

ORIGINAL



BOULT ■ CUMMINGS®
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RECEIVED FPSC
07 FEB 27 9:45
April A. Ingram
(615) 252-2302
Fax: (615) 252-6302
Email: aingram@boultcummings.com
COMMISSION CLERK

February 23, 2007

Florida Public Service Commission
Division of the Commission Clerk and Administrative Services
2540 Shumard Oak Blvd.
Tallahassee, Florida 32399-0850

CK# 20935
\$ 400.00
2-26-07
RT

Re: Application for CLEC Authority
ENA Services, LLC DEPOSIT DATE

725 FEB 27 2007

Dear Sir or Madam:

Enclosed you will find an original and two copies of the application of ENA Services, LLC for authority to provide competitive local exchange telecommunications service within Florida. Form PSC/CMP-8 (01/06) has been utilized for this application, as required by Commission Rules 25-24.810 and 25-24.815.

Financial statements required by the Commission are also submitted herein, separately and under seal. These documents contain confidential business information and are not be accessible by the public or other telecommunications service providers.

CMP 1

COM _____

Also enclosed is a nonrefundable application fee in the amount of \$400.00.

CTR _____

ECR _____

If you have any questions or need additional information in order to process this application, please feel free to contact me.

GCL 1

OPC _____

RCA _____

SCR _____

SGA _____

SEC _____

OTH 1 AAI/aa

Very truly yours,

BOULT, CUMMINGS, CONNERS & BERRY, PLC

By: April A. Ingram

cc: Rex Miller
Nonnye

This claim of confidentiality was filed by or on behalf of a "telco" for Confidential DN 01822-07. The document is in locked storage pending advice on handling. To access the material, your name must be on the CASR. If undocketed, your division director must provide written permission before you can access it.

State of Florida



Public Service Commission

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

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

DATE: 2.27.07
TO: April A. Ingram
FROM: T. Henry, Division of the Commission Clerk &
Administrative Services
RE: **Acknowledgment of Receipt of Confidential Filing**

01822-07

This will acknowledge receipt of a **CONFIDENTIAL DOCUMENT** filed in Docket No. 070128-TV or (if filed in an undocketed matter) concerning Financial statements, and filed on behalf of ENA Services/Ingram. The document will be maintained in locked storage.

Any questions regarding this matter should be directed to Marguerite Lockard at (850) 413-6770.

I:\Confid\ackconf.doc

ORIGINAL

070128-TX

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

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: ENA Services, LLC

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

ENA Services, LLC

4. Official mailing address:

Street/Post Office Box: 1101 McGavock Street
City: Nashville
State: Tennessee
Zip: 37203

5. Florida address:

Street/Post Office Box: none
City:
State:
Zip:

6. Structure of organization:

Individual
 Foreign Corporation
 General Partnership
 Other, LLC

Corporation
 Foreign Partnership
 Limited Partnership

7. **If individual**, provide:

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

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

9. **If foreign corporation**, provide proof of authority to operate in Florida. The Florida Secretary of State corporate registration number is: M07000000715

10. **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: N/A

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

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

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

13. **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: N/A

14. Provide **F.E.I. Number**(if applicable): 20-4221094

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

(a) The application:

Name: April A. Ingram, Esq.
Title: Attorney
Street name & number: 1600 Division, Suite 700
Post office box: 340025
City: Nashville
State: TN
Zip: 37203
Telephone No.: 615-252-2302
Fax No.: 615-252-6302
E-Mail Address: aingram@bccb.com
Website Address: www.boultcummings.com

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

Name: Bob Collie
Title: Senior VP
Street name & number: 1101 McGavock St.
Post office box:
City: Nashville
State: TN
Zip: 37203
Telephone No.: 615-312-6000
Fax No.: 615-312-6099
E-Mail Address: bcollie@ena.com
Website Address: www.ena.com

(c) Complaints/Inquiries from customers:

Name: Amy Parker
Title: VP Operations
Street/Post Office Box: 1101 McGavock
City: Nashville
State: TN
Zip: 37203
Telephone No.: 615-312-6000
Fax No.: 615-312-6099
E-Mail Address: aparker@ena.com
Website Address: www.ena.com

16. List the states in which the applicant:

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

None yet

(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.

