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COMMISSION CLERK

**Lance J.M. Steinhart, P.C.**

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1720 Windward Concourse  
Suite 250  
Alpharetta, Georgia 30005

Also Admitted in New York  
and Maryland

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Facsimile: (770) 232-9208  
Email: lsteinhart@telecomcounsel.com

December 13, 2004

041395-TX

**VIA OVERNIGHT DELIVERY**

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

Re: Infotelecom, LLC

To Whom It May Concern:

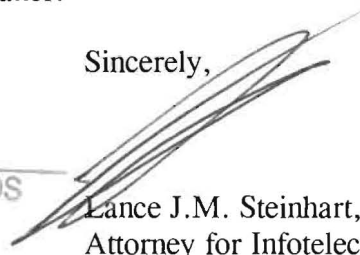
Enclosed please find one original and six (6) copies of Infotelecom, LLC's (Infotelecom) Application for Authority to Provide Local Exchange Telecommunications Service Within the State of Florida.

I also have enclosed a check in the amount of \$250.00 payable to the Florida Public Service Commission to cover the cost of filing these documents.

Please return a stamped copy of the extra copy of this letter in the enclosed preaddressed prepaid envelope.

If you have any questions regarding this matter, please do not hesitate to call me. Thank you for your attention to this matter.

Sincerely,



Lance J.M. Steinhart, Esq.  
Attorney for Infotelecom, LLC

RECEIVED & FILED



FPSC-BUREAU OF RECORDS

Enclosures  
cc: Mark Hutchison

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

Initials of person who forwarded check:



DOCUMENT NUMBER-DATE

13145 DEC 14 04

FPSC-COMMISSION CLERK

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FLORIDA PUBLIC SERVICE COMMISSION

**3644**

| REFERENCE NO. | DESCRIPTION             | INVOICE DATE | INVOICE AMOUNT | DISCOUNT TAKEN | AMOUNT PAID |
|---------------|-------------------------|--------------|----------------|----------------|-------------|
|               | INFOTELECOM LLC PSC FEE |              |                |                | 250.00      |

| CHECK DATE | CHECK NO. | PAYEE                             | DISCOUNTS TAKEN | CHECK AMOUNT |
|------------|-----------|-----------------------------------|-----------------|--------------|
| 9/22/04    | 3644      | FLORIDA PUBLIC SERVICE COMMISSION |                 | \$250.00     |

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| CHECK NO. | DATE         | AMOUNT        |
| 3644      | Sep 22, 2004 | *****\$250.00 |

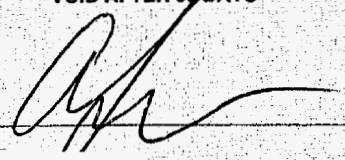
PAYABLE IN U.S. DOLLARS

Memo :

Two Hundred Fifty and 00/100 Dollars

PAY TO THE ORDER OF:  
 FLORIDA PUBLIC SERVICE COMMISSION

VOID AFTER 90 DAYS



MP

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

**DIVISION OF REGULATORY OVERSIGHT**  
**CERTIFICATION SECTION**

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

Instructions

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

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

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

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

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

If you have questions about completing the form, contact:

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

## 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:

Infotelecom, LLC  
\_\_\_\_\_

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

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

1228 Euclid Ave.

Ste. 390

Cleveland

OH

44115  
\_\_\_\_\_  
\_\_\_\_\_

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

None

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**6. Structure of organization:**

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

**7. If individual, provide:**

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

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

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

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

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

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

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

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

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

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

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

M04000004424

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**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:

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

(a) The Florida Secretary of State registration number:

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

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

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

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

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

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

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

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

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

(a) The Florida registration number: \_\_\_\_\_

**14. Provide F.E.I. Number(if applicable):** 41-2150442

**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

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(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

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

(a) The application:

Name: Lance J.M. Steinhart

Title: Regulatory Counsel

Address: 1720 Windward Concourse, Suite 250

City/State/Zip: Alpharetta, Georgia 30005

Telephone No.: (770) 232-9200 Fax No.: (770) 232-9208

Internet E-Mail Address: lsteinhart@telecomcounsel.com

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

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

Name: Andre Temnorod  
Title: Chief Executive Officer  
Address: 1228 Euclid Ave. Ste. 390  
City/State/Zip: Cleveland OH 44115  
Telephone No.: (216) 373-4600 Fax No.: (216) 373-4699  
  
