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# THE REGNUM GROUP, INC.

**Regulatory & Communications Consultants**

8181 NW 36<sup>th</sup> Street, Suite 4, Miami, Florida 33166

Tel: (305) 468-1645 Fax: (305) 468-8509

reg@regnumgroup.com

COMMISSION  
CLERK

JUN 16 AM 10:28

FORWARDED-FPSC

June 7, 2003

Florida Public Service Commission  
Division of Telecommunications  
2540 Shumard Oak Blvd.  
Tallahassee, FL 32399-0850

Re: Saluda Networks Incorporated (IXC)

To Whom It May Concern:

Enclosed please find an original and six (6) copies of Saluda Networks Incorporated filing for a Certificate of Public Convenience and Necessity as well as the initial interexchange tariff.

Also enclosed is the appropriate filing fee in the amount of \$250.00. Please acknowledge receipt of this filing by returning, file-stamped, the extra copy of this cover letter in the self addressed stamped envelope provided for that purpose.

Questions regarding this filing may be directed to Matthew Schulman or Don Johnston at 305-468-1645 or emailed to reg@regnumgroup.com.

Sincerely,

Matthew Schulman  
Regulatory Consultant

Check received with filing and forwarded to Fiscal for deposit. Fiscal to forward deposit information to Records.

Initials of person who forwarded check

dj/ms  
Enclosure

RECEIVED & FILED

FPSC-BUREAU OF RECORDS

03 JUN 16 AM 9:20

DISTRIBUTION CENTER

DOCUMENT NUMBER-DATE

05262 JUN 16 8

FPSC-COMMISSION CLERK

**FLORIDA PUBLIC SERVICE COMMISSION**  
**DIVISION OF TELECOMMUNICATIONS**  
**BUREAU OF CERTIFICATION AND SERVICE EVALUATION**

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

Instructions

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

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

Use a separate sheet for each answer, which will not fit the allotted space. Once completed, submit the original and six (6) copies of this form along with a non-refundable application fee of **\$250.00** to:

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

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

If you have questions about completing the form, contact:

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

1. This is an application for  (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 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: Saluda Networks Incorporated

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

Saluda Networks Incorporated

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

Address: 444 Brickell Ave., Suite 224 PO Box n/a  
 City: Miami State: Florida Zip: 33131-2404

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

Address: 444 Brickell Ave., Suite 224 PO Box n/a  
 City: Miami State: Florida Zip: 33131

Select type of business your company will be conducting √(Check all that apply)

- Facilities-based carrier** - company owns and operates or plans to own and operate telecommunications switches and transmission facilities in Florida.
- Operator Service Provider** - company provides or plans to provide alternative operator services for IXCs; or toll operator services to call aggregator locations; or clearinghouse services to bill such calls.
- Reseller** - company has or plans to have one or more switches but primarily leases the transmission facilities of other carriers. Bills its own customer base for services used.
- Switchless Rebiller** - company has no switch or transmission facilities but may have a billing computer. Aggregates traffic to obtain bulk discounts from underlying carrier. Rebills end users at a rate above its discount but generally below the rate end users would pay for unaggregated traffic.
- Multi-Location Discount Aggregator** - company contracts with unaffiliated entities to obtain bulk/volume discounts under multi-location discount plans from certain underlying carriers, then offers resold service by enrolling unaffiliated customers.
- Prepaid Debit Card Provider** - any person or entity that purchases 800 access from an underlying carrier or unaffiliated entity for use with prepaid debit card service and/or encodes the cards with personal identification numbers.

7. Structure of organization,
- |  |   |
|--|---|
| <input type="checkbox"/> Individual          | <input checked="" type="checkbox"/> Corporation |
| <input type="checkbox"/> Foreign Corporation | <input type="checkbox"/> Foreign Partnership    |
| <input type="checkbox"/> General Partnership | <input type="checkbox"/> Limited Partnership    |
| Other _____                                  |   |

8. If individual, provide:

n/a

Name: \_\_\_\_\_

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

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

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

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

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

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

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

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

P03000047755

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

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

n/a

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

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

n/a

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

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

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

Name: n/a

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

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

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

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

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

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

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

(a) The Florida registration number: not applicable

15. Provide F.E.I Number (if applicable): 75-3113265

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?

Fax No. \_\_\_\_\_

Name: \_\_\_\_\_

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

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

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

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

(C) How is this information provided?

Industry Standard format: location, minute, hour, date

17. Who will receive the bills for your service?

- |  |   |
|--|---|
| <input checked="" type="checkbox"/> Residential Customers  | <input checked="" type="checkbox"/> Business Customers  |
| <input type="checkbox"/> PATs providers  | <input type="checkbox"/> PATs station end-users         |
| <input type="checkbox"/> Hotels & motels   | <input type="checkbox"/> Hotel and motel guests         |
| <input type="checkbox"/> Universities  | <input type="checkbox"/> University dormitory residents |
| <input type="checkbox"/> Other: (specify) <u>Common Carriers and Telecommunication Resellers</u> |   |

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

(a) The application:

Name: Matthew Schulman

Title: Regulatory Affairs

Address: 8181 NW 36th Street, Suite # 4

City/State/Zip: Miami, Florida 33166

Telephone No.: 305-468-1645

Fax No.: 305-468-8509

Internet E-Mail Address: reg@regnumgroup.com

Internet Website Address: None

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

Name: Mario Yerak

Title: President

Address: 444 Brickell Ave., Suite 224

City/State/Zip: Miami, Florida 33131

Telephone No.: 305-416-0734

Fax No.: 305-416-0735

Internet E-Mail Address: myerak@saludame.com

Internet Website Address: under construction

(c) Complaints/inquiries from customers'

Name: Francis Fernandez

Title: Customer Service Manager

Address: 444 Brickell Ave., Suite 224

City/State/Zip: Miami, Florida 33131

Telephone No.: 305-416-0734

Fax No.: 305-416-0735

Internet E-Mail Address: check10@bellsouth.net

Internet Website Address:

19. List the states in which the applicant:

(a) Has operated as an interexchange telecommunications company.

n/a; pending approval of application

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

not applicable

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

n/a

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

No

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

No

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

No



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

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

No

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

No

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

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

**MTS with distance sensitive per minute rates**

- \_\_\_\_\_ Method of access is FGA
- \_\_\_\_\_ Method of access is FGB
- \_\_\_\_\_ Method of access is FGD
- \_\_\_\_\_ Method of access is 800

b. X

**MTS with route specific rates per minute**

\_\_\_\_\_ Method of access is FGA

\_\_\_\_\_ Method of access is FGB

X Method of access is FGD

X Method of access is 800

c. X

**MTS with statewide flat rates per minute (i.e. not distance sensitive)**

\_\_\_\_\_ Method of access is FGA

\_\_\_\_\_ Method of access is FGB

X Method of access is FGD

X Method of access is 800

d. \_\_\_\_\_

**MTS for pay telephone service provider**

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. X

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

i. \_\_\_\_\_

**Travel Services**

\_\_\_\_\_ Method of access is 850

\_\_\_\_\_ Method of access is 800

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

**Operator services**

- Available to presubscribed customers
- Available to non presubscribed customers (for example, to patrons of hotels, students in universities, patients in hospitals).
- Available to inmates