Tennessee and Indiana

(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

17. 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

18. 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: Rex Miller
Title: CFO
Telephone No.: 615-312-6000
E-Mail Address: rmiller@ena.com

Signature: 

Date: 2/22/2007



FLORIDA DEPARTMENT OF STATE
Division of Corporations

February 6, 2007

FLORIDA RESEARCH & FILING SERVICES, INC.
1211 CIRCLE DRIVE
TALLAHASSEE, FL 32301

Qualification documents for ENA SERVICES, LLC were filed on February 5, 2007, and assigned document number M0700000715. Please refer to this number whenever corresponding with this office.

Your limited liability company is now qualified and authorized to transact business in Florida as of the file date. In accordance with section 608.406(2), F.S., the name of this limited liability company is filed with the Department of State for public notice only and is granted without regard to any other name recorded with the Division of Corporations.

The certification you requested is enclosed.

A limited liability company annual report/uniform business report will be due this office between January 1 and May 1 of the year following the calendar year of the file date. A Federal Employer Identification (FEI) number will be required before this report can be filed. If you do not already have an FEI number, please apply NOW with the Internal Revenue by calling 1-800-829-3676 and requesting form SS-4.

Please be aware if the limited liability company address changes, it is the responsibility of the corporation to notify this office.

Should you have any questions regarding this matter, please contact this office at the address given below.

Buck Kohr
Document Specialist
Registration/Qualification Section
Division of Corporations

Letter Number: 407A00008946

MANAGEMENT & EMPLOYEES

EMPLOYEES

The Company currently has 62 employees. The Company has developed a strong group of engineers and software developers. ENA's Engineering and Development group consists of 32 employees, including 12 employees dedicated to help existing customers with their network and 20 employees dedicated to software development and network engineering. This group of employees ensures that the network is always up and running and that the Company continues to be on the cutting-edge of the latest technology changes.

MANAGEMENT

Name	Position
David Pierce	Chairman of the Board, Chief Executive Officer, President
Rex Miller	Senior Vice President and Chief Financial Officer
Jean Schmidt	Chief People Officer
Bob Collie	Senior Vice President of Technology / Chief Tech. Officer
Amy Parker	Vice President of Operations
Gayle Nelson	Vice President of Customer Service
Lillian Kellogg	Vice President of Client Services
Dana Moore	Director of Community Service and Government Relations

David Pierce, Chairman of the Board, Chief Executive Officer, President

Mr. Pierce joined ENA in 2002 as President, assuming day-to-day management of the Company. Prior to joining ENA, Mr. Pierce was Senior Vice President, Worldwide Field Operations of Vastera Corporation, a provider of managed services to global Fortune 2000 clients, from 2000 to 2002. Previously Mr. Pierce was employed for 21 years by IBM Corporation, ending his career there as Vice President with responsibility for operations with over \$3 billion in annual revenues. Mr. Pierce brings a passion for delivering the highest possible levels of customer service to ENA. He is the Chairman of ENA's Board of Directors.

Rex Miller, Chief Financial Officer

Mr. Miller joined ENA in 1998 from Coventry HealthCare Corporation, where he was the Director of Finance from 1996 to 1998. Mr. Miller is responsible for all financial aspects of ENA including working with over 30 different RBOCs, CLECs, and ILECs across Tennessee and other southern and midwestern states. At ENA, Mr. Miller's team has significant experience in auditing and reviewing telephone and utility carrier tariffs, contract service arrangements, contract management and billing assurance for an annual carrier expense budget excess of \$15,000,000. Mr. Miller has over 15 years experience in financial management in telecommunications, healthcare, manufacturing and public accounting. He holds several professional certifications including Certified Public Accountant.

Jean Schmidt, Chief People Officer

Ms. Schmidt joined ENA as Chief People Officer in October 2000. She has 38 years of experience in leading human resources, administration, and strategic planning for several US Fortune 500 companies, including Bendix Corporation (now Allied Signal), Telco Research (a NYNEX Company), and First American Corporation. Ms. Schmidt's career has been focused on leading and facilitating the development and implementation of business strategies for a company's major growth and change initiatives. From May 1997 to October 2000, Ms. Schmidt was Vice President of Human Resources and Administration and Business Planning for Aspect Communications.

