# Industry Assurance Consulting, Inc.

IAC Advice - Solutions for Industry Regulatory Reporting, Compliance & Beyond

6303 Blue Lagoon Drive, Suite 400, Miami, FL 33126

Telephone: (786) 350-2702 Facsimile: (786) 345-5809

February 18, 2010

Via USPS Priority Mail

Ann Cole Clerk to the Florida Public Service Commission (FL-PSC) Division of Telecommunications 2540 Shumard Oak Boulevard Tallahassee, FL 32399

Subject:

Opextel LLC d/b/a Alodiga - Florida Competitive Local Exchange Carrier (CLEC) Filing

Enclosed are one (1) original and two (2) copies of an initial original CLEC price list and signed CLEC application form of Opextel LLC d/b/a Alodiga. Also included is the resume of management and technical staff, as well as a \$400.00 filing fees in the form of a check made payable to the Florida Public Service Commission.

Also included with this package is Exhibit C, which is confidential and proprietary financial information. Opextel LLC is a privately held limited liability company that is not required to publicly disclose its financial information. Disclosure of this information may give competitors insight into the Company's operations and plans. Therefore, Company respectfully requests that Exhibit C be filed under seal.

Please date stamp the duplicate of this cover letter and return in the self-addressed, postage prepaid envelope. For questions about this filing, please contact me at <a href="mailto:compliance@iacadvice.com">compliance@iacadvice.com</a> or Tel# 786-350-2702.

| Alonzo T. Be | eyene   |
|--------------|---------|
| Regulatory   | Analyst |
|              |         |

Industry Assurance Consulting, Inc.

IAC – Solutions for Industry Regulatory Reporting Compliance & Beyond

RAD Price lists forwarded

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FPSC-COMMISSION CLERK

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who forwarded checks

Subject:

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Alonzo T. Beyene Regulatory Analyst Industry Assurance Consulting, Inc.

IAC - Solutions for Industry Regulatory Reporting Compliance & Beyond

10 FEB 22 AM 10: 21

PAY TO THE Florida Public Service commission \$ 400.00

FOUR HUNDRED & 0/100 — DOLLARS & PRESTRA

Wachovia Bank, NA.

Wachovia Com

Antend T. Bayena

MP

#### FLORIDA PUBLIC SERVICE COMMISSION

#### DIVISION OF REGULATORY COMPLIANCE

#### APPLICATION FORM for

100087-TX

#### 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 one copy of this form along with a nonrefundable application fee of \$400.00 to:

Florida Public Service Commission Office of Commission Clerk 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.).

- 1 -

F. If you have questions about completing the form, contact:

Florida Public Service Commission **Division of Regulatory Compliance** 2540 Shumard Oak Blvd. Tallahassee, Florida 32399-0850 (850) 413-6600

**FORM PSC/RCP 8 (5/08)** Commission Rule Nos. 25-24.810, and 25-24,815

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

01169 FEB 22 9

| 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 that apply for a new certificate. |
| Approval of assignment of existing Certificate: <a href="Example">Example</a> , a certificated company purchases an existing company and desires to retain the existing certificate of authority and tariff.         |
| Name of company: Opextel LLC   |
| Name under which applicant will do business (fictitious name, etc.):   |
| Alodiga  |
| Official mailing address:  |
| Street/Post Office Box: 520 Brickell Key Drive, Office 207<br>City: Miami<br>State: Florida<br>Zip: 33131  |
| Florida address:   |
| Street/Post Office Box: 520 Brickell Key Drive, Office 207<br>City: Miami<br>State: Florida<br>Zip: 33131  |
| Structure of organization:   |
| ☐ Individual       ☐ Corporation         ☐ Foreign Corporation       ☐ Foreign Partnership         ☐ General Partnership       ☐ Limited Partnership         ☒ Other, Limited Liability Company                      |
|  |

| 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: FL Secretary of State Corporate registration# L08000050810. See Attachment A for proof of authority.  |
| 9.  | <u>If foreign corporation</u> , 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: G09000159146. See Attachment A for proof of compliance with fictitious name statute. |
| 11. | <b>If a limited liability partnership,</b> please proof of registration to operate in Florida. The Florida Secretary of State registration number is:  |
| 12. | <u>If a partnership</u> , 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:   |

FORM PSC/RCP 8 (5/08) Commission Rule Nos. 25-24.810, and 25-24.815 Note: To complete this interactive form Required by using your computer, use the tab key to navigate between data entry fields.

