

**CCG CONSULTING INC**

August 17, 2004

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

040890 - TX

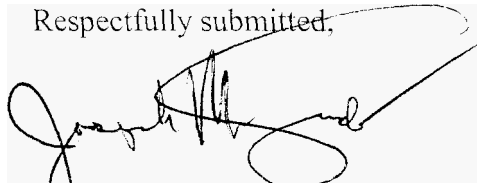
**Re: Application of Access One Communications, Inc. for Authority to Provide Alternative Local Exchange and Interexchange Services within the State of Florida**

On behalf of Access One Communications, Inc., ("Access One") enclosed for filing are an original and three (3) copies of an Alternative Local Exchange Service application as well as an Interexchange Carrier application. Also enclosed is a \$250.00 application fee as required by the Florida Public Service Commission and accompanying interexchange tariff.

Please date stamp the extra copy of this letter and return it in the envelope provided. Questions and correspondence regarding this filing may be directed to Joseph M. Sudo, CCG Consulting at 6811 Kenilworth Ave, Suite 300, Riverdale, Maryland 20737 or at telephone number 301-209-0270.

**COPY**

Respectfully submitted,



Joseph M. Sudo  
Consultant on behalf of Access One Communications, Inc.

Encls.

Cc: Yaret Garcia, Access One Communications, Inc.

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

**DIVISION OF COMPETITIVE MARKETS AND ENFORCEMENT**  
**CERTIFICATION**

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

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**Instructions**

- ◆ This form is used as an application for an original certificate and for approval of the assignment or transfer of an existing certificate. In the case of an assignment or transfer, the information provided shall be for the assignee or transferee (See Page 12).
- ◆ Print or type all responses to each item requested in the application and appendices. If an item is not applicable, please explain why.
- ◆ Use a separate sheet for each answer which will not fit the allotted space.
- ◆ Once completed, submit the original and six (6) copies of this form along with a non-refundable application fee of **\$250.00** to:

**Florida Public Service Commission**  
***Division of the Commission Clerk and Administrative Services***  
**2540 Shumard Oak Blvd.**  
**Tallahassee, Florida 32399-0850**  
**(850) 413-6770**

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

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

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## APPLICATION

1. This is an application for  (check one)

(  ) **Original certificate** (new company).

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

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

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

2. Name of company:

Access One Communications, Inc.

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

Access One Communications, Inc.

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

222 Lakeview Ave, Suite 157-160  
West Palm Beach, FL 33401

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

215 Fifth Street, Suite 300  
West Palm Beach, FL 33401

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**6. Structure of organization:**

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

**7. If individual, provide:**

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

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

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

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

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

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

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

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

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

P04000089131

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

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

Applicant is a Florida Corporation

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:

Applicant will not use a fictitious name.

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

(a) The Florida Secretary of State registration number:

Applicant is a Florida Corporation

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

Name: Applicant is a Florida Corporation

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: Applicant is a Florida Corporation

14. Provide **F.E.I. Number**(if applicable): 33-1095227

**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 officers, directors, or any of the ten largest stockholders have previously been adjudged bankrupt, mentally incompetent, or found guilty of any felony or of any crime, or whether such actions may result from pending proceedings.

(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 officers, directors, or any of the ten largest stockholders have ever been an officer, director, partner or stockholder in any other Florida certificated telephone company.

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

(a) The application:

Name: Jackie Rico  
Title: Customer Service / Regulatory Analyst  
Address: 222 Lakeview Ave, Suite 157-160  
City/State/Zip: West Palm Beach, FL 33401  
Telephone No.: 800-908-4662 Fax No.: 561-366-9734  
Internet E-Mail Address: jrico@accessonecomm.com  
Internet Website Address: www.accessonecomm.com

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

Name: German Miranda  
Title: President  
Address: 222 Lakeview Ave, Suite 157-160  
City/State/Zip: West Palm Beach, FL 33401  
Telephone No.: 561-802-4240 Fax No.: 561-366-9734

Internet E-Mail Address: gmiranda@accessonecomm.com  
Internet Website Address: www.accessonecomm.com

(c) Complaints/Inquiries from customers:

Name: Jackie Rico  
Title: Customer Service / Regulatory Analyst  
Address: 222 Lakeview Ave, Suite 157-160  
City/State/Zip: West Palm Beach, FL 33401  
Telephone No.: 800-908-4662 Fax No.: 561-366-9734

Internet E-Mail Address: jrico@accessonecomm.com  
Internet Website Address: www.accessonecomm.com

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

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

No, the applicant has not operated as an alternative local exchange company in any state.

