

**ORIGINAL** DEPOSIT DATE  
732 MAR 16 2007  
FLORIDA PUBLIC SERVICE COMMISSION

CK# 1087  
\$ 400.<sup>00</sup>  
3-15-07

DIVISION OF COMPETITIVE MARKETS AND ENFORCEMENT

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

070172-TX

RT

COMMISSION  
CLERK

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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.

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DISTRIBUTION CENTER

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FPSC-COMMISSION CLERK

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: Premier Telecom-VoIP, Inc.

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

4. Official mailing address:

Street/Post Office Box: 900 SE 8<sup>th</sup> Avenue, Suite 200  
City: Deerfield Beach  
State: Florida  
Zip: 33441

5. Florida address:

Street/Post Office Box: 900 SE 8<sup>th</sup> Avenue, Suite 200  
City: Deerfield Beach  
State: Florida  
Zip: 33441

6. Structure of organization:

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

7. **If individual**, provide:

Name:  
Title:  
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: P04000157314

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

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:

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

12. **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:

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:

14. Provide **F.E.I. Number**(if applicable): 20-1880112

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

(a) The application:

Name: Joe Vitale  
Title: President  
Street name & number: 900 SE 8<sup>th</sup> Avenue, Suite 200  
Post office box:  
City: Deerfield Beach  
State: Florida  
Zip: 33441  
Telephone No.: 954-302-8500  
Fax No.: 954-418-0066  
E-Mail Address: jvitale@premiertelephone.com  
Website Address: www.premiertelephone.com

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

Name: Joe Vitale  
Title: President  
Street name & number: 900 SE 8<sup>th</sup> Avenue, Suite 200  
Post office box:  
City: Deerfield Beach  
State: Florida  
Zip: 33441  
Telephone No.: 954-302-8500  
Fax No.: 954-418-0066  
E-Mail Address: jvitale@premiertelephone.com  
Website Address: www.premiertelephone.com

(c) Complaints/Inquiries from customers:

Name: Karen Dias  
Title: Office Manager  
Street/Post Office Box: 900 SE 8<sup>th</sup> Avenue, Suite 200  
City: Deerfield Beach  
State: Florida  
Zip: 33441  
Telephone No.: 954-302-8500  
Fax No.: 954-418-0066  
E-Mail Address: kdias@premiertelephone.com  
Website Address: www.premiertelephone.com

16. 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.

Georgia

(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

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.





[www.premiertelephone.com](http://www.premiertelephone.com)  
900 SE 8<sup>th</sup> Avenue, Suite 200 • Deerfield Beach • Florida • 33441 • 888-VoIP-008

**Added Forms:**

**For item 18**

- (a) Managerial Capabilities**  
Resume of Eduardo Maurizi – Key Employee
- (b) Technical Capability**  
Resume of Sidhartha Ibarгойen – Key Employee
- (c) Financial Capability**  
Balance Sheet & Profit & Loss Statement



## ***Premier Telecom-VoIP, Inc.***

Eduardo Maurizi  
Vice President of Sales

With over 11 years of experience in Latin America, Eduardo Maurizi brings a rich experience of leading-edge data communication product from Ericsson and Lucent Technologies. While at Lucent, Eduardo led the Business Consultant team for many of their successful data networking business and operations in Latin America. He also helped to develop the indirect sales force channel in many different countries, including strategic agreements with local distributors. Then he joined Ericsson Inc. and was quickly promoted to Manager of Sales Engineering for Latin America. During that time, Eduardo helped to establish Ericsson as one of the data networking suppliers in the global service providers group.

Earlier in his career, he acquired educational experience in many different subjects, having been invited to speak at numerous industry conferences. Eduardo holds a BS in Operations Research from Catholic University of Buenos Aires, Argentina.



**Sidhartha Ibarгойen**  
**Chief Operating Officer**

## **Education**

B.S. Industrial Electronic Engineer Electronic  
University of Uruguay, 1988

## **Areas of Specialties**

Mr. Ibarгойen has worked widely in Latin America and the Caribbean for more than 20 years, focusing on leading-edge data and voice telecommunications projects, including network management, security and fraud mostly for mayor tier 1 carriers within the region.

