



# ITS TELECOMMUNICATIONS SYSTEMS, INC.

15925 SW Warfield Blvd. • P. O. Box 277

Indiantown, Florida 34956

772-597-2111

DOCKET NO. 140178-TX

August 20, 2014

Ms. Carlotta S. Stauffer  
Office of Commission Clerk  
Florida Public Service Commission  
2540 Shumard Oak Blvd.  
Tallahassee, FL 32399-0850

Check received with filing and forwarded  
to Fiscal for deposit. Fiscal to forward  
deposit information to Records.  
Initials of person who forwarded check:

RECEIVED -FPSC  
14 SEP 11 AM 9:33  
COMMISSION  
CLERK

Dear Ms. Carlotta,

Enclosed please find the completed Application Form for Authority To Provide Telecommunications Company Service Within the State of Florida submitted by ITS Fiber, LLC as well as the application fee of \$500.00. ITS Fiber, LLC is an affiliate of ITS Telecommunications Systems, Inc., which has been an ILEC in Southeast Florida since 1956.

ITS Fiber, LLC is planning to provide telecommunication services outside the service area of ITS Telecommunications and thereby is applying to the FPSC for a certificate to provide these services in the State of Florida. ITS Fiber, LLC is owned by Jeffrey S. Leslie, who is also the Owner/CEO of ITS Telecommunications Systems, Inc. Mr. Leslie has been an officer with ITS Telecommunications Systems, Inc. since 1996.

Along with Jeffrey S. Leslie as CEO/President, Donald Pittman is the Vice President/CFO and has been in the telecommunications business since 1994. Don has been responsible for growth in all telecommunications arenas as well as providing financial gain in his previous telco employments. He started his career working for a CPA firm that specialized in telecommunications audits which developed his interest in working in the telecommunications industry. Dawn Hill, Director of Customer Operations, brings experience in telephony billing, product management, marketing and sales. She has strong customer service skills and is very detailed oriented. Jeffrey Meyer is ITS Fiber's Information Technology Director. His experience is in extensive network and systems engineering. Jeff has also worked as a telecommunications technician and worked with Cisco Catalyst Systems, Digital DEC equipment and 3 Com. Resumes for our officers are attached for your review.

Also included is the audited financial statement from 2013 for ITS Fiber, LLC. Since ITS Fiber, LLC was established in 1/01/2013, there is only one year of earnings. Since Templeton and Company reviewed the consolidated balance sheets off all affiliated companies, we have provided only ITS Fiber, LLC's information.

COM  
AFD  
APA  
ECO  
ENG  
GCL  
IDM  
TEL  
CLK

If you should require further information, please do not hesitate to contact Donna Marreel at [donnam@itstelecom.net](mailto:donnam@itstelecom.net) or myself at [donp@itstelecom.net](mailto:donp@itstelecom.net).

Sincerely,

A handwritten signature in blue ink, appearing to read "Don Pittman". The signature is stylized and cursive.

Don Pittman  
Vice President/CFO

Enclosures

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: ITS Fiber, LLC

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

ITS Fiber

4. Official mailing address:

Street/Post Office Box: 397

City: Indiantown

State: Florida

Zip: 34956

5. Florida address:

Street/Post Office Box: 397

City: Indiantown

State: Florida

Zip: 34956

6. Structure of organization:

- Individual
- Foreign Corporation
- General Partnership
- Other, please specify:

- Corporation
- Foreign Partnership
- Limited Partnership

**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:
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: L12000153158
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:** 46-1769567

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

(a) The application:

Name: Donna Marreel  
Title: Regulatory Manager  
Street Name & Number: 16001 SW Market St  
Post Office Box: 397  
City: Indiantown  
State: Florida  
Zip: 34956  
Telephone No.: 772-597-3161  
Fax No.: 772-597-1139  
E-Mail Address: donnam@itstelecom.net  
Website Address: www.itsfiber.com

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

Name: Don Pittman  
Title: Vice President/CFO  
Street Name & Number: 16001 SW Market St  
Post Office Box: 397  
City: Indiantown  
State: Florida  
Zip: 34956  
Telephone No.: 772-597-3767  
Fax No.: 772-597-1139  
E-Mail Address: donp@itstelecom.net  
Website Address: www.itsfiber.net

(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
- Website – Website address: www.itsfiber.com
- Other – Please provide address:

15. List the states in which the applicant:

(a) has operated as a telecommunications company.

