

FLORIDA PUBLIC SERVICE COMMISSION

Ch# 2054
\$500.00
2-16-16
RR

DATE DEPOSIT

OFFICE OF TELECOMMUNICATIONS

MAR 04 2016 6 37

APPLICATION FORM FOR

AUTHORITY TO PROVIDE TELECOMMUNICATIONS COMPANY SERVICE WITHIN THE STATE OF FLORIDA

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COMMISSION
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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: NDTHOST, LLC

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

TerraCom Direct

4. Official mailing address:

Street/Post Office Box: 8635 Holiday Springs Rd
City: Melbourne
State: FL
Zip: 32940

5. Florida address:

Street/Post Office Box: 8635 Holiday Springs Rd
City: Melbourne
State: FL
Zip: 32940

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: Not Applicable
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: L11000009355
8. **If foreign corporation**, provide proof of authority to operate in Florida. The Florida Secretary of State corporate registration number is: *Not Applicable*
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: G14000102521
10. **If a limited liability partnership**, please proof of registration to operate in Florida. The Florida Secretary of State registration number is: *Not Applicable*
11. **If a partnership**, provide name, title and address of all partners and a copy of the partnership agreement.

Name: Not Applicable
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: *Not Applicable*

13. Provide **F.E.I. Number**: 45-1470651

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

(a) The application:

Name: Richard Pilock
Title: President
Street Name & Number: 8635 Holiday Springs Rd
Post Office Box:
City: Melbourne
State: FL
Zip: 32940
Telephone No.: 321-610-5900
Fax No.:
E-Mail Address: rpilock@terracomdirect.com
Website Address: www.terracomdirect.com

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

Name: Frank Huston
Title: COO
Street Name & Number: 8635 Holiday Springs Rd
Post Office Box:
City: Melbourne
State: FL
Zip: 32940
Telephone No.: 321-610-5900
Fax No.:
E-Mail Address: fhuston@terracomdirect.com
Website Address: www.terracomdirect.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

Website – *Website address*:

Other – *Please provide address*:

15. List the states in which the applicant:

(a) has operated as a telecommunications company.

Not Applicable

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

Not Applicable

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

Not Applicable

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

Not Applicable

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

Not Applicable

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

Not Applicable

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.

(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.

(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: *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.*

17(a) Managerial Capability

Name: Rich Pilock

Current Position: President

Prior Positions: CIO, Director IT, Network Engineer

Years Relevant Experience: 20+

Skills: network administration, server administration, financial management, business management, multisite network management, virtualization, storage, business development, sales, marketing, sales engineering, security and compliance management, project management

Name: Frank Huston

Current Position: Chief Operating Officer

Prior Positions: COO, Vice President, Director IT

Years Relevant Experience: 25+

Skills: service level management, service desk management, account management, sales, marketing, network management, server management, application management, sales engineering, requirements analysis, process management, compliance management, financial management, project management

Name: Rob Hill

Current Position: Vice President, Sales

Prior Positions: Vice President, CTO

Years Relevant Experience: 25+

Skills: Extensive Telecom Industry Sales and marketing, business management, customer account management, sales engineering, business development, financial management, project management, requirements analysis.

17(b) Technical Capability

Name: Jared Deyo

Current Position: Data Center Architect

Prior Positions: Data Center Engineer, Sr Systems engineer, Sr Network Engineer

Years Relevant Experience: 15+

Skills: network design and administration, server administration, storage design and administration, cloud design and management, vmware, cisco, Microsoft, application development, customer management, sales engineering, project management, extensive experience with designing, managing and supporting complex networks.

Name: Matthew Kelley

Current Position: Sr Data Center Engineer

Prior Positions: Sr Network Engineer, Network Engineer

Years Relevant Experience: 15+

Skills: network design and administration, server administration, storage design and administration, cloud design and management, vmware, cisco, Microsoft, application development, customer management, sales engineering, project management, extensive experience with designing, managing and supporting complex networks.

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.

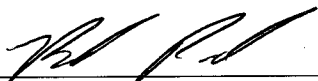
APPLICANT ACKNOWLEDGEMENT: By my signature below, I, the undersigned officer, attest to the accuracy of the information contained in this application and attached documents and that the applicant has the technical expertise, managerial ability, and financial capability to provide telecommunications company 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:	Richard Pilock
Title:	President
Telephone No.:	321-610-5900
E-Mail Address:	rpilock@terracomdirect.com

Signature:  Date: 2/26/16

CERTIFICATE TRANSFER

****THIS FORM NOT APPLICABLE****

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