

ORIGINAL

State of Florida



Public Service Commission

CAPITAL CIRCLE OFFICE CENTER • 2540 SHUMARD OAK BOULEVARD
TALLAHASSEE, FLORIDA 32399-0850

1506167 FPSC

MAR 25 AM 11:20

COMMISSION
CLERK

-M-E-M-O-R-A-N-D-U-M-

DATE: March 25, 2005

TO: Blanca S. Bayó, Commission Clerk and Administrative Services Director

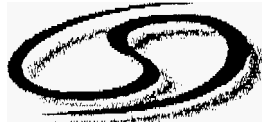
FROM: Kiwanis L. Curry, Regulatory Analyst I, Division of Competitive Markets & Enforcement *KLC*

RE: Docket No. 050067-TX

Please add the attached information to the docket file.

- CMP _____
- COM _____
- CTR _____
- ECR _____
- GCL _____
- OPC _____
- MMS _____
- RCA _____
- SCR _____
- SEC 1
- OTH _____

DOCUMENT NUMBER DATE
 02941 MAR 25 03
 FPSC-COMMISSION CLERK



Smart Network Solutions
S&S Communications Corp.
Networking Jamaica's World

Friday, March 18, 2005

VIA FAX

Florida Public Service Commission

Attn. Mrs. Kiwanis L. Curry
(850) 413-6663

Reference: Application CLEC- EFFECTEL CORP

Dear Madam

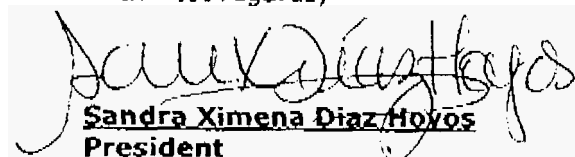
Attach please find the information for the application EFFECTEL CORP - CLEC License.

Our company SMART NETWORK SOLUTIONS is a leader in VoIP solutions integration. Deploying platforms for large and medium sized service providers as well as for multinational and enterprises in Latin America and the USA, Europe as well as Middle East, Asia and Australia.

SMART NETWORK SOLUTIONS is the technology provider to EFFECTEL CORP keeping their actual telephony network and providing the technical support to keep the performance in good status. We provide the VoIP equipment to them and the collocation facilities through Terremark NAP OF THE AMERICAS, our partner located in Miami. EFFECTEL's platform hardware and software is located right there, which uses for its own telephony services. At the same time, EFFECTEL Corp is supported with our 7x24x365 Call Center Service with Technical Support to their customers.

Please feel free to contact me at the above number or email address should you have any additional questions. Thank you for your time.

With best regards,



Sandra Ximena Diaz Hoyos
President

Direct Telephone: +1 305 269.4142 x 111

Direct Fax: +1 305 402.5940

Email: sales@smartisvoip.com

Enclosure as stated

FINANCIAL PROJE

PROFIT AND LOSS ACCOUNT

	Jan-05	Feb-05	Mar-05	First Quarter	Apr-05	May-05	Jun-05	Second Quarter	Jul-05	Aug-05	Sep-05	Third Quarter	Oct-05	Nov-05	Dec-05
Income															
Prepaid Calling Cards		50,000	175,000	225,000	200,000	250,000	300,000	750,000	500,000	500,000	500,000	1,500,000	500,000	500,000	500,000
EFFECTELPin - personalized prepaid pin	2,500	6,250	8,750	8,750	10,000	24,750	24,750	59,500	36,000	36,000	45,500	117,500	117,000	117,000	123,500
Broker Services	1,750	5,000	8,750	8,750	8,750	8,750	24,250	1,750	8,750	8,750	19,250	1,750	8,750	8,750	8,750
Consulting Services	500	800	1,300	2,500	2,500	2,500	7,500	3,000	3,500	3,500	10,000	5,000	5,000	5,000	5,000
Switch Services	1,000	1,000	2,000	1,000	1,000	1,000	3,000	2,500	2,500	2,500	7,500	2,500	2,500	2,500	2,500
Design services	300	300	600	500	1,000	1,000	2,500	300	300	300	900	300	300	300	300
Other type of services	600	1,500	2,100	1,000	2,000	2,000	5,000	600	600	600	1,800	600	600	600	600