None

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

Florida

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

None

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

None

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.

See Attachment A

(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. Owner/CEO/President

**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.

See Attachment B

(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.

See Attachment B

(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.

See Attachment C

**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.

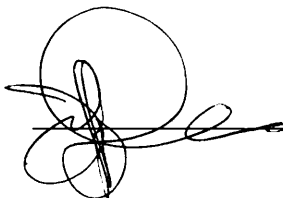
**APPLICANT ACKNOWLEDGEMENT:** By my signature below, I, the undersigned officer, attest to the accuracy of the information contained in this application and attached documents and that the applicant has the technical expertise, managerial ability, and financial capability to provide telecommunications 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:	Jeffrey S. Leslie
Title:	CEO/President
Telephone No.:	772-597-2104
E-Mail Address	jeffl@itstelecom.net

Signature:  \_\_\_\_\_ Date: 8/12/14



**Attachment A**

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

**Current Certificates:**

#30 – ITS Telecommunications Systems, Inc. – ILEC

#4873 – ITS Telecommunications Systems, Inc. – Alternative Local Exchange Company

#387-W – Indiantown Company

#311-S – Indiantown Company

**Cancelled Certificates:**

#7551 – ITS Telecommunications Systems, Inc. – cancelled 9/2010

#3498 – Arrow Communications, Inc. - Interexchange Company – cancelled 7/2009

#4468 – Arrow Communications, Inc. – Alternative Local Exchange Company – cancelled 5/2006

#5826 – PATS – Arrow Communications, Inc. – cancelled 8/2001

## **Attachment B**

### **Resumes:**

#### **Managerial capability:**

Jeffrey S. Leslie – CEO/President

Donald R. Pittman – Vice President/CFO

Dawn Hill – Director of Customer Operations

#### **Technical capability:**

Jeffrey Meyer – Director of Information Technology

### **Jeffrey S. Leslie, CEO / President ITS Telecommunications**

Jeff Leslie has served as the CEO of ITS Telecom (A Florida Based Rural ILEC) and Indiantown Company, Inc (a water, sewer, garbage and land holding company) since 1996 and has recently purchased the companies. He has written several telecom related articles for industry magazines and is a frequent speaker at various telecom conferences and meetings.

Jeff's previous work experience lies in the field of accounting and banking and as a Florida Certified Public Accountant, he has worked in both national and local firms. Jeff presently serves on the NTCA (National Telephone Cooperative Association) Marketing Committee, The NECA Rate Development Task Force, the TECO PAC, the Northern Palm Beach County Fiber Development Committee and is also very active in his church and community, serving in director roles at the local Chamber of Commerce, Roger Dean Stadium and at Harbor Community Bank.

### **Other Professional History**

- Wisneski, Leslie & Associates Certified Public Accountants - Partner
- Ingram, Leslie & Wagner, P.A. Certified Public Accountants – Managing Partner
- Gulfstream Bank, N.A. Boca Raton - Auditor
- Arthur Andersen & Company Certified Public Accountants – Senior

### **Education**

- BBA Accounting Florida Atlantic University
- Graduate Florida School of Banking – Florida Bankers/University of Florida

### **Professional Designation:**

- Certified Public Accountant since 1981

### **Organizations and Accomplishments:**

- Present NTCA Marketing Committee member
- Deacon Palm Beach Lakes Church of Christ
- Board Member Economic Council of Martin County
- Director First Bank of Indiantown
- Board Member Indiantown Chamber of Commerce
- Executive Advisory Board member Roger Dean Stadium
- Past Director Jupiter Tequesta Juno Beach Chamber of Commerce
- Past Businessman of the Year Jupiter Tequesta Chamber of Commerce
- Past State of Florida Youth Coach of the Year
- Past President Jupiter -Tequesta Athletic Association (7000 members)
- Past Chairman of NSA Youth Fastpitch World Series (Hosted 30,000 visitors to regional event, local economic impact of \$20,000,000)

**Family Information:**

- Wife, Diane; Married 34 years
- Children: Laura Leslie-Schuemann, Brent Leslie, Bethany & Julie Leslie (Twins)

**DONALD RAY PITTMAN JR., CPA**

Don\_Pittman@yahoo.com  
9329 SE Mystic Cove Terrace  
Hobe Sound, FL 33455  
WK: (772) 597-3767  
Cell: (772) 233-1745

**EXPERIENCE**

03/11 to Present

**ITS Telecom**

15925 SW Warfield Blvd  
Indiantown, Florida  
(772) 597-3767

**Vice President and Chief Financial Officer** - duties included: Overseeing the preparation of financials, budgetary measurements, regulatory policies, financial and cash forecasts, internal control, report to the board on the financial condition of the company, and to assist the President/CEO in all aspects of corporate operations.