In his country, Uruguay, Mr. Ibarгойen worked in both public and private telecommunications sector since 1981 handling projects of data, voice, management, fraud and security, while being a telecommunications consultant and professor in the University. His responsibilities ranged from design, implementation, and configuration, testing and fine-tuning to contract negotiations, handle personnel in charge, project management and general supervision.

Living in USA since 1999, he continues developing projects in Latin American and the Caribbean in all mayor telecom carriers within the region, for data, voice, multimedia and management projects, as well as consulting services.

Mr. Ibarгойen's holds an Electronic Industrial Engineer degree from University of Montevideo, Uruguay. On top of certifications and rewards, he is member of professional organizations, and published author of publications.

## **Experience/Qualifications**

**2003 to 2007, techno-management**

**Title: *Senior Project Manager***

Mostly responsible of telecommunications, data and voice projects.

**2001 to 2003, TTI Telecom – Plantation**

**Title: *Account Manager – Latin America***

Managed accounts of mayor carriers in Latin America and Caribbean, exceeding targets, developing and expanded relationships and sales to F500 customers including: AT&T Latin America, BellSouth, BCP, Cable & Wireless, CODETEL (Verizon), CTC, Pegaso, Telefónica, TCO, Tricom, TSTT and Unefon. Identification of new business opportunities for existing and new carrier operators in the Caribbean and Latin America, trough strategic alliances with companies like Nortel Networks, NOKIA and Ericsson. Launched new channel development.

Responsible for regional sales funnel development and revenue forecasts, proposal creation and delivery along with strategic planning and account development leadership as well for in-country account and project teams, recruiting and directing technical/support personnel. Coordination of all the resources involved in pre/post-sales, operation, finances, letters of credit, performance bond, payment and legal. Interfaced with all product lines to develop NMS/BSS business, including Wireless (CDMA, TDMA, GSM/GPRS), Wireline (voice/VoIP, data –FR, ATM, IP- and optical), SS#7 signaling with services and software solutions related, including RFC, SLA and ROI

**Premier Telecom-VoIP, Inc.**

900 SE 8th AVE, Suite 200  
Deerfield Beach, Florida 33441

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Phone: (888) VOIP-008

Fax: (954) 418-0066

E-mail: [info@premiertelephone.com](mailto:info@premiertelephone.com)

Web: <http://www.premiertelephone.com>



**1999 to 2001, ECI Telecom Americas – Fort Lauderdale**

**Title: Sales Manager – Latin America VoIP Technologies**

Responsible for ground up establishment of telecom and channel sales operations in the VoIP market, as well as for bringing organization to market by introducing to and opening contacts in the telecom sector such as; incumbent and new entry Wireless & Wireline Operators, ISP's, public/private enterprises and government organizations, directly and through in-country channels. Sold over US\$ 5.5 Million exceeding quota of VoIP/DCME solutions in the Latin American and Caribbean region to mayor voice/data Wireless and Wireline carriers, including AT&T Latin America, BellSouth, Cable & Wireless, CANTV, CODETEL (Verizon), Telefónica, TIM and Tricom. Coordinated sales, marketing, seminars, shows and technical activities for the chain of distributors and agents related to VoIP in Latin America and Caribbean. Managed, developed, participated and/or implemented customer business models for new technology offers such as; VoIP, IP/FR/ATM/T1/E1 interfaces, LMDS, Wireless Local Loop, xDSL access, SS#7 signaling, NMS/Billing and ISP/ASP solutions, customer care, and Bandwidth Management so as quantity final added value and related ROI model. Provided technical assistance and updates on ECI Telecom products and solutions.

**1994 to 1999, Alcatel-Lucent (former Tecnomcom) - Uruguay**

**Title: Account Manager**

Conducted and negotiated data network solutions based on Nortel Networks, Motorola, Newbridge, within other providers. Charged with voice compression and fraud solutions of ECI Telecom. Mastered in network management, LAN/WAN connectivity and security. Designed and implemented data networking and cabling solutions.