Total Income	56,650	189,850	246,500	221,750	290,000	340,000	851,750	544,150	551,650	561,150	1,656,950	627,150	634,150	640,650	
Expenses															
Design expenses	450	1,200	1,500	3,150	1,500	1,500	1,500	4,500	1,500	1,500	1,500	4,500	1,500	1,500	1,500
Software	1,500	500	300	2,300	300	300	300	900	300	300	300	900	300	300	300
Professional fees - web design	800	300	300	1,400	300	300	1,000	1,600	300	300	1,000	1,600	300	300	1,000
Printing prepaid calling cards		1,920	1,920	3,840	1,920	3,840	3,840	9,600	3,840	3,840	3,840	11,520	1,920	3,840	3,840
Printing promotional material		880	880	1,760	1,600	1,600	1,600	4,800	1,600	1,600	1,600	4,800	1,600	1,600	1,600
Printing advertising	1,400	1,400	2,800	2,800	2,500	2,500	7,500	2,500	2,500	2,500	7,500	2,500	2,500	2,500	
Advertising	2,000	2,000	4,000	2,000	2,000	2,000	6,000	7,000	3,000	3,000	3,000	9,000	3,000	3,000	3,000
Distributor commissions		16,500	57,750	74,250	66,000	82,500	99,000	247,500	165,000	165,000	165,000	495,000	165,000	165,000	165,000
Professional fees			2,500	2,500	2,500	2,500	2,500	7,500	2,500	2,500	2,500	7,500	2,500	2,500	2,500
Federal Tax		1,700	5,696	7,395	6,653	8,700	10,200	25,663	16,325	16,550	16,835	49,709	18,815	19,025	19,220
Termination		31,500	108,750	140,250	126,000	164,850	184,850	485,700	321,600	321,600	327,300	970,500	370,200	370,200	374,100
Telephone services		500	1,750	2,250	2,000	2,500	3,000	7,500	5,000	5,000	5,000	15,000	5,000	5,000	5,000
Consultants	500	500	500	1,500	500	500	500	1,500	500	500	500	1,500	500	500	500
Entertainment	50	400	400	850	400	400	400	1,200	400	400	400	1,200	400	400	400
Gas	60	150	150	350	150	150	150	450	150	150	150	450	150	150	150
Insurance	200	200	200	600	200	200	200	600	200	200	200	600	200	200	200
Automobile expenses			450	450	450	450	450	1,350	450	450	450	1,350	450	450	450
Miscellaneous	200	200	50	450	50	50	50	150	50	50	50	150	50	50	50
Office Supplies		250	250	500	250	250	250	750	250	250	250	750	250	250	250
Travel Expense	1,000	1,000	2,000	4,000	2,000	2,000	2,000	6,000	2,500	2,500	2,500	7,500	2,500	2,500	2,500
Marketing		1,000	2,500	3,500	2,000	2,000	2,000	6,000	2,500	3,000	3,000	8,500	2,500	3,000	3,000
Other		1,000	1,000	2,000	1,000	1,000	1,000	3,000	3,500	3,500	3,500	10,500	3,500	3,500	3,500
Total Expenses	4,750	63,100	192,248	260,095	220,273	280,090	330,290	830,653	533,965	534,690	541,375	1,610,029	583,135	585,765	590,560
NET PROFIT AND LOSS PRE TAX	(4,750)	(6,450)	(2,396)	(13,595)	1,478	9,910	9,710	21,098	10,186	18,961	19,776	46,922	44,016	48,386	50,091
CASH FLOW ANALYSIS															
Total Income		56,650	189,850	246,500	221,750	290,000	340,000	851,750	544,150	551,650	561,150	1,656,950	627,150	634,150	640,650
Total Expenses	4,750	63,100	192,248	260,095	220,273	280,090	330,290	830,653	533,965	534,690	541,375	1,610,029	583,135	585,765	590,560
Prepaid Expenses	7,369	7,369	7,369	7,369	7,369	7,369	7,369	7,369	7,369	7,369	7,369	7,369	7,369	7,369	7,369
Cash Position	(4,750)	(6,450)	(2,396)		1,478	9,910	9,710		10,186	18,961	19,776		44,016	48,386	50,091
Cash in Bank	15,000	(625)	(625)		(625)	(625)	(625)		(625)	(625)	(625)		(625)	(625)	(625)
Cummulative Cash Position	10,250	3,175	155	155	1,008	10,293	19,378	19,378	28,938	45,274	64,424	64,424	107,815	155,575	205,041

