment.
- Ranked #1 on sales team for exceeding monthly sales goals by an average of 40%.
- Focused on building lasting relationships with customers that resulted in referral business.
- Promoted to Account Executive-Alternate/Indirect Channel Sales.

ACCOMPLISHMENTS:

- Invited to join the Family Advisory Council for the development of the NBHD Chris Evert Children's Hospital.
- Won the 2001 Independent Agents Network, "Circle Of Excellence" award for building and maintaining a world-class agent program as compared to all others in the telecom industry.
- Nominated for two 'Circle of Excellence' Awards for outstanding achievement.
- Selected to attend the 1997 AT&T Leadership Development Program.
- Nominated to facilitate the 1998 AT&T Leadership Development Program.

EDUCATION:

9/89 - 5/93

FLORIDA SOUTHERN COLLEGE

Lakeland, Florida

Bachelor of Science in Business Administration, May 1993

- **Concentration in Marketing Management.**
- Awarded semester internship in WALT DISNEY WORLD DOLPHIN RESORT Sales and Marketing department.
- Delta Sigma Pi - Vice President and Chancellor of Professional Business Fraternity.

SOFTWARE:

Microsoft Windows Operating Systems

- Windows 2000 Professional
- Windows 98
- Access, Excel, Explorer, Outlook, PowerPoint, Publisher, Word

REFERENCES:

Professional references provided upon request.

Debra Short

5467 SW 11th St., #B

Margate, FL 33068

954-917-0027

Summary

I have over fifteen (15) years experience working in different capacities within a professional office setting and performing administrative, support and management duties.

Education

Florida Metropolitan University, Ft. Lauderdale, FL Paralegal Studies	Spring 1998
DePaul University, Chicago, IL Criminal Justice	1992-1993
Mississippi State University, Starkeville, MS	1985-1986
Ruleville Central High School, Ruleville, MS Accomplishment: Class Salutatorian	May 1985 (Graduation Date)

Work Experience

TelecomSmart.com, Ft. Lauderdale, FL <i>Customer Relations Manager</i>	February 2000 – Present
<ul style="list-style-type: none">• Implemented Order Processing Procedures and Customer Service Procedures• Conducted a telemarketing campaign to visitors of the Website• Responsible for maintaining accurate product/rate information for all providers• Provide customer service for Long Distance, Local, Internet Access and Web Hosting products• Responsible for manual and automated order processing• Prepare service proposals as requested by prospective customers• Prepare cost analysis reports as requested by prospective customers• Maintain customer database• Track monthly revenue• Prepare monthly sales reports• Prepare monthly commission statements	
Intermedia Communications, Ft. Lauderdale, FL <i>Executive Assistant for District Sales Manager</i>	July 1998 – February 2000
<ul style="list-style-type: none">• Tracked the daily sales of ten (10) Account Managers• Prepared daily, weekly and monthly sales reports• Tracked all expenses and prepared expense reports for the Account Managers and the District Sales Manager• Prepared proposals for Account Managers• Coordinated and arranged travel schedules• Prepared customer correspondence	

Nu-Tel Communications, Ft. Lauderdale, FL

August 1997 – June 1998

Executive Assistant/Office Manager

- Managed the switchboard (new business calls and trouble report calls)
- Coordinated the installation/repair schedules for four (4) technicians
- Dispatched technicians for service calls
- Prepared proposals/letters
- Maintained customer database
- Programmed minor phone systems
- Tracked and ordered office supplies and technicians stock inventory

LaSalle National Bank, Chicago, IL

October 1995 – February 1996

Telephone Banking Assistant

- Assisted existing customers in maintaining their accounts via the phone
- Assisted new customers in opening accounts via the phone
- Verified most current interest rates, loan rates, etc. as requested by existing customers via the phone
- Updated customers computerized records

Harris Trust & Savings Bank, Chicago, IL

August 1986 – May 1995

Banking Services Assistant

- Assisted existing customers in maintaining their accounts
- Assisted new customers in opening accounts
- Verified most current interest rates, loan rates, etc. as requested by customers
- Updated customers computerized records

Computer Skills

Type 55+ wpm

Windows Me

Microsoft Office 2000: Access, Excel, Outlook, PowerPoint and Word

C. Financial capability.

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

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

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

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

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

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

April 1, 2002

Florida PSC

ALEC Application for Telecomsmart.com, Inc. Financial Capability

Telecomsmart.com, Inc.(Telecomsmart) was founded by veteran Florida Telecommunications executive, Mark Mansour. The company counts among its shareholders several former Florida Telecom executives including James Mansour and John Mansour. Telecomsmart is financially backed by these three veteran telecom executives with a cumulative net worth of over one hundred million dollars. The company was originally financed in the year 2000 with over three million dollars of seed capital. Future capital requirements will be met primarily by the existing shareholders. We are committed to creating and maintaining a profitable strong competitive local exchange carrier.

