



CCG CONSULTING LLC

February 7, 2013

Florida Public Service Commission  
Office of Commission Clerk  
2540 Shumard Oak Blvd.  
Tallahassee, Florida 32399-0850

RECEIVED-PPSC  
13 FEB - 8 PM 2: 14  
COMMISSION  
CLERK

130046-7A

RE: Application Form for Authority to Provide Telecommunications Company Service

Please find attached an Application to Provide Telecommunications Company Service. The application fee of \$500.00, in the form of a check, is enclosed along with the original application form and one copy. If there are any questions regarding this application please contact me on 301-842-1437 or [tfireccg@myactv.net](mailto:tfireccg@myactv.net).

Sincerely,

Terri K. Firestein  
Sr. Director  
CCG Consulting, LLC  
Consultant for Crosstel Tandem, Inc.

COM \_\_\_\_\_  
AFD \_\_\_\_\_  
APA \_\_\_\_\_  
ECO \_\_\_\_\_  
ENG \_\_\_\_\_  
GCL \_\_\_\_\_  
IDM \_\_\_\_\_  
TEL \_\_\_\_\_  
CLK \_\_\_\_\_

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

Initials of person who forwarded check



Terri K. Firestein  
Sr. Director  
10806 Garrison Hollow Rd  
Clear Spring, MD 21722

PHONE (301) 842-1437  
E-MAIL [tfireccg@myactv.net](mailto:tfireccg@myactv.net)  
WEB SITE <http://www.c-c-g.com>

DOCUMENT NUMBER-DA

00777 FEB-8 9

FPSC-COMMISSION CLERK

**FLORIDA PUBLIC SERVICE COMMISSION**  
**OFFICE OF TELECOMMUNICATIONS**

**APPLICATION FORM**  
**FOR**  
**AUTHORITY TO PROVIDE 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 transfer of an existing certificate. In the case of a transfer, the information provided shall be for the 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 non-refundable application fee of **\$500.00** 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 **\$500.00** is required for the transfer of an existing certificate to another company.
- F. If you have questions about completing the form, contact:

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

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.

2. Name of company: Crosstel Tandem, Inc.

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

Crosstel Tandem, Inc.

4. Official mailing address:

Street/Post Office Box: 1791 O.G. Skinner Drive, Suite D  
City: West Point  
State: Georgia  
Zip: 31833

5. Florida address:

Street/Post Office Box: \_\_\_\_\_  
City: \_\_\_\_\_  
State: \_\_\_\_\_  
Zip: \_\_\_\_\_

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, please specify: |   |

**If individual**, provide:

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

7. **If incorporated in Florida**, provide proof of authority to operate in Florida. The Florida Secretary of State corporate registration number is:
8. **If foreign corporation**, provide proof of authority to operate in Florida. The Florida Secretary of State corporate registration number is: F13000000369, See EXHIBIT 3
9. **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:
10. **If a limited liability partnership**, please proof of registration to operate in Florida. The Florida Secretary of State registration number is:
11. **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: \_\_\_\_\_

12. **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:

13. Provide **F.E.I. Number**: 45-5185945

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

(a) The application:

Name: Terri K. Firestein  
Title: Sr. Director  
Street Name & Number: 10806 Garrison Hollow Rd.  
Post Office Box:  
City: Clear Spring  
State: Maryland  
Zip: 21722  
Telephone No.: 301-842-1437  
Fax No.: N/A  
E-Mail Address: [tfireccg@myactv.net](mailto:tfireccg@myactv.net)  
Website Address: N/A

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

Name: John Feehan  
Title: Vice President & General Manager  
Street Name & Number: 1791 O.G. Skinner Drive, Suite D  
Post Office Box:  
City: West Point  
State: Georgia  
Zip: 31833  
Telephone No.: 706-645-3024  
Fax No.: 706-645-3025  
E-Mail Address: [John.feehan@crosstel.com](mailto:John.feehan@crosstel.com)  
Website Address: [www.crosstel.com](http://www.crosstel.com)

(c) Where will you officially designate as your place of publicly publishing your schedule (a/k/a tariffs or price lists)?

Florida Public Service Commission

X Website – Website address: [www.crosstel.com](http://www.crosstel.com)

Other – Please provide address:

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

(a) has operated as a telecommunications company.

Applicant is a new start up company and has not yet operated as a telecommunications company in any state

(b) has applications pending to be certificated as a telecommunications company.