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

No, the applicant does not have applications pending to be certificated as an alternative local exchange company in any state.

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

No, the applicant is not certificated to operate as an alternative local exchange company

in any state.

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

No, the applicant has not been denied authority to operate as an alternative local exchange company in any state.

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

No, the applicant has never had regulatory penalties imposed for violations of telecommunications statutes.

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

No, the applicant has never been involved in civil court proceedings with an interexchange carrier, local exchange company or other telecommunications entity.

**18. Submit the following:**

- A. Managerial capability: give resumes of employees/officers of the company that would indicate sufficient managerial experiences of each.**
- B. Technical capability: give resumes of employees/officers of the company that would indicate sufficient technical experiences or indicate what company has been contracted to conduct technical maintenance.**



### 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**

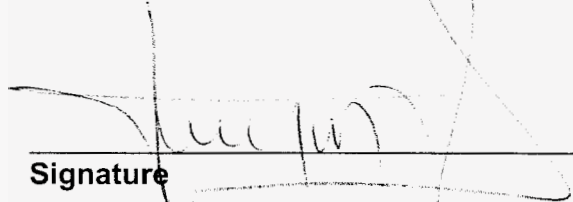
- 1. REGULATORY ASSESSMENT FEE:** I understand that all telephone companies must pay a regulatory assessment fee in the amount of .15 of one percent of gross operating revenue derived from intrastate business. Regardless of the gross operating revenue of a company, a minimum annual assessment fee of \$50 is required.
- 2. APPLICATION FEE:** I understand that a non-refundable application fee of \$250.00 must be submitted with the application.

UTILITY OFFICIAL:

German Miranda  
Print Name

President  
Title

561-802-4240  
Telephone No.



Signature

07/22/04  
Date

561-366-9734  
Fax No.

Address: 222 Lakeview Ave, Suite 157-160

West Palm Beach, FL 33401

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**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:**

German Miranda

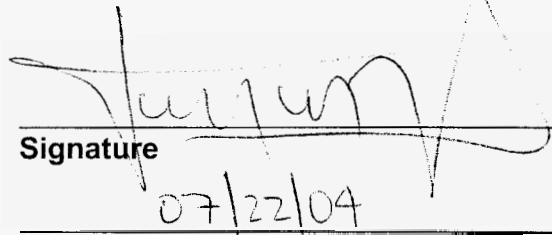
Print Name

President

Title

561-802-4240

Telephone No.



Signature

Date

07/22/04

561-366-9734

Fax No.

Address: 222 Lakeview Ave, Suite 157-160

West Palm Beach, FL 33401

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) <u>Not Available</u> | 2) _____ |
| _____                   | _____    |
| 3) _____                | 4) _____ |
| _____                   | _____    |

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

- |                         |          |
|-------------------------|----------|
| 1) <u>Not Available</u> | 2) _____ |
| _____                   | _____    |
| 3) _____                | 4) _____ |
| _____                   | _____    |

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

- | <u>POP-to-POP</u>       | <u>OWNERSHIP</u>     |
|-------------------------|----------------------|
| 1) <u>Not Available</u> | <u>Not Available</u> |
| 2) _____                | _____                |
| 3) _____                | _____                |
| 4) _____                | _____                |

## 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:**

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

## **FINANCIAL QUALIFICATION SUMMARY**

## **ACCESS ONE COMMUNICATIONS, INC.**

### **FINANCIAL QUALIFICATIONS**

Access One Communications, Inc. (“Access One”) is financially qualified to render its proposed telecommunications services within the State of Florida. In particular, Access One has access to the financing and capital necessary to conduct its telecommunications operations as specified in this Application. Since Access One intends to initially operate as a reseller of local service and a purchaser of Unbundled Network Elements (UNEs), the amount of immediate capital expenditures necessary to operate as a local provider will be minimized. As customer demand dictates, Access One’s transition to a company owned facilities-based provider will necessitate an increase in capital expenditures, all of which Access One can assume responsibility for.