**I. Services included are:**

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

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

Please refer to Exhibit 22

23. Submit the following:

**A. Financial capability.**

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

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

- |    |                                 |                            |
|----|---------------------------------|----------------------------|
| 1. | the balance sheet;              | Please refer to Exhibit 23 |
| 2. | income statement; and           | Please refer to Exhibit 23 |
| 3. | statement of retained earnings. | Please refer to Exhibit 23 |

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

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

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

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

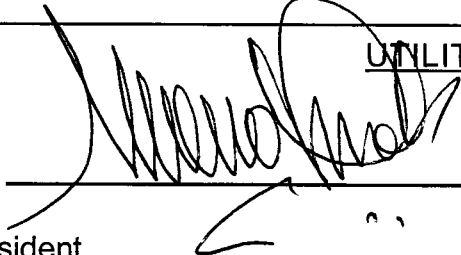
Please refer to Exhibit 23 B

**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 refer to Exhibit 23 C

**"APPLICANT ACKNOWLEDGEMENT STATEMENT"**

1. **REGULATORY ASSESSMENT FEE:** I understand that all telephone companies must pay a regulatory assessment fee in the amount of . 1 5 of one percent gross operating revenue derived from intrastate business. Regardless of its gross operating revenue of a company, minimum annual \$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.

<u>UTILITY OFFICIAL</u>			
Signature		Date:	<u>06/3/03</u>
Title	President		
Address: 444 Brickell Ave., Suite 224, Miami FL 33131			
Telephone No. 305-416-0734		Fax No. 305-416-0735	

**ATTACHMENTS:**

- A - CERTIFICATE- SALE, TRANSFER, OR ASSIGNMENT STATEMENT**
- B - CUSTOMER DEPOSITS AND ADVANCE PAYMENTS**
- C - CURRENT FLORIDA INTRASTATE NETWORK**
- D - AFFIDAVIT - FLORIDA TELEPHONE EXCHANGES AND EAS ROUTES GLOSSARY**

## CERTIFICATE TRANSFER OR ASSESSMENT STATEMENT

1. Name:  
Title:  
Company:

and current holder of Florida Public Service Commission Certificate Number

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

( ) transfer  
) assignment

of the above-mentioned certificate.

### UTILITY OFFICIAL:

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

Title \_\_\_\_\_

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

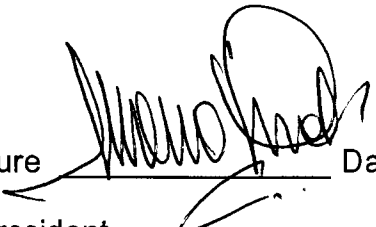
Telephone No. \_\_\_\_\_ Fax No. \_\_\_\_\_

**CUSTOMER DEPOSITS AND ADVANCE PAYMENTS**

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

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

**UTILITY OFFICIAL:**

Signature  Date 6/3/03  
Title President

Address: 444 Brickell Ave., Suite 224, Miami, Florida 33131-2404

Telephone No. 305-416-0734 Fax No. 305-416-0735

CURRENT FLORIDA INTRASTATE SERVICES \*\* APPENDIX C \*\*

Applicant has ( ) or has not (X) previously provided interstate telecommunications in Florida.

If the answer is - fully describe the following:

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

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

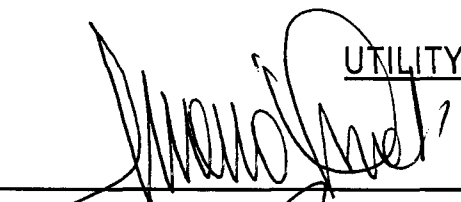
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UTILITY OFFICIAL:

Signature  Date 6/3/03

Title President

Address: 444 Brickell Ave., Suite 224 , Miami , Florida 33131

Telephone No. 305-416-0734 Fax No. 305-416-0735

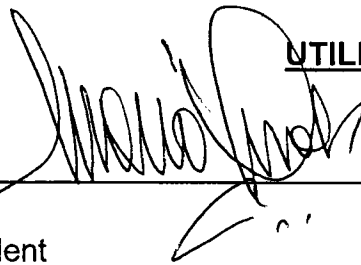


AFFIDAVIT

By my signature below, I, the undersigned officer, attest to the accuracy of the information contained in this application and attached documents and that the applicant has the technical expertise, managerial ability, and financial capability to provide alternative local exchange company service in the State of Florida. I have read the foregoing and declare that, to the best of my knowledge and belief, the information is true and correct. I attest that I have the authority to sign on behalf of my company and agree to comply, now and in the future, with all applicable Commission rules and orders.

Further, I am aware that, pursuant to Chapter 837.06, Florida Statutes, "Whoever knowingly makes a false statement in writing with the intent to mislead a public servant in the performance of his official duty shall be guilty of a misdemeanor of the second degree, punishable as provided in s. 775.082 and s. 775.083."

**UTILITY OFFICIAL:**

Signature  \_\_\_\_\_ Date 6/3/03  
Title President

Address: 444 Brickell Ave., Suite 224 , Miami , Florida 33131

Telephone No. 305-416-0734 Fax No. 305-416-0735

**EXHIBIT 22**  
**Proposed Tariff**  
**Saluda Networks, Incorporated**

Interexchange Tariff

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**TITLE SHEET**

**SALUDA NETWORKS INCORPORATED**

**TARIFF NO. 1**

This tariff contains the description, regulations, and rates applicable to the furnishing of service and facilities of Long Distance Interexchange telecommunications services provided by Saluda Networks Incorporated (Saluda Networks) with principal offices at 444 Brickell Ave., Suite 224, Miami, Florida 33131-2404. This tariff applies for services furnished within the State of Florida. This tariff is on file with the Florida Public Service Commission, and copies may be inspected during normal business hours at the Company's principal place of business.

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ISSUED: June 7, 2003

EFFECTIVE: \_\_\_\_\_

By:

Mario Yerak, President  
444 Brickell Ave., Suite 224  
Miami, FL 33131-2404

Interexchange Tariff

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**CHECK SHEET**

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

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

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ISSUED: June 7, 2003

EFFECTIVE: \_\_\_\_\_

By:

Mario Yerak, President  
444 Brickell Ave., Suite 224  
Miami, FL 33131-2404

Interexchange Tariff

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TABLE OF CONTENTS

Title Sheet ..... 1  
Check Sheet.....2  
Table of Contents .....3  
Symbols Sheet.....4  
Tariff Format Sheets .....5  
Section 1 - Technical Terms and Abbreviations .....6  
Section 2 - Rules and Regulations.....10  
Section 3 - Description of Service.....17  
Section 4 - Rates .....22

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ISSUED: June 7, 2003

EFFECTIVE: \_\_\_\_\_

By:

Mario Yerak, President  
444 Brickell Ave., Suite 224  
Miami, FL 33131-2404

Interexchange Tariff

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**SYMBOLS SHEET**

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

- C - To signify a changed regulation
- D - To signify a discontinued or deleted regulation
- I - To signify an increase in rate
- M - To signify text or rate relocated with change
- N - To signify a new rate or regulation or other text
- R - To signify a reduction in a rate
- T - To signify a change in text but no change in rate
- Z - To signify a correction