ITION - 2 YEARS

First Year	Jan-06	Feb-06	Mar-06	First Quarter	Apr-06	May-06	Jun-06	Second Quarter	Jul-06	Aug-06	Sep-06	Third Quarter	Oct-06	Nov-06	Dec-06	Second Year
3,975,000	500,000	500,000	500,000	1,500,000	500,000	500,000	500,000	1,500,000	650,000	650,000	650,000	1,950,000	750,000	750,000	750,000	7,200,000
543,250	172,500	176,250	180,000	628,750	180,000	180,000	187,500	647,500	187,500	187,500	187,500	662,500	210,000	217,500	221,250	2,287,500
69,500	1,750	8,750	8,750	19,250	1,750	8,750	8,750	19,250	1,750	8,750	8,750	19,250	1,750	8,750	8,750	77,000
33,800	5,000	5,000	5,000	15,000	5,000	5,000	5,000	15,000	5,000	5,000	5,000	15,000	5,000	5,000	5,000	60,600
20,000	2,500	2,500	2,500	7,500	2,500	2,500	2,500	7,500	2,500	2,500	2,500	7,500	3,000	3,000	3,000	31,500
4,900	300	300	300	900	300	300	300	900	300	300	300	900	300	300	300	3,600
10,700	600	600	600	1,800	600	600	600	1,800	600	600	600	1,800	600	600	600	7,200
4,657,150	682,650	693,400	697,150	2,073,200	690,150	697,150	704,650	2,091,950	847,650	854,650	854,650	2,556,950	970,650	985,150	988,900	9,666,800
18,850	1,500	1,500	1,500	4,500	1,500	1,500	1,500	4,500	1,500	1,500	1,500	4,500	1,500	1,500	1,500	18,000
5,000	300	300	300	900	300	300	300	900	300	300	300	900	300	300	300	3,600
6,200	300	300	1,000	1,600	300	300	1,000	1,600	300	300	1,000	1,600	300	300	1,000	6,400
34,580	1,920	3,840	3,840	9,600	1,920	3,840	3,840	9,600	1,920	3,840	3,840	9,600	1,920	3,840	3,840	38,400
16,160	1,600	1,600	1,600	4,800	1,600	1,600	1,600	4,800	1,600	1,600	1,600	4,800	1,600	1,600	1,600	19,200
26,300	2,500	2,500	2,500	7,500	2,500	2,500	2,500	7,500	2,500	2,500	2,500	7,500	2,500	2,500	2,500	30,000
29,000	3,000	3,000	3,000	9,000	3,000	3,000	3,000	9,000	3,000	3,000	3,000	9,000	3,000	3,000	3,000	36,000
1,311,750	165,000	165,000	165,000	495,000	165,000	165,000	165,000	495,000	214,500	214,500	214,500	643,500	247,500	247,500	247,500	2,378,000
25,000	2,500	2,500	2,500	7,500	2,500	2,500	2,500	7,500	2,500	2,500	2,500	7,500	2,500	2,500	2,500	30,000
139,715	20,480	20,802	20,915	62,196	20,705	20,915	21,140	62,759	25,430	25,640	25,640	76,709	29,120	29,556	29,667	290,004
2,719,950	403,500	405,750	408,000	1,217,250	408,000	408,000	412,500	1,228,500	502,500	502,500	502,500	1,507,500	576,000	580,500	582,750	5,892,500
39,730	5,000	5,000	5,000	15,000	5,000	5,000	5,000	15,000	6,500	6,500	6,500	19,500	7,500	7,500	7,500	72,000
6,000	500	500	500	1,500	500	500	500	1,500	500	500	500	1,500	500	500	500	6,000
4,450	400	400	400	1,200	400	400	400	1,200	400	400	400	1,200	400	400	400	4,800
1,700	150	150	150	450	150	150	150	450	150	150	150	450	150	150	150	1,800
2,400	200	200	200	600	200	200	200	600	200	200	200	600	200	200	200	2,400
4,500	450	450	450	1,350	450	450	450	1,350	450	450	450	1,350	450	450	450	5,400
900	50	50	50	150	50	50	50	150	50	50	50	150	50	50	50	800
2,750	250	250	250	750	250	250	250	750	250	250	250	750	250	250	250	3,000
28,000	2,500	2,500	2,500	7,500	2,500	2,500	2,500	7,500	2,500	2,500	2,500	7,500	2,500	2,500	2,500	30,000
26,500	2,500	3,000	3,000	8,500	2,500	3,000	3,000	8,500	2,500	3,000	3,000	8,500	2,500	3,000	3,000	34,000
28,000	3,500	3,500	3,500	10,500	3,500	3,500	3,500	10,500	3,500	3,500	3,500	10,500	3,500	3,500	3,500	42,000
4,480,235	618,100	623,092	626,155	1,867,346	622,825	625,455	630,880	1,879,159	773,050	775,680	776,380	2,325,109	884,240	891,595	894,657	8,742,104
196,918	64,551	70,308	70,996	205,854	67,326	71,696	73,771	212,792	74,601	78,971	78,271	231,842	86,411	93,556	94,243	924,698
4,657,150	682,650	693,400	697,150	2,073,200	690,150	697,150	704,650	2,091,950	847,650	854,650	854,650	2,556,950	970,650	985,150	988,900	9,666,800
4,480,235	618,100	623,092	626,155	1,867,346	622,825	625,455	630,880	1,879,159	773,050	775,680	776,380	2,325,109	884,240	891,595	894,657	8,742,104
44,217	7,369	7,369	7,369	7,369	7,369	7,369	7,369	7,369	7,369	7,369	7,369	7,369	7,369	7,369	7,369	7,369
	84,551	70,308	70,996		67,326	71,696	73,771		74,601	78,971	78,271		86,411	93,556	94,243	932,065
	(625)	(625)	(625)		(625)	(625)	(625)		(625)	(625)	(625)		(625)	(625)	(625)	
205,041	268,966	338,649	409,020	409,020	475,720	546,791	619,936	619,936	693,912	772,257	849,903	849,903	935,688	1,028,619	1,122,237	1,122,237



Balance Sheet

EFFECTEL CORP

			APROX
Assets			
Current Assest			
	Cash in Bank	US\$	18,000
Prepaid Expenses			
	Prepaid Switch Usage	US\$	165,000
	Prepaid Billing Services	US\$	18,500
	Prepaid Web access	US\$	7,000
	Prepaid office Space	US\$	21,500
	Prepaid Computer Service	US\$	3,600
	Prepaid rental of office equipment (fax, scanner, copy machine)	US\$	800
	Prepaid telephone services	US\$	7,000
	Prepaid telephone equipment rental	US\$	2,000
	Prepaid space rental for customer service	US\$	18,500
	Prepaid internet access	US\$	11,000
Total Assets		US\$	272,900
Liabilities and Share Holders Equity			
Short Term Liabilities			
	Short term loan due within 1 year	US\$	7,500
Long Term Liabilities			
	Long term loan due year 2	US\$	7,500
Share Holders Equity		US\$	257,900
Total Liabilities and share Holders Equity		US\$	272,900



FLORIDA PUBLIC SERVICE COMMISSION

Dear Madam,

I certify that I am majority associate of the company **EFFECTIVE TELECOMMUNICATIONS LTDA, EFFECTEL LTDA**. Colombian Company, Nit 830.133.344-0, with a participation of 75%, at the same time the mentioned company is an associate of **EFFECTEL CORP**, a Florida Corporation F.E.I Number 20-1894835. For this reason I am responsible for all the activities developed by these companies.

The current document is issued by request of the interested on March sixteenth (16), 2005.

Cordially,

MARIO SAFI ALUF
President

MARIO SAFI & CIA S. EN C.
 NIT: 800.076.914-5
 (pesos)

GENERAL BALANCE IN DECEMBER 31ST, 2004

LIABILITIES

CURRENT LIABILITIES		1.181.050.025,04(US 414,4K)
FINANCING OBLIGATIONS	216.165.844,87 (US 75,8K)	
ACCOUNT RECEIVABLES	964.884.180,17 (US 338,5K)	
OTHER LIABILITIES		6.583.189,00 (US 2,3K)
TAXES TO BE PAID	4.317.000,00 (US 1,5K)	
WORK OBLIGATIONS	2.226.189,00 (US 0,78K)	
TOTAL LIABILITIES		1.187.633.214,04 (US 416,7K)

