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and Maryland

**ORIGINAL**

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RECEIVED-FPSC  
07 JUL -5 PM 12:45  
COMMISSION  
CLERK

July 3, 2007

070397-TX

**VIA OVERNIGHT DELIVERY**

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

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

Initials of person who forwarded check

Re: Touchtone Communications Inc.

DISTRIBUTION CENTER  
07 JUL -5 AM 9:51

To Whom It May Concern:

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

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 Touchtone Communications Inc.

Enclosures

cc: Marcello Anzalone

DOCUMENT NUMBER-DATE

05602 JUL -5 6

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

ORIGINAL

070397-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: Touchtone Communications Inc.

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

4. Official mailing address:

Street/Post Office Box: 16 South Jefferson Road

City: Whippany

State: New Jersey

Zip: 07981

5. Florida address:

Street/Post Office Box:

City:

State:

Zip:

6. Structure of organization:

Individual

Foreign Corporation

General Partnership

Other,

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:

9. **If foreign corporation**, provide proof of authority to operate in Florida. The Florida Secretary of State corporate registration number is: F02000005043

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): 37-1418502

15. 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 115  
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: Gary Glodek  
Title: Director, Retail Operations  
Street name & number: 16 South Jefferson Road  
Post office box:  
City: Whippany  
State: New Jersey  
Zip: 07981  
Telephone No.: (973) 739-9300  
Fax No.: (973) 739-9366  
E-Mail Address: support@touchtone.net  
Website Address: www.touchtone.net

(c) Complaints/Inquiries from customers:

Name: Neil DeRiggi  
Title: Customer Service Manager  
Street/Post Office Box: 16 South Jefferson Road  
City: Whippany  
State: New Jersey  
Zip: 07981  
Telephone No.: (800) 266-4006  
Fax No.: (973) 739-9366  
E-Mail Address: cbentley@touchtone.net  
Website Address: www.touchtone.net

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

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

Maine, Missouri, New Jersey and New York

(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.

Maine, Missouri, New Jersey and New York

(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: Giuseppe Bio  
Title: President  
Telephone No.: (973) 739-9300  
E-Mail Address: (973) 739-9366

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

Date:  \_\_\_\_\_



## **LIST OF ATTACHMENTS**

**FINANCIAL INFORMATION**

**MANAGEMENT INFORMATION**

**STATEMENT OF FINANCIAL CAPABILITY**

## FINANCIAL INFORMATION

## MANAGEMENT INFORMATION

**Gregory Glodek**  
**Vice President**  
**TouchTone Communications Inc.**

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**1994 – 2002      TouchTone Communications of NJ, Inc.      Whippany, NJ**

**Vice President**

- Responsible for managing and overseeing specific aspects of company operations pertaining to sales and marketing, carrier reconciliation, account receivables, and various other facets of operations.
- Work with officers and directors to ensure that all departments are implementing procedures that maintain profitability, growth, and customer satisfaction.
- Deal directly with underlying carriers in order to audit vendor's invoice and insure accuracy of each billed invoice.
- Evaluate internal structure in order to create the most efficient and effective methods of operation.
- Monitor industry changes to provide effective sales and marketing campaigns that generate the highest percentage of response possible based upon expenditures.
- Oversee and implement collection procedures for all past due account receivables.

**1992 – 1994      Cellular Warehouse      Union, NJ**

**Vice President**

- Responsible for managing and overseeing specific aspects of company operations pertaining to sales and marketing, inventory control, account receivables, and various other facets of operations.
  - Developed new sales and marketing strategies to increase company recognition and promote company growth.
  - Worked with underlying cellular providers to insure proper customer turn up and billing as well as monitor payments and financial reporting of monies due from these carriers.
  - Maintained proper inventory levels and tracked all inventory movement in and out to insure proper inventory flow.
  - Worked directly on billing procedures and accounts receivables to insure proper cash flow.
  - Worked directly with customers to provide them with the most cost effective products and plans to implement into their company structure.
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**Giuseppe M. Bio**  
President  
TouchTone Communications Inc.

