



August 7, 2017
Via Overnight Delivery

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

RE: Application of Triton Networks, LLC for Authority to Provide Competitive Local Exchange Services within the State of Florida

Dear Ms. Cole:

REDACTED

Enclosed please find the original and one (1) copy of the Application of Triton Networks, LLC for Authority to Provide Competitive Local Exchange Services within the State of Florida. Included with this Application is the redacted copy of the financial statements. The confidential version of the financial statements is being filed concurrently with and as a part of the above captioned proceeding.

A check in the amount of \$500.00 representing the filing fee is included.

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

I may be reached at (407) 740-3031 or via email at sthomas@tminc.com with any questions, comments or correspondence regarding this application. Thank you for your assistance.

Sincerely,

Sharon Thomas
Consultant to Triton Networks, LLC

file: Triton - Florida - Application
tms: FL11701

Enclosures
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COMMISSION
CLERK

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FLORIDA PUBLIC SERVICE COMMISSION

OFFICE OF TELECOMMUNICATIONS

APPLICATION FORM
FOR
AUTHORITY TO PROVIDE 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 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: **Triton Networks, LLC**

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

N/A

4. Official mailing address:

Street/Post Office Box: 12160 Abrams Road, Suite 200

City: Dallas

State: TX

Zip: 75243

5. Florida address:

Registered Agent: Corporation Service Company

Street/Post Office Box: 1201 Hays Street

City: Tallahassee

State: FL

Zip: 32301

6. Structure of organization:

Individual

Foreign Corporation

General Partnership

Other: Foreign Limited Liability Company

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:
Triton Networks, LLC is a foreign limited liability company, with Florida registration number M17000004357. **See Exhibit A.**
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**: 20-4824653
14. Who will serve as liaison to the Commission in regard to the following?

(a) The application:

Name: Sharon Thomas, Technologies Management, Inc.
Title: Consultant
Street Name & Number: 151 Southhall Lane, Suite 450
Post Office Box:
City: Maitland
State: FL
Zip: 32751
Telephone No.: 407-740-3031
Fax No.: 407-740-0613
E-Mail Address: sthomas@tminc.com
Website Address: www.tminc.com

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

Name: David E. Hughes
Title: Vice President
Street Name & Number: 12160 Abrams Road, Suite 200
Post Office Box:
City: Dallas
State: TX
Zip: 75243
Telephone No.: 214-570-0555. x 411
Fax No.: 214-570-0310
E-Mail Address: dhughes@tritonnet.com
Website Address: www.tritonnet.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: www.tritonnet.com
- Other – Please provide address:

15. List the states in which the applicant:

- (a) has operated as a telecommunications company.

Triton currently operates as a telecommunications carrier in Texas. The Applicant is in the process of filing Applications for similar authority as requested in this Application in California, Florida, New Jersey and New York. Triton also provides nomadic interconnected Voice over Internet Protocol services in several states.

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

See response to 15(a).

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

Triton is certificated to operate as a facilities-based and resale competitive local exchange carrier in Texas.

- (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.

- (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. **See Exhibit B.**

See Exhibit 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 Exhibit C.

- (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 Exhibit 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:	Robert House
Title	Chief Executive Officer
Telephone No.:	214-570-0555
E-Mail Address:	phouse@tritonnet.com

Signature:  Date: 7/25/2017

Exhibit A

Florida Secretary of State Certificate of Authority

State of Florida



Department of State

I certify from the records of this office that TRITON.NETWORKS LLC, is a Texas limited liability company authorized to transact business in the State of Florida, qualified on May 22, 2017.

The document number of this limited liability company is M17000004357.

I further certify that said limited liability company has paid all fees due this office through December 31, 2017, and its status is active.

I further certify that said limited liability company 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-third day of May, 2017



CR2EO22 (1-11)

Ken Detzner

Ken Detzner
Secretary of State

Exhibit B

Resumes



Triton Networks Senior Management

Robert W. House, CEO: Robert is the founder of Triton Networks and has been in the Telecom/High Tech Industry for over 25 years. Robert focuses on customer acquisition and well as day to day direction of the company.

David E. Hughes, VP: David has been with Triton since its inception and has been in the telecom industry for almost 25 years. David has been involved both on the operational and financial side of Triton's business in various capacities. David's primary focus has been in project management, sales support, vendor relations and billing support.

Teresa House, Director of Billing: Teresa has served in many roles of different Telecom companies and has been in the telecom industry for over 20 years. From the inception of Triton Networks Teresa has been directing customer billing along with Triton AP and AR.

Nibia Rojas, Service Delivery Manager: Nibia just celebrated her 10th year with Triton Networks and has been in the telecom industry for over 20 years. Nibia manages all aspects of provisioning, customer service delivery, along with customer care.