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ISSUED: June 7, 2003

EFFECTIVE: \_\_\_\_\_

By:

Mario Yerak, President  
444 Brickell Ave., Suite 224  
Miami, FL 33131-2404

## Interexchange Tariff

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**TARIFF FORMAT SHEETS**

- A. Sheet Numbering - Sheet numbers appear in the upper right corner of the page. Sheets are numbered sequentially. However, new sheets are occasionally added to the tariff. When a new sheet is added between sheets already in effect, a decimal is added. For example, a new sheet added between sheets 14 and 15 would be 14.1.
- B. Sheet Revision Numbers - Revision numbers also appear in the upper right corner of each page. These numbers are used to determine the most current sheet version on file with the FL PSC. For example, the 4th revised Sheet 14 cancels the 3<sup>rd</sup> revised sheet 14. Because of various suspension periods, deferrals, Etc., the FL PSC follows in their tariff approval process, the most current sheet number on file with the Commission is not always the tariff page in effect. Consult the Check Sheet for the sheet currently in effect.
- C. Paragraph Numbering Sequence - There are nine levels of paragraph coding. Each level of coding is subservient to its next higher level:
- 2.
  - 2.1.
  - 2.1.1.
  - 2.1.1.A.
  - 2.1.1.A.1
  - 2.1.1.A.1.(a).
  - 2.1.1.A.1.(a) I.
  - 2.1.1.A.1 (a) I. ( i ).
  - 2.1.1.A.1 (a) I. ( i ). ( 1 ).
- D. Check Sheets - When a tariff filing is made with the FL PSC, an updated check sheet accompanies the tariff filing. The check sheet lists the sheets contained in the tariff, with a cross reference to the current revision number. When new pages are added, the check sheet is changed to reflect the revision. All revisions made in a given filing are designated by an asterisk (\*). There will be no other symbols used on this page if these are the only changes made to it (i.e., the format, etc. remains the same, just revised revision levels on some pages). The tariff user should refer to the latest check sheet to find out if a particular sheet is the most current on file with the FL PSC.

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ISSUED: June 7, 2003

EFFECTIVE: \_\_\_\_\_

By:

Mario Yerak, President  
444 Brickell Ave., Suite 224  
Miami, FL 33131-2404

Interexchange Tariff

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SECTION 1 - TECHNICAL TERMS AND ABBREVIATIONS

1.1 Definitions:

**Access Line** - An arrangement, which connects the customer's location to the Company's network switching center.

**Application for Service** - A standard order form which includes all pertinent billing, technical, and other descriptive information which will enable the Company/Carrier to provide the communications service as required.

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

**Authorized User** - A person, firm, corporation, or other entity authorized by the customer to receive or send communications.

**Cancellation of Order** - A customer-initiated request to discontinue processing a service order, either in part or in its entirety, prior to its completion.

**Company or Carrier** - Saluda Networks Incorporated (Saluda Networks)

**Completed Calls** - Completed calls are calls answered on the distance end. In the event a customer is charged for an incomplete call, the Company will issue credit to the customer upon request.

**Customer** - The person, firm, corporation or other entity, which orders, service and is responsible by law for payment for communication service from the telephone utility.

**Customer Provided Equipment (CPE)** - Terminal equipment provided by the customer.

**Day Rate Period**- From 7:00 AM up to, and including, 6:59 PM local time at the originating terminal on Monday through Friday, excluding holidays.

**Demarcation Point (DEMARC)** - That point at which operational control or ownership of communications facilities changes from one organizational entity to another.

**Due Date** - The last day for payment without unpaid amounts being subject to a late payment charge.

**End User:** The ultimate user of a telecommunications service.

**Evening Rate Period** - From 7:00 PM up to 6:59 AM local time at the originating terminal, Monday through Friday and all day Saturday, Sunday and Holidays.

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ISSUED: June 7, 2003

EFFECTIVE: \_\_\_\_\_

By:

Mario Yerak, President  
444 Brickell Ave., Suite 224  
Miami, FL 33131-2404



Interexchange Tariff

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SECTION 1 - TECHNICAL TERMS AND ABBREVIATIONS continued

1.1 Definitions continued:

**FL PSC** – Florida Public Service Commission

**Holidays** - The Company’s recognized holidays are New Year’s Day, Memorial Day, July 4th, Labor Day, Thanksgiving Day, and Christmas Day.

**Holiday Rate Period** – The Evening Rate will apply to all calls made on Carrier recognize Holidays listed herein, provided Evening rates are included in the calling plan.

**Interconnection** - The linkage used to join two or more communications units, such as systems, networks, links, nodes, equipment, circuits, and devices.

**Measured Use Service** – The provision of long distance measured time communications telephone service to customers who access the carrier’s services at its switching and call processing equipment by means of access facilities obtained from another carrier, by the customer, or otherwise provided at its own expense (the customer is responsible for arranging for the access line).

**Meet-Me-Room** – Interconnection cross-connect room normally located within a Carrier Hotel. The exact location within the Carrier Hotel where connections between two or more common carriers or local exchange carriers individual terminal blocks on the two sides of a distribution frame, or between terminals on a terminal block are made thereby completing the interconnection.

**Message** - A completed telephone call by a customer or user.

**Normal Business Hours** – 8:00 AM to 5:00 PM, Monday through Friday, excluding Holidays.

**off-hook** - the condition that exists when an operational telephone instrument or other user instrument is in use.

**on-hook** - condition that exists when an operational telephone, or other user instrument, is not in use

**Point of Presence (POP)** - A physical location within a local access and transport area (LATA) at which an inter-LATA or interexchange carrier establishes itself for the purpose of obtaining LATA access and to which the local exchange carrier provides access services.

**Prepaid Account** - An inventory of Telecom Units purchased in advance by the Customer, and associated with one and only one Authorization Code as contained in a specific Prepaid Calling Card.

**Prepaid Calling Card** - A card issued by the Company, containing an Authorization Code which identifies a specific Prepaid Account of Telecom Units, which enables calls to be processed, account activity to be logged, and balances to be maintained, on a prepayment basis.

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ISSUED: June 7, 2003

EFFECTIVE: \_\_\_\_\_

By:

Mario Yerak, President  
444 Brickell Ave., Suite 224  
Miami, FL 33131-2404

Interexchange Tariff

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SECTION 1 - TECHNICAL TERMS AND ABBREVIATIONS continued

**1.1 Definitions continued**

**Premises** – Where telecommunications service is provided from the DEMARC to the space occupied by an individual customer in a building, in adjoining buildings occupied entirely by that customer, or on contiguous property occupied by the customer separated by a public thoroughfare, a railroad right of way or a natural barrier.

**Telecom Unit** - A measurement of telecommunications service equivalent to one minute of usage between any two points within the State of Florida.

**Telecommunications** - The transmission of voice communications or, subject to the transmission capabilities of the services, the transmission of data, facsimile, signaling, metering, or other similar communications

**Terminal Equipment** – All telephone instruments, including pay telephone equipment, the common equipment of large or small key and PBX systems and other devices and apparatus, and associated wiring, which are intended to be connected electrically, acoustically or inductively to the telecommunication system of the telephone utility.