Wyoming, Louisiana, Tennessee

(c) is certificated to operate as a telecommunications company.

Georgia, North Carolina

(d) has been denied authority to operate as a telecommunications company and the circumstances involved.

Applicant has not been denied authority to operate in any state.

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

Applicant has not had regulatory penalties imposed in any state.

(f) has been involved in civil court proceedings with another telecommunications entity, and the circumstances involved.

Applicant has not been involved in civil court proceedings in any state.

**16. Have any of the officers, directors, or any of the ten largest stockholders 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.  Yes  No

If yes, provide explanation.

(b) granted or denied a certificate in the State of Florida (this includes active and canceled certificates).  Yes  No

If yes, provide explanation and list the certificate holder and certificate number.

(c) an officer, director, partner or stockholder in any other Florida certificated or registered telephone company.  Yes  No

If yes, give name of company and relationship. If no longer associated with company, give reason why not.

17. Submit the following:

(a) **Managerial capability**: resumes of employees/officers of the company that would indicate sufficient managerial experiences of each. Please explain if a resume represents an individual that is not employed with the company and provide proof that the individual authorizes the use of the resume. **Please see EXHIBIT 1**

(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. Please explain if a resume represents an individual that is not employed with the company and provide proof that the individual authorizes the use of the resume. **Please see EXHIBIT 1**

(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: **Please see EXHIBIT 2**

1. the balance sheet,
2. income statement, and
3. statement of retained earnings.

**Note:** *It is the applicant's burden to demonstrate that it possesses adequate managerial capability, technical capability, and financial capability. Additional supporting information can be supplied at the discretion of the applicant.*

**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 telecommunications company 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 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.*"

I understand that any false statements can result in being denied a certificate of authority in Florida.

**COMPANY OWNER OR OFFICER**

Print Name: John Feehan  
Title: Vice President & General Manager  
Telephone No.: 706-645-3024  
E-Mail Address: john.feehan@crosstel.com

Signature:  \_\_\_\_\_ Date: 1-17-13

**EXHIBIT 1**  
**MANAGERIAL AND TECHNICAL CAPABILITY**

**EXPERIENCE OF APPLICANT OFFICERS**

- 1. M.V. Thomas, President & CEO**
- 2. John Feehan, Vice President & General Manager**
- 3. John Maliakal, Director-Engineering Development**
- 4. R.K. Kumar, Director-Engineering Operations**

All resumes are those of employees of Applicant.

## **MV Thomas – President & CEO (35+ years of experience)**

M.V. Thomas, currently President for Crosstel, Inc., graduated from the University in 1971 and soon after began his career as a Telecom Engineer in Indian Telecommunications, a government owned monopoly. In 1977, he left India to serve UAE Telecommunication Authorities, owned and operated by Plessey Telecommunications, a UK company. While with Plessey, M.V. was trained in Advanced Electronics and several European telecommunication systems. Throughout the next ten years M.V. was trained by various systems of landline and wireless telecommunication systems as well as advanced software and hardware which led to a high level of expertise in landline, various cellular, paging, transmission systems and Mobitex. It was at this time, the world was moving towards digital telephony and GSM wireless systems. In 1989 M.V. accepted a position with Cantel, the major wireless carrier for Canada, in their corporate offices for engineering and nationwide network support. When the US secured PCS licenses to operate GSM in 1996, M.V. was hired by Powertel to engineer and operate their network in 13 states and served as the Senior Director until 2001 when the company was sold to T-Mobile. M.V. served as Chairman for GSM North America Services Group for three years laying and implementing interworking strategies for various telecommunication networks all around the globe and North America networks establishing “roaming”. M.V. launched a company called Advanced Telecom Solutions, Inc., in 2001 and consulted for wireless carriers. In 2004, M.V. consulted with Knology regarding long distance and digital telephone. In April 2005 Crosstel, Inc. was formed to provide and manage these services in conjunction with Knology.

**John Feehan – Vice President & General Manager (22+ years of experience)**

John Feehan, currently Vice President & General Manager for Crosstel, Inc., holds a Bachelor of Science in Accounting from Syracuse University and has completed Graduate level work towards a Master of Science in Telecommunications Management from the University of Maryland.

