

FOSTERLAW

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April 17, 2018

VIA PRIORITY MAIL

Florida Public Service Commission
Office of Commission Clerk
2540 Shumard Oak Blvd.
Tallahassee, FL 32399
850-413-6770

REDACTED

RECEIVED - FPSC
2018 APR 19 PM 12:13
COMMISSION
CLERK

RE: WANRack, LLC's Application for Authority to Provide Telecommunications Company Service within the State of Florida.
Request for Confidential Treatment

To Whom It May Concern:

Enclosed please find the original Application for Authority to Provide Telecommunications Company Service within the State of Florida along with a \$500 payment for the filing fee.

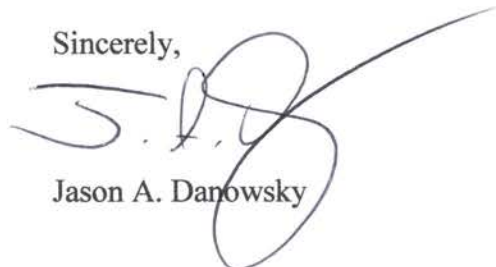
WANRack, LLC requests confidential treatment of the documents and information provided in Exhibit 3 of the Application pursuant to Section 364.183(1) F.S. and FL PUC Rule § 25-22.006(5). The Application contains proprietary confidential business information, including financial information, as defined by Section 364.183(3) F.S. The disclosure of the information would cause undue harm to WANRack, LLC and would prove detrimental to the Company's competitive position in the marketplace.

Accordingly, enclosed are the following documents:

- Two redacted copies of the application appropriate for public inspection.
- One original copy of the Application, including confidential financial materials printed on pastel paper, submitted in a sealed envelope.

Please contact me if you wish to discuss this matter further.

Sincerely,



Jason A. Danowsky

COM _____
 AFD _____
 APA _____
 ECO _____
 ENG _____
 GCL _____
 (IDM) 2 _____
 CLK _____

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: WANRack, LLC

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

4. Official mailing address:

Street/Post Office Box: 15700 College Blvd. Suite 200
City: Lenexa
State: KS
Zip: 66219

5. Florida address:

Company Name: Corporation Service Company
Street/Post Office Box: 1201 Hays Street
City: Tallahassee
State: Florida
Zip: 32301

6. Structure of organization:

- | | |
|---|--|
| <input type="checkbox"/> Individual | <input type="checkbox"/> Corporation |
| <input type="checkbox"/> Foreign Corporation | <input type="checkbox"/> Foreign Partnership |
| <input type="checkbox"/> General Partnership | <input type="checkbox"/> Limited Partnership |
| <input checked="" type="checkbox"/> Other, please specify:
Limited Liability Company | |

If LLC, provide:

Name: Rob Oyler
Title: President
Street/Post Office Box: 15700 College Blvd. STE 200
City: Lenexa
State: KS
Zip: 66219
Telephone No.: 913-522-5810
Fax No.: N/A
E-Mail Address: Rob.oyler@wanrack.com
Website Address: www.wanrack.com

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 limited liability company**, 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:
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: 38-3904798.**

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

(a) The application:

Name: Mark Foster
Title: Attorney for WANRack, LLC
Street Name & Number: 904 West Avenue, Suite 107
Post Office Box: _____
City: Austin
State: TX
Zip: 78701
Telephone No.: 512-708-8700
Fax No.: 512-697-0058
E-Mail Address: mark@mfoosterlaw.com
Website Address: www.mfoosterlaw.com

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

Name: Rob Oyler
Title: President
Street Name & Number: 15700 College Blvd. STE 200
Post Office Box: _____
City: Lenexa
State: KS
Zip: 22619
Telephone No.: 913-522-5810
Fax No.: N/A
E-Mail Address: Rob.oyler@wanrack.com
Website Address: www.wanrack.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.

Arizona, Arkansas, Colorado, Illinois, Indiana, Kansas, Missouri, Montana, Nevada, Ohio, Oklahoma, Texas, Wisconsin and Wyoming.

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

Kentucky

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

Arizona, Arkansas, Colorado, Illinois, Indiana, Kansas, Missouri, Montana, Nevada, Ohio, Oklahoma, Texas, Wisconsin and Wyoming.

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

N/A

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

N/A

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

N/A

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 the attached Exhibit 2.**

(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 the attached Exhibit 2.**

(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 the attached **Confidential Exhibit 3.**

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: Rob Oyler
Title: President
Telephone No.: 913-522-5810
E-Mail Address: Rob.oyler@wanrack.com

Signature:  Date: 4/11/18

EXHIBIT 1

FLORIDA CERTIFICATE OF AUTHORITY

State of Florida

Department of State

I certify from the records of this office that WANRACK, LLC is a Delaware limited liability company authorized to transact business in the State of Florida, qualified on April 6, 2018.

The document number of this limited liability company is M18000003416.

