



June 19, 2009  
Via Overnight Delivery

090339-TX

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

RECEIVED-FPSC  
09 JUN 22 PM 1:55  
COMMISSION  
CLERK

RE: Application of Entelegent Solutions, Inc. for Authority to Provide Competitive  
Local Exchange Services within the State of Florida

Dear Ms. Cole:

Enclosed for filing are the original and two (2) copies of the above-referenced  
application of Entelegent Solutions, Inc. Also enclosed is a check in the amount of \$400  
to cover the filing fee.

Please acknowledge receipt of this filing by returning, filed stamped, the extra copy of  
this letter in the self-addressed stamped envelope provided for that purpose.

Any questions you may have regarding this application may be addressed to me at the  
above address, by calling (407) 740-3006 or via email to croesel@tminc.com. Thank you  
for your assistance.

Sincerely,

Carey Roesel  
Consultant to Entelegent Solutions, Inc.

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

Initials of person who forwarded check

DISTRIBUTION CENTER  
09 JUN 22 PM 1:23

CR/gs  
Enclosures

cc: David Gibson - Entelegent  
file: Entelegent- FL Local  
tms: FL10900

- COM \_\_\_\_\_
- ECR \_\_\_\_\_
- GCL \_\_\_\_\_
- OPC \_\_\_\_\_
- RCP 1
- SSC \_\_\_\_\_
- SGA \_\_\_\_\_
- ADM \_\_\_\_\_
- CLK Adams

DOCUMENT NUMBER-D

06185 JUN 22

**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**

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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.

DOCUMENT NUMBER: 06185  
JUN 22 2006  
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: Entelegent Solutions, Inc.

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

4. Official mailing address:

Street/Post Office Box: 3800 Arco Corporate Drive, Suite 310  
City: Charlotte  
State: NC  
Zip: 28273

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: N/A

9. **If foreign corporation**, provide proof of authority to operate in Florida. The Florida Secretary of State corporate registration number is: F09000000213

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:  
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): 26-3715190

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

(a) The application:

Name: David L. Gibson  
Title: Vice President - Operations  
Street name & number: 3800 Arco Corporate Drive, Suite 310  
Post office box:  
City: Charlotte  
State: North Carolina  
Zip: 28273  
Telephone No.: 704-936-2365  
Fax No.: 866-295-0471  
E-Mail Address: Dave.gibson@entelegent.com  
Website Address: www.entelegent.com

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

Name: David L. Gibson  
Title: Vice President - Operations  
Street name & number: 3800 Arco Corporate Drive, Suite 310  
Post office box:  
City: Charlotte  
State: North Carolina  
Zip: 28273  
Telephone No.: 704-936-2365  
Fax No.: 866-295-0471  
E-Mail Address: Dave.gibson@entelegent.com  
Website Address: www.entelegent.com

(c) Complaints/Inquiries from customers:

Name: David L. Gibson  
Title: Vice President - Operations  
Street/Post Office Box: 3800 Arco Corporate Drive, Suite 310  
City: Charlotte  
State: North Carolina  
Zip: 28273  
Telephone No.: 800-975-7192  
Fax No.: 866-295-0471  
E-Mail Address: Dave.gibson@entelegent.com  
Website Address: www.entelegent.com

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

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

The Company has not yet operated as a Competitive Local Exchange Telecommunications Company in any state, but is in the process of filing applications nationwide.

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

Arizona, California, Connecticut, Delaware, Georgia, Hawaii, Indiana, Kansas, Louisiana, Maryland, Maine, Minnesota, Missouri, Mississippi, North Carolina, Nevada, New York, Oregon, Pennsylvania, South Carolina, Tennessee, West Virginia, Colorado, District of Columbia, Iowa, Michigan, New Mexico, Utah, Virginia, and Wyoming

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

Alabama, Illinois, Kentucky, Massachusetts, Montana, Nebraska, New Hampshire, New Jersey, North Dakota, Ohio, Oregon, Rhode Island, South Dakota, Texas, Vermont, Washington, and Wisconsin.