Access One will rely on capital infusion from its stockholders to support its financial ability to provide the services covered in this Application and has sufficient financial capability to maintain the proposed telecommunications service. Access One will strictly monitor its expenses; institute effective cost controls; and keep its selling, general, and administrative (“SG&A”) expenses as a percent of gross revenues equal to if not better than the industry average.

**ACCESS ONE COMMUNICATIONS, INC.**

**FINANCIAL QUALIFICATIONS (Cont'd)**

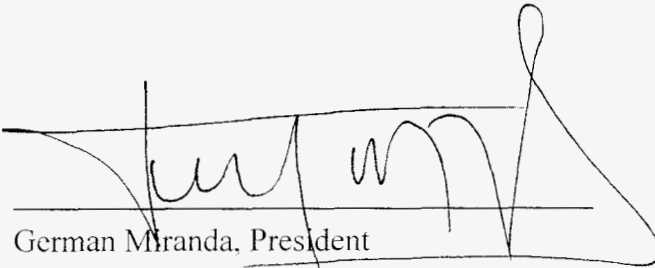
As a result of the foregoing, as well as the implementation of effective capital management measures, Access One will have the ability to meet its lease or ownership obligations.

As a result of the financial support mentioned above and the implementation of effective capital management measures, Access One expects to develop and maintain profitable growth. Thus, Access One asserts that it has the financial resources necessary to operate as a local and interexchange telecommunications service provider within the State of Florida. This assertion applies to both the resale and facilities-based options.

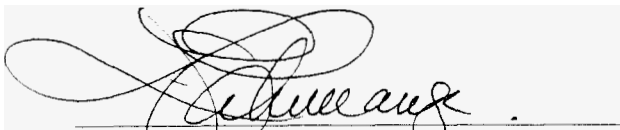


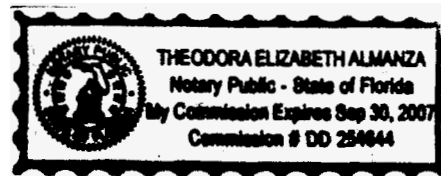
ATTESTATION

I, German Miranda, President of Access One Communications, Inc. attest that, to the best of my knowledge, the enclosed unaudited balance sheet of Access One Communications, Inc. is true and correct.

  
German Miranda, President

Subscribed and sworn to before me, this 2<sup>nd</sup> <sup>BA</sup> day of Jul August, 2004.  
My commission expires: 9/30/2007, 2004. <sup>BA</sup>

  
(SEAL) Notary Public



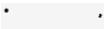
**Access One Communications**  
**Balance Sheet**  
**As of June 30, 2004**

**ASSETS:**

Cash in bank	\$ 1,000	
Fixed Assets	<u>502,153</u>	
Total Assets		<u>\$ 503,153</u>

**LIABILITIES AND EQUITY**

Common Stock, 1,000 shares outstanding, 100 shares issued at \$10 par	\$ 1,000	
Additional paid in capital	<u>502.153.00</u>	
Total Liabilities and Equity		<u>\$ 503,153</u>



## **MANAGERIAL AND TECHNICAL EXPERTISE**

## **ACCESS ONE COMMUNICATIONS, INC.**

### **MANAGERIAL AND TECHNICAL EXPERTISE**

The management of Access One gained experience in the local exchange service industry through its involvement in various operating capacities. Access One will demonstrate that it possesses the requisite managerial and technical capabilities to operate as a competitive telecommunications service provider. These capabilities are explained in detail as follows:

#### **Managerial Qualifications**

Access One's senior management team is highly skilled, having acquired considerable experience in the telecommunications industry. In conjunction with effective financial and operational measures, marketing strategies developed in successful past ventures have resulted in substantial revenue growth and financial performance. The success of the past ventures that management has been involved with is clear evidence that Access One possesses the managerial qualifications required to provide service within the State of Florida.