01/07 to 03/11

**Smithville Family of Companies**

1600 W. Temperance St  
Ellettsville, Indiana 47429  
(812) 876-2211

**Vice President of Finance** - duties included: Overseeing the preparation of financials, budgetary measurements, regulatory policies, financial and cash forecasts, internal control, reporting to the board on the financial well being of the company, and assist the President/CEO and board of directors in all aspects of corporate operations.

10/99 to 01/07

**Santa Rosa Telephone Cooperative, Inc.**

P.O. Box 2128  
Vernon, Texas 76385-2128  
(940) 886-2217

**Chief Financial Officer** - duties included: Overseeing the preparation of financials, budgetary measurements, regulatory policies, financial and cash forecasts, internal control, reporting to the board on the financial well being of the company, and assist the general manager and board of directors in all aspects of corporate operations.

9/01 to 05/02

**Santa Rosa Telephone Cooperative, Inc.**

P.O. Box 2128  
Vernon, Texas 76385-2128  
(940) 886-2217

**Acting General Manager** – (The General Manager was out due to illness.) Duties included: Managing the activities of the company as well as preparation of financials, budgetary measurements, regulatory policies, financial and cash forecasts, internal control, reporting to the board on the financial well being of the company, and to lead the corporate operations to greater heights.

12/94 to 10/99

**Curtis Blakely & Co., P.C., CPA's**

P.O. Box 2627  
Longview, Texas 75606-2627  
(903) 758-0734

Certified Public Accountant, specializing in: telecommunications audits and part 32 accounting systems, cost allocation manuals, earnings monitoring and other various public utility commission filings.

## **EDUCATION**

**The University Of Texas at Tyler**  
B.B.A. in Accounting

**The Louisiana Baptist University in Shreveport**  
Master of Arts

## **HONORS AND AWARDS**

Member of Rotary Club

-President 2004-2005

-Board Member 2002-2004

Member of The Lions Club 1999-2007

Board Member of Chamber of Commerce in Vernon

-Member 2004-2007

Board Member of The Boys and Girls Club Of Vernon

-Member 2005-2007

Board Member of Wilbarger United Way Fund

-Member 2002-2005

**Licensed in Texas and Indiana as a CPA**

Member of Texas Society of CPA's

Member of the American Institute of Certified Public Accountants

The University Of Texas at Tyler Accounting Society

-Member Fall & Spring 1993-1994

-President Fall 1994

-Honorary Member Spring 1994.

-Scholarship Award Fall 1994.

The University Of Texas at Tyler Student Association

-Representative for the School of Business Administration

-Fall & Spring 1993-1994, and Fall 1994.

-Scholarship Award Fall 1993, Spring 1994, and Fall 1994.

Member of the University Of Texas at Tyler Finance Society Fall 1994.

Received the University Of Texas at Tyler Academic Scholarship.

Received the Becker CPA Review Scholarship.

Received the Who's Who Award Fall 1994.

## **REFERENCES:**

Upon Request

**Dawn Hill**

LinkedIn

Tequesta Fl 33469

561-529-0458

[dmarieski@gmail.com](mailto:dmarieski@gmail.com)

## OPERATIONS EXECUTIVE

### PROFESSIONAL SUMMARY

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Operations executive with extensive experience in leadership roles with P&L responsibility. Thorough knowledge of business and systems functions including strategic development and planning, budget and business analysis, billing, information systems and software implementation, product management, marketing and sales. An innovative and creative decision-maker with keen business intuition and the ability to thrive in a fast-paced, high-growth culture, while driving the company mission. Skilled in providing day-to-day operational oversight and working in a limited-resource environment. Employ results-oriented management techniques to generate revenue and practical financial discipline to cut costs.