Exhibit C

Financials

Redacted-Public Version

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Accrual Basis

Triton Networks
Profit & Loss
January through December 2016

Jan - Dec 16

6610 · Contract Labor	
6650 · Postage and Delivery (Postage, courier, and pickup and delivery services)	
6660 · Printing and Reproduction (Printing, copies, and other reproduction expenses)	
6670 · Professional Fees (Payments to professionals and attorneys for legal services)	
6671 · Admin Fees	
6675 · Professional Fees - CPA (Payments made for Professional Services)	
6676 · Purchased Services (Services other than Legal and CPA)	
6690 · Reconciliation Discrepancies (Discrepancies between bank statements and compa...)	
6710 · Rent Expense (Rent paid for company offices or other structures used in the busin...)	
6720 · Repairs and Maintenance (Incidental repairs and maintenance of business assets t...)	
6780 · Small Tools and Equipment (Purchases of small tools or equipment not classified ...)	
6800 · Taxes - Property (Taxes paid on property owned by the business, franchise taxes, e...)	
6810 · Telephone Expense (Telephone and long distance charges, faxing, and other fees ...)	
6840 · Travel Expense (Business-related travel expenses including airline tickets, taxi fare...)	
6860 · Internet (Water, electricity, garbage, and other basic utilities expenses)	
Total Expense	
Net Ordinary Income	
Other Income/Expense	
Other Income	
7020 · Interest Income (Interest earned on bank accounts and loans)	
Total Other Income	
Other Expense	
Net Other Income	
Net Income	

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Accrual Basis

Triton Networks
Profit & Loss
January through December 2016

Jan - Dec 16

Ordinary Income/Expense

Income

- 4100 · Local Service Billable (Billing on Local Services Monthly)
- 4120 · Local Service billable (MRC) (Monthly Reaccuring charges for customers)
- 4150 · Local Service Billing- NRC (Prorates or other NRC misc charges)
- Total 4100 · Local Service Billable (Billing on Local Services Monthly)
- 4200 · Long Distance Billing (LD Charges)
- 4300 · Internet/Data billable (Internet or Data charges billed to customer)
- 4500 · Equip, Svc, IT Support Billable (Equipment charges, service charges, or IT Support...)
- 4600 · Other Billed Services (Services billed not otherwise specified on ledger)
- 4800 · Credit/Discount to customer (Credits on customer billing)
- 4900 · Other Income
 - 4700 · Finance Charge Billable
 - 4905 · Sales Commision Income (Sales commisions paid to Triton by others)
 - 4990 · Uncategorized Income (Income not categorized elsewhere)
 - 4900 · Other Income - Other

Total 4900 · Other Income

Total Income

Cost of Goods Sold

- 5000 · Cost of Sales (Costs for services/goods sold)
- 50000 · Cost of Goods Sold (Costs of items purchased and then sold to customers)
- 5100 · Direct Cost of Local Svc (Direct cost to provide services for customers - MRC)
- 5200 · Direct Cost Long Distance (Long Distance billed per vendor)
- 5300 · Direct Cost Internet/Data (Direct costs for Internet/Data per vendor)
- 5400 · Direct cost SIP/VOIP (Costs on SIP/VOIP services per vendor)
- 5420 · Network Service Cost/Surcharges
- 5500 · Direct Costs Equip, Svc, IT
- 5600 · Direct Cost Other Billed Svc
- 5700 · Direct Cost Billing
- 5800 · Direct Costs- Sales Commissions

Total COGS

Gross Profit

Expense

- 6000 · Advertising and Promotion (Advertising, marketing, graphic design, and other pro...
- 6020 · Automobile Expense (Fuel, oil, repairs, and other automobile maintenance for busi...
- 6030 · Credit Card Fees
- 6040 · Bank Service Charges (Bank account service fees, bad check charges and other ba...
- 6140 · Charitable Contributions (Contributions to qualifying charitable organizations)
- 6170 · Computer and Internet Expenses (Computer supplies, off-the-shelf software, online...
- 6200 · Continuing Education (Seminars, educational expenses and employee developmen...
- 6240 · Depreciation Expense (Depreciation on equipment, buildings and improvements)
- 6250 · Dues and Subscriptions (Subscriptions and membership dues for civic, service, pr...
- 6330 · Insurance Expense (Insurance expenses)
- 6350 · Software/Hardware
- 6430 · Meals and Entertainment (Business meals and entertainment expenses, including t...
- 6450 · Bad Debt
- 6490 · Office Supplies (Office supplies expense)
- 6600 · Payroll Expenses (Payroll expenses)

[REDACTED]

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Net Other Income	
Net Income	