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1994 - 2002      TouchTone Communications of NJ, Inc.      Whippany, NJ

**President**

- ❖ Responsible for managing and overseeing all aspects of company operations.
- ❖ Work with officers and directors to ensure that all departments are implementing procedures that maintain profitability, growth, and customer satisfaction.
- ❖ Deal directly with underlying carriers to obtain the most competitive pricing and highest quality of service.
- ❖ Evaluate industry changes and trends that may bring about the necessity for company wide changes regarding rates, products, services, quality, etc.
- ❖ Evaluate internal structure in order to create the most efficient and effective methods of operation.
- ❖ Monitor call traffic and call quality in conjunction with internal quality control teams.
- ❖ Negotiate with carriers for installation of new circuits and new hardware.
- ❖ Integrate call records from carriers with internal billing systems to ensure proper reporting of call information and proper rating of calls.
- ❖ Work with technical teams to prevent outages or loss of service of any kind to the end customer.

1992 - 1994      Cellular Warehouse      Union, NJ

**President**

- ❖ Responsible for managing and overseeing all aspects of company operations.
- ❖ Developed new strategies to increase sales and promote company growth.
- ❖ Worked with underlying cellular providers to insure proper customer turn up and billing as well as monitor payments and financial reporting of monies due from these carriers.
- ❖ Maintained proper inventory levels to handle growing demand for products.
- ❖ Worked directly with company officers and employees to ensure that all departments are implementing procedures that maintain profitability, growth, and customer satisfaction.
- ❖ Worked directly with customers to provide them with the most cost effective products and plans to implement into their company structure.

1988 - 1992      Montclair State College      Montclair, NJ

**Degree**

- ❖ Major, Finance
  - ❖ Minor, Italian
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**Gary C. Glodek**  
Director, Retail Operations  
TouchTone Communications Inc.

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**Experience:** 1998 – 2002                      TouchTone Communications of NJ, Inc.                      Whippany, NJ

**Director, Retail Operations**

- Manage the retail division including sales, customer support, provisioning, and all other aspects pertaining to the day to day operations of the company as well as identifying and making necessary decisions to ensure growth and profitability.
- Work directly with Sales Manager and Support Representatives to ensure a constant flow of new business and monitor salesman and customer needs.
- Work directly with Customer Service Manager, Provisioning Manager and Support Representatives to maintain the highest level of customer satisfaction as well as the most effective and efficient methods for provisioning.
- Work directly with Business Development Manager to monitor changes in the industry environment and identify new products and rates to maintain a competitive advantage.
- Maintain a consistent line of communication with underlying providers to ensure that customers are properly connected, serviced, and billed.
- Regularly address concerns associated with the above functions with the President, Vice President, and Financial Officer of the company to ensure that the company has the ability to stay competitive within the industry while maintaining profitability.
- Create and work within budgets set for marketing, sales, support, and operations.
- Previously held positions of Customer Service Manager, Provisioning Manager, and Sales Manager which includes hands on training with all internal systems and operations as well as communicating with internal personnel, end customers, independent salesmen, underlying carriers, suppliers, etc.

1996 – 1998                      William Scott & Co. LLC, Investment Banking                      Union, NJ

**Senior Account Executive**

- Licensed Series 7 Representative as per the requirements of the SEC and NASD.
- Worked directly with clients to determine long-term and short-term financial goals and helped clients choose the appropriate investments to achieve these goals based upon performance and risk factors.
- Managed a small team of Junior Account Executives which required teaching and assisting them with managing client accounts and determining proper investment strategies for each individual investor.
- Monitored market fluctuations utilizing technical and fundamental analysis to determine possible future market movements in order to provide advise to clients and Junior Account Executives.

**Education:** 1992 – 1996                      Rutgers University                      New Brunswick, NJ  
1994 – 1996                      Rutgers University School of Business                      New Brunswick, NJ

**Degree**

- Major, Finance
- Minor, Psychology

**Related Courses of Study**

- Business Management, Accounting, Marketing, Management Information Systems

**Organizations and Activities**

- Pi Kappa Alpha Fraternity -- Founding Father, Fundraising Chairman
- Toastmasters International – President, Rutgers University Chapter, Public Speaking Organization
- LIBOR – Member, Model Investment Banking Organization

**MARCELLO ANZALONE**  
Treasurer and Chief Financial Officer  
TouchTone Communications, Inc.

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**PROFESSIONAL EXPERIENCE**

**Treasurer, Chief Financial Officer**

May 2002-present

*TouchTone Communications, Inc., Whippany, NJ*

- ◆ Responsible for managing the financial affairs of TouchTone Communications, which includes dealing with budgets, investments and development of new business.
- ◆ Oversee the day-to-day reporting of financial information to insure quality of financial reporting.
- ◆ Review all contractual agreements between TouchTone and vendors/customers.
- ◆ Evaluate credit worthiness of all current and prospective customers.