### SELECT CAREER ACHIEVEMENTS

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- Provided oversight of the account management and quota of \$2M in New Business Invoiced Revenue and \$1.5M in New Business Contract Revenue from incumbent (ILEC) and competitive (CLEC) telecommunication providers.
- Led project implementation for the organization to a 100% increase in overall completion achieving a 40% GPM while utilizing 50% less staff.
- Selected by executive management as one of four employees chosen to play a lead role in launching a CLEC (competitive local exchange carrier). CLEC went from zero access lines to 100,000 in four years and was eventually sold off to Cavalier Telephone.
- Drove annual growth over 20% by developing and implementing an annual strategy and budget.

### AREAS OF EXPERTISE

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- **Leadership:** Ability to manage individuals and teams by employing the principles of coaching, empowerment, mentoring, and motivational strategies for maximum employee productivity and retention. Lead by example; focusing on bottom-line results and integrity.
- **Client Relationship Management:** Strong customer service skills; keen ability to maintain high-standard quality performance via exceptional service, follow-through, and attention to detail.
- **Selling Strategy:** Ability to develop an effective and efficient selling strategy focusing on customer needs and requests while offering relevant solutions and products both in-person and over the phone.
- **Communication:** Quick to initiate partnerships and develop and maintain long-term strategic relationships with a diverse range of individuals. History of excellent rapport with both internal and external key contacts. Experienced in negotiation and team building. Highly articulate verbal and written communication skills.
- **Logistic Assessments and Forecasting:** Used sales forecasting and strategic planning to ensure the sale and profitability of products or services, analyzing business developments and monitoring market trends.
- **Technical Skills:** Microsoft Office: Word, Excel, PowerPoint, Project, and Visio. BSS/OSS Telecom Technologies, Customer relationship management software, including ACT!

### PROFESSIONAL EXPERIENCE

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**ITS Telecom**

**Indiantown, Fl**

**2012-Present**

Director 2012-Present

- Oversee Customer Operations which includes Customer Service and Marketing
- Prepared and adhered to yearly budget.
- Manage staffing of new hires and existing employees.
- Manage Marketing Campaigns emphasis on creating revenue and market share opportunities.
- Managed all of the high profile customers personally for implementation, maintenance and upselling opportunities.
- Implemented new ACD solution and managed Call Center activities.
- Implemented new Billing, Plant Management and Auto Provisioning solution.
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**PROFESSIONAL EXPERIENCE CONTINUED**

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**CHR Solutions**

**Houston, TX**

**2009-2012**

Deal Manager (2011-2012)

- Lead cross Business Unit teams to develop, execute and improve CHR's complex sales opportunities.
- Build pricing models and ensure deals are made with focus on minimizing risks and optimizing margins. Ensure deal model aligns with the delivery and technical solution as well as the contractual agreement.
- Evolve program and project management capabilities, improve delivery of product to internal clients, and leverage project management knowledge across the Business Unit.
- Analyze and investigate operations and recommend improvements; propose new procedures and methods to improve the validity, accuracy, and integrity of operations and processes.

Director, Channel Management (2010-2011)

- Spearheaded the development of all channel partnerships and alliances while overseeing partnership agreements.
- Managed the complete life cycle for strategic partnerships from conducting research and analysis on potential opportunities to full partnership implementation.
- Led the development, planning, and implementation of strategic partnerships and programs.

Account Executive/Territory Sales Manager (2009-2010)

- Cross-sold products and services while exceeding margin and sales goals.
- Successfully partnered and managed relationships with clients, acting as technical expert while negotiating and planning for customer needs.

**Martin Group**

**Mitchell, SD**

**2001-2009**

Director of Product Management (2007-2009)

- Directed the vision and direction for product through analysis of market needs and requirements.
- Managed the product life cycle and roadmap through various stages from conception to the end of life product with emphasis on creating revenue and market share opportunities.
- Developed and maintained the Client Advisory Committees for all product lines.

Director of Implementations (2005-2008)

- Designed, created and instituted a job cost accounting structure to track GPM on all projects.
- Managed the profit and loss of the portfolio to meet the targeted goals for revenue and EBITDA.
- Key player in the driving force that led company to profitability.

Client Relationship Manager (2003-2005)

- Provided excellent customer service to high profile clients; serving as a primary point of contact for inquiries.
- Planned and implemented innovative ways to enhance client satisfaction and meet and exceed their expectations.
- Assisted teams in developing and implementing goals/objectives aimed at improving client satisfaction.
- Cultivated relationships with telecommunications clientele at all levels of the organization.