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

The Company has not been denied authority in any state.

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

The Company has not had any regulatory penalties imposed in any state.

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

The Company has not been involved in any civil court proceedings with an interexchange, local exchange or other telecommunications entity.

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.

No.

(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.

No.

(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.

No.

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.

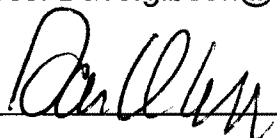
**RECEIPT AND UNDERSTANDING OF RULES:** I acknowledge receipt and understanding of the Florida Public Service Commission's rules and orders relating to the provisioning of competitive local exchange telecommunications company (CLEC) service in Florida.

**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: David L. Gibson  
Title: Vice President of Operations  
Telephone No.: (704) 936-2365  
E-Mail Address: Dave.gibson@entelegent.com

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

Date: 6/2/09



**CERTIFICATE SALE, TRANSFER,**  
**OR**  
**ASSIGNMENT STATEMENT**

As current holder of Florida Public Service Commission Certificate Number \_\_\_\_\_, I have reviewed this application and join in the petitioner's request for a

- sale
- transfer
- assignment

of the certificate.

**Company Owner or Officer**

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

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

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

**ENTELEGENT SOLUTIONS, INC.**

**EXHIBIT A**

**MANAGERIAL AND TECHNICAL CAPABILITY**

The attached resumes of key management demonstrate that Entelephant Solutions, Inc. has sufficient managerial and technical capabilities to provide local exchange telecommunications services in Florida.

**W. B. Wheeler, Jr. (Bo)**  
113 Mayfair Rd.  
 Mooresville, NC 28117  
CELL: (704) 231-6288 WK: (704) 409-2687  
[bo.wheeler@entelegent.com](mailto:bo.wheeler@entelegent.com)

**SUMMARY:**

20-years of Telecommunications Experience

- Held executive positions in Sales, Technical Support, Product Marketing and Professional Security Services.
- Worked in the Enterprise, Commercial and Government and Education markets.
- Led sales, service and support resources and management teams.
- Responsible for a \$155M revenue plan, managed over 100 employees and supported over 1,350 accounts.
- Managed through change and merged, restructured and rebuilt a number of groups and organizations.

**EXPERIENCE:**

**EnTelegent Solutions; Charlotte, NC**

**November 08 – Present**

President

- Responsible for start up and staffing of Managed Solutions Provider.
- Responsible for all aspects of business operations.
- Bottom line accountability to Board of Directors.

**Qwest Communications; Charlotte, NC**

**November 07 – November 08**

Global Accounts Sales Manager

- Responsible for managing the activities of Global Accounts sales group through high-level individual contributors.
- Rebuilt Sales organization.
- 125% of Sales Plan.
- Management and sales/revenue responsibility for \$20M Budget.

**Verizon Business / MCI Communications / WorldCom**

**February 92 – August 07**

Managing Director/Professional Security Services, Service Delivery, Charlotte, NC (2/05 – 8/07)

- Responsible for the tactical operation and strategic direction of the Security Consulting group.
- Direct groups that perform Network and Web Application Security Assessments, Security Risk Assessments and Forensic Investigation Services.
- Direct group that performs Program and Project Management.
- Responsible for customer relationship management, and bottom line accountability for the Professional Security Services organization.

Executive Director/Professional Security Services/Product Marketing/MCI, Charlotte, NC (1/04 – 2/05)

- Responsible for the creation, execution and lifecycle management of security consulting product offerings.
- Own product management and product marketing functions from concept to launch.
- Manage product pricing strategy, financial analysis and justification.
- Create market messaging, sales training and marketing collateral.

## W. B. Wheeler, Jr. (Bo)

### EXPERIENCE, CONTINUED

#### Branch Director; Commercial Accounts /MCI; Charlotte, NC (11/01 – 1/04)

- Geographic executive responsible for sales, service and support of commercial accounts organization in North and South Carolina.
- Consistently Exceed Sales and Install Plan.
- Formulate achievable sales, service and technical support plans for branch resources in accordance with business unit goals. Ensure that sales forecasts, revenue plans and aged receivables goals are met. Develop recommendations and identify opportunities for revenue growth.
- Develop and implement a comprehensive branch success plan, which addresses target revenue growth, manpower requirements, target accounts and/or market share.
- Regularly interact with customer and company executive management.
- \$155M revenue plan. \$3.6M sales plan.

