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COMMISSION  
CLERK

Lance J.M. Steinhart, P.C.  
Attorney At Law  
1720 Windward Concourse  
Suite 250  
Alpharetta, Georgia 30005

DEPOSIT DATE

# 697 DEC 20 2006

Also Admitted in New York  
and Maryland

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

December 16, 2006

VIA OVERNIGHT DELIVERY

Florida Public Service Commission  
Commission Clerk & Administration Services  
2540 Shumard Oak Blvd.  
Gunter Bldg.  
Tallahassee, Florida 32399-0850  
(850) 413-6770

Ch# 1086

Ch# 400.00

12-21-06  
RT

Re: Telcentrex, LLC

To Whom It May Concern:

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

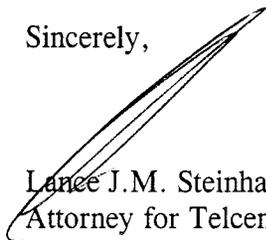
060823-TX

I also have enclosed a check in the amount of \$400.00 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 Telcentrex, LLC

Enclosures

cc: Steven Gareleck

RECEIVED & FILED

FPSC-BUREAU OF RECORDS

DOCUMENT NUMBER-DATE

11723 DEC 26 06

FPSC-COMMISSION CLERK

**FLORIDA PUBLIC SERVICE COMMISSION  
DIVISION OF COMPETITIVE MARKETS AND ENFORCEMENT**

**APPLICATION FORM  
for  
AUTHORITY TO PROVIDE COMPETITIVE LOCAL EXCHANGE  
TELECOMMUNICATIONS COMPANY SERVICE  
WITHIN THE STATE OF FLORIDA**

060823-TX

**Instructions**

- A. This form is used as an application for an original certificate and for approval of sale, assignment or transfer of an existing certificate. In the case of a sale, assignment or transfer, the information provided shall be for the purchaser, assignee or transferee (See Page 8).
- B. Print or type all responses to each item requested in the application. If an item is not applicable, please explain.
- C. Use a separate sheet for each answer which will not fit the allotted space.
- D. Once completed, submit the original and two (2) copies of this form along with a non-refundable application fee of **\$400.00** to:

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

- E. A filing fee of **\$400.00** is required for the sale, assignment or transfer of an existing certificate to another company (Chapter 25-24.815, F.A.C.).
- F. If you have questions about completing the form, contact:

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

FORM PSC/CMP-8 (01/06)  
Required by Commission Rule Nos. 25-24.810,  
and 25-24.815

Note: To complete this interactive form  
using your computer, use the tab key  
to navigate between data entry fields.

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 rather than apply for a new certificate.

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

2. Name of company: Telcentrex, LLC

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

4. Official mailing address:

Street/Post Office Box: 5490 McGinnis Village Place, Suite 114  
City: Alpharetta  
State: Georgia  
Zip: 30005

5. Florida address:

Street/Post Office Box:  
City:  
State:  
Zip:

6. Structure of organization:

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

7. **If foreign limited liability company**, provide proof of authority to operate in Florida.  
The Florida Secretary of State corporate registration number is: M06000006774

8. **If individual**, provide:

Name:  
Title:  
Street/Post Office Box:  
City:  
State:  
Zip:  
Telephone No.:  
Fax No.:  
E-Mail Address:  
Website Address:

9. **If incorporated in Florida**, provide proof of authority to operate in Florida. The Florida Secretary of State corporate registration number is:

10. **If foreign corporation**, provide proof of authority to operate in Florida. The Florida Secretary of State corporate registration number is:

11. **If using fictitious name (d/b/a)**, provide proof of compliance with fictitious name statute (Chapter 865.09, FS) to operate in Florida. The Florida Secretary of State fictitious name registration number is:

12. **If a limited liability partnership**, please proof of registration to operate in Florida. The Florida Secretary of State registration number is:

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

Name:  
Title:  
Street/Post Office Box:  
City:  
State:  
Zip:  
Telephone No.:  
Fax No.:  
E-Mail Address:  
Website Address:

14. **If a foreign limited partnership**, provide proof of compliance with the foreign limited partnership statute (Chapter 620.169, FS), if applicable. The Florida registration number is:

15. Provide **F.E.I. Number**(if applicable): 20-1344596

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

(a) The application:

Name: Lance J.M. Steinhart  
Title: Regulatory Counsel  
Street name & number: 1720 Windward Concourse, Suite 250  
Post office box:  
City: Alpharetta  
State: Georgia  
Zip: 30005  
Telephone No.: 770-232-9200  
Fax No.: 770-232-9208  
E-Mail Address: lsteinhart@telecomcounsel.com  
Website Address:

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

Name: Steven Gareleck  
Title: President  
Street name & number: 5490 McGinnis Village Place, Suite 114  
Post office box:  
City: Alpharetta  
State: Georgia  
Zip: 30005  
Telephone No.: (404) 978-4404  
Fax No.: (404) 591-0895  
E-Mail Address: sgareleck@telcentrex.com  
Website Address: www.telcentrex.com

(c) Complaints/Inquiries from customers:

Name: Brian Keperling  
Title: Director of Operations  
Street/Post Office Box: 5490 McGinnis Village Place, Suite 114  
City: Alpharetta  
State: Georgia  
Zip: 30005  
Telephone No.: (888) 835-2368  
Fax No.: (404) 591-0895  
E-Mail Address: bkeperling@telcentrex.com  
Website Address: www.telcentrex.com

17. List the states in which the applicant:

(a) has operated as a Competitive Local Exchange Telecommunications Company.

None

(b) has applications pending to be certificated as a Competitive Local Exchange Telecommunications Company.

None

(c) is certificated to operate as a Competitive Local Exchange Telecommunications Company.

None

(d) has been denied authority to operate as a Competitive Local Exchange Telecommunications Company and the circumstances involved.

None

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

None

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

None

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

(a) adjudged bankrupt, mentally incompetent (and not had his or her competency restored), or found guilty of any felony or of any crime, or whether such actions may result from pending proceedings. If so, provide explanation.

None

(b) granted or denied a competitive local exchange certificate in the State of Florida (this includes active and canceled competitive local exchange certificates). If yes, provide explanation and list the certificate holder and certificate number.

None

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

None

19. Submit the following:

(a) Managerial capability: resumes of employees/officers of the company that would indicate sufficient managerial experiences of each.

(b) Technical capability: 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: applicant's audited financial statements for the most recent three (3) years. If the applicant does not have audited financial statements, it shall so be stated. 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.

**THIS PAGE MUST BE COMPLETED AND SIGNED**

**REGULATORY ASSESSMENT FEE:** I understand that all telephone companies must pay a regulatory assessment fee. Regardless of the gross operating revenue of a company, a minimum annual assessment fee, as defined by the Commission, is required.

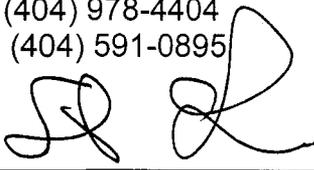
**RECEIPT AND UNDERSTANDING OF RULES:** I acknowledge receipt and understanding of the Florida Public Service Commission's rules and orders relating to the provisioning of competitive local exchange telecommunications company (CLEC) service in Florida.

**APPLICANT ACKNOWLEDGEMENT:** 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 competitive local exchange telecommunications 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."**

Company Owner or Officer

Print Name: Steven Gareleck  
Title: President  
Telephone No.: (404) 978-4404  
E-Mail Address: (404) 591-0895

Signature:  \_\_\_\_\_

Date: 11/22/06

## **LIST OF ATTACHMENTS**

**FINANCIAL INFORMATION**

**MANAGEMENT INFORMATION**

**STATEMENT OF FINANCIAL CAPABILITY**

**FINANCIAL INFORMATION**

**CONFIDENTIAL TREATMENT REQUESTED**

## MANAGEMENT INFORMATION

## Management

### **Steven Gareleck, President, Chairman of the Board, Co-Founder**

Mr. Gareleck is responsible for the overall sales leadership and new business development for PartnerTEL. Mr. Gareleck has over 10 years experience in all aspects of the Telecommunications industry. Prior to his involvement with PartnerTEL, Mr. Gareleck worked in Corporate Finance at Credit Agricole out of their New York office, and then moved to Atlanta, GA and worked for Merrill Lynch. Mr. Gareleck received a B.A. in Economics and a degree in Management Studies from the University of Rochester, and a Master in Finance and an M.B.A from the William E. Simon Graduate School of Management at the University of Rochester.