Director of Client Support (2002-2003)

- Provided leadership, management and direction to 58 employees responsible for product support.
- Developed training programs, call center and 3 tiered support structure.

Sales Engineer (2001-2002)

- Introduced the Sales Engineer role to the company; developed product demonstration script and presentation.





# JEFFREY MEYER

Phone: (772) 579-7445 | Email: jeffmeyer21@yahoo.com  
Address: 1322 SW Abingdon Ave, Port Saint Lucie, FL 34953

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## SUMMARY OF QUALIFICATIONS

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Detail-oriented and highly qualified IT Professional, demonstrating extensive network and systems engineering experience. Adept at directing complex projects through completion, implementing and configuring networks, and providing effective top-level support for multiple data centers. Experienced as a Senior LAN Engineer for a Fortune 50 company in an enterprise setting. Currently seeking a position as a Senior IT Engineer which will effectively utilize all acquired skills, abilities, and areas of expertise as follows:

<ul style="list-style-type: none"><li>◆ Network &amp; Systems Engineering/Administration</li><li>◆ Testing/Troubleshooting</li><li>◆ Performance Monitoring</li><li>◆ Electrical Engineering</li></ul>	<ul style="list-style-type: none"><li>◆ Project Management</li><li>◆ Quality Control/Assurance</li><li>◆ Network Mapping</li><li>◆ Contractor/Vendor Relations</li><li>◆ Mechanical Engineering</li></ul>	<ul style="list-style-type: none"><li>◆ Traffic Analysis &amp; Load Balancing</li><li>◆ Team Building/Leadership</li><li>◆ Conflict/Issue Resolution</li><li>◆ Data Center Management</li></ul>
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## PROFESSIONAL PROFILE

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**Indiantown Telecommunication Systems, Inc** • Indiantown, FL Nov. 2012 – Present  
*Director, Information Technology – Direct Report to CEO*

- ◆ Provide executive leadership as head of IT. Responsible for all aspects of strategic IT planning, implementation, and support as an integral component of our business plan. Leading restructuring efforts; focused on strategic vision, efficiency improvement, business process optimization, and systems standardization.

**Digital Domain Media Group** • Port Saint Lucie, FL Oct. 2010 – Oct. 2012  
*Senior Systems Engineer*

- ◆ Served as the IT Technical Project Lead for seven new construction sites ranging from large studios to small classroom facilities. Overseeing all contractors and vendors in regards to IT Infrastructure, Networking, Mechanical, Electrical, Fire Safety, and IT Security.
- ◆ Designed two large studio data centers with APC HACS (Hot Aisle Containment System). Implementing this design proved to benefit us by creating environments that were energy efficient, scalable, redundant, prevented hot air recirculation back into sensitive IT equipment, and allowed for high density cooling with in-row architecture.
- ◆ Extensive knowledge and experience with various cooling solutions and power distribution. My responsibilities were to manage/support the facilities: Generators, Chilled Water Plant, CRAC units, APC DX RC and RP cooling units, Trane HVAC system, APC MGE Galaxy UPS (200-700 kVA, 415/240 Vac), APC Symmetra PX UPS (100 kVA, 220/110 Vac), Data Center PDI overhead busway, APC PDUs and UPSs (for NetShelter cabinets, IDF closets, and Projection rooms).
- ◆ As the Manager of all Data Centers and Communication closets I implemented security by writing all procedures and managing access control in compliance with SOX and MPAA requirements. I also added APC NetBotz motion sensor cameras with DVR writing for surveillance and monitoring.
- ◆ Responsible for designing and overseeing all building infrastructure installation of all copper Cat6/Cat5E and fiber singlemode/multimode in all facilities.
- ◆ Designed all Data Center hardware elevations to support future growth and balanced power and cooling distribution. Hardware consisting of Network, Voice, Security, A/V, Servers, Storage, Render Farms, Quantum 6K Tape Libraries, InfrasturXure DC monitoring, and Pipeline machines (Brocade, Juniper, Cisco, MITEL, Apple Xserve, Mac Mini, Mac Pro, Dell, HP, IBM, AVID, HP C7000 chassis, Isilon, NetApp FAS2050 and 3170, HP ProCurve, APC InfrastuXure). I designed, installed, cabled, configured, and supported all hardware.
- ◆ Partnered with Sterile Environment Technologies to ensure all critical facilities were free from contaminants and sealed to produce a true 'clean room' environment year round.
- ◆ Implemented and managed all data centers with clean agent fire suppression systems. I have a strong knowledge of Novec, FM-200, and Halon systems.