**Terminal Room** – The location within a multi-dwelling unit (MDU) where the appropriate service provider demarcation points exist for coaxial cable, fiber or fixed wireless technologies, which are used for the provision(ing) of single line or multi-line telephone service within the MDU.

**Underlying Carrier** - The telecommunications carrier whose network facilities provide the technical capability and capacity necessary for the transmission and reception of Customer telecommunications traffic.

**V & H Coordinates (V&H)** – ‘Vertical and Horizontal’ Coordinates used throughout the telecommunications industry, not only for determining distances between points, but also for designating the locations of switches, transmission facilities, and other items of telephone plant.

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**SECTION 1 - TECHNICAL TERMS AND ABBREVIATIONS continued**

**1.2 Abbreviations:**

**CPE** – Customer Provided Equipment (see Definitions page 6)

**DEMARC** – Point of Demarcation (see Definitions page 6)

**LATA** – Local Access Transport Area

**LEC** – Local Exchange Company

**MTS** – Message Toll Service

**PBX** – Private Branch Exchange

**POP** – Point of Presence (see Definitions page 7)

**SAL** – Special Access Line

**V & H** – Vertical and Horizontal (see Definitions page 8)

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

The Company provides long distance interexchange telecommunications service to customers for their direct transmission of voice, data, and other types of telecommunications. The Company's telecommunication service and facilities are furnished for communications originating at specified points within the state of Florida under the terms of this tariff.

Communications originate when the customer accesses the Company directly or through the facilities of the local service carrier utilizing one or more access lines, equal access, or on a dial-up basis. The Company installs, operates and maintains the communications services provided herein in accordance with the terms and conditions set forth under this tariff. It may act as the customer's agent for ordering access connection facilities provided by other carriers or entities when authorized by the customer, to allow connection of a customer's location to the Company's network. The customer shall be responsible for all charges due for such service arrangements.

The Company's services and facilities are provided on a monthly basis unless ordered on a longer term basis, and are available (24) twenty-four hours per day, (7) seven days per week.

**2.2 Limitations on Service**

- 2.2.1 Service is offered subject to the availability of the necessary facilities and/or equipment and subject to the provisions of this tariff.
- 2.2.2 The Company's reserves the right to discontinue furnishing service, or limit the use of service, upon written notice, when necessitated by conditions beyond its control, or when the customer is using service in violation of the law or the provisions of this tariff.
- 2.2.3 Title to any equipment provided by the Company under these regulations remains with the Company. Prior written permission from the Company is required before any assignment or transfer. All regulations and conditions contained in this tariff shall apply to any assignee or transferee.
- 2.2.4 All facilities provided under this tariff are directly controlled by the Company and the customer may not transfer or assign the use of service or facilities, except with the express written consent of the Company. Such transfer or assignment shall only apply where there is no interruption of the use or location of the service or facilities.
- 2.2.5 Customers reselling or rebilling services must have a certificate of Public Convenience and Necessity as an Interexchange Telecommunications Services in compliance with the Rules of the FL PSC 25-24.4701.

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SECTION 2 - RULES AND REGULATIONS continued

2.3 Liabilities of the Company.

2.3.1 The Company shall not be liable to any person, firm or entity for damages, either direct, indirect, consequential, special, incidental, actual, punitive, or for any other damages or any lost profits arising out of mistakes, accidents, errors, omissions, interruptions, delays, or defects, commencing upon activation of service and not exceeding an amount equivalent to the proportionate charge to the customer for a period of service during which the mistake, error, omission, interruption, delay or defect in transmission occurred.

2.3.2 The Company will indemnify the customer and hold it harmless for any loss, damage, liability or expense asserted against the customer by a third party on account of property damage or personal injury caused by the negligence or willful misconduct of the Company or its agents or representatives arising out of performance by the Company of any testing or other telecommunication service related activities inclusive of, at, on, or within the customer's premises, customer premises DEMARC, meet-me-room, POP, and/or main terminal room pursuant to this tariff. The Company's obligations under the immediately preceding sentence shall be subject to the customer's full performance of this tariff and subject further to the customer's duty to take reasonable precautions in the location, construction, maintenance and operation of all activities, facilities and equipment for the protection against hazard or injury and so as to not interfere with the services provided by the Company.

2.3.3 The Company shall be indemnified and held harmless by the customer against:

- (A) Claims for libel, slander, or infringement of copyright arising out of the material, data information or other content transmitted over the Company's facilities.
- (B) All other claims arising out of any act or omission of the customer in connection with any service or facility provided by the Company.

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**SECTION 2 - RULES AND REGULATIONS continued****2.4 Interruption of Service****2.4.1 Credit Allowance**

Credit Allowance for failure of service or equipment will be given when failure is caused or occurs in equipment or facilities owned, provided and billed for, by the Company.

- A. Credit allowance for failure of service or equipment starts when the customer notifies the Company of the failure or when the Company becomes aware of the failure and ceases when the operation has been restored and an attempt has been made to notify the customer.
- B. The customer shall notify the Company of failures of service or equipment and make reasonable attempts to ascertain that the failure is not caused by customer provided facilities, any act, or omission of the customer or in wiring or equipment connected to the terminal.
- C. Only those portions of the service or equipment operation disabled will be credited. No credit allowance will be made for:
  - 1. Interruptions of service resulting from the Company performing routine maintenance:
  - 2. Interruptions of service for implementation of a customer order for a change in service:
  - 3. Interruption caused by the negligence of the customer or his authorized user:
  - 4. Interruption of service because of the failure of service or equipment due to customer or authorized user provided facilities.

**2.4.2 Credit Allowance for Interruption of Service**

Pursuant to liability limitations set forth herein, when service is interrupted the credit allowance will be computed on the following basis:

- A. No credit shall be allowed for an interruption of less than two hours.
- B. The customer shall be credited for each two hour period or major fraction thereof that an interruption continues beyond two hours.
- C. When a minimum usage charge is applicable and the customer fails to meet a usage minimum credit, the outage shall be applied against that minimum equal to 1/360<sup>th</sup> of the monthly minimum charges associated with the portion of service disabled for each period of two hours or major fraction thereof that the interruption continues.

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**SECTION 2 - RULES AND REGULATIONS continued****2.5 Restoration of Service**

The use and restoration of service in emergencies shall be in accordance with the Part 64. Subpart D of the Federal Communications Commission's Rules and Regulations which specifies the priority for such activities.