#### Executive Sales Manager/Corporate National Accounts / WorldCom; Charlotte, NC (11/98 – 11/01)

- Responsible for managing the activities of CNA sales group through high-level individual contributors.
- 132% of Sales Plan and 145% of Service Install Plan ...President's Club.
- Management and sales/revenue responsibility for \$40M sales plan.

#### Senior Regional technical Manage, Southeast / MCI WorldCom; Charlotte, NC (5/96 – 11/98)

- Work closely with MCI Branches and Sales teams to define, review and help build branch and account strategies whereby MCI products and services can be recommended and offered to address/solve the business and technology needs of MCI customers.
- Manage \$1.2M annual departmental budget and \$90M annual revenue plan.
- #1 sales branch in the company; 1996: Western North Carolina.

#### Mid-Atlantic Region; Regional Enterprise Networking Manager/MCI; Charlotte, NC (11/95 – 5/96)

- Provide second and third level technical and field sales support for data networking services. Activities include Network Services, CPE/LAN and Enterprise Network environments.
- Manage \$76M annual data revenue plan.

#### Senior Technical Consultant/Corporate National Accounts/MCI; Richmond, VA (2/95 – 11/95)

- Provide senior technical sales support to the Richmond/Washington branch personnel, technical support organization and customer community.
- #1 Corporate National Account Region in the company; 1995.

#### Technical Consultant, National Accounts / MCI; Richmond, VA (2/93 – 2/95)

- Provide technical sales support for complex MCI voice, video and data.
- #1 Corporate National Account branch in the company; 1994.

#### Technical Consultant; Commonwealth of Virginia / Unitec/MCI; Richmond, VA (2/92 – 2/93)

- Provide technical sales support for the Department of Information Technology (DIT) and all other State agencies
- Support \$38.4M Revenue Plan
- #1 Corporate National Account in the Company; 1992

## W. B. Wheeler, Jr. (Bo)

### EXPERIENCE, CONTINUED

**Walton & Walton Associates; Richmond, VA**  
Consultant/Analyst

**July 90 - Feb 92**

- Represent clients in the telecommunications system/service procurement process; needs assessment, RFP development, proposal analysis, vendor ranking, vendor selection, contract negotiation and system/service implementation management

**Telecom\*USA (Merged with MCI) Fairfax and Richmond, VA**  
Senior Account Executive

**June 88 - June 90**

- Generate telecommunications revenue from existing and new commercial accounts.

**Institutional Communications Company (Merged with Telecom\*USA), McLean, VA**  
Account Manager

**Jan 88 - June 88**

- Generate telecommunications revenue and manage large accounts with direct access requirements.

### EDUCATION: CISSP; 75526

MBA Candidate; Virginia Commonwealth University; Richmond, Virginia

BA, Speech Communication; Marketing Management Concentration;  
West Chester University; West Chester, Pennsylvania

Certificate of Merit; Fork Union Military Academy; Fork Union, Virginia

## **David L. Gibson**

1900 Wesleyan Drive, Apt. 207

Macon, GA 31210

Phone: 812-319-4624

Email: [dgibson72@yahoo.com](mailto:dgibson72@yahoo.com)

### **EXPERIENCE**

#### **EnTelegent Solutions, Inc., Charlotte, NC**

**August 2008 - Present**

Vice President of Operations

- Responsible for all operations of startup Managed Solutions Provider.

#### **QComm – nGenX Corporation, Evansville, IN**

**September 2007 – August 2008**

Director of Operations

- Responsible for managing all Support Desk, Operations, Billing and Activation Activity. Was directly responsible for support of over 1100 end users and over 400 Applications that were hosted on our network. Primary accomplishment was to put together the new version of the Office Anywhere product with supporting documentation and training. In addition to support customer requirements for Data Center and Hosting Operations, I brought the company into SAS70 compliance and certification.