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**PROFESSIONAL PROFILE (CONTINUED)**

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**Liberty Medical Group/Medco Health Solutions, Inc.** • Port Saint Lucie, FL      Dec. 2005 – May 2010**Senior LAN Engineer**

- ◆ Re-designed and administrated server consolidation program through use of VMware ESX server and VMware VirtualCenter to consolidate 3 datacenters into 2. Running 13 ESX 3.5U4 hosts with 300 virtual machines in production.
- ◆ Responsible for re-designing, building and maintaining both a QA and Development region that mirrored our Tier 1 servers. Implementation was six vSphere 4.0 hosts in each environment with 100 virtual machines each.
- ◆ Designed plan to upgrade VMware environment from ESX 3.5 to vSphere 4.0 moving from standalone servers to HP blades.
- ◆ Maintained iSCSI and SAN based storage for VMware environments.
- ◆ Maintained constant knowledge of new products offered by different vendors to assist in presenting cost effective solutions to the company.
- ◆ Served as the IT Technical Project Lead, working in conjunction with outside contractor/vendors to design, plan, and implement new hardware, applications, etc.
- ◆ Co-Leader of the South Florida VMUG (VMware User Group).

**Systems Engineer III**

- ◆ Managed and maintained network of over 200 physical and 300 virtual servers spanning 3 different locations.
- ◆ Responsible for server builds, maintenance and end of life procedures in accordance with company policy.
- ◆ Installed, configured, and managed all server clustering and network load balancing for the entire enterprise.
- ◆ Analyze, log, and track complex software and hardware matters of significance pertaining to networking connectivity issues, servers, and applications to meet business needs.
- ◆ Coordinated hardware and software installations and upgrades to ensure work is performed in accordance with company policy. Recommended resolutions to complex matters of significance and coordinated the implementation of the approved course of action.
- ◆ Coordinated and monitored troubleshooting to isolate and diagnose common system problems: documented system events to ensure continuous functionality. Recommended course of action and implemented as approved.
- ◆ Coordinated testing, upgrading and configuration of system files and services. Ensured changes are in accordance with appropriate operating procedures.
- ◆ Utilized standard corporate tools to record changes, service requests, and problem activities for tracking purposes.
- ◆ Responsible for documenting of Visio drawings of infrastructure and process flow.

**QVC, Inc.** • Port Saint Lucie, FL

Oct. 2001 – Dec. 2005

**Systems Engineer II**

- ◆ Served as the data, network and PC support/project leader, responsible for designing, implementing and configuring the data communications WAN (servers, routers, hubs, switches, UPSs and other hardware).
- ◆ Performed duties of LAN Administrator to include installing and upgrading server hardware and software, as well as developing and implementing backup procedures
- ◆ Maintained and repaired WAN/LAN equipment to include monitoring network performance and troubleshooting problem areas as needed.
- ◆ Created and maintained documentation as it relates to network configuration, network mapping, processes, and service records.
- ◆ Interacted and negotiated with vendors and contractors regarding network products and services while managing or guiding technical support staff.
- ◆ Maintained, repaired, and upgraded Avaya G3r PBX, S8700, DACS and ACD to include alarm monitoring, troubleshooting, traffic analysis/load balancing, ISDN/SDN trunks, and Agent ID MAC.
- ◆ Administered PBX MAC work to update and maintain programming software for optimum performance of ACD and perform MAC in the software.
- ◆ Maintained, repaired and upgraded VRU, CTI, and Voicemail to include alarm monitoring, troubleshooting, backup/reload, rebuild, and modifying system parameters.
- ◆ Evaluated and maintained technical interface among the VRUs, CMS and PBXs.
- ◆ Administered Intuity Audix System, CMS and CentreVu Supervisor/Terminal while interfacing with outside service providers to coordinate repair efforts.
- ◆ Assisted with technical and planning activities associated with Telecommunications projects.

