



ORIGINAL

July 29, 2002

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

Application For Authority to Provide Alternative Local Exchange Service

020834-TX

Dear Madam or Sir:

Please find enclosed the following documents submitted by 1Com, Inc. d/b/a 1Com South for your approval to provide Alternative Local Exchange Service within the State of Florida:

1. Completed Application,
2. Attachments to Application, and
3. Filing fee of \$250.00.

Please forward the certificate to this office. If you have any questions please call me at (508) 699-1771 ext.225 or email me at Mlevesque@1cominc.com.

Very truly yours,

Michael G. Levesque
Corporate Counsel
1COM, Inc.

DOCUMENT NUMBER: 07948 JUL 30 08
-REC-COMMISSION CLERK

DISTRIBUTION CENTER

02 JUL 30 AM 10:26

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:

APPLICATION

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

Original certificate (new company).

020834-TX

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: 1 com, inc. d/b/a 1 com south

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

1 com south

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

310 South Street
Plainville, MA 02762

DOCUMENT NUMBER DATE

07948 JUL 30 88

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

6. 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 | |

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:

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

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

F 02000003110

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):

04 339 7802

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

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

No

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

N/A

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

(a) The application:

Name: Michael Levesque, Esq.

Title: CORPORATE COUNSEL

Address: 310 SOUTH STREET

City/State/Zip: PLAINVILLE, MA 02762

Telephone No.: (508) 699-1771 Fax No.: (508) 699-1779

Internet E-Mail Address: mlevesque@icominc.com

Internet Website Address: ICOMINC.COM

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

Name: HAROLD P. DONNE
Title: PRESIDENT
Address: 310 SOUTH STREET
City/State/Zip: PLAINVILLE, MA 02762
Telephone No.: (508) 699 1771 Fax No.: 508 699 1779
Internet E-Mail Address: INFO@1COMINC.COM
Internet Website Address: 1COMINC.COM

(c) Complaints/Inquiries from customers:

Name: MICHAEL LEVESQUE
Title: CORPORATE COUNSEL
Address: 310 SOUTH STREET
City/State/Zip: PLAINVILLE MA 02762
Telephone No.: (508) 699 1771 Fax No.: (508) 699 1779
Internet E-Mail Address: MLEVESQUE@1COMINC.COM
Internet Website Address: 1COMINC.COM

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

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

MASSACHUSETTS NEW HAMPSHIRE
RHODE ISLAND MAINE
NEW YORK CALIFORNIA
VERMONT

(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.

MASSACHUSETTS MAINE
RHODE ISLAND VERMONT
NEW YORK NEW HAMPSHIRE
CALIFORNIA

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

None

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

None

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

None

18. Submit the following:

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

*See Resume of HAROLD P. DONNE, President
ENCLOSED*

- 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.**

See Resume of HAROLD P. DONNE

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.

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:

HAROLD P. DONNE
Print Name

Signature 

President
Title

Date 7/25/02

(508) 699 1771 (508) 699 1779
Telephone No. Fax No.

Address: 310 South Street
PLAINVILLE, MA 02762

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:

HAROLD P. DONNE
Print Name

Signature 

PRESIDENT
Title

Date 7/25/02

(508) 699 1771 (508) 699 1779
Telephone No. Fax No.

Address: 310 South Street
PITTSFIELD, MA 02762

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) _____ 2)

3) _____ 4)

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

1) _____ 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) _____

2) _____

3) _____

4) _____

*Not Applicable.
Applicant ICOM, Inc. d/b/a IComSov
is reseller with no facilities*

CERTIFICATE SALE, 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:

- () sale
- () transfer
- () assignment

of the above-mentioned certificate.

UTILITY OFFICIAL:

Print Name

Signature

Title

Date

Telephone No.

Fax No.

Address:

W/A

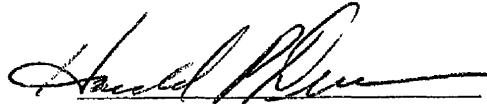
Statement of Financial Capability

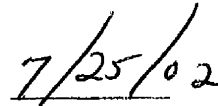
By my signature below, I, Harold P. Dunne, President of **1Com, Inc.**, a corporation duly organized under the laws of the Commonwealth of Massachusetts and duly registered to do business in the State of Florida under the fictitious name 1Com South, affirm that the financial statements included with this application for a Certificate of Authority are, to the best of my knowledge and belief, true and correct.