PATRIMONY

		2.070.594.480,74 (US 726,5K)
CAPITAL	84.000.000,00 (US 29,4K)	
LEGAL RESERVE	11.079.742,96 (US 3,8K)	
PATRIMONY REVALORIZATION	383.437.798,66 (US 134,5K)	
EXERCISE PROFIT	502.391.425,50 (US 176,2K)	
PREVIOUS EXERCISE RESULT	-3.133.198,29 (US 1,0 K)	
SURPLUS PER VALORIZATION	1.092.818.711,91 (US 383,4K)	

TOTAL LIABILITIES AND PATRIMONY **\$3.258.227.694,78 (US1,143K)**

MARIO SAFI ALIF
 MANAGER

MARIA DEL CARMEN HERNANDEZ
 Professional I.D. No. 21784-T

MARIO SAFI Y CIA. S. EN C.
NIT 800.076.914-5

BALANCE GENERAL
A DICIEMBRE 31 DE 2004

PASIVO

PASIVO CORRIENTE

1.181.050.025,04

OBLIGACIONES FINANCIERAS
CUENTAS POR PAGAR

216.165.844,87
964.884.180,17

OTROS PASIVOS
IMPUESTOS POR PAGAR
OBLIGACIONES LABORALES

4.317.000,00
2.266.189,00

6.583.189,00

TOTAL PASIVO

1.187.633.214,04

PATRIMONIO

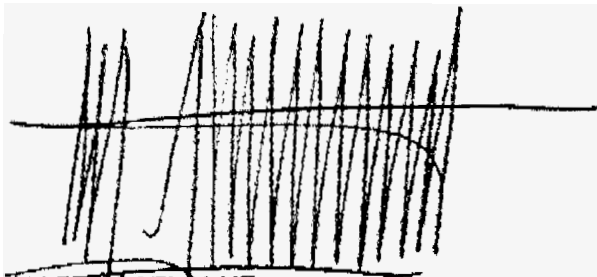
2.070.594.480,74

CAPITAL
RESERVA LEGAL
REVALORIZACION DEL PATRIMONIO
UTILIDAD DEL EJERCICIO
RESULTADO DE EJERCICIOS ANTERIORES
SUPERAVIT POR VALORIZACION

84.000.000,00
11.079.742,96
383.437.798,66
502.391.425,50
-3.133.198,29
1.092.818.711,91

TOTAL PASIVO Y PATRIMONIO

\$ 3.258.227.694,78



MARIO SAFI ALUF
Gerente



MARIA DEL CARMEN HERNANDEZ
MATRICULA 21784-T

MARIO SAFI & CIA S. EN C.
NIT: 800. 076.914-5
(pesos)

PROFIT AND LOSS STATEMENT
FROM JANUARY 1ST TO DECEMBER 31ST 2004

OPERATIONAL INCOMES	253.084.265,00 (US 88,8K)
MINUS: EXPENSES	325.901.077,27 (US 114,3K)
OPERATIONAL OF ADMINISTRATION	217.002.486,00 (US 76,1K)
OPERATIONAL OF SALES	5.294.992,00 (US 1,8K)
NON OPERATIONAL	90.963.598,31 (US 31,9K)
INCOMES AND COMPLEMENTARY TAX	12.640.000,00 (US 4,4K)
NON OPERATIONAL INCOMES	53.305.698,77 (US18,7)
ADJUSTMENT PER INFLATION	42.156.539,00 (US14,7)
EXERCISE PROFIT	\$ 502.391.425,00 (US176,2K)

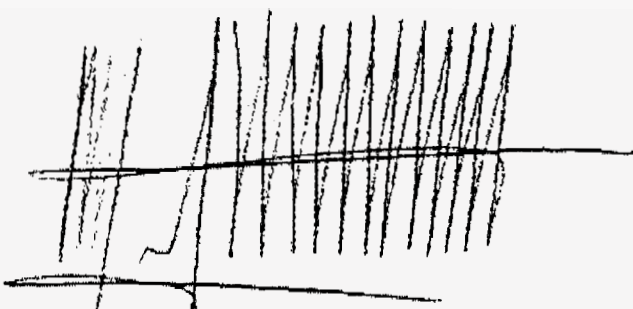
MARIO SAFI ALIF
MANAGER

MARIA DEL CARMEN HERNANDEZ
Professional I.D. No. 21784-T

MARIO SAFI Y CIA. S. EN C.
NIT 800.076.914-5

ESTADO DE GANANCIAS Y PERDIDAS
DEL 1 DE ENERO AL 31 DE DICIEMBRE DE 2004

INGRESOS OPERACIONALES		253.084.265,00
MENOS: GASTOS		325.901.077,27
OPERACIONALES DE ADMINISTRACION	217.002.486,96	
OPERACIONALES DE VENTAS	5.294.992,00	
NO OPERACIONALES	90.963.598,31	
IMPUESTO DE RENTA Y COMPLEMENTARIOS	<u>12.640.000,00</u>	
INGRESOS NO OPERACIONALES		533.051.698,77
AJUSTES POR INFLACION		<u>42.156.539,00</u>
UTILIDAD DEL EJERCICIO		<u><u>\$ 502.391.425,50</u></u>



MARIO SAFI ALUF
Gerente



MARIA DEL CARMEN HERNANDEZ
MATRICULA 21784-T

BANCOLOMBIA

Bogotá, D.C., March 15th, 2005

FLORIDA SERVICE PUBLIC COMMISSION

Dear Sirs,

BANCOLOMBIA certifies that the Company **MARIO SAFI & CIA S EN C.** identified with NIT: **800076914**, is Bancolombia's client with the bank account No. 048-076914-03 since NOVEMBER, 1989.

During this period the company has maintained an EXCELLENT financial behavior and has responded to the conditions and commitments acquired with the bank.