Telecomsmart has worked over the past two years in developing two reliable telecom distribution channels, Agent Partners and Internet e-commerce, as a master distributor for several competitive carriers. We are now continuing our planned expansion into competitive local services as an outgrowth of the needs our customers and our agent distribution partners for a reliable and quality alternative to the incumbent LECs.

Upon approval Telecomsmart will enter the Florida competitive market in phases as follows:

- Phase I - Local Voice Service in BellSouth Territory utilizing Unbundled Network Elements – Platform (UNE-P) a/k/a loop-port combinations
- Phase II - Local Voice Service in Sprint/United Territory utilizing UNE-P.
- Phase III - Statewide Local Voice Service utilizing a combination of UNE-P and Enhanced Extended Loops (EELs) with owned or leased switching capabilities.
- Phase IV - Interexchange Service (IXC) statewide utilizing owned or leased switching.

This implementation strategy will limit the demands on up-front capital and allow us to perfect our service offering, customer support systems, and Operating Support Systems (OSS) interfaces prior to making larger fixed capital investments in switching and transmission. We believe this will keep our debt low our service quality high and our cash flow and balance sheet strong.

All successful and financially independent service providers start with one thing, satisfied customers. Satisfied customers are the product of fair dealings and good operations. The founder and CEO, Mark Mansour, has extensive operating knowledge and experience in cLEC, IXC, and IP operations with particular expertise in Billing, Operational Support Systems, and customer services. We believe this experience will greatly enhance our operational efficiency and thus our cash flows and combined with our strong financial

backing will create an enduring service provider capable of maintaining service for its customers.

The company has very few lease or ownership obligations and does not see those obligations significantly increasing given the current phased implementation strategy. Current obligations are primarily comprised of office rent and business machine leases.

THIS PAGE MUST BE COMPLETED AND SIGNED

APPLICANT ACKNOWLEDGMENT STATEMENT

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

UTILITY OFFICIAL:

MARK A. MANSOUR
Print Name

Mark A. Mansour
Signature

PRESIDENT
Title

3/28/2002
Date

954.771.3622 x12
Telephone No.

954.771.7608
Fax No.

Address: 2400 E. Commercial Blvd.
Suite 720
FORT LAUDERDALE, FL 33308

THIS PAGE MUST BE COMPLETED AND SIGNED

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:

MARK A. MANSOUR
Print Name

mark a. mansour
Signature

President
Title

3/28/2002
Date

954. 771. 3622
Telephone No.

954. 771. 3608
Fax No.

Address: 2400 E. Commercial Blvd
Suite 720
FORT LAUDERDALE, FL 33308

INTRASTATE NETWORK (if available)

Chapter 25-24.825 (5), Florida Administrative Code, requires the company to make available to staff the alternative local exchange service areas only upon request.

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

1) N/A (UNE-P only) 2) _____

3) _____

4) _____

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

1) N/A (UNE-P only) 2) _____

3) _____

4) _____

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

POP-to-POP

OWNERSHIP

1) N/A (UNE-P only) _____

2) _____

3) _____

4) _____

Un-Audited

9:33 AM
04/01/02
Cash Basis

TelecomSmart.com, Inc.
Profit & Loss
January through December 2001

Myant A. Myarrow
CEO
4/1/02

	Jan - Dec 01
Ordinary Income/Expense	
Income	
Commission income	19,604.57
Fees	-180.00
Total Income	19,424.57
Expense	
Advertisng	16,000.00
Bank Service Charges	135.00
conference fees	2,407.59
Equipment Expense	
Computer Lease	3,061.32
Equipment Expense - Other	718.20
Total Equipment Expense	3,779.52
Equipment2	
computer	0.00
Total Equipment2	0.00
Insurance	
Medical	12,756.80
Insurance - Other	461.46
Total Insurance	13,218.26
Interest Expense	
Finance Charge	324.16
Late Payment Penalty	29.00
Total Interest Expense	353.16
Internet	
Hosting	315.35
Internet Access	2,724.80
Total Internet	3,040.15
Miscellaneous	-345.98
Office Supplies	1,850.38
Payroll Expenses	437,858.64
Postage and Delivery	1,978.90
Printing and Reproduction	3,948.50
Professional Fees	
Consulting	
Commission Expense	6,785.90
Consulting - Other	20,353.79
Total Consulting	27,139.69
Legal Fees	702.86
Professional Fees - Other	59.00
Total Professional Fees	27,901.55
Recruiting	530.00
Rent	74,033.91
Repairs	9.95
Software Licensing	29.95
Taxes	
Property	252.65
State	663.00
Taxes - Other	-12.28
Total Taxes	903.37
Telephone	
Local	1,639.19
Long Distance	1,076.13
Total Telephone	2,715.32
Training	2,238.86