#### **Technical Qualifications**

Access One possesses the necessary qualifications to meet or exceed all technical specifications of providing local service. Access One is aware of the industry standards for quality of service, billing practices, and customer care. Access One does not anticipate any problems and is fully committed to meeting or exceeding all quality of standards and billing practices. Access One does not currently own and will not initially

## ACCESS ONE COMMUNICATIONS, INC.

### MANAGERIAL AND TECHNICAL EXPERTISE (Cont'd)

own its own equipment or facilities. Access One intends to launch service by reselling the services of and purchasing UNEs from the ILECs. These UNEs will include switching and transport facilities, as well as loop and sub-loop components. Access One's Officers and Directors possess the necessary qualifications to meet or exceed all technical specifications of providing local telecommunications services.

Below are the biographies to include management and technical experience of Access One's Officers and Directors:

**German Miranda, President-** Mr. Miranda will head the legal department and along with Ms. Garcia represent Access One before the Florida Public Service Commission. Mr. Miranda has four years of telephony experience. Mr. Miranda and Ms. Garcia will also be responsible for monitoring Access One's relations with Bellsouth. Access One will rely on the incumbent LEC's to provide installation and repair expertise for new customer provisioning. Personnel in the order provision department will be responsible for monitoring all work performed by the incumbent LEC on behalf of Access One to ensure customer satisfaction.

**Tom Cassela, General Counsel.** Mr. Cassela will oversee the development of new business opportunities and will provide guidance to Access One's "in-house" legal staff. Mr. Cassela has four years of telephony experience.

**ACCESS ONE COMMUNICATIONS, INC.**

**MANAGERIAL AND TECHNICAL EXPERTISE (Cont'd)**

**J. Delgado, Chief Financial Officer.** With experience including four years in the telecommunications industry Ms. Delgado will be responsible for internal account operation control. In addition Ms. Delgado will be responsible for retail credit, collections, and enforcement. As Access One's operations grow Ms. Delgado will coordinate the shift from an internal manual customer payment process system to an offsite electronic process system managed by a banking institution. Similarly as part of Access One's internal operations Ms. Delgado will coordinate the shift from a manual enforcement system to a predominately automated enforced system for suspending, termination and restoral of service.

**Yaret Garcia, Chief Operating Officer and Will Farr, Chief Operating Officer -** Ms. Garcia and Mr. Farr are co-chief operating officers and are primarily responsible for Access One's strategic planning, including the procurement of third party financing for future expansion. Both Ms. Garcia and Mr. Farr each have six years telephony experience. In addition they will supervise 50 employees and manage daily operations. The customer service department will consist of a director of customer service, four customer service supervisors and over forty customer service representatives. The order provisions department will consist of a director of provisions, two line supervisors, a trouble resolutions representative and a new line-provisioning department. Customer satisfaction will require the development and constant refinement of systems for tracking

## **ACCESS ONE COMMUNICATIONS, INC.**

### **MANAGERIAL AND TECHNICAL EXPERTISE (Cont'd)**

customer information, measure employee productivity, and monitoring Bellsouth's provisions. To achieve these goals, Ms. Garcia and Mr. Farr will work closely with the head of customer service, provisioning, and information technology departments on a daily basis to create integrated systems. Specifically Ms. Garcia and Mr. Farr will oversee the development of:

- ❑ a proprietary retail customer billing system and related customer service, a program for combining retail features in the most cost-effecting manner for the customer;
- ❑ a customer database tracking system;
- ❑ an automatic ordering center;
- ❑ interactive voice response system, which will provide account information and customer payments;
- ❑ an offsite electronic customer payment processing system;
- ❑ telemarketing and third party sales verification features;
- ❑ internal tracking and monitoring systems

The development of these integrated systems will allow Ms. Garcia and Mr. Farr to track employee productivity and create solutions to ensure customer satisfaction.