Internet E-Mail Address: atem@broadvox.net  
Internet Website Address: www.broadvox.net

(c) Complaints/Inquiries from customers:

Name: Eugene Blumin  
Title: Chief Operating Officer  
Address: 1228 Euclid Ave. Ste. 390  
City/State/Zip: Cleveland OH 44115  
Telephone No.: (216) 373-4600 Fax No.: (216) 373-4699  
  
Internet E-Mail Address: \_\_\_\_\_  
Internet Website Address: www.broadvox.net

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

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

None

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

Colorado and Illinois

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

Massachusetts and New York



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

None

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

None

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

None

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**18. Submit the following:**

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

See Attached biographical information.

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

See Attached biographical information. In addition, the company will rely upon its underlying facilities-based carriers for 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. **GROSS RECEIPTS TAX:** I understand that all telephone companies must pay a gross receipts tax of two and one-half percent on all intra and interstate business.
3. **SALES TAX:** I understand that a seven percent sales tax must be paid on intra and interstate revenues.
4. **APPLICATION FEE:** I understand that a non-refundable application fee of \$250.00 must be submitted with the application.

**UTILITY OFFICIAL:**

Andre Temnorod

**Print Name**

Chief Executive Officer

**Title**

(216) 373-4600

**Telephone No.**



**Signature**

Sept, 22 2004

**Date**

(216) 373-4699

**Fax No.**

**Address:**

1228 Euclid Ave.

Ste. 390

Cleveland

OH

44115

**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:**

Andre Temnorod

**Print Name**

Chief Executive Officer

**Title**

(216) 373-4600

**Telephone No.**



**Signature**

Sept, 22 2004

**Date**

(216) 373-4699

**Fax No.**

**Address:**

1228 Euclid Ave.

Ste. 390

Cleveland

OH

44115

## **LIST OF ATTACHMENTS**

**FINANCIAL INFORMATION**

**MANAGEMENT INFORMATION**

**STATEMENT OF FINANCIAL CAPABILITY**

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## FINANCIAL INFORMATION

## MANAGEMENT INFORMATION

**Andre Temnorod**

*Chairman & Chief Executive Officer*

Building on 12 years of executive management experience. Mr. Temnorod has excelled in business operations and the high tech industry. Mr. Temnorod is the strategy behind Broadvox's vision to be a leader in the telecommunications space to include its wholesale long distance deployment and its initiative in the hosted Centrex and converged communications efforts. Prior to Broadvox Mr. Temnorod Served as the Chief Executive officer of Nexbell Communications, a leader in the VoIP space, and sold to COUNSEL Communications in 2001. Subsequent to that Mr. Temnorod served as Chief Technology Officer as Unicent Technologies. Here Mr. Temnorod, among other things, spearheaded research and deployment testing of early VoIP initiatives and was a driving force in this 100 million dollar, privately held pc and communications company. Mr. Temnorod is one of the most respected VoIP technologists in the market today. Mr. Temnorod has been featured in numerous professional forums to include print, video, and as a guest speaker on a variety panels.

**Jeffery Williams**

*Chief Information Officer*

Jeffery Williams accepted appointment as executive vice president of marketing in March 2002. Mr. Williams was charged with the responsibility of all marketing and public relations activities. In October of 2003 Mr. Williams accepted a position with Broadvox Direct, the residential operating arm of Broadvox, as its President. Seeing Broadvox Direct through its structuring and launch phase he was responsible for all day-to-day activities. In May 2004 Mr. Williams accepted appointment as Chief Information Officer. As Broadvox's chief architect he is responsible for all software and systems design, development, and implementation. Mr. Williams reports directly to the companies CEO, and board of Directors. Prior to joining Broadvox Mr. Williams served as Chief Executive Officer of Now Online, a national ISP. As CEO Mr. Williams implemented his vision as an ISP, driving sales to nearly \$5 million annually and becoming proficient in acquisitions, completing 9 in just two years. Prior to that, he was the President of Star Leasing Acceptance Corporation, a computer and technology leasing company. Acting as a direct funding source Mr. Williams pioneered the consumer pc leasing space as the first source for residential computer leasing. Mr. Williams has more than 10 years experience in the internet / telephony space and has held a range of executive positions in senior management, operations, and technology related roles.