Email: [sgareleck@partnertel.com](mailto:sgareleck@partnertel.com)

### **Remington Reynolds, Chief Executive Officer and Co-Founder**

Mr. Reynolds is responsible for the overall vision and strategic leadership of the Company. Besides his day-to-day focus on the overall operations and ongoing development of PartnerTEL's software strategy, Mr. Reynolds is responsible for building strategic partnerships and running the Agent and Alliance Programs. Prior to founding PartnerTEL in 1996, Mr. Reynolds attended the University of Pennsylvania where he received a Bachelor of Arts Degree. Mr. Reynolds is currently pursuing an Executive/Online MBA, is originally from Rye, N.Y., is an avid golf and tennis player, and is married with two children.

Email: [rreynolds@partnertel.com](mailto:rreynolds@partnertel.com)

### **Doug Moore, Vice President of Marketing**

Email: [dmoore@partnertel.com](mailto:dmoore@partnertel.com)

### **Marshall Hughes, Director of Operations**

Mr. Hughes is responsible for delivering on PartnerTEL's promises. Mr. Hughes and his department are responsible for all back office operations. Some processes include the procurement, project management, and post-sale support of carrier sales for the entire company. In addition, Mr. Hughes also assumes the responsibility of commissions reporting, disbursement, and reconciliation as well as various aspects of vendor management. Since its launch in late 2001, Mr. Hughes has been actively involved in the design of system enhancements to the Portal, PartnerTEL's CRM/agent extranet which provides product and carrier information, opportunity management, order tracking, and coming soon commissions management to PartnerTEL's agent community. Mr. Hughes has been a member of PartnerTEL since 1998 and serves on its Board of Directors.

Email: [mhughes@partnertel.com](mailto:mhughes@partnertel.com)

### **Jason Shapiro, VP of Direct and Indirect Sales**

Mr. Shapiro is the Vice President of the Direct and Indirect sales at PartnerTEL. He oversees the sale of services to all of PartnerTEL's corporate customers and supporting the sales efforts of over 350 independent consultants. Jason has over 9 ½ years experience selling and supporting large end customers and in this role Jason will provide leadership to the sales and service operations as well as strategic direction and guidance.

Prior to joining PartnerTEL, Mr. Shapiro was a National Account Sales Manager with Qwest Communications in Atlanta, Georgia for 4 years overseeing 20 million in annual revenues and consistently ranked in the top 10% in sales. Prior to this role, he was a Major Accounts Manager with MCIWorldcom for 3 years managing the major accounts program in North Ohio while being ranked in the top 3% of the

companies sales managers. Prior to this role, Mr. Shapiro was an major account representative with Worldcom.

Mr. Shapiro received a bachelor degree with a major in Economics of Finance from Eastern Michigan University in 1997. Jason is married and currently has two children.

Email: [jshapiro@partnertel.com](mailto:jshapiro@partnertel.com)

### **Robert Celona, Director of PBX Services**

Mr. Celona joined PartnerTEL in 1999 and is responsible for the PBX division of the company. Mr. Celona graduated from University of Richmond in 1991 and received an MBA in General Management from Richmond University in London in 1998. Prior to joining PartnerTEL, Mr. Celona was with TIE Communications in London, a PBX manufacturer, for over six years, working in sales, project management and operations management.

Email: [rcelona@partnertel.com](mailto:rcelona@partnertel.com)

### **Chad Fisher, National Channel Program Manager**

Mr. Fisher joined PartnerTEL in April of 2000 and is responsible for directing and coordinating all projects in our Channel Sales Department including sales, recruiting, marketing, training, and software development. Mr. Fisher graduated the University of Georgia with a Bachelor of Business Administration in 1999, and immediately came aboard with PartnerTEL in a direct sales position. Since then he has served as a project manager and sales support for one of PartnerTEL's largest clients, Medquest. For the last 2 years Mr. Fisher has been engaged in our agent channel program, focusing on the continued development and progression of that department.

Email: [cfisher@partnertel.com](mailto:cfisher@partnertel.com)

**STATEMENT OF FINANCIAL CAPABILITY**  
**Telcentrex, 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 consolidated Financial Statements for the periods ended December 31, 2004, December 31, 2004 & August 31, 2006, for Cost Management Group, LLC, Applicant's parent company is being filed with confidential treatment requested. 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.