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## PROFESSIONAL PROFILE (CONTINUED)

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All Coast Communication, Inc. · Coconut Creek, FL Sept. 1997 – Oct. 2001  
*Network Engineer | Telecommunications Technician*

- ◆ Provided data, network and PC support (LAN, WAN, VLAN and Token Ring), as well as performed MAC on PCs using NT 4.0, on laptops using Windows 95, and on Sun Workstations using Sun Solaris.
- ◆ Installed, removed and upgraded network hubs, including Cisco Catalyst Systems, Digital DEC equipment and 3 Com.
- ◆ Configured hubs on Cisco Catalyst Switches, provided telecommunications support, performed voice/audix troubleshooting, and worked directly with vendors on product introduction, training, and integration.
- ◆ Performed MAC on Avaya G2 and G3r PBX.
- ◆ Programmed in Definity Site Administration software.

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## PRIOR EMPLOYMENT

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GJ Jacks Communications · Fayetteville, NC | *Technician* 1994 – 1997  
Holiday Inn Bordeaux · Fayetteville, NC | *Guest Services P.M. Supervisor* 1992 – 1997

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## EDUCATION HISTORY

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Methodist College | Business Administration/Management  
Fayetteville Technical Community College | General Education

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## TRAINING & CERTIFICATIONS

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ITIL Certified in IT Service Management | July 2014  
Isilon Systems Administration Training | OneFS v6.0 Isilon Certified Storage Professional (ICSP)  
Medic First Aid | BasicPlus CPR, AED, and First Aid for Adults (Active)  
Liberty Medical Group | SOX, Compliance, HIPAA  
Microsoft (Instructor-led) | Windows Server 2003 Clustering & Load Balancing  
Novell Advanced Technical Training | SUSE Linux Administration (3037): SUSE Linux Enterprise Server 9 (SLES 9 SP1, SLES 9 VMware Server).  
Element K Learning Solutions (Instructor-led Training Courseware) | Microsoft Office 2000 Macro Programming using VB for Applications, PowerPoint 2000 Advanced, Microsoft Project 2000, Project Management.  
Maxwell Training Centers, Inc. | Excel 2000 Advanced  
Talk Consulting, Inc. | CMS Training  
Global Knowledge /Cisco | Understanding Networking Fundamentals, Internetworking with TCP/IP, Interconnecting Cisco Network Devices  
Avaya | Avaya Basic Systems Administration, Avaya Automatic Routing Administration  
**TrainSignal Training:**

- ◆ **MS Computer-Based Training** | Windows 2000/2003/2008 Server, Windows 2000/2003 File Servers, Windows 2000/2003 Web Servers, Windows 2000/2003 DNS Servers, Windows 2000/2003 DHCP Servers, Windows 2000/2003 WINS Servers, Windows XP Pro, Windows 2000/2003 Group Policy, RIS & AD Management 2000/2003, Exchange 2000/2003, ISA Server 2004 & Firewalls, MS Outlook 2007, Network Security Windows 2000/2003, Small Business Server 2003, Windows Vista
- ◆ **CompTIA Computer-Based Training** | CompTIA A+ 2006, CompTIA Network+
- ◆ **VMware Computer-Based Training** | VMware ESX Server & Workstation, VMware vSphere 4.0

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## TECHNICAL SKILLS

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Mac (OS X, OS X Server, OS X Mountain Lion), Apple Xserve, Mac Mini, Mac Pro, Macbook Pro, Isilon Systems Administration, NetApp FAS, Microsoft Windows (2000, XP, Vista, Windows 7, Server 2000, 2003 & 2008 to include all editions such as Standard, Enterprise, Itanium, Data Center, Web, 32-bit, and 64-bit), Microsoft Office 2000-2007, IIS, WSUS, VMware ESX, VMware vSphere, MOM, SCOM, CommVault, EMC San storage, HP iSCSI, Windows Server 2003 Clustering and Load Balancing, and PBX/Avaya and Panasonic systems. DSView, APC Switched PDUs, Visio (drawings, planning, datacenter layouts), AutoCAD, Remedy, HP Openview, SQL installation and support, Diskeeper, Server Patching using Shavlik, MS Exchange, BlackBerry BES management, APC StruxureWare Central, Symantec NetBackup (Quantum Tape Library with LTO-4/LTO-5 drives)

**Report of Independent Accountants**

To the Board of Directors and Stockholders  
Postco, Inc. and subsidiaries

We have reviewed the accompanying consolidated balance sheets of Postco, Inc. and subsidiaries as of December 31, 2013 and 2012, and the related consolidated statements of operations, comprehensive income (loss), changes in stockholders' deficit, and cash flows for the years then ended. A review includes primarily applying analytical procedures to management's financial data and making inquiries of management. A review is substantially less in scope than an audit, the objective of which is the expression of an opinion regarding the consolidated financial statements as a whole. Accordingly, we do not express such an opinion.