Cordially,

LILIAM ANDREA PULIDO FERNANDEZ
MANAGER
CALLE 140
/ama.-



Bogotá, D.C., 15 de Marzo de 2005

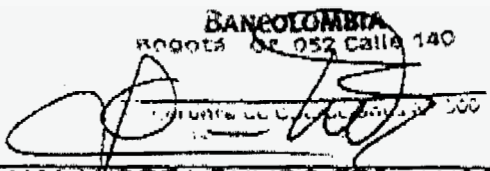
Señores
FLORIDA PUBLIC SERVICE COMMISSION
Ciudad

Cordial saludo:

BANCOLOMBIA se permite certificar que la empresa **MARIO SAFI & CIA S. EN C.** identificados con nit Nro. **800076914**, es cliente de Bancolombia con la cuenta corriente Nro. 048-076914-03 desde **NOVIEMBRE** de 1989.

Durante este período ha mantenido un **EXCELENTE** comportamiento financiero y ha respondido a las condiciones y compromisos adquiridos con el Banco.

Atentamente,


BANCOLOMBIA
 Bogotá Cc 052 Calle 140
 TELÉFONO DE CONTACTO 300
LILIAM ANDREA PULIDO FERNANDEZ
 GERENTE
 CALLE 140
 /ama.*

PABLO SAFI
 Cra 13 # 93-68
 Bogota, Colombia
 Phone number: 6406742
 3400 Galt Ocean Drive Suite 1601S 33308
 Ft Lauderdale, Florida
 Phone Number: (305) 3516
 Mail : p.safi@effectel.com

EDUCATION

Universidad de la Sabana Service Management Diploma Bogotá, Colombia	Sept - Nov 2004
Teracom Training VoIP VoIP Intensive Training San Jose, California USA www.teracomtraining.com	March 2004
University of Western Sydney, NEPEAN Bachelor of Business Marketing, Honours Major: Marketing, Minor: Advertising www.uws.edu.au Sydney, Australia	1999- 2003
University of Western Sydney, NEPEAN Bachelor of International Business www.uws.edu.au Sydney, Australia	1999- 2003
Colegio Nueva Granada, (American School) High School Diploma, Bachillerato Diploma www.cng.edu.au Bogotá, Colombia	1985- 1999

WORK EXPERIENCE

**General Manager/Partner: EFFECTEL Ltda/ EFFECTEL Corp: Bogota, Colombia and Miami, USA
November 2003 - Current :**

Analysing the Colombian Market in order to deploy integrated VoIP Solutions at a corporate level to lower their operative costs while maximizing profits. Controlling and managing the operational procedures to maintain a high quality of service and an exceptional product. Marketing and implementing new VoIP solutions to gain a bigger piece of the market.

Practice Account Executive: Batey Kazoo Advertising: Sydney, Australia May 2002 February 2003
Account management for LEGO and McCain Foods

Marketing Director- ART DÉCOR: Sydney Australia Feb 2001-March 2002

Analysing the Australian market for international handicrafts imported within. By identifying all the potential competitors, I was able to successfully position our product in distinctive categories, targeting our exclusive line of consumers and promoting and advertising our product.

Village Director Kajuyali Camp, Costa Rica, Summer of 2000

The work involved educating children, organizing sportive, cultural and artistic events. Encouraging youngsters to develop ecologic conscience, adopt healthy habits and enhancing a sense of responsibility towards their own country.

RELATED COURSEWORK

International management, international marketing, consumer behaviour, strategic management, macroeconomics, microeconomics, management, mathematical analysis, services marketing, business to business marketing, marketing communications, marketing research analysis, total quality management, marketing planning project, brand and product management, accounting, new frontiers in marketing and fundamentals of marketing.

COMPUTER SKILLS

Microsoft Office, SPSS Marketing, Adobe

HONORS AND ACTIVITIES

Leadership at colegio nueva Granada
Member of the national motocross team in Colombia for 8 years

LANGUAGES

Spanish	Mother Language
English	Fluent
Japanese	Novice

CARLOS LINARES VALENTIN

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3400 Galt Ocean Dr Suite 1601S, Ft Lauderdale Florida 33308
Phone No. (305) 3518203
E-mail c.linares@effectel.com

PROFESSIONAL PROFILE

Electronic Engineer with specialization in Telecommunications from the Instituto Politécnico Nacional de Mexico.

Abilities in consulting and execution of technological projects for the application of leading technologies in information transmission systems in the corporative area.

Professional with a wide experience in RF transmission networks over VHF, UHF and Microwave bands.

LAN and WAN Networks , IP Networking , Cisco technology , data transmission systems using Wireless technologies type.

Network operative systems , Linux, Windows NT 4.0, Windows 2000 Server, Novell Netware, configuration and analysis of basic network protocols Net BEUI, IPX and TCP/IP

Design, configuration and assembling of the ISP sites with platform elements such as DNS, Radius , RAS , Proxy repairs, SMTP, POP and router layer for the IP services such as commuting access, dedicated access, Web hosting, ftp, and E-mail.

Access systems to Internet E1 R2 digital, RDSI PRI and Basic, x DSL, isolated pair, wireless Spread Spectrum links, satellite in C band links with SATMEX 5

Experience in technology for voice over IP (VoIP), protocol transmission, equipment configuration over protocols SIP and H.323, design and assembling of private voice networks.

WORK EXPERIENCE**Effectel Corp**

From: December, 2003

To : Currently

Post: Engineering Manager

Coordination of the pre-sale and post-sale technique support activities of the VoIP equipment, consulting and execution of projects for corporative private voice networks.

Konvoz, Bogotá

From: December, 2001
To : December 2003
Post : Support Engineer

Support and maintenance of the private voice networks commercialized by the company, product pre-sale and post-sale support, Web master of the private site of the company.

Multiphone, Bogotá

From: September , 1996
To: October ,2001
Post: Engineer Chief

Support and maintenance of the RF networks of VHF link and UHF information transmission in digital modulation PAGING systems.