I further state that **1 Com, Inc.**, as a non-facilities based reseller of long distance and local telephone service, has sufficient financial capacity to provide and maintain our offered service within and without the State of Florida.

Lastly, as a non-facility based reseller, **1 Com, Inc.** neither leases nor owns any tangible property in within the State of Florida.

I set my signature, as President and Chief Executive Officer, upon this statement on this 25th day of July, 2002.


Harold P. Dunne, President


Date

SUMMARY OF QUALIFICATIONS

- ❖ **SALES MANAGEMENT-** Successful 20-year sales career notable for long-term relationship building with major accounts as well as expertise in quick-turnaround, transaction-level sales of both technical products and business services.
 - Hired, motivated and managed a team of 10 account executives focusing on sales to medium and large accounts generating over \$35K per month in long-distance services.
 - Coached seasoned sales professionals to establish rapport and personal credibility during the highly technical and multi-layered sales process.
 - Promoted a team sales approach at all levels of account development from the initial sales calls to proposal development, personal presentations and program implementation.
 - Individually sold such key account as Phoenix Technologies, Store 24 and Hewlett-Packard.
 - Assisted customers in the design and development of voice and data communication networks.
 - Evaluated competitive offering along with feedback from the field in order to design and develop unique products and customer-specific programs.
 - Produced one of the highest performing teams in the Eastern Division, achieving Circle of Excellence and Chairman's Inner Circle awards based on outstanding revenue production.

- ❖ **NEW BUSINESS DEVELOPMENT -** Developed and managed a start-up business unit for territory sales during a period of transition from a telemarketing venue to a field sales venue, growing the unit into one of the company's most successful revenue producers within 18 month.
 - Instrumental in creating the initial business plan as a member of a 6 -person management team.
 - Hired entry-level sales representatives to target small to medium sized business account (Transaction level of under \$2,000 per month).
 - Trained new reps in all areas of transactions -level sales including presentation skills, the dynamics of building a sales relationships ,and technical product knowledge.
 - Motivated and directed the sales team for high performance, consistently achieving over plan for the past 12 months.
 - Managed all day-to-day operations of a branch offices independent from corporate headquarters.

EMPLOYMENT HISTORY

1 COM, INC, Plainville, MA	1997-Present
<i>Entrepreneur, Started Reseller Business for Local and Long Distance Service for Business.</i>	
GLOBAL CROSSING, Stocham, MA	1994-1997
<i>Director, Agent Sales / Branch Manager New England Region.</i>	
MCI TELECOMMUNICATIONS CORP., Natick, MA	1987-1994
<i>Sales Manager, Territory Sales Representation (TSR) Program (1992-94)</i>	
<i>Manager of Executive Accounts, Eastern Division (1989-92)</i>	
<i>Senior Account Executive II (1987-89)</i>	
DYNACOM, Watertown, MA	1984-1987
<i>Account Executive (Telephone Equipment, Electronic Systems & Peripherals)</i>	
ADVANCED TELEPHONE/TELPLUS COMMUNICATIONS, Framingham, MA	1980-1984
<i>Account Executive (Business Telephone Equipment, Electronic Systems)</i>	
LAWRENCE EAGLE TRIBUNE, Lawrence, MA	1987-1980
SOUTH MIDDLESEX NEWS, Framingham, MA	1973-1978
<i>District Sales Manager</i>	

EDUCATION and PROFESSIONAL AFFILIATIONS

B.S., Business Administration Candidate at Salem State College (Completed 75% of degree requirements)

Extensive company-sponsored training in technical, management, and sales areas

Member, United Chamber of Commerce (1990-Present)

Chair, Telecommunications and Phone-A-Thon Committees, Arthritis Foundation (1988-Present)

1 COM, INC.

FINANCIAL STATEMENTS

YEARS ENDED DECEMBER 31, 2000 AND 1999

(Unaudited)