#### **Access Integrated Networks, Macon, GA**

**March 2005 – September 2007**

Director of Network Planning and Engineering

Interim NOC Manager

- Was hired as 3rd employee with Facilities Network Operations and Management experience. Was responsible for the purchase, engineering, installation, project management and operation of 90 Collocations and 55 rate centers in 7 different LATAs. Discovered and recovered \$1 million dollar billing issue in first 6 months of employment. Was also responsible for several hundreds of thousand dollars in cost recovery and revenue activity. Responsible for cross team management in the areas of billing, IT, Regulatory, Engineering and Operations. Responsible for general support system design and requirements documentation for implementation.

In addition was responsible for all NOC operations until the position was filled as well as intra department management swapping positions with the Director of Product Management and Training at different periods of time.

#### **QComm – Cinergy Communications, Evansville, IN**

**February 2003 – March 2005**

Director of Network Planning and Engineering

Cost Analyst

- Responsible for all Bill Audit, Revenue Assurance, Performance Measurement, Regulatory and Network Optimization opportunities. In addition to building the Bill Audit / Revenue Assurance areas main responsibilities include network planning and Local facilities planning and deployment. In the past year we have been responsible for over \$3,000,000 of savings in relation to won disputes, negotiation of carrier contracts, and Network Optimizations. Projects that I had started or issues that I uncovered are still bringing in several hundred thousands of dollars to Cinergy even after I have been gone. Also responsible for business development and senior advisor on several projects such as a Wholesale Division rollout, Nationwide local network using SIP to SIP with other carriers, MPLS customer access, and a strategy for a play in rural markets.

## David L. Gibson

### EXPERIENCE, CONTINUED

#### **OneStar Long Distance, Evansville, IN**

**1995 – February 2003**

##### Vice President of Network Operations

- Responsible for all operations, engineering, cost validation and design of nationwide data and voice network. Responsible for 70% of entire company's cost budget relating to Cost of Transmission, Operations and Network CAPEX expenses. I played key roles in the assimilation of 10 acquisitions and their networks into one, deployed 4 new switch sites from ground to operation and was in the process of deploying a Cisco IP transport network to replace the ATM core that my team implemented a few years previous. In addition to the Cisco transport and routing, we are deploying soft switch technology to handle various application and features. On the network or through various arrangements the network supported, LD, Internet (Dial, DSL, T1), calling card, local and 8xx traffic in both retail and wholesale channels. Was also responsible for the creation and support of Nationwide wholesale program. In early 2002 I co-wrote a business plan and model using utilities for last mile bypass. The model also called for wireless and free space optics for additional solutions to be incorporated into the local fiber network. CAPEX and human resources limitations did not allow for any implementation. In addition to the physical network, I was responsible for research, recommendation, creation and implementation of circuit database systems, CABS billing systems, and network management systems.

##### Network Manager

- As the Network Manager I was responsible for all network engineering and operations. I was also responsible for all IT support and operations. In addition to the network and IT responsibilities I assisted in many billing and provisioning related activities and projects.

##### Network Cost Analyst

- Responsible for over \$30,000,000 in accumulated savings through various audits, carrier negotiations and processes implemented. During my time at this position I was responsible for the creation of most cost models for the products used in the company.

##### Data Entry

- Responsible for entering customer data into the network. Within the first 6 months of this position I had written various programs to automate the task, and create the need for me to move to another position

#### **S & S Medical, Henderson, KY**

**1994 - 1995**

##### Controller, Treasurer, Director IT

- Responsible for all accounting (A/P, A/R, payroll, taxes, asset management, G/L) and IT functions. Implemented a wide area network to connect the various sites together, and implemented new phone and inventory database systems.

#### **Consultant, Kentucky & Indiana**

**1992 - 1996**

- Converted the accounting books of various small companies from manual systems to computer based systems. Performed everything from a first audit to implementation to training.