**2.6 Disconnection of Service by the Company**

The Company, upon and following (10) ten working days after the mailing of a certified letter to the customer delivered by U.S. Mail, may discontinue service or cancel an application for service without incurring any liability for any of the following reasons:

2. 6. 1 Non-payment of any sum due to carrier for regulated service for more than thirty days beyond the date of rendition of the bill for such service.
2. 6. 2 A violation of any regulation governing the service under this tariff.
2. 6. 3 A violation of any law, rule, or regulation of any government authority having jurisdiction over such service.
2. 6. 4 The Company is prohibited from furnishing services by order of a court or other government authority having jurisdiction.
2. 6. 5 The company has given the customer notice and has allowed a reasonable time to comply with any rule, or remedy, and deficiency as stated in Section 25-4.113, F.A.C., and FL PSC Rules Chapter 25-24.490 (1) Refusal or Discontinuance of Service by Company.
2. 6. 6 Service may be disconnected without notice for tampering with company equipment, for interfering with the service to other customers, for fraud, or in the event of a hazardous condition.
2. 6. 7 Cancellation Credit

When the Company cancels a service or the provision of equipment and the final service period is less than the monthly billing period, a credit will be issued for any amounts billed in advance, prorated at 1/30<sup>th</sup> the monthly recurring charge for each day the service was rendered or the equipment was provided. This credit will be issued to the customer or applied against the balance remaining on the customer's account.

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SECTION 2 - RULES AND REGULATIONS continued

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**2.7 Customer Responsibility**

2.7.1 All customers assume general responsibilities in connection with the provisions and use of the Company's service. When facilities, equipment, and/or communication systems provided by others are connected to the Company's facilities, the customer assumes additional responsibilities. All customers are responsible for the following:

- A. The customer is responsible for placing an order for service, paying all charges for service rendered by the Company and complying with all of the Company's regulations governing the service. The Company is also responsible for assuring that its users comply with regulations:
- B. When placing an order service, the customer must provide:
  - 1. The name(s) and address(es) of the person(s) responsible for the payment of service charges.
  - 2. The name(s), telephone number(s), and address(es) of the customer contact person(s).
- C. The customer must pay the Company for the replacement or repair of the Company's equipment when the damage results from:
  - 1. The negligence or willful act of the customer or user.
  - 2. Improper use of service.
  - 3. Any use of equipment or service provided by others.
- D. After receipt of payment for the damages, the Company will cooperate with the customer in prosecuting a claim against any third party causing damage.

**2.7.2 Maintenance, Testing, and Adjustment**

Upon reasonable notice, the equipment provided by the Company shall be made available to the Company for such test and adjustments as may be necessary to maintain them in satisfactory condition. No interruption allowance will be granted for the time during which test and adjustments are made.

**2.7.3 Deposits**

Applicants or customers whose financial condition is not acceptable to the Company or is not a matter of general knowledge, may be required to make, at any time, a cash deposit up to an amount equaling one (1) months actual or estimated charges for the purpose of guaranteeing final payment for service, in accordance with the rules of the Florida Public Service Commission 25-4.118 (2). Interest on such deposits shall be paid annually at the current rate prescribed by the Commission The Company will refund a customer deposit after one (1) year of prompt payment by the customer or upon termination of service, whichever occurs first.

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**SECTION 2 - RULES AND REGULATIONS continued**

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**2.7 Customer Responsibility continued****2.7.4 Cancellation by Customer**

If a customer orders service requiring special equipment and/or facilities dedicated to the customer's use and then cancels his order before the service begins, a charge will be made to the customer for the non-recoverable portions of expenditures or liabilities incurred expressly on behalf of the customer by the Company.

**2.7.5 Payment of Charges for Services**

- A. Service is provided and billed on a monthly basis.
- B. Payment is due upon receipt. Payment will be considered timely if paid within (20) twenty days after the bill is rendered. The bill shall be considered rendered when deposited in the U.S. mail with postage prepaid.
- C. In the event of a dispute concerning a bill, customer must pay a sum equal to the amount of the undisputed portion of the bill and proceed with the complaint and/or claim procedures set forth in this tariff.
- D. The customer is responsible for payment of all charges for service furnished to the customer under this tariff. Charges are based on actual usage during a month and will be billed one month in arrears.
- E. Customer is responsible for payment of any state and local taxes (i.e. gross receipts tax, sales tax, municipal utilities tax) which will be listed as separate line items and which are not included in the quoted rate.
- F. Customer will be charged a late payment penalty in the amount of one and one-half (1.5%) per month of the past-due amount and any charges associated with disconnection and reconnection of service.

**2.7.6 Application of Charges**

The charges for service are those in effect for the period that service is furnished. If the charges for a period covered by a bill change after the bill has been rendered, the bill will be adjusted to reflect the new charges.

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SECTION 2 - RULES AND REGULATIONS continued

2.7 Customer Responsibility continued

2.7.7 Customer Complaint and Claim Procedure

The Company will resolve any disputes and/or claims brought to its attention as promptly and effectively as possible. Customer Service Representatives can be reached using the a toll free number as set forth on all invoices.

Any unresolved disputes and/or claims may be directed to the attention of the Commission.

In the event of a dispute and/or claim concerning an invoice, the customer must pay a sum equal to the amount of the undisputed portion of the bill and notify the Company of the disputed portion in writing within (16) sixteen days of receipt of the disputed and/or claimed invoice in question.

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**SECTION 3 - DESCRIPTION OF SERVICE**

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**3.1 Timing of Calls**

The customer's monthly usage charges for the Company's service are based upon the total number of minutes the customer uses and service options subscribed to. Chargeable time begins when the connection is established between the calling station and the called station or PBX when the Company answer supervision equipment receives an "off-hook signal and the line is seized. Chargeable time ends when either party "hangs up" and/or when the Company's answer supervision equipment receives an "on-hook" signal for the line.

There are no charges incurred if a call is not completed.

**3.2 Start of Billing Charges**

For billing purposes, the start of service is the day following acceptance by the customer of the Company's service or equipment. The end of service date is the last day of the minimum cancellation notification period after receipt by the Company of notification of cancellation.

**3.3 Interconnection**

Service furnished the Company may be interconnected with services or facilities of other authorized communications common carriers and with private systems, subject to the technical limitations established by the Company. Services furnished by the Company are not part of a joint undertaking with such other carriers. Any special interface equipment of the Company and other Carriers shall be provided at the customer's expense.

Interconnection with the facilities or services of other carriers shall be under the applicable terms and conditions of other carriers' tariffs. The customer is responsible for taking all necessary legal steps for interconnecting his CPE terminal equipment or CPE communications systems with the Company. The customer shall secure all licenses, permits, right-of-ways, and other arrangements necessary for such interconnection.

**3.4 Terminal Equipment**

The Company's service may be used with or terminated in CPE terminal equipment or CPE communications systems, such as teleprinters, handsets, or data sets. Such terminal equipment will be furnished and maintained at the expense of the customer. The customer is responsible for all costs at his premises, including customer personnel, wiring, electrical power, and the like incurred in the customers use of the Company's service.

If the customer fails to maintain and operate his CPE terminal equipment properly, resulting in the occurrence of possibility of harm to the Company's equipment or the Company's personnel, or impairment to the quality of service to other customers of the Company, the Company may, upon written notice, require the use of protective equipment at the customers expense. If this action fails to produce satisfactory quality and safety of service, the Company may, upon written notice, terminate the customer's service.

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## SECTION 3 - DESCRIPTION OF SERVICE continued

**3.5 Calculation of Distance**

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

Airline mileage between rate centers is determined by applying the formula below to the vertical and horizontal coordinates associated with the rate centers involved. The Company uses the rate centers and associated V&H coordinates supplied by Telcordia™ Routing Administration (TRA) that are generally used within the industry.