**Vice President, Senior Dealer**

September 2000-May 2002

*Banca Nazionale Del Lavoro, New York, NY*

- ◆ Evaluate trading opportunities by monitoring global macro economic conditions and support trade ideas through technical analysis.
- ◆ Take proprietary positions on an outright or relative value basis utilizing interest rate futures, swaps, Treasuries, foreign exchange spot and forwards.
- ◆ Establish the bank's presence in the foreign exchange swap and non-dollar interest rate markets.
- ◆ Develop relationships with numerous counterparts to enhance the bank's liquidity.
- ◆ Develop risk management models to assist in monitoring cash flows and interest rate exposures.
- ◆ Assist the sales force in marketing the bank to corporate customers.

**Assistant Vice President, Capital Markets Dealer**

1998 - September 2000

*KBC Bank, New York, NY (formerly Krediet Bank)*

- ◆ Initiated proprietary positions on an outright or relative value basis utilizing futures, options, agencies and the sovereign debt of G-7 countries.
- ◆ Made markets in interest rate products including, non-dollar interest rate swaps, cross currency swaps, caps, and floors for corporate clients and inter-bank counterparts.
- ◆ Created structures and provided pricing for the Project Finance group utilizing treasury locks and basis swaps up to thirty years.
- ◆ Developed trading models using @ analyst to assist in pricing swaps and TED spreads.
- ◆ Performed due diligence on investment grade bonds for inclusion in money market portfolio.
- ◆ Trained the sales force giving them the necessary tools to market fixed income derivatives to a diverse group of clients.

**Assistant Vice President, Foreign Exchange Dealer**

1993 - 1998

*Bank Brussels Lambert, New York, NY*

- ◆ Traded all major forward currency swaps on a proprietary basis.
- ◆ Market maker in G-20 currency pairs for customers and inter-bank counterparts in swaps up to ten years.
- ◆ Utilized foreign exchange futures as well as Euro-currency interest rate futures to manage position risk and to initiate proprietary positions to augment trading revenue.
- ◆ Extensive experience in all European currency forwards in both market making and proprietary position taking.
- ◆ Provided substantial liquidity for the inter-bank market in most European currency pairs during New York trading hours with an emphasis of forward Belgian, and ECU.
- ◆ Developed a number of spreadsheets to help trading and sales-staff better understand risk within portfolios.
- ◆ Achieved two to three times budget in each of the years worked.

**Dealer, Money Markets**

1990 - 1993

*National Bank of Canada, New York, NY*

- ◆ Traded short-term US Government securities book on a proprietary basis.
- ◆ Hedged the Bank's interest rate exposure using futures and interest rate swaps.
- ◆ Arbitrage currency deposits through foreign exchange spot and forward markets.
- ◆ Implemented system based program to track profitability for each trading center.

**EDUCATION**

Level III CFA Candidate, Association for Investment Management and Research, 2002.

Bachelor of Science, Finance - Cum Laude and Dean's List  
Seton Hall University, South Orange, New Jersey

**STATEMENT OF FINANCIAL CAPABILITY**  
**Touchtone Communications Inc.**

Applicant has sufficient financial capability to provide the requested service in the State of Florida and has sufficient financial capability to maintain the requested service and to meet its lease or ownership obligations. In support of Applicant's stated financial capability, a copy of its Income Statement and Statement of Assets, Liabilities and Equity for the year ended December 31, 2006 is attached to its application. Applicant intends to fund the provision of service through internally generated cash flow. Applicant also has the ability to borrow funds, if required, based upon its financial capabilities, to provide service in the State of Florida.