Support and maintenance of the principal site for the IP services such as commuting access to Internet, dedicated access, Web hosting, ftp, and E-mail.

Support and maintenance of IP Wireless networks.

Ofidata Ltda., Bogotá

From: October ,1989
To: September , 1996
Post : Support Engineer

Support and maintenance of LAN and WAN Networks in physical layer and operative systems commercialized by the company.

PROFESSIONAL FORMATION

Instituto Politécnico Nacional de Mexico 1982-1987
Telecommunications and Electronic Engineer

NAEC Novell Education Center Bogotá 1989
Novell Netware 3 certified engineer

NAEC Novell Education Center Bogotá 1990
Novell Netware 4 certified engineer

AST Training center Bogotá 1990
Multiprocessing core class Systems

Condor Communications Miami 1992
Codification Systems UNIPAGE Motorola
UHF PURC 5000 Motorola Transmission Systems

Multiphone Bogotá 1998
CCNA Cisco preparing course

Multiphone Bogotá
Microsoft Site Server training
DNS, Radius, IIS, FTP, SMTP, POP

Arquimedex Bogotá 2000
Windows NT 4.0 training

Multiphone Bogotá 2001
Windows 2000 server training

Effectel Bogotá 2004
Quintum products training
Voice over Internet Technologies

PERSONAL REFERENCES

Eng. Leonardo Calderón
Coldecom Electronic Engineering
Cell Phone : 315-7799652

CARLOS EDUARDO CASTILLO FUGUET

I.D. No. V.- 9.807.177

Calle 60 No. 8-55, Maracaibo, Venezuela.

Calle 62 A No. 81 A – 11, Villaluz Neighborhood, Bogotá, Colombia.

Phone No. (58) (261) 742 3813 - (571) 276 0864 – 4914258

E-mail: carlosecastillof@hotmail.com.**PROFESSIONAL PROFILE**

Computing Engineer from the "Rafael Bellosó Chacín" University (URBE) in Maracaibo, Venezuela.

Professional with experience in Internet corporative solutions design and commercialization, private voice networks and corporative solutions of IP communications, Telemetry, Remote Vigilance, specialized to recognize and analyze the different environments of the Internet services that are currently commercialized, such as: HFC, DSL, WLL, FRAME RELAY, CLEAR CHANNEL, MICROWAVES, SATELLITE. Also specialized in the design area, information systems programming and implementing with knowledge in Visual FoxPro; Relational Data Bases, Informix SQL and Informix 4GL, Clippers, C Language, Cobol, Microsoft Access, Visual Basic; installation of operative systems for UNIX SCO, Linux, Windows NT server, 2000 servers; assembling and installation of microcomputers and servers; design and installation of networks under the TCP/IP protocol, structured wiring, machines room installation (RACK, servers, etc.); consultancy and support to the final user, routers installation.

Professional with experience in corporative Internet services commercialization, private voice networks and corporative communication solutions toward the United States.

WORK EXPERIENCE**EFFECTIVE TELECOMUNICACION, LTDA (Bogotá, Colombia).**

From: CURRENTLY
Post: Business Executive
Salary: USD \$1.000 (COLP \$2.000.000,00)
(Basic Salary + Commissions)

Commercialization of voice over IP links, directed to PYME's market and Corporative with solutions or platforms VOIP.

US NETWORK DIRECT S.A. (Bogotá, Colombia)

From: November, 2003
To: September, 2004
Post: Business Executive
Salary: USD \$800,00 (COLP L \$1.800.000,00)
(Basic Salary + Commissions + Residuals)

Commercialization of voice over IP links, directed to the PYMEs market. Customers Data Bases handling and administration. Handling of Management Indicators. Design of corporative solutions.

Achievements:

- The positioning of TOTALVOX in Colombia as a trademark and the Standard as voice over IP technology and a monthly fixed tariff.
- From a total of 200 customers for 2004, 60% of the customers were placed.
- The creation of a sales methodology for the procedures manuals.

US NETWORK DIRECT S.A. (Bogotá, Colombia)

From: July, 2003
To: October, 2003
Post: Technical Support Coordinator
Salary: USD \$720,00 (COLP \$1.800.000,00)
(Basic Salary + Installations + Residuals)

Functions:

Responsible for the coordination of the installation of telecommunications services to the United States through voice over IP technology with Cisco or Multitech platforms, Customers consulting and support, evaluation of different kinds of environments or Internet technologies and commercialization of communication solutions for PYMEs.

Achievements:

- Installation of personalized Service VOIP platforms in corporative customers.
- Executive personnel training for the design of solutions for potential customers.

US NETWORK DIRECT CORP

From: August, 2002.
To: July, 2003.
Post: Business Executive.
Salary: US\$600 (Basic Salary + Commissions)

Functions:

I began the totalvox operations services in Bogotá City, the developing of technical feasibility and market studies, the selection of punctual customers that had the requirements to contract voice over IP communication services, the definition and market segmentation for the definitive commercialization of the service. The customer consulting and support, the evaluation of the different kinds of Internet environments or technologies.

Achievements:

- The establishment of technical, legal and market feasibility for the UND CORP VOIP services commercialization in Colombia.
- The first ten (10) test businesses in two (2) months were closed.

CORPORACION TELEMIC, C.A. – INTERCABLE, (Maracaibo, Venezuela).

From: June, 2000.
To: August 2002.
Post: Commercial Assistant
Salary: Bs. 800.000,00 (Basic Salary + Commissions)

Functions:

Commercialization of the Internet service in a corporative level, evaluation of the different potential customers, market definition and segmentation according to the enabled nodes, presentation of the projections for the estimated new sales, preparation of the monthly sales performance reports.