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

**3.6 Minimum Call Completion Rate**

The customer can expect a call completion rate of 99% of calls attempted during peak use periods for all Feature Group D (1+) services.

**3.7 Service Offerings****3.7.1 1+ Long Distance Service**

Saluda Networks Long Distance Service, 1+, is offered to residential and business customers. The service permits direct dialed outbound calling at a single per minute rate. Service is provided from presubscribed, dedicated or shared use access lines. Calls are billed in one-minute increments. No monthly recurring charges or minimum monthly billing requirements apply.

**3.7.2 800 / 888 (Inbound) Long Distance Service**

Saluda Networks 800 / 888 (Inbound) Long Distance Service is offered to residential and business customers. The service permits inbound 800/888 calling at a single per minute rate. Service is provided from presubscribed, dedicated or shared use access lines. Calls are billed in One Minute increments, with One Minute call duration. A minimum monthly service charge requirement applies. Customers whose monthly usage is less than the minimum will be billed the minimum amount.

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SECTION 3 - DESCRIPTION OF SERVICE continued

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3.7.3 Saluda Networks, INC. Prepaid Calling Card Service

The Company may at some time produce and arrange for distribution and sale of wholesale Prepaid Calling Cards. These Prepaid Calling Cards will be brand marked by Saluda Networks and exclusively utilize the Company's long distance network for both domestic and international calling.

- A. End-Users may purchase the Company's Prepaid Calling Cards at a variety of retail outlets or through other distribution channels.
- B. Prepaid Calling Card Services will be available with card face values of five dollars (\$5.00), ten dollars (\$10.00), and twenty dollars (\$20.00) in one-dollar (\$1.00) U.S. increments.
- C. The Prepaid Calling Card usage procedure consist of:
1. The end-user will dial either a local number or a toll free number, as applicable to the end-users locality, whichever is printed on the card.
  2. Upon connection to the Company's switch, the end-user is prompted by an automated voice response system to enter the Authorization Code specific for the end user's card.
  3. Following verification by the Company's switch, the end user is prompted to enter the called-to-number and/or terminating number.
  4. Company answer supervision equipment verifies called-to-number has gone "off-hook" when the called-to-number is answered, and the Company's calling card billing platform begins metering the completed call for duration.
  5. Upon call completion, when the Company's answer supervision indicates to the billing platform the called-to-number has gone "on-hook" and/or "hangs up", the total consumed Telecom Units for the call is deducted from the remaining Telecom Unit balance on the end-user's Prepaid Calling Card.
- D. All calls must be charged against a Prepaid Calling Card that has a sufficient telecom Unit balance.
1. A end-user's call will be interrupted by a mechanical automated voice announcement when the balance is about to be depleted.
  2. In order to continue the call, the end-user can either call the toll free number on the back of the Prepaid Calling Card for service and "recharge" the balance on the card using a nationally recognized credit card, or the end-user can throw the card away and purchase a new one.
  3. The Company will terminate calls in progress if the balance of the Prepaid Calling Card's is insufficient to continue the call and the end-user fails to enter the number of another valid, Company issued, Prepaid Calling Card.
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**SECTION 3 - DESCRIPTION OF SERVICE continued****3. 7. 3 Saluda Networks, INC. Prepaid Calling Card Service continued**

- E. A Company issued Prepaid Calling Card will expire on the date indicated on the card, or if no date is specified, (12) twelve months from the date of first usage, or the date of last recharge, whichever is later. The Company will not refund unused balances.
- F. Prepaid Calling Card Credit Allowance:
1. A credit allowance is applicable for, but not limited to, calls that are interrupted due to poor transmission, one-way transmission, or involuntary disconnection of a call.
  2. To receive a credit allowance the end user must notify the Company by using the designated toll-free number printed on the Prepaid Calling Card and report the trouble experienced (e.g., cut-off, noisy circuit, no response, etc.) and the approximate time that the call was placed.
  3. When a call charged to a Prepaid Calling Card is interrupted due to cut-off, one-way transmission, or poor transmission conditions; the end user will receive a credit equivalent to the call duration.
- G. Credit for failure of service shall also be allowed for failure of power, equipment, or systems, which are provided for and are the responsibility of the Company if such failures occur while a completed call is in progress.
- H. Credit allowances will not be given for interruptions that are due to the failure of power, equipment or systems not provided by the Company.
- I. Credit allowances will not exceed the issued card face value as shown in B. above.
- J. The Company will block all calls beginning with the NPA "900" and NXX "976" calls, therefore such calls cannot be completed.

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SECTION 3 - DESCRIPTION OF SERVICE continued

**Reserved for further Services**

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SECTION 4 - RATES

4.1. SERVICE CHARGES

4.1.1. 1+ Residential Long Distance Services

<u>Rate Plan</u>	<u>Rate Per Minute</u>	<u>Monthly Service Charge</u>	<u>800/888 Option Monthly Service Charge</u>
R1	\$.0955	None	\$3.00
R2	\$.0755	3.00	\$3.00

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## SECTION 4 - RATES, Continued

## 4.1. SERVICES CHARGES, Continued

## 4.1.2. 1+Business Long Distance Services

<u>Rate Plan</u>	<u>Monthly Volume</u>	<u>Rate Per Minute</u>	<u>Monthly Service Charge</u>
B1S	\$0-\$250	\$.0935	\$9.00
B2S	\$251-\$1000	\$.0825	\$7.00
B3S	Over \$1001	\$.0700	\$3.00

## 4.1.3. Dedicated Long Distance Services

<u>Rate Plan</u>	<u>Monthly Volume</u>	<u>Peak Rate Per Minute</u>	<u>Off-Peak Rate Per Minute</u>	<u>Monthly Service Charge</u>
B1D	\$0-\$250	\$.1145	\$.0989	\$100.00
B2D	\$251-\$1000	\$.1040	\$.0889	\$100.00
B3D	\$5001-\$7500	\$.0930	\$.0769	\$ 80.00
B4D	\$7501-\$10000	\$.0850	\$.0639	\$ 50.00
B5D	\$10001-\$125000	\$.0706	\$.0550	\$ 0.00

Installation Charge for Dedicated Service is \$150.00 per line.

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SECTION 4 - RATES, Continued

4.2. MISC. CHARGES

4.2.1. Payphone Surcharge

A surcharge will be added to any completed. Intrastate toll access code and subscriber 800/888 type calls placed from a public or semi-public Pay Phone.

4.2.2. Per Call Surcharge

A surcharge per call will be added for every call that is connected. If an Answer Machine, Fax Machine, Voice Mail or Pager answers it will be considered connected.

4.2.3. Maintenance Surcharge

A weekly surcharge applies to some cards that have been used at least once.

4.2.4. Directory Assistance

The Company provides Directory Assistance as an ancillary service exclusively to its customers. Directory Assistance is accessible by dialing "1", the area code of the desired number and "555-1212".