Bob Collie, Senior Vice President of Technology / Chief Technology Officer

Mr. Collie began working at ENA in March 2000. He is responsible for both deployment and ongoing management of all technology and services throughout ENA. He plays a critical role in ENA's leadership team, overseeing the overall technical architecture and direction for the Company. From 1994 to 2000, Mr. Collie served as Chief Technology Officer for Telalink Corporation, a regional Internet service provider focused on the needs of small to mid-size businesses, a company he founded. During his tenure at Telalink, Mr. Collie also served as co-founder and general manager of Nashville Regional Exchange Point (NREP), the first neutral telephone carrier and Internet Service Provider exchange point in Nashville. Subsequent to that company's acquisition by PSINet, he served as Integration Project Manager for PSINet until joining ENA.

At ENA, Mr. Collie has negotiated interconnection and capacity lease agreements with over 30 different telephone and utility carriers, including physical and virtual co-location in incumbent carrier central offices and telecommunications facilities. He has significant experience both integrating new technologies and solutions into existing customer networks as well as with aggressive technology deployments.

Mr. Collie works with over 50 different telecommunications providers across the U.S. to design, build and deliver IP-based networks serving ENA's customers. ENA is one of the largest customers of both BellSouth in Tennessee and SBC in Indiana.

Amy Parker, Vice President of Operations

Ms. Parker joined ENA in March of 2003, and is responsible for Support, Engineering and Development. From January 2000 to January 2003, Ms. Parker was responsible for revenues of \$225 million and a staff of 200 technology personnel as Senior Director, Global Support Operations at Aspect Communications. Prior to that, she served as Vice President, Customer Support for TCS Management Group, which was acquired by Aspect Communications. She has a passion for service excellence and utilizes her extensive experience in working with customers, understanding requirements and developing a support team to attain the highest level of customer satisfaction possible.

Ms. Parker's team at ENA is responsible for all network engineering and field support and repair for over 2,000 end sites across the country receiving ENA's IP-based services. Amy's team is responsible for installation, customer support and maintenance for ENA's central offices for its IP services, including five locations across Tennessee. Ms. Parker's and ENA's engineering and support team work directly on a daily basis with RBOCs, CLECs, and ILECs to establish and maintain service for ENA's customers.

Ms. Parker's team also provides project management for large carrier service rollouts, in excess of 600 physical circuits within 2 months, including initiating ASRs, order management and carrier coordination.

Gayle Nelson, Vice President of Customer Service

Ms. Nelson joined ENA in 2004, bringing over 20 years of experience in sales, operations management and customer service. She is responsible for customer relationship management and business development activities nationwide. Prior to joining ENA Ms. Nelson held a variety of leadership roles at IBM, and was most recently the Business Unit Executive responsible for software sales and customer service in a five-state region in the Midwest. From January 2001 to April 2004, she served as Director of Sales at Vastera Corporation, a provider of global trade managed services to Global 2000 companies, where she was responsible for technology and managed services sales and customer relations.

Lillian Kellogg, Vice President of Client Services

Ms. Kellogg has dedicated her career to education and technology, and has more than 20 years of experience in working with school districts and libraries in the field of educational technology. Before joining ENA, Ms. Kellogg served as Vice President of Strategic Relations for netTrekker, the trusted search engine for schools. Prior to netTrekker, Ms. Kellogg founded The Peak Group, an industry-leading consultancy that published industry analysis reports on emerging technologies in education such as virtual schools and wireless technologies. She started her career as a high school teacher and has held national positions with education and library market leaders such as Encyclopedia Britannica.

Dana Moore, Director of Community Service and Government Relations

From 1982 to 1986, Ms. Moore served as a member of the Tennessee House of Representatives, where she served on the House Education and Judiciary Committees. She has spent the last 18 years in marketing and business development in both the private and non-profit sectors. Ms. Moore came to ENA from Dolly Parton's Imagination Library, where she served as Director of the popular early childhood literacy program. Ms. Moore also previously served 10 years in operations and business development for Corrections Corporation of America.

Financial Statements

**The financial statements contain confidential and
proprietary information and are being filed under separate cover.**