Achievements:

I was one of the first in the commercialization of the Internet inter-wire band service in Maracaibo City and I obtained the corporative level commercialization of customers such as: La Verdad Newspaper, Standard Sea Food, Atel Trading, OCTELCA, etc.

Interphone, C.A. (Maracaibo, Venezuela).

From: May, 1999.
To: June, 2000.
Post: Sales Coordinator.
Salary: Bs. 800.000,00 (Basic Salary + Commissions)

Functions:

Commercialization of computer parts and equipment; design and installation of networks; information systems consulting and support; servers installation; computers preventive and corrective maintenance.

Dresser de Venezuela C.A. (Maracaibo, Venezuela).

From: August, 1991.
To: May, 1999.
Post: Systems Coordinator.
Salary: Bs. 1.000.000,00 (Basic Salary + contractual Benefits)

Functions:

I was in charge of the network administration and the links of the different foreign dependencies of the company, the maintenance of the data bases under SCO UNIX with INFORMIX-SQL environments and programming under INFORMIX-4gl. I was responsible for the design, programming and implementation of the company's administrative systems; the coordination of the customer support personnel; the preparation of the monthly and annual managerial reports.

Hotel Kristoff C.A. (Maracaibo, Venezuela).

From: February, 1990.
To: July, 1991.
Post: Computing Department Chief.

Functions:

I was in charge of the design, installation and maintenance of the hotel network; the installation and implementation of the administrative and hotel business system under SCO UNÍS environment with INFORMIX-SQL data base and the programming of new applications under INFORMIX-4gl, responsible for the hotel personnel training with the administrative and hotel business system, user support, equipment maintenance, administration and maintenance of the data bases and the hotel network.

Grupo Financiero Banco Mara

From: February, 1986
To: December, 1989.
Post: System Operator III

Functions:

I was in charge of the supervision of the operation area group in the night shift, in the post schedule operations of the bank, developing applications (JCL) in the IBM 3090 sierra and IBM 4381 systems, emission of the general banking operation lists from the day before, control of the network operations of the automatic cashiers.

PROFESSIONAL FORMATION

- **RAFAEL BELLOSO CHACIN UNIVERSITY (MARACAIBO – VENEZUELA) 7TH SEMESTER OF COMPUTING ENGINEERING. December - 2002**
- **"DR. RAFAEL BELLOSO CHACIN" UNIVERSITARY COLLEGE (MARACAIBO - VENEZUELA). UNIVERSITY INFORMATICS SUPERIOR TECHNIQUE. October - 1989**
- **US NETWORK DIRECT S.A.; "TOTALVOX" technology seminar (TELECOMMUNICATIONS WITH VOICE OVER IP) (BOGOTA-COLOMBIA). Mayo - 2003**
- **US NETWORK DIRECT S.A.; POST SALE MANAGEMENT SEMINAR (BOGOTA - COLOMBIA). May – 2003**
- **US NETWORK DIRECT S.A.; TRADEMARK AND SERVICE MANAGEMENT SEMINAR (BOGOTA - COLOMBIA). May – 2003**
- **OGGIC CONSULTING; SERVICE MANAGEMENT SEMINAR (MARACAIBO - VENEZUELA). October – 2002.**
- **INTERCABLE; CORPORATIVE SALES (MARACAIBO – VENEZUELA). July– 2001.**

- INTERCABLE; SALES II TECHNIQUES (MARACAIBO - VENEZUELA). March – 2001.
- INTERCABLE; SALES TECHNIQUES (MARACAIBO - VENEZUELA). February – 2001.
- MULTITARGET; SEMINAR “MARKETING TOOLS FOR THE DEVELOPMENT” (MARACAIBO - VENEZUELA). February – 2001.
- UNIDATA; COURSE OF VISUAL FOXPRO VER. 6.0.BASIC AND ADVANCED PROGRAMMING (MARACAIBO - VENEZUELA). March - 1998
- IGSISTEMAS; COURSE OF BASIC AND ADVANCED LINUX OPERATIVE SYSTEM (MARACAIBO - VENEZUELA). June -1993
- IGSISTEMAS; COURSE OF SCO UNIX OPERATIVE SYSTEM, SYSTEM V RELEASE IV, BASIC AND ADVANCED (MARACAIBO - VENEZUELA). May – 1991.
- IGSISTEMAS; COURSE OF BASIC AND ADVANCED PROGRAMMING IN CLIPPER V. 5.2 (MARACAIBO - VENEZUELA). October – 1991.
- IGSISTEMAS; COURSE OF STRUCTURED WIRING IN ETHERNET WORKNET AND TCP/IP PROTOCOL AND WORKNET IN WIRING BY SERIAL PORT WITH DUMB TERMINAL (MARACAIBO - VENEZUELA). May – 1991.

WORK REFERENCES

Claudia Meléndez
Business Manager
EFFECTIVE TELECOMUNICATION LTDA.
Phone No.: (571) 610 2405 (BOGOTA – Colombia)
E-mail: c.melemndez@effectel.com

Aloha Álvarez de Lugo
Administrative Manager
US Network Direct Corp.
Phone No.: (1) (305) 385 0931 (Miami – USA)

CLAUDIA PATRICIA MELÉNDEZ MELÉNDEZ

Cra 11 # 95 – 37 Ap. 202
Phone No. 2 5716 64 – 2 18 18 60
Cellphone: 310 3 15 56 53
E- mail: cpmmelendez@hotmail.co

PROFESSIONAL PROFILE

Professional with a wide experience in management of administrative, commercial and technological resources, with emphasis in service companies at the private sector, academic formation with legal knowledge specially in work, civil, and commercial areas, managerial formation and experience in selection, qualification and management of sales force. Special handling of situations under pressure, professional abilities in handling and direction of areas with capacity to advice, plan, coordinate, organize, execute and propose solutions and alternate developments.