Directory Assistance, per call: \$.75

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**SECTION 4 - RATES continued****4.3. Prepaid Calling Cards****Prepaid Calling Card#1**

Rate per minute:	\$ .079
Maintenance Surcharge:	\$.35
Per Call Surcharge	\$.00
Payphone Surcharge:	\$.35

**Prepaid Calling Card#2**

Rate per minute:	\$ .099
Maintenance Surcharge	\$.25
Per Call Surcharge	\$.25
Payphone Surcharge	\$.35

**Prepaid Calling Card#3**

Rate per minute:	\$ .065
Maintenance Surcharge	\$.35
Per Call Surcharge	\$.00
Payphone Surcharge	\$.35

**Prepaid Calling Card#4**

Rate per minute:	\$ .085
Maintenance Surcharge	\$.25
Per Call Surcharge	\$.25
Payphone Surcharge	\$.35

**Prepaid Calling Card#5**

Rate per minute:	\$ .059
Maintenance Surcharge	\$.45
Per Call Surcharge	\$.35
Payphone Surcharge	\$.35

**Prepaid Calling Card#6**

Rate per minute:	\$ .019
Maintenance Surcharge:	\$.00
Per Call Surcharge	\$.25
Payphone Surcharge:	\$.35

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SECTION 4 - RATES continued

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**Prepaid Calling Card#7**

Rate per minute:	\$ .02
Maintenance Surcharge	\$.50
Per Call Surcharge	\$.49
Payphone Surcharge	\$.35

**Prepaid Calling Card#8**

Rate per minute:	\$.01
Maintenance Surcharge	\$.50
Per Call Surcharge	\$.59
Payphone Surcharge	\$.35

**Prepaid Calling Card#9**

Rate per minute:	\$.015
Maintenance Surcharge	\$.00
Per Call Surcharge	\$.49
Payphone Surcharge	\$.35

**Prepaid Calling Card#10**

Rate per minute:	\$.025
Maintenance Fee:	\$.00
Per Call Surcharge	\$.49
Payphone Surcharge	\$.35

**Prepaid Calling Card#11**

Rate per minute:	\$.019
Maintenance Surcharge	\$.00
Per Call Surcharge	\$.25
Payphone:	\$.35

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SECTION 4 - RATES continued

4.4 Payment of Calls

4.4.1. Late Payment Charges

Interest charges of 1.5% per month will be assessed on all unpaid balances more than thirty days old.

4.4.2. Return Check Charges

A return check charge of \$25.00 will be assessed for checks returned for insufficient funds if the face value does not exceed \$50.00; \$30.00 if the face value does exceed \$50.00 but does not exceed \$300.00; \$40.00 if the face value exceeds \$300.00 or 5% of the value of the check, whichever is greater.

4.4.3. Restoration of Service

A reconnection fee of \$25.00 per occurrence is charged when service is re-established for customers who had been disconnected for non-payment.

4.4.4. Special Promotions

The company will, from time to time, offer special promotions to its customers waiving certain charges. These promotions will be approved by the FL PSC with specific starting and ending dates, and will be part of this tariff.

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ISSUED: June 7, 2003

EFFECTIVE: \_\_\_\_\_

By:

Mario Yerak, President  
444 Brickell Ave., Suite 224  
Miami, FL 33131-2404

Interexchange Tariff

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SECTION 4 - RATES continued

4.5 **Special Rates For The Handicapped**

4.5.1. **Directory Assistance**

There shall be no charge for up to fifty calls per billing cycle from lines or trunks serving individuals with disabilities. The Company shall charge the prevailing tariff rates for every call in excess of 50 within a billing cycle.

4.5.2. **Hearing and Speech Impaired Person**

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

4.5.3. **Telecommunications Relay Service**

For intrastate toll calls received from the relay service, the Company will when billing relay calls discount relay service calls by 50 percent off of the otherwise applicable rate for a voice nonrelay call except that where either the calling or called party indicates that either party is both hearing and visually impaired, the call shall be discounted 60 percent off of the otherwise applicable rate for a voice nonrelay call.

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ISSUED: June 7, 2003

EFFECTIVE: \_\_\_\_\_

By:

Mario Yerak, President  
444 Brickell Ave., Suite 224  
Miami, FL 33131-2404

**EXHIBIT 23**

**FINANCIAL CAPABILITY**

**Saluda Networks Incorporated**

# CITY NATIONAL BANK

1428 Brickell Avenue  
Miami FL 33131

# REDACTED

Last statement: May 09, 2003  
This statement: May 31, 2003  
Total days in statement period: 23

Page 1 of 1  
0001607318  
(1)

|||||.....|||||.....|||||.....|||||.....  
SALUDA NETWORKS INCORPORATED  
444 BRICKELL AVE SUITE 224  
MIAMI FL 33131

Direct inquiries to:  
305-371-5380

City National Bank  
1428 Brickell Avenue  
Miami FL 33131

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**CNB IS THE ONLY BANK IN FLORIDA TO RECEIVE AN "OUTSTANDING" RATING FROM THE OFFICE OF COMPTROLLER OF THE CURRENCY FOR COMMUNITY REINVESTMENT ACT PROGRAMS. IT REMAINS OUR PRIVILEGE TO HELP OUR COMMUNITY.**

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## Commercial Checking Account

Account number  
Enclosures 1  
Low balance \$45,150.00  
Average balance \$75,032.61

### DAILY ACTIVITY

Date	Description	Additions	Subtractions	Balance
05-09	Beginning balance			\$0.00
05-09	Deposit	50,000.00		50,000.00
05-27	Check 1001		-4,850.00	45,150.00
05-29	Deposit	200,000.00		245,150.00
05-31	Ending totals	250,000.00	-4,850.00	\$245,150.00

### CHECKS

Number	Date	Amount	Number	Date	Amount
1001	05-27	4,850.00			

*Thank you for banking with City National Bank*





**EXHIBIT 23B**

**Managerial Capability**

**Saluda Network, Inc.**

MARIO YERAK  
1029 Obispo  
Coral Gables, FL 33134  
(305) 529-9226

SUMMARY:

More than thirty years of progressive administrative, accounting and overall managerial experience.

Proficient with Microsoft Office suite, Windows 2000/XP, and the Internet.

EDUCATION:

Bachelor of Business Administration, 1975  
Universidad Central de Venezuela, Caracas, Venezuela

Courses taken included:

Export Specialist at Asociacion Venezolana de Exportadores, AVEX. Caracas, Venezuela

Resources Management for Economies in Hyperinflation at Instituto de Estudios

Superiores en Administracion, IESA. Caracas, Venezuela

Managerial Accounting

Corporate Audit and Reconciliation

Several Computer and Network-related courses, seminars and training classes

EXPERIENCE:

Assistant Manager, 1975-1984  
Hidrosavenca

Plant Manager, 1984-1990  
Zaiser Elevators, S.A

General Manager, 1990-1999  
Zaiser Elevators, S.A

General Manager, 1999 to present  
Logic Elevadores, C.A

Married. Two daughters, Mariana and Nathalie  
REFERENCES AVAILABLE UPON REQUEST

**EXHIBIT 23C**

**TECHNICAL CAPABILITY**

**Saluda Networks Incorporated**

VICTOR MICHAEL NESTEROVSKY  
444 Brickell Avenue – Suite 224  
Miami, FL 33131  
(305) 416-0734  
E-mail: vicka@ieee.org

## FORMAL EDUCATION

1987: Universidad Simon Bolivar. ELECTRONIC ENGINEER, Caracas, Venezuela  
1995: Universidad Central de Venezuela. M.S ELECTRICAL ENGINEERING – Majoring on  
Communications Systems

## WORK RELATED

## PROFESSIONAL SKILLS

Management: Interviewed, hired and trained staff. Responsible for all aspects of operating telecom networks  
Analysis: Monitored capacity level, selling and merchandise trends to make purchasing decision and optimize business profits  
Budgeting: Analyzed monthly operations spending as related to targeted budget. Created spreadsheets to organize data and computer information for presentations and evaluations  
Marketing: Coordinated monthly incentives and promotions based on traffic capacity, which generated business and improved customer relations.  
Communication: Excellent selling techniques and ability to communicate with people, as well as outstanding writing skills.