AUERR, MASON & ZAJAC
Certified Public Accountants

John A. Auerr, Jr., CPA, MBA
Herick J. Mason III, CPA, MST
Robert F. Zajac, CPA

29 Dean Ave., P.O. Box 347
Franklin, MA 02038-0347
Telephone (508) 528-1305
Fax (508) 528-8231

43 Robin Hill Road
Holliston, MA 01746

1 Com, Inc.
Plainville, MA

We have compiled the accompanying balance sheets of 1 Com, Inc. (an S corporation) as of December 31, 2000 and 1999 and the related statements of income and retained earnings for the years then ended, in accordance with Statements on Standards for Accounting and Review Services issued by the American Institute of Certified Public Accountants.

A compilation is limited to presenting in the form of financial statements information that is the representation of management. We have not audited or reviewed the accompanying financial statements and, accordingly, do not express an opinion or any form of assurance on them.

Management has elected to omit substantially all of the disclosures and the statement of cash flows required by generally accepted accounting principles. If the omitted disclosures and the statement of cash flows were included in the financial statements, they might influence the user's conclusions about the Company's financial position, results of operations and cash flows. Accordingly, these financial statements are not designed for those who are not informed about such matters.

Auerr Mason & Zajac

Certified Public Accountants
June 4, 2001

1 COM, INC.

BALANCE SHEET

DECEMBER 31, 2000 AND 1999

(unaudited)

	<u>2000</u>	<u>1999</u>
<u>ASSETS</u>		
Current Assets		
Cash	\$ 78,155	\$ -
Accounts Receivable	327,327	90,306
Prepaid Expenses	6,886	390
	<u>412,368</u>	<u>90,696</u>
Property & Equipment	8,429	8,429
Less: Accumulated Depreciation	(5,424)	(4,222)
	<u>3,005</u>	<u>4,207</u>
Other Assets		
Deposits	17,500	4,375
TOTAL ASSETS	<u><u>\$ 432,873</u></u>	<u><u>\$ 99,278</u></u>

LIABILITIES AND STOCKHOLDER'S EQUITY

Current Liabilities		
Accounts Payable & Accrued Expenses \$	292,305	\$ 75,199
Accrued Payroll & Sales Taxes	86,090	39,991
Notes Payable	109,589	42,008
	<u>487,984</u>	<u>157,198</u>
Stockholder's Equity		
Common Stock, 200,000 shares authorized, 500 shares issued and outstanding	2,000	2,000
Retained Earnings (Deficit)	(57,111)	(59,920)
	<u>(55,111)</u>	<u>(57,920)</u>
TOTAL LIABILITIES AND STOCKHOLDER'S EQUITY	<u><u>\$ 432,873</u></u>	<u><u>99,278</u></u>

See accountants' compilation report.

1 COM, INC.

STATEMENT OF INCOME AND RETAINED EARNINGS

YEAR ENDED DECEMBER 31, 2000 AND 1999

(Unaudited)

	<u>2000</u>	<u>1999</u>
CONTRACT REVENUES	\$ 1,745,796	\$ 461,644
COSTS AND EXPENSES		
Cost of goods sold	1,316,452	163,638
General and administrative	426,535	365,057
	<u>1,742,987</u>	<u>528,695</u>
NET INCOME (LOSS)	2,809	(67,051)
RETAINED EARNINGS, BEGINNING OF YEAR	(59,920)	7,131
DIVIDENDS	-	-
RETAINED EARNINGS, END OF YEAR	<u>\$ (57,111)</u>	<u>\$ (59,920)</u>

See accountants' compilation report.

1 COM, INC.
FINANCIAL STATEMENTS
SEVEN MONTHS ENDED JULY 31, 2001
AND
YEAR ENDED DECEMBER 31, 2000
(Unaudited)



AUERR, MASON & ZAJAC

Certified Public Accountants

29 Dean Ave., P.O. Box 347

Franklin, MA 02038-0347

Telephone (508) 528-1305

Fax (508) 528-8231

www.amzcpa.com

1977, Jr., CPA, MBA

J. Mason III, CPA, MST

CPA

43 Robin Hill Road
Holliston, MA 01746

1 Com, Inc.
Plainville, MA

We have compiled the accompanying balance sheets of 1 Com, Inc. (an S corporation) as of July 31, 2001 and December 31, 2000 and the related statements of income and retained earnings for the seven months and twelve months then ended, in accordance with Statements on Standards for Accounting and Review Services issued by the American Institute of Certified Public Accountants.