Control and handling of desk tools: Microsoft (Word, Excel, Access, Power Point), Operative Systems: Win 95, Win 98, Win 2000 and Windows XP. Internet.

Personal competencies, Adaptability, Dynamism, Initiative, Professional Ambition, Negotiation Capacity, Decision Capacity, written communication ability and active listening, Group Leading, Orientation to Results, Capacity to identify potential operations for new customers and / or sectors that will help to consolidate the leading of the product or service, Capacity to advise other specialists in the commercial strategies construction and analysis.

ACADEMIC FORMATION

Academic High School Graduate,
Nuevo Gimnasio School
Bogotá – Colombia 1988

Business Administration,
Five Semesters,
Universidad Militar Nueva Granada (University)
Bogotá - 1991

Law and Politic Sciences
Title: Attorney of the Universidad Católica de Colombia (University)
Bogotá May 30, 2002, – Colombia

OTHER

Cooperativism World Meeting
Panama City Nov 3 – 4, 1995

Management of the commercial areas, commercial and marketing strategies, projects planning and evaluation, structuring of internal operative procedures, management of topics related to the sales force, telemarketing, and goal achievements.

Immediate Boss Mario Safi Aluf
Phone No. 6 40 67 40
E-mail m.safi@effectel.com

EL MENSAJERO COMUNICACIÓN EMPRESARIAL

Post Administrative Director.

June, 2000 to May, 2003

Operative and commercial handling of the ETB – 007 Mundo program for 9 cities, Corporate Customers administration, selection, qualification and administration of the payroll, Handling and administrative direction of Human Resource. Handling of purchases, collections, debts portfolio. Direct report to General Management.

Immediate Boss José Jairo Abreu Vélez
Phone No. 074 2392827
E-mail joseabreu@epm.net.co

ACADEMIA DE FORMACION AREONAUTICA AFA DE COLOMBIA

Post General Director

June, 1998 – August, 2000

Direction, handling and administrative and commercial control. Responsible for the structuring, implementation and seals academic programs in the national level, handling of the image and trademark, enterprise projection and direct report to the Rector. Financial, Administrative, payroll handling, banks, debt portfolio, human resources director. Internal auditory.

Immediate Boss Manuel Fernando Amaya Buitrago
Phone No. 3002412896

CAJA POPULAR COOPERATIVA

September 16th, 1994 to May 10th, 1998

Posts:

Commercial Assistant for the Credit Card Department.
National Level

Design and development of the product promotion strategy.
Offices' Manager qualification in control and handling of the product.
Collection of the debt portfolio in pre-judicial collection.

Calle 100 Office Products Coordinator

To design programs for the fulfillment of goals in the Offices.

To control and supervise the operative handling of the products.

To make the debt portfolio collection, credits in pre-judicial.

Analyst of the Debt Portfolio Department.

National Level

To submit reports about the payment agreements for the high risk credits at national level.

To elaborate and submit debt portfolio reports at national level.

Handling of the plan of payments in species, debt portfolio in punishment at national level.

Analyst of the Juridical Department.

National level

To elaborate pledges, mortgages, title studies.

To supervise the process of delegates election.

To elaborate and submit the Administration Council Acts.

PERSONAL REFERENCES

OLGA LUCIA NIETO PARRA

Litigant Attorney

Phone No. **3 42 10 44**

Cell phone **315 3 98 08 07**

STELLA CRUZ CHACON

International School Administrative Director

Phone No.: **2161946**

DIEGO LIBARDO PANTOJA AVILA

Electronics Enginner

Street 64 # 168-61 (4) block (21) Interior
Portales del Norte
Bogotá, Colombia
Phone: (57-1) 6 70 63 17
Mobile:(57) 300 5 63 47 89
e-mail: d_pantoja@effectel.com

Personal Information

Identification: C.C 4.253.476 Soatá - Boyacá
Date and city born: June 4 1980 Soatá - Boyacá

Professional Profiles

I have an extensive aptitude for investigating, developing and innovating solutions in Networking. Leadership in project of telecommunications

Academic Education

Normal Superior La Presentación.

Academic Bachiller. December 1997
Soatá.

Universidad Santo Tomás de Aquino

Electronic Engineering. Sebtember 1998 September 2004
Bogotá.

Universidad Piloto de Colombia

Diploma of Cisco. Second Module. November 2004
Bogotá.

Structural cabling Course

Universidad Santo Tomas. IEEE
Bogotá. September 2002

English Course

Centro Colombo Americano 14 levels
Bogotá. September 2004

Development Skills

Visual Basic 6.0

working experience

2005

Installations and Technical Support engineer of ***Effective Telecommunications LTDA.*** (EFFECTEL) Experience in configuration and installation VOIP equipments.

2004

Managed and support Services Division of ***Ericsson Colombia.***
Manager, maintenance on internet channels, point to point channels, dial up count, e-mail, radio links and SDH back bone.

Working Reference

German Sosa

Ericsson Engineer
Phone: 6 23 9000 Ext 280
Mobile: 315 8 75 64 53



Miami Fl, March 16, 2005

To Whom It May Concern:

United Motors has conducted several businesses with EFFECTEL Ltda during the past 2 years. We have a well established working relationship with the company and have known the Managers for some time know. Since EFFECTEL Corp was created around 5 months ago our relationship has strengthen. As a consequence we give you a favorable reference of EFFECTEL in general. Feel free to contact me to 1800-886-8599 Ext 104 if you require additional information.

Sincerely

A handwritten signature in black ink, appearing to read "Diego Villegas".

Diego Villegas

UNITED MOTORS OF AMERICA
8801 NW 23RD ST.
MIAMI, FL 33172

UNITED MOTORS OF AMERICA INC
8801 NW 23 ST MIAMI FL 33178
TOLL FREE:800-886-8599 TOLL FREE FAX:800-886-9443