## WORK EXPERIENCE

2000-2001: NORTEL NETWORKS \* Caracas, Venezuela  
Sales Senior Engineer

1999-2000: CANTV \* Caracas, Venezuela  
Planning Specialist

1990-1998: PDVSA \* Caracas, Venezuela  
Supervisor with WAN group

1989-1990: INTELCA \* Caracas, Venezuela  
Telecommunications Engineer

1987-1989: GLOBALSAT \* Caracas, Venezuela  
Telecommunications Engineer

\*\*ALL REFERENCES AVAILABLE UPON REQUEST\*\*

## RESUME

Name: Luis Eduardo Latouche

Date of Birth: December 19,1949

Marital Status: Married

Country of Citizenship: Venezuela

Country of Residence: U.S.A. Permanent Resident Status

Current Address: 5640 N.W. 115<sup>th</sup>. Court #210  
Miami FL 33178  
Phone 786-331 9136  
Mobile 305-790-3363

Current Job Address: Colatel, Inc.  
444 Brickell Ave. Suite 224  
Miami FL 33131  
Phone 305-416-0734

Education: University of San Francisco, San Francisco  
California, B.S in Computer Science and Master in  
Business Administration, (1978). PAG (Programa  
Avanzado de Gerencia) IESA (Instituto de Estudios  
Superiores de Administracion) 1990, Caracas  
Venezuela.

### Working Experience:

I have a total of 25 years of experience in the Information Technology, and Telecommunications area.

My work has been focused in mayor industries; Government and Oil Companies, and most recently, running my own business. My experience with government started as a Systems Analyst doing programming code in legacy systems and programming Languages such as COBOL Mark IV, ALGOL PL/I, Basic, and installing Computer Centers.

In the Oil Industry, I led projects to introduce microcomputers technology, Local Area Networks, and Distributed Computing, for 14,500 employees, I was Manager of Telecommunications. Before I retired I was in the position of Chief Operations Officer of the Company; and up to the present time I have had a managerial experience for the last 12 years.

### **Professional work history:**

#### **September 2002 – present time (Colatel, Inc. Saluda Networks Inc.)**

Colatel Inc. is a telecommunications company registered to provide International calls and Saluda Networks will get into the alternative local exchange carriers

#### **January 2002- September 2002 (Business Telecommunications Systems BTS):**

I was hired as a General Manager of this company located in Miami. This is a Telecommunications company that wholesales long distance International calls. They own a Network Operations Center with a Lucent Excel switch that has a capacity of 1000 E1's T's. This was a very important experience for me because I got into the telephony business and VoIP technology. I made the decision of leaving BTS to install my own company.

#### **November 2000-December 2002 (Corporacion Millenium C.A.):**

I acquired a company called "Corporacion Millenium C.A." located at Caracas Venezuela dedicated to providing services with skilled personnel in areas such as field operations; hardware and software 2nd. level of support, Networking, and Structured cabling systems for the main buildings of the Oil Companies, and other customers. In computer supplies, we are official business channel for COMPAQ, HP, Cisco Systems (Premier Partners), certified Anixter, AVAYA, and have some exclusivity representation for Oil Industry in Venezuela in products like Toshiba Laptops, APC power systems and Lexmark printers. This company counts with a subsidiary in Miami called "Tu Micro International Inc", which do the purchases mainly to export products to Venezuela.. My position in this company besides stockholder is Vice-President of Operations.

#### **January 1996- November 2000 (INTESA):**

Intesa is a company that is in charge of all IT business of PDVSA; the main Oil Industry in Venezuela. This corporation is a joint venture between PDVSA and SAIC (Science Application International Corporation) based in San Diego California, and it happens to be the biggest IT services company in Latin America.

The Oil companies best employees, were chosen by Intesa and by the time the merge was done, I was named Manager of the Networking Service Line in 1997. I had the position of Chief Operations Officer for the Metropolitan area when I retired on November 2000. My main role was being responsible for the day-to-day operations, in all IT areas infrastructure; PCs, Unix Workstations, Servers, Networking; LAN, and WAN, among other things for 14,500 users or clients.

#### **December 1985-December 1996 ( Lagoven S.A,Oil Company):**

In Lagoven S.A. I started in the group of technology, which was in charge of the assessment of new computer hardware, and software, that came out to the market so it could be implemented as solutions for our clients. I introduced in this company the first PCs and the first Local Area Network based in IBM Broadband PC LAN combined with Ethernet for some specific areas of the business, like Geology and Production. We were

mainly an IBM mainframe (3090) based company that chose Token Ring LAN's, and gateways, so the interconnection with IBM SNA was more transparent. As technology evolved to Ethernet we changed our direction to it starting with a LAN in the central region and a WAN with European links system E1's to connect to the Western and Eastern regions of the country. I had the opportunity of being part of that big networking project for the whole company, based in Cisco Systems equipments, using Siemens microwave radios. After those projects were concluded I got transferred to the Telecommunications department leading the data Networking operations, managing the SNA, LAN's and WAN's networks, including Data transmit with INFOTRON TDM's equipments (Time Division Multiplexes). My last position in that company was Networking Manager.

Some interest projects I led in Lagoven S.A. were:

Yearly procurement of new hardware and software for corporate Distributed Computing: microcomputers, servers, networking switches, etc.

Project leader for installation of Help Desk with ARS (Action Request System), IBM Netview and HP Open View.

Leader of LAN installation in the corporation headquarters building with 1500 network nodes, using Novell Operating System at the beginning, then in 1997 we changed everything to Windows NT.

Installation of a Local Area Network for 120 users and link to the corporate network, SNA and WAN in The Hague (Holland) where PDVSA has its business in Europe, year 1991.

Leader of the installation of the Credit Card System Sales (POS) and its infrastructure for Lagoven Gasoline Pumps in about 200 stations all over Venezuela; year 1987.

**July 1978-December 1984:**

In this period of 7 years I started as a programmer and systems analyst for government Institutions. In the Venezuelan Water Department (INOS), I designed the billing system for the central states of Venezuela using COBOL programming language.

After three years I was in the Municipality of the City of Caracas (Distrito Sucre) as systems analyst designing a Tax Collection System using NCR cash terminals as POS (Points of Sales). I started getting involved with the microcomputers and BASIC language programming, using the IBM PC when was first introduced by IBM in 1980.

My final position in the Government area was MIS of "Distrito Sucre" Municipal Council.