John is responsible for the day to day operations of Crosstel as well as carrier relations and business development. Mr. Feehan previously held the positions of General Manager of the Knoxville Division and Director of Regulatory Affairs with Knology. Prior to joining Knology in 2003, John had over 13 years of regulatory and operational experience with Companies such as Everest Communications, TDS Telecom, Citizens Telecom/Frontier Communications, John Staurulakis, Inc. and with a family owned independent telephone company.

## **John Maliakal - Director - Engineering Development (27+ years of experience)**

John Maliakal, currently Director of Engineering Development for Crosstel, Inc., completed graduate level work and has a Bachelor of Engineering (Electrical/Communication Engineering) from Ryerson University in Toronto, Canada.

John is responsible for all software and hardware development, system modifications and manages the local staff as well as offshore development teams. John came to Crosstel from T-Mobile USA where he was the Corporate Senior Operations Manager. Prior to T-Mobile, he was a Senior Engineer with Powertel and served as Manager of Software Development and Engineering with Bell SYGMA and was an Engineer with Bell Canada in Toronto, Canada. John has formal training from Nokia, Ericsson, SEMA, CMG, Comverse Computer Associates, Sun Microsystems, Bell Institute of Professional Development, and T-Mobile.

**RK Kumar – Director – Engineering Operations (31+ years of experience)**

R.K. Kumar, currently Director of Engineering Operations for Crosstel, Inc., holds a Bachelor's degree in Electronics and Telecommunications from the University of Moratuwa in Sri Lanka. R.K. is responsible for engineering and operations of the Crosstel telecom network as well as manages a local and offshore team.

R.K. has 31 years of technical support, design, implementation and integration experience in telecommunication switching and signaling. R.K. joined the Crosstel team in 2011 from Cox Communications where he served as the Senior Manager of Wireless Operations. Prior to Cox, R.K. held technical positions with T-Mobile Communications, Powertel, Bahrain Telecommunications, Emirates Telecommunications Corp.

**EXHIBIT 2**  
**FINANCIAL DOCUMENTATION**  
**FINANCIAL COMMITMENT LETTER**

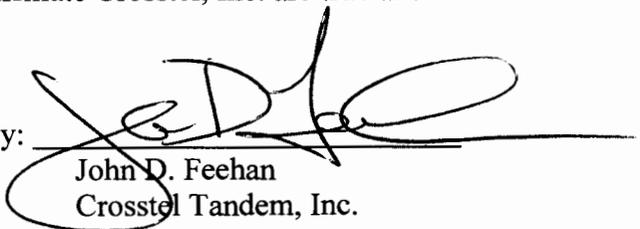
Applicant is a new start up company and currently relies on its affiliate's unaudited financials to meet Financial Capability requirements. Neither Applicant or Applicant's affiliate currently have audited financials.

**Unaudited Financial Statement Signature Page**

I, M.V. Thomas, do hereby state that as Chief Executive Officer of Crosstel Tandem, Inc., I have the authority to attest that Crosstel Tandem, Inc. does not have audited financials and I further attest that the financials from affiliate Crosstel, Inc. are true and correct.

By:   
M.V. Thomas  
Crosstel Tandem, Inc.

I, John D. Feehan, do hereby state that as Chief Financial Officer of Crosstel Tandem, Inc., I have the authority to attest that Crosstel Tandem, Inc. does not have audited financials and I further attest that the financials from affiliate Crosstel, Inc. are true and correct.

By:   
John D. Feehan  
Crosstel Tandem, Inc.

**Crosstel, Inc.**  
**Summary Profit & Loss**  
 January 2009 through December 2011

	<u>Jan - Dec 09</u>	<u>Jan - Dec 10</u>	<u>Jan - Dec 11</u>	<u>TOTAL</u>
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
<b>Total Income</b>	3,966,775.12	3,763,413.02	3,888,373.35	11,618,561.49
<b>Total COGS</b>	<u>934,045.37</u>	<u>128,872.72</u>	<u>42,088.29</u>	<u>1,105,006.38</u>
<b>Gross Profit</b>	3,032,729.75	3,634,540.30	3,846,285.06	10,513,555.11
<b>Expense</b>				
<b>Interest Expense</b>	86.48	0.00	0.00	86.48
<b>Depreciation Expense</b>	130,954.36	261,840.98	355,782.68	748,578.02
<b>Taxes - Income Tax</b>	407,723.04	254,417.84	245,939.38	908,080.26
<b>Other SG&amp;A Expense</b>	2,243,909.85	3,092,528.38	3,241,057.27	8,577,495.50
<b>Total Expense</b>	<u>2,782,673.73</u>	<u>3,608,787.20</u>	<u>3,842,779.33</u>	<u>10,234,240.26</u>
<b>Net Ordinary Income</b>	250,056.02	25,753.10	3,505.73	279,314.85
<b>Other Income/Expense</b>				
<b>Total Other Income</b>	<u>731.50</u>	<u>851.02</u>	<u>750.83</u>	<u>2,333.35</u>
<b>Net Other Income</b>	<u>731.50</u>	<u>851.02</u>	<u>750.83</u>	<u>2,333.35</u>
<b>Net Income</b>	<u><u>250,787.52</u></u>	<u><u>26,604.12</u></u>	<u><u>4,256.56</u></u>	<u><u>281,648.20</u></u>