#### 14. Provide F.E.I. Number(if applicable): 262661438

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

#### (a) The application:

Name: Alonzo Beyene

Title: Regulatory Consultant to Opextel LLC

Street name & number: 6303 Blue Lagoon Drive, Suite 400

Post office box: City: Miami State: Florida Zip: 33126

Telephone No.: 786-350-2702

Fax No.: 786-345-5809

E-Mail Address: compliance@iacadvice.com

Website Address: www.iacadvice.com

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

Name: Daniel Antonio Alonso

Title: LLC Manager

Street name & number: 520 Brickell Key Drive, Office 207

Post office box: City: Miami State: Florida Zip: 33131

Telephone No.: (786) 693-8331

Fax No.: (786) 693-8330

E-Mail Address: dalonso@opextel.com Website Address: www.opextel.com

#### (c) Complaints/Inquiries from customers:

Name: Daniel Antonio Alonso

Title: LLC Manager

Street/Post Office Box: 520 Brickell Key Drive, Office 207

City: Miami State: Florida Zip: 33131

Telephone No.: (786) 693-8331

Fax No.: 786) 693-8330

E-Mail Address: dalonso@opextel.com Website Address: www.opextel.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.

Only this FL CLEC filing in the State of Florida

(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.

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) <u>Technical capability:</u> 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) <u>Financial Capability:</u> 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
    - 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: Daniel Antonio Alonso

Title: LLC Manager

Telephone No.: (786) 693-8331

E-Mail Address: dalonso@opextel.com

Signature:

# Exhibit A Qualification to do Business in Florida

# FLORIDA DEPARTMENT OF STATE DIVISION OF CORPORATIONS



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No Events

No Name History

#### **Detail by Entity Name**

#### Florida Limited Liability Company

**OPEXTEL LLC** 

#### Filing Information

**Document Number L08000050810** 

FEI/EIN Number

262661438

Date Filed

05/21/2008

State

FL

Status

**ACTIVE** 

**Effective Date** 

05/21/2008

#### **Principal Address**

201 S. BISCAYNE BLVD.

905

MIAMI FL 33131 US

Changed 05/05/2009

#### **Mailing Address**

201 S. BISCAYNE BLVD.

905

MIAMI FL 33131 US

Changed 05/05/2009

#### Registered Agent Name & Address

ROTH, LEONARDO A 201 S BISCAYNE BLVD.

905

MIAMI FL 33131 US

Address Changed: 05/05/2009

#### Manager/Member Detail

#### Name & Address

Title MGR

CALDERAS, JESUS 201 S, BISCAYNE BLVD. SUITE 905

MIAMI FL 33131 US

Title MGR

ALONSO, DANIEL 201 S, BISCAYNE BLVD. SUITE 905 MIAMI FL 33131 US

Title MGR

D'AMBROSIO, MARIANNA 201 S, BISCAYNE BLVD. SUITE 905 MIAMI FL 33131 US

#### **Annual Reports**

Report Year Filed Date 2009 05/05/2009

**Document Images** 

05/05/2009 -- ANNUAL REPORT

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05/21/2008 - Florida Limited Liability

View image in PDF format

Note: This is not official record. See documents if question or conflict.

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#### **Fictitious Name Detail**

#### **Fictitious Name**

**ALODIGA** 

#### Filing Information

Registration Number G09000159146

Status

ACTIVE

Filed Date

09/25/2009

**Expiration Date** 

12/31/2014

Current Owners

12,01

County

**MULTIPLE** 

**Total Pages** 

1

**Events Filed** 

NONE

**FEI/EIN Number** 

NONE

#### **Mailing Address**

201 S. BISCAYNE BLVD

STE 905

MIAMI, FL 33131

#### **Owner Information**

OPEXTEL, LLC

201 S BISCAYNE BLVD - STE 905

MIAMI, FL 33131

FEI/EIN Number: 26-2661438

Document Number: L08000050810

#### **Document Images**

09/25/2009 -- Fictitious Name Filing

View image in PDF format

Note: This is not official record. See documents if question or conflict.