9:33 AM
04/01/02
Cash Basis

TelecomSmart.com, Inc.
Profit & Loss
January through December 2001

	<u>Jan - Dec 01</u>
Travel & Ent	
Meals	670.10
Travel & Ent - Other	965.84
Total Travel & Ent	<u>1,635.94</u>
Total Expense	<u>594,222.97</u>
Net Ordinary Income	-574,798.40
Other Income/Expense	
Other Income	
Interest Income	22,587.55
Total Other Income	<u>22,587.55</u>
Net Other Income	<u>22,587.55</u>
Net Income	<u><u>-552,210.85</u></u>

9:30 AM
04/01/02
Cash Basis

TelecomSmart.com, Inc.
Balance Sheet
As of December 31, 2001

	<u>Dec 31, 01</u>
ASSETS	
Current Assets	
Checking/Savings	
Bank of America	3,397.60
Total Checking/Savings	3,397.60
Other Current Assets	
Avalon Advisors LLP	307,849.14
Total Other Current Assets	307,849.14
Total Current Assets	311,246.74
Fixed Assets	
Equipment	17,190.56
Total Fixed Assets	17,190.56
TOTAL ASSETS	<u>328,437.30</u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	-3,000.00
Total Accounts Payable	-3,000.00
Credit Cards	
American Express	2,732.51
QuickBooks MasterCard	136.80
Total Credit Cards	2,869.31
Other Current Liabilities	
Payroll Liabilities	-23.22
Total Other Current Liabilities	-23.22
Total Current Liabilities	-153.91
Total Liabilities	-153.91
Equity	
Capital Stock	905,937.50
Opening Bal Equity	2,233,253.55
Retained Earnings	-2,258,388.99
Net Income	-552,210.85
Total Equity	328,591.21
TOTAL LIABILITIES & EQUITY	<u>328,437.30</u>

9:33 AM
 04/01/02
 Cash Basis

Un-Audited
TelecomSmart.com, Inc.
Profit & Loss
 January through December 2000

Mark G. Myamon
4/1/02 CEO

	Jan - Dec 00
Ordinary Income/Expense	
Income	
Commission income	118.83
Fees	-29.00
Total Income	89.83
Expense	
Advertising	263,941.94
Bank Service Charges	156.00
conference fees	1,644.00
Dues and Subscriptions	328.00
Equipment Expense	
Computer Lease	6,639.40
Equipment Expense - Other	703.21
Total Equipment Expense	7,342.61
Equipment2	
computer	27.00
Equipment2 - Other	1,611.32
Total Equipment2	1,638.32
Insurance	
Liability Insurance	87.34
Medical	10,630.91
Insurance - Other	691.06
Total Insurance	11,409.31
Interest Expense	
Finance Charge	1,528.48
Total Interest Expense	1,528.48
Internet	
Hosting	19,751.75
Internet Access	1,743.71
Total Internet	21,495.46
Miscellaneous	125.53
Office Supplies	7,488.17
Payroll Expenses	506,085.21
Postage and Delivery	1,332.35
Printing and Reproduction	8,165.00
Professional Fees	
Accounting	3,226.95
Consulting	1,050,183.95
Legal Fees	31,459.93
Total Professional Fees	1,084,870.83
Recruiting	17,995.00
Rent	80,859.97
Software Licensing	69,655.61
Taxes	
Local	165.00
Property	442.00
State	180.12
Taxes - Other	1.77
Total Taxes	788.89
Telephone	
Local	4,412.82
Local Access - Internet	564.29
Long Distance	2,393.09
Telephone - Other	320.00
Total Telephone	7,690.20
Training	1,200.00