**Crosstel, Inc.**  
**Summary Balance Sheet**  
As of December 31, 2011

	<u>Dec 31, 09</u>	<u>Dec 31, 10</u>	<u>Dec 31, 11</u>
<b>ASSETS</b>			
<b>Current Assets</b>			
Checking/Savings	252,938.81	663,564.09	237,443.69
Accounts Receivable	857,485.15	0.00	0.00
Other Current Assets	<u>1,140.00</u>	<u>4,273.78</u>	<u>3,561.34</u>
<b>Total Current Assets</b>	<u>1,111,563.96</u>	<u>667,837.87</u>	<u>241,005.03</u>
<b>Fixed Assets (net)</b>	<u>55,349.78</u>	<u>29,768.65</u>	<u>12,720.99</u>
<b>TOTAL ASSETS</b>	<u><u>1,166,913.74</u></u>	<u><u>697,606.52</u></u>	<u><u>253,726.02</u></u>
<b>LIABILITIES &amp; EQUITY</b>			
<b>Liabilities</b>			
<b>Current Liabilities</b>			
Accounts Payable	425,507.69	115,836.85	2,582.12
Other Current Liabilities	<u>261,438.67</u>	<u>75,198.17</u>	<u>74,315.84</u>
<b>Total Current Liabilities</b>	<u>686,946.36</u>	<u>191,035.02</u>	<u>76,897.96</u>
<b>Total Liabilities</b>	686,946.36	191,035.02	76,897.96
<b>Equity</b>	<u>479,967.38</u>	<u>506,571.50</u>	<u>176,828.06</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>1,166,913.74</u></u>	<u><u>697,606.52</u></u>	<u><u>253,726.02</u></u>

**Crosstel, Inc.**  
**Summary Statement of Retained Earnings**  
As of December 31, 2011

	<u>Dec 31, 09</u>	<u>Dec 31, 10</u>	<u>Dec 31, 11</u>
Retained Earnings at Beg of Year	218,877.68	469,665.20	496,269.32
Net Income / (Loss)	250,787.52	26,604.12	4,256.56
Distributions	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
Retained Earnings at End of Year	<u><u>469,665.20</u></u>	<u><u>496,269.32</u></u>	<u><u>500,525.88</u></u>



May 10, 2012

Re: Letter of Financial Commitment

To Whom it May Concern:

As an officer of the Applicant's affiliate, Crosstel, Inc., I hereby attest and certify that Crosstel, Inc. intends to commit the financial resources required to fund the start-up of the Applicant's competitive local exchange carrier venture. As demonstrated by the attached financial exhibit, Crosstel, Inc. has the financial strength to provide all necessary funds.

Sincerely,

A handwritten signature in black ink, appearing to read "John D. Feehan".

John D. Feehan  
Vice President & General Manager  
Crosstel, Inc.

**EXHIBIT 3**  
**FLORIDA DEPARTMENT OF STATE**  
**AUTHORIZATION TO TRANSACT BUSINESS**



**Department of State**

I certify from the records of this office that CROSSTEL TANDEM INC., is a corporation organized under the laws of Georgia, authorized to transact business in the State of Florida, qualified on January 25, 2013.

The document number of this corporation is F13000000369.

I further certify that said corporation has paid all fees due this office through December 31, 2013, and its status is active.

I further certify that said corporation has not filed a Certificate of Withdrawal.

Given under my hand and the  
Great Seal of the State of Florida  
at Tallahassee, the Capital, this the  
Twenty-eighth day of January, 2013



CR2EO22 (1-11)

*Ken Detzner*

**Ken Detzner**  
Secretary of State