A compilation is limited to presenting in the form of financial statements information that is the representation of management. We have not audited or reviewed the accompanying financial statements and, accordingly, do not express an opinion or any form of assurance on them.

Management has elected to omit substantially all of the disclosures and the statement of cash flows required by generally accepted accounting principles. If the omitted disclosures and the statement of cash flows were included in the financial statements, they might influence the user's conclusions about the Company's financial position, results of operations and cash flows. Accordingly, these financial statements are not designed for those who are not informed about such matters.

Auerr Mason & Zajac

Certified Public Accountants
August 16, 2001

1 COM, INC.

BALANCE SHEET

JULY 31, 2001 AND DECEMBER 31, 2000

(unaudited)

	<u>ASSETS</u>	
	<u>2001</u>	<u>2000</u>
Current Assets		
Cash	\$ 64,119	\$ 78,155
Accounts Receivable	780,043	327,327
Prepaid Expenses	12,391	6,886
	<u>856,553</u>	<u>412,368</u>
Property & Equipment	19,850	8,429
Less: Accumulated Depreciation	(7,424)	(5,424)
	<u>12,426</u>	<u>3,005</u>
Other Assets		
Deposits	18,000	17,500
	<u>18,000</u>	<u>17,500</u>
TOTAL ASSETS	\$ <u>886,979</u>	\$ <u>432,873</u>

LIABILITIES AND STOCKHOLDER'S EQUITY

Current Liabilities		
Accounts Payable & Accrued Expenses	\$ 624,616	\$ 292,305
Accrued Payroll & Sales Taxes	200,720	86,090
Notes Payable	99,305	109,589
	<u>924,641</u>	<u>487,984</u>
Stockholder's Equity		
Common Stock, 200,000 shares authorized, 500 shares issued and outstanding	2,000	2,000
Retained Earnings (Deficit)	(39,662)	(57,111)
	<u>(37,662)</u>	<u>(55,111)</u>
TOTAL LIABILITIES AND STOCKHOLDER'S EQUITY	\$ <u>886,979</u>	<u>432,873</u>

See accountants' compilation report.

1 COM, INC.

(020834-7X)

STATEMENT OF INCOME AND RETAINED EARNINGS

SEVEN MONTHS ENDED JULY 31, 2001

AND

TWELVE MONTHS ENDED DECEMBER 31, 2000

(Unaudited)

	<u>2001</u>	<u>2000</u>
CONTRACT REVENUES	\$ 2,929,109	\$ 1,745,796
COSTS AND EXPENSES		
Cost of goods sold	2,262,791	1,316,452
General and administrative	648,869	426,535
	<u>2,911,660</u>	<u>1,742,987</u>
NET INCOME (LOSS)	17,449	2,809
RETAINED EARNINGS, BEGINNING OF YEAR	(57,111)	(59,920)
DIVIDENDS	-	-
RETAINED EARNINGS, END OF YEAR	<u>\$ (39,662)</u>	<u>\$ (57,111)</u>

See accountants' compilation report.

State of Florida



Department of State

I certify from the records of this office that 1 COM, INC. doing business in Florida as 1 COM SOUTH, INC., is a corporation organized under the laws of Massachusetts, authorized to transact business in the State of Florida, qualified on May 6, 2002.

The document number of this corporation is F02000003110.

I further certify that said corporation has paid all fees due this office through December 31, 2002, and its status is active.

I further certify that said corporation has not filed a Certificate of Withdrawal.

Given under my hand and the
Great Seal of the State of Florida
at Tallahassee, the Capitol, this the
Nineteenth day of June, 2002



CR2EO22 (1-99)

Katherine Harris

Katherine Harris
Secretary of State