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# Exhibit B Managerial and Technical Ability

#### • Jesús Calderas, President:

- Former Director and Co-Owner of Grupo Imagen
- Founder and CEO of Synervest (Bankinvest)
- Former General Director of Marketing and Commercial Development for Ralston Purina Mexico and South America
- Series 7 Certification SEC
- Former Professor of Mergers and acquisitions, and corporate finance at UCAB, UNIMET and IESA
- Bachelor degree in Business and MBA from Universidad Católica Andres Bello (UCAB)
- MBA from IESA

#### • Daniel Alonso, General Manager:

- o Former VP of Administration and Finance for 123.com.ve and Entel Venezuela
- o Former Accounting Manager at Convergence Telecommunications
- Former Budget Controller at Banco Fivenez
- Audit Manager at Price, Waterhouse & Coopers
- O Bachelor degree in Accounting from Universidad Santa María (USM) and MBA from Newcastle University Business School

#### • Fidel Salgueiro, VP Engineering and Operation:

- Former CTO of Genesis Telecom (Telmex Subsidiary)
- Former Vice-President of Business & Customer Services of Pacifitel (Ecuador)
- Former Executive Vice-President of TCINET Vision
- Former Director of Product Development Services, Director of Technical Sales Support and other for CANTV
- Professor of Telecommunications at UCV and UNIMET

Bachelor degree in Computer Sciences, electronics and telecommunications engineer from Universidad Central de Venezuela (UCV)

#### • Boris Siroki, VP of Interconnection and Wholesale:

- o Executive Vice President of Multiphone Venezuela C.A.
- o Director of Operations & Interconnection in LD Telecom Venezuela
- Former National Interconnection Manager and Chief Engineer at CANTV
- Mechanical Engineer degree and MBA from Universidad Católica Andres Bello (UCAB)

#### • Rafael E. Ramos, VP of Business Development and Corporate Finance:

- Experience in the private equity industry in the US
- VP of Business Development at Barrett Trade & Finance Group
- Business Development and Investor Relations Consultant at CANTV
- Corporate Finance Consultant at Essplan Consultores

O Bachelor degree in Business and specialization in International Finance from Universidad Metropolitana and MBA from the University of Chicago Graduate School of Business

#### • Claudio Vignali, VP Information Tecnology:

- o Former CTO and Co-Owner of Wikot Technologies in Latin America and Spain.
- Former IT Manager of ProcuraDigital, an US and Latin America Company.
- o Former Project Manager at a Brazilian Company EverSystems
- Master in Project Management at Universidad Católica Andres Bello
- Bachelor in Computer Sciences from Universidad Central de Venezuela (UCV) and MBA from Escuela Europea de Negocios, Madrid.

#### • Julio Fermin, VP of Administration and Finance:

- o Senior partner in Fermin, Gonzalez y Asociados accounting firm
- Former business controller, Ericsson Venezuela
- o Former Director of planning and performance control, Entel Venezuela
- o Bachelor degree in Accounting from Universidad Santa María, graduate degree in Corporate Finance (UCV) and Tax Law (USM)

#### • Adriana Gómez, VP of Corporate Marketing:

- o Former Strategic Marketing Manager for Group Imagen
- Bachelor degree in marketing and advertising from Universidad Alejandro Humbolt,
   Venezuela, specialization degree in Internet Businesses and Marketing from UCAB, and
   Masters in Information Technology from Universidad Metropolitana.

#### • Marianna D'Ambrosio, Legal Counsel:

- o Former legal counsel for different government entities
- Attorney graduated from Universidad Santa María and Master in Litigation from Universidad Católica Andrés Bello

### **Exhibit C**

# **Opextel LLC Financial Document(s)**

Opextel LLC is a privately held entity. As such, it requests that this financial document is filed under seal.

### **Exhibit D**

**Opextel LLC CLEC Initial Price List** 

forwarded to RCP.