#### **Wildwood Golf Course, Dixon, KY**

**1992 - 1994**

- Performed various tasks at Wildwood Golf Course. Mostly physical labor building and designing the golf course. Also helped out in the office as needed.

## David L. Gibson

### EDUCATION

Oakland City College

University of Southern Indiana

Siemens Stromberg Carlson DCO  
Siemens Stromberg Carlson FFP  
Nortel DMS  
NACT calling card platform  
Excel calling card platform  
IBM routers  
Citrix  
SoftGrid  
Microsoft Terminal Server and Server 2003  
Tekelec/Santera Class 4/5 Softswitch  
Occam BLC  
Metaswitch Class 4/5 Softswitch  
Intergal Access PPN  
Various PBXs (IP and Traditional)  
Metaswitch UC9000 Voice Mail platform  
AS400 operations and various LAN/WAN connectivity packages  
Cisco routers and switches  
Marconi/FORE ATM switches (TNX1100, 210, ASX4000)  
Various IP, ATM, MPLS, TDM forums  
CFCA (Telecom Fraud prevention association)  
Dialogic  
UNIX, SQL, Visual Basic, RPG, and Procom scripting experience



**Randall R. Madge**  
10600 Country Squire Ct.  
Mathews, NC 28105  
Phone: 704.807.2576 - 704.846.6318  
[randy@squareclover.com](mailto:randy@squareclover.com)

**EXECUTIVE PROFILE:**

Highly accomplished sales executive with a consistent history of dramatically exceeding revenue, volume, and market share objectives while streamlining business processes. Proven ability to expand key high-profile client accounts and drive strategies to penetrate and broaden into uncharted markets. Expertise in identifying, cultivating, and retaining top talent to develop high-performance sales teams and execute innovative initiatives. Excellent reputation for consultative approach in developing strategies that significantly advance organizational objectives while optimizing profitability, and maximizing corporate performance. Visionary thinker with global perspective and entrepreneurial drive.

**CORE COMPETENCIES:**

<b>Sales and Marketing</b>	<b>Management</b>	<b>Strategy and Growth</b>
Consultative Solutions Selling	Team Leadership	Business Development
Client Relationship Management	Pricing Strategies	Competitive Market Intelligence
Revitalizing Sales Organizations	Executive Reporting	Tactical Planning
Contract/Proposal Negotiations	Planning & Forecasting	New Product Launch

**REPRESENTATIVE ACHIEVEMENTS:**

Developed, managed and implemented new division (CLEC) for CT Communications. Guided the division from start-up to \$44,000,000 in annual revenue over a 7 year period. The division consisted of 110 employees from sales, operations, customer service and repair/technical support. Recognized by the National Cable & Telecommunications Association (NCTA) for its outstanding performance.

Lead ICG into the local dial-tone market after the Telecom Act of 1996. Responsible for growing the North Carolina market to the 2nd largest market, behind corporate (Denver, CO). North Carolina market represented \$50,000,000 in annual revenue.

Previous client base represented numerous Fortune 500 companies, such as, Bank of America, First Union, EDS, IBM, Coke-Cola, AT&T, MCI, Sprint and WorldCom .

Multi-year sales award winner: Number One National Performer for ICG in 1994 & 1995, Pinnacle Club for ICG in 1994, 1995, 1996, 1997, & 1998; Metromedia Presidents Club 1991.

# Randall R. Madge

## PROFESSIONAL EXPERIENCE:

**Square Clover, Inc., Concord, NC**  
President

**2008 – Present**

The company consists of two divisions: distribution and installation. The distribution division primarily relies on its e-commerce site for revenue generation. The installation division provides network engineering and installation services of structured cable. Revenue is generated through a lead referral program.

First year annual sales projection is approximately \$900,000.

Achieved profitability in the 3rd month and will return initial investment by year- end 2008.

**CT Communications, Inc., Concord, NC**  
Vice President – Business Sales (2000 – 2007)

**1999 – 2007**

Responsible for all business sales companywide. Additional responsibilities include all sales and operations of new construction for business and residential serving areas throughout North Carolina (averaged 154 active projects). All responsibilities represent approximately \$80,000,000 in annual revenue.