Management is responsible for the preparation and fair presentation of the consolidated financial statements in accordance with accounting principles generally accepted in the United States of America and for designing, implementing, and maintaining internal control relevant to the preparation and fair presentation of the consolidated financial statements.

Our responsibility is to conduct the reviews in accordance with Statements on Standards for Accounting and Review Services issued by the American Institute of Certified Public Accountants. Those standards require us to perform procedures to obtain limited assurance that there are no material modifications that should be made to the consolidated financial statements. We believe that the results of our procedures provide a reasonable basis for our report.

Based on our reviews, we are not aware of any material modifications that should be made to the accompanying consolidated financial statements in order for them to be in conformity with accounting principles generally accepted in the United States of America.

Our review of the 2013 consolidated financial statements was made for the purpose of expressing a conclusion that there are no material modifications that should be made to the 2013 consolidated financial statements in order for them to be in conformity with accounting principles generally accepted in the United States of America. The consolidating information included in the accompanying Schedules I and II is presented only for purposes of additional analysis rather than to present the financial position and results of operations of the individual companies. The information has been subjected to the inquiry and analytical procedures applied in the review of the 2013 consolidated financial statements, and we are not aware of any material modifications that should be made thereto.

*Templeton & Company, LLP*

Fort Lauderdale, Florida  
February 28, 2014



**POSTCO, INC. AND SUBSIDIARIES**  
**SCHEDULE I - CONSOLIDATING SCHEDULE, BALANCE SHEET INFORMATION**  
**December 31, 2013**

	<u>ITS Fiber, LLC</u>
<b>ASSETS</b>	
Current assets:	
Cash and cash equivalents	\$ 18,572
Marketable equity securities, at fair value	-
Accounts receivable, net	151,505
Inventories	19,186
Prepaid expenses and other current assets	29,404
Deferred tax assets	<u>24,058</u>
Total current assets	242,725
Property and equipment, net	581,623
Investment in subsidiaries	-
Due from stockholder	50,200
Other assets	<u>251,455</u>
Total assets	<u>\$ 1,126,003</u>
 <b>LIABILITIES AND STOCKHOLDERS' EQUITY (DEFICIT)</b>	
Current liabilities:	
Current portion of long-term debt	\$ -
Accounts payable and accrued expenses	23,241
Customer deposits and advanced billings	<u>161,582</u>
Total current liabilities	184,823
Long-term debt, net of current portion	-
Contributions in aid of construction	-
Deferred taxes	194,476
Due to (from) subsidiaries	<u>93,141</u>
Total liabilities	<u>472,440</u>
Stockholders' equity (deficit):	
Preferred stock	-
Common stock	-
Additional paid-in capital	-
Accumulated deficit	653,563
Accumulated other comprehensive loss	-
Treasury stock	<u>-</u>
Total stockholders' equity (deficit)	<u>653,563</u>
Total liabilities and stockholders' equity (deficit)	<u>\$ 1,126,003</u>

See accountants' review repc

**POSTCO, INC. AND SUBSIDIARIES**

**SCHEDULE II - CONSOLIDATING SCHEDULE, STATEMENT OF OPERATIONS INFORMATION**

**For the Year Ended December 31, 2013**

	<u>ITS Fiber, LLC</u>
Revenue:	
Telecommunications services	\$ 1,533,305
Water and wastewater services	<u>-</u>
Total revenue	<u>1,533,305</u>
Expenses:	
Operations and maintenance	997,721
Depreciation and amortization	41,040
Selling, general and administrative	<u>30,324</u>
Total expenses	<u>1,069,085</u>
Operating income (loss)	<u>464,220</u>
Other income (expense):	
Other income, net	200
Interest expense	<u>-</u>
Total other income (expense)	<u>200</u>
Income (loss) before income taxes	464,420
Income tax provision (benefit)	<u>170,582</u>
Net income (loss)	<u>\$ 293,838</u>

See accountants' review report.