Mr. Williams is a member of the Association of Internet Professionals, has lectured at numerous professional engagements to include a panel of Internal revenue policy makers for internet taxation, schools, and organizations. Mr. Williams has been featured in numerous articles, stories, and industry white papers with highlights to include; Crains Cleveland Business magazine, New York Times, Network Magazine, ABC News, and hundreds of online technology publications, analysts reviews and magazines.

**Pete Sandrev**

*President, Hosted Telephony Service Operations*

Pete Sandrev is President of Hosted Telephony Service Operations at Broadvox. With over twenty years of experience in developing and deploying digital communications solutions, Mr. Sandrev is responsible for developing, deploying and supporting Hosted PBX and IP Centrex services into the Broadvox network. Mr. Sandrev has held several senior leadership roles in general management, operations, and strategy. Prior to joining Broadvox, Mr. Sandrev served in various Director and Managing capacities at Nexbell Communications. As Director of Provisioning and Network Operations at Nexbell Communications, he was responsible for leading a 30 NFL city VoIP network deployment and was integral to the development of a joint venture VoIP route into Senegal back in 1999, long before VoIP was a fashionable voice medium. Previously, Mr. Sandrev co-founded and served as VP of Operations at Communication Solutions, Inc., a Midwest Regional CPE Service Provider of Voice and Data Services, as Vice President, Mr. Sandrev was instrumental in the sale of CSi to PC Importers in 1996, where he continued as Executive Vice President of the unit until its subsequent sale in 1998.

Mr. Sandrev received a Bachelor of Science degree in Business Management from the University of Phoenix and an Associate degree in Electronic Engineering Technology from the Electronic Technology Institute in Cleveland , OH .



**Richard DeHaven**

*President of Indirect Channel Sales*

Richard (Gerry) DeHaven is President of Alternate Channel Sales at Broadvox. Utilizing his retail, wholesale and alternate channel sales and marketing experience, Mr. DeHaven is now focused on building global distribution partnerships with consumer and commercial focused service providers to market Broadvox's leading VoIP technology. Mr. DeHaven has more than 15 years of entrepreneurial experience in telecommunications sales, marketing, product development, and operations management. Prior to Broadvox, Mr. DeHaven co-founded and served as President and Chief Operating Officer of InTandem Communications Corp., an integrated communications provider focused on Internet-based private label systems and distribution of traditional voice, data and Internet services. Previously, Mr. DeHaven co-founded and served as Executive Vice President/COO of Blink Data Corporation, an integrated communications provider that, prior to its acquisition by Covista Communications, focused on alternate channel distribution to the SME and Enterprise markets. At Covista Communications, Mr. DeHaven was Executive Vice President of Sales and Marketing where he was responsible for Covista's \$100ml+ direct, agent, and carrier sales organization. During his career, Mr. DeHaven has also served on the Board of Directors for several communication and technology companies and held senior management positions at other communications companies including Vista International and Viatel/Destia. Mr. DeHaven received a Bachelor of Science in Business Administration from Marist College and lives in Princeton, NJ with his wife and three children.

**Sergey Galchenko**

*Chief Technology Officer*

Sergey Galchenko is the company's Chief Technology Officer responsible for managing the organizations technology infrastructure. Mr. Galchenko is actively involved in all aspects of the Infrastructure, from planning to implementation to the ongoing health of the service platforms and networking infrastructure...Mr. Galchenko keeps the Broadvox Machine running. Prior to joining Broadvox Mr. Galchenko was the chief engineer in the Nexbell network deployment, overseeing all aspects of the network design, implementation, and network health, making Mr. Galchenko a true veteran of VoIP design, engineering, and deployment.

Prior to joining Nexbell Mr. Galchenko served as a group leader on the application support team for AT&T's TCAP database. In this role Mr. Galchenko was responsible for systems administration, application support, monitoring and troubleshooting, and script programming.

Mr. Galchenko holds a Master's degree in Computer science with major in software development from Don State Technical University, Rostov-on-Don, Russian Federation.

**STATEMENT OF FINANCIAL CAPABILITY**  
**Infotelecom, LLC**

Applicant has sufficient financial capability to provide the requested service in the State of Florida and has sufficient financial capability to maintain the requested service and to meet its lease or ownership obligations. In support of Applicant's stated financial capability, a copy of its Income Statement for the period ending November 30, 2004 and Balance Sheet as of November 30, 2004 is attached to its application. Applicant intends to fund the provision of service through internally generated cash flow. Applicant also has the ability to borrow funds, if required, based upon its financial capabilities, to provide service in the State of Florida.