Developed, managed and implemented business strategies, operating plans, financial goals, compensation and annual budgets for the CLEC and Greenfield Division.

Launched CLEC Division from start up to over \$44,000,000 in annual revenue.

Developed success base compensation plan (decelerators/accelerators), which became standard for all divisions company wide.

Director of Sales – CLEC (1999 – 2000)

Developed, managed and implemented the start-up for CTC's CLEC Division.

Promoted to Vice President of CLEC Division after first six months of employment.

**ICG Communications, Charlotte, NC**  
Director of Sales – Southeast Region (1999)

**1993 – 1999**

Responsible for all commercial sales, forecast, budget and strategic planning in a four state region.

The region represented approximately \$75,000,000 in annual revenue (150+ employees).

Regional Sales Manager (1996 – 1998)

Established ICG in the tier I, II cities of North Carolina as a dominant local dial tone provider.

Increased sales to become the 2nd largest market behind corporate region for ICG.

The North Carolina market represented approximately \$50,000,000 in annual revenue (90 employees).

National Account Executive (1993 – 1996)

Responsible for selling the engineering and implementation of fiber optic networks to fortune 500 companies, such as, Bank of America, First Union, EDS, IBM, Coke-Cola, AT&T, MCI, Sprint, and WorldCom.

## **Randall R. Madge**

### **PROFESSIONAL EXPERIENCE, (CONTINUED):**

#### **Metromedia Communications, Charlotte, NC**

**1989 – 1993**

General Manager (Wireless Division) (1992 – 1993)

Managed 9 branch locations throughout the Southeast. Created strategic business plans, budgets, and forecast for the region. Region represented 60 employees and approximately \$25,000,000 in annual revenue.

Senior Account Executive (1989 – 1992)

Responsible for selling telecommunication products to commercial accounts, such as, Piedmont Natural Gas, Harris Teeter, and PCA.

#### **7-ELEVEN Convenience Store, Wildwood, NJ**

**1987 – 1989**

Owner / Operator

Owned and operated two 7-Eleven convenience stores located in the southern part of New Jersey. Combined annual revenue equaled \$5,000,000.

#### **Xerox Corporation, New York City, NY**

**1986 – 1987**

Account Executive

Received Xerox Sales Training (SPIN). Responsible for selling office equipment to commercial accounts. Territory was World Trade Center One & Two.

First year in sales sold 815 copiers to Chemical Bank throughout NYC.

### **EDUCATION:**

Elon University, Elon, North Carolina  
BA Degree in Computer Science

**ENTELEGENT SOLUTIONS, INC.**

**EXHIBIT B**

**FINANCIAL CAPABILITY**

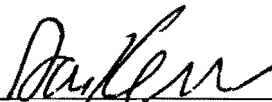
Entelegant Solutions, Inc. is a start-up company, which was incorporated in November, 2008. As such, the Company does not have audited financial statements. Filed under separate cover as Confidential are the Company's most recent balance sheet and income statement, which demonstrate that the Company has adequate capital to provide local telecommunications services in the State of Florida.

Also attached is an affidavit affirming that the financial statements are true and correct.

**AFFIDAVIT**

STATE OF NORTH CAROLINA     )  
  ) : ss  
COUNTY OF MECKLENBURG     )

I, David L. Gibson, hereby declare under penalty of perjury, that I am Vice President of Operations of Entelegent Solutions, Inc., that I am authorized to make this verification on behalf of Entelegent Solutions, Inc.; that I have reviewed the financial statements attached as Exhibit B to the Application of Entelegent Solutions, Inc. for Authority to Provide Competitive Local Exchange Telecommunications Company Service Within the State of Florida; and that the information contained therein is true and correct to the best of my knowledge, information and belief.

  
\_\_\_\_\_  
David Gibson  
Vice President of Operations  
Entelegent Solutions, Inc.

Sworn and subscribed before me this 16 day of June, 2009.

My Commission expires 8/27/2013

  
\_\_\_\_\_  
Signature of official administering oath