9:33 AM
04/01/02
Cash Basis

TelecomSmart.com, Inc.
Profit & Loss
January through December 2000

	<u>Jan - Dec 00</u>
Travel & Ent	
Entertainment	2,029.30
Meals	1,989.04
Travel	10,195.27
Travel & Ent - Other	10.00
	<hr/>
Total Travel & Ent	14,223.61
Utilities	
Gas and Electric	117.34
Utilities - Other	75.53
	<hr/>
Total Utilities	192.87
	<hr/>
Total Expense	2,110,157.36
	<hr/>
Net Ordinary Income	-2,110,067.53
Other Income/Expense	
Other Income	
Interest Income	65,067.99
	<hr/>
Total Other Income	65,067.99
	<hr/>
Net Other Income	65,067.99
	<hr/>
Net Income	<u><u>-2,044,999.54</u></u>

9:31 AM
04/01/02
Cash Basis

TelecomSmart.com, Inc.
Balance Sheet
As of December 31, 2000

	<u>Dec 31, 00</u>
ASSETS	
Current Assets	
Checking/Savings	
Bank of America	15,690.64
Total Checking/Savings	15,690.64
Other Current Assets	
Morgan Stanley	862,949.31
Total Other Current Assets	862,949.31
Total Current Assets	878,639.95
Fixed Assets	
Equipment	10,034.11
Total Fixed Assets	10,034.11
TOTAL ASSETS	888,674.06
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	2,696.26
Total Accounts Payable	2,696.26
Credit Cards	
American Express	4,973.95
QuickBooks MasterCard	225.01
Total Credit Cards	5,198.96
Other Current Liabilities	
Payroll Liabilities	-23.22
Total Other Current Liabilities	-23.22
Total Current Liabilities	7,872.00
Total Liabilities	7,872.00
Equity	
Capital Stock	905,937.50
Opening Bal Equity	2,233,253.55
Retained Earnings	-213,389.45
Net Income	-2,044,999.54
Total Equity	880,802.06
TOTAL LIABILITIES & EQUITY	888,674.06

9:32 AM
04/01/02
Cash Basis

Un-Audited
TelecomSmart.com, Inc.
Profit & Loss
July through December 1999

Mark A. Myerson
CEO
4/1/02

	<u>Jul - Dec 99</u>
Ordinary Income/Expense	
Income	
Fees	-29.00
Total Income	-29.00
Expense	
Bank Service Charges	44.00
Dues and Subscriptions	29.00
Equipment Expense	2,336.75
Equipment2	
computer	2,176.64
Equipment2 - Other	586.00
Total Equipment2	2,762.64
Insurance	
Medical	1,125.36
Insurance - Other	1,156.36
Total Insurance	2,281.72
Interest Expense	
Finance Charge	147.50
Total Interest Expense	147.50
Internet	
Hosting	19.95
Internet Access	86.58
Total Internet	106.53
Licenses and Permits	150.00
Miscellaneous	404.00
Office Supplies	6,069.16
Payroll Expenses	94,454.76
Postage and Delivery	104.25
Professional Fees	
Consulting	59,875.15
Legal Fees	17,905.92
Total Professional Fees	77,781.07
Rent	16,254.96
Software Licensing	1,049.39
Taxes	-228.92
Telephone	
Local Access - Internet	435.97
Long Distance	372.81
Telephone - Other	1,585.73
Total Telephone	2,394.51
Training	300.00
Travel & Ent	
Meals	417.96
Travel	3,565.44
Total Travel & Ent	3,983.40
Total Expense	210,424.72
Net Ordinary Income	-210,453.72
Other Income/Expense	
Other Expense	
Other Expenses	2,935.73
Total Other Expense	2,935.73
Net Other Income	-2,935.73
Net Income	<u><u>-213,389.45</u></u>

9:31 AM
04/01/02
Cash Basis

TelecomSmart.com, Inc.
Balance Sheet
As of December 31, 1999

	<u>Dec 31, 99</u>
ASSETS	
Current Assets	
Checking/Savings	
Bank of America	92,861.44
Total Checking/Savings	<u>92,861.44</u>
Total Current Assets	<u>92,861.44</u>
TOTAL ASSETS	<u>92,861.44</u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Credit Cards	
American Express	10,878.68
Total Credit Cards	<u>10,878.68</u>
Other Current Liabilities	
Payroll Liabilities	-0.02
Total Other Current Liabilities	<u>-0.02</u>
Total Current Liabilities	<u>10,878.66</u>
Total Liabilities	10,878.66
Equity	
Capital Stock	280,000.00
Opening Bal Equity	15,372.23
Net Income	<u>-213,389.45</u>
Total Equity	<u>81,982.78</u>
TOTAL LIABILITIES & EQUITY	<u>92,861.44</u>