Charged with voice compression and fraud solutions of ECI Telecom

**1991 to 1994, CONATEL - Uruguay**

**Title: Chief Technical Officer, Hewlett-Packard Division**

Headed HP Technical/Support Department as well as all HP product lines (business servers, computers, peripherals, networks and instruments). Created and handled all the infrastructure and logistics related to service contracts with very short response time for critical customers. Handled all HP technical/administrative personnel

**1981 to 1991, ANTEL - Uruguay**

**Title: Data Networks Engineer**

Programmed, operated and maintained Telex and X.25 network switches. Compiled rates, billing rules, routing and traffic reports of the network. In technical personnel direction and supervision

<b>ASSETS</b>	
<b>CURRENT ASSETS</b>	
Cash in Banks	\$ 45,000.00
Cash on hand	\$ -
<b>TOTAL CASH</b>	<b>\$ 45,000.00</b>
<b>RECEIVABLES</b>	
Notes - Trade	
Notes - Other	
Acc'ts - Trade	\$ 15,600.00
Acc'ts - Other	
<b>Total</b>	<b>\$ 15,600.00</b>
Less: Res. For Bad Debt	
<b>TOTAL RECEIVABLES</b>	<b>\$ 15,600.00</b>
<b>INVENTORY</b>	
Mechandise	\$ 12,000.00
Supplies	\$ -
Other	
<b>TOTAL INVENTORY</b>	<b>\$ 12,000.00</b>
Government Securities	
Other Markeateble Securities	
<b>OTHER CURRENT ASSETS</b>	
<b>TOTAL CURRENT ASSETS</b>	<b>\$ -</b>
<b>FIXED ASSETS</b>	
Land	
Buildings	\$ 2,000,000.00
Mach & Equipment	
Automobiles	\$ 23,000.00
<b>OTHER FIXED ASSETS</b>	
<b>Sub Total</b>	<b>\$ 2,023,000.00</b>
Less: Res for Depreciation	
<b>TOTAL FIXED ASSETS</b>	<b>\$ 2,023,000.00</b>
<b>OTHER ASSETS</b>	
Web Site Value	\$ 10,000.00
Misc. Stocks / Bonds	
Mortgages Owned	
<b>TOTAL ASSETS</b>	<b>\$ 2,105,600.00</b>

<b>LIABILITIES &amp; EQUITY</b>	
<b>CURRENT LIABILITIES</b>	
Notes Payable - To Banks	\$ 50,000.00
Notes Payable - Trade	
Notes Payable - To Other	
Acc'ts Payable - Trade	\$ 8,300.00
Dividends Payable	
Due to Officers	
Fed Income Tax Payable	
Taxes Payable - Other	
Salaries & Wages Accrued	
<b>TOTAL CURRENT LIABILITIES</b>	<b>\$ 58,300.00</b>
<b>LONG TERM LIABILITIES</b>	
Bonded Debt	
Mortgages & Liens Payable	\$ 1,100,000.00
<b>OTHER LIABILITIES (long term)</b>	
<b>TOTAL LONG TERM LIAB.</b>	<b>\$ 1,100,000.00</b>
<b>TOTAL ALL LIABILITIES</b>	<b>\$ 1,158,300.00</b>
<b>DEFERRED INCOME &amp; RESERVE FOR CONTINGENCIES</b>	
Deferred Income, etc.	
Reserve for Contingencies	
<b>TOTAL LIABILITIES, DEFERRED INCOME &amp; RESERVE FOR CONTINGENCIES</b>	<b>\$ 1,158,300.00</b>
<b>NET WORTH</b>	<b>\$ 947,300.00</b>
<b>NET WORTH + TOTAL LIABILITIES</b>	<b>\$ 2,105,600.00</b>

Officer's Name: Joe Vitale
Officer's Title: President
Officer's Address: 3206 Barton Road, Pompano Beach, Florida 33441
Company Name: Premier Telecom-VoIP, Inc.
Company Address: 900 SE 8th Avenue, Suite 200, Deerfield Beach, Florida 33441
Company FIE#: 20-1880112
Officer's Signature <u>Joe Vitale</u>
Date: <u>3/5/07</u>