I further certify that said limited liability company has paid all fees due this office through December 31, 2018 and that 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 Sixteenth day of April, 2018*



Ken Detzner
Secretary of State

Tracking Number: CU7079952684

To authenticate this certificate, visit the following site, enter this number, and then follow the instructions displayed.

<https://services.sunbiz.org/Filings/CertificateOfStatus/CertificateAuthentication>

EXHIBIT 2

MANAGERIAL AND TECHNICAL EXPERTISE

Rob Oyler

CEO & Founder at WANRack

rob.oyler@wanrack.com

Summary

WANRack is a leading provider of Fiber Optic Wide Area Networks (WANs) to K-12 school districts across America.

Our technology sales model, Fiber Optic WANs, deliver core technology turn-key solutions to the K-12 education vertical at a lower price than they are paying today for equipment, transport, maintenance, and utilities.

WANRack brings the best and latest technologies no matter the geography, size of organization, or experience level of staff. Around the clock, we provide unlimited bandwidth infrastructure at a fixed price, for the long term.

Our market strategy is targeted towards CIOs, CTOs, CFOs, Superintendents & IT Directors at organizations nationwide.

WANRack is backed by a management team made up of IT Experts, Construction & Project Management personnel, and a multi-billion dollar Private Equity partner.

Experience

CEO & Founder at WANRack

April 2012 - Present

- Responsible for establishing company's goals and strategies and presiding over the workforce.

- Oversee budgets and ensure resources are properly allocated.

- Responsible for overall accountability to stakeholders, partners, and customers.

- Encourage business investment and capital expansion activities to map out growth.

- Promote economic development within communities where WANRack operates.

- Direct the organization's financial goals, objectives, and budgets.

- Implement the organization's guidelines on a day-to-day basis.

- Oversee finance and models to determine IRR's, NPVs, and TCV of capital investments.

- Develop and implement strategies to help set the overall direction of the company.

- Oversee the investment of funds and manage associated risks, supervise cash management activities, execute capital-raising strategies to support expansion, and work with banks to anticipate future capital needs in out years.

Provide visionary and strategic leadership for the organization.

Collaborate with the board to develop the policies and direction of the organization.

Ensure members of the Board have the information necessary to perform their fiduciary duties and other governance responsibilities.

Provide adequate and timely information to the Board to enable it to effectively execute its oversight role.

Direct staff, including organizational structure, professional development, motivation, performance evaluation, compensation, personnel policies, and procedures.

EVP of Sales & Chief Marketing Officer at Unite Private Networks

2005 - 2012 (8 years)

HIGHLIGHTS

Largest non-founding shareholder

Sold 47% of total billed company revenue at UPN. Over \$116M in TCV.

Top revenue sales producer for 7 years. \$56.9M in 2011 TCV sales

7 consecutive years of annual sales increases year-over-year

Broke sales records at every company

Closed Dallas Schools (281 sites) billing \$315k/month for 10 years – 2 yr sales cycle

Long tenure at each company

Responsible for all areas of sales & marketing

- Built record setting nationwide sales teams
- Responsible for majority of company revenue
- Extensive experience negotiating large 7 & 8 figure deals with extremely complex terms, conditions, price pressures and considerations
- Only non owner executive to sit on buyout team
- Strong at account planning and forecasting/metrics
- Highly trusted individual who maintains and expect high standards for self and team
- Designed and created all back office sales systems related to value proposition, lead generation, CRM, project management and process flow incl billing hand-off.
- Developed website, business cases, white papers, value proposition videos and convention display and materials.
- Created marketing plan and materials, advertising plan, convention strategy and budget for sales and marketing departments
- Authored and distributed all press releases, twitter feeds, and social media segments nationwide

- Diverse background includes business development, business management, sales leadership, marketing, project management, operations management, customer service management and budgetary responsibility
- Extensive knowledge of multiple technologies including cloud migration, storage, disaster recovery, storage optimization, data center construction & operations, and multiple software systems
- Outstanding documented record of achievement implementing new business concepts, delivering aggressive sales results, and facilitating turnarounds of multiple markets and business segments serving medium and large customers

SVP, Business Development / Area Sales & Operations Director at KMC Telecom

1999 - 2005 (7 years)

Senior Vice President, Business Development – Shawnee Mission, KS

Responsible for selling large infrastructure fiber systems to large wireless carriers.

- Sold largest deal to Sprint in 2003 billing \$132k month. Eighteen month sales cycle.
- Successfully persuaded Fortune 500 accounts to fundamentally change their underlying foundational fiber optic networks.
- Sold Disaster Recovery Data Center to BNSF Railway consisting of construction of new facility from scratch. Delivered full turn key data center on time and under budget.
- Innovatively posture KMC's outsourcing strengths of non-core operational competencies to optimize/manage networks and personnel.
- Responsible for business development within identified key accounts. Sales leader for 2 of the 5 top revenue-producing accounts in company history (Verizon & Sprint).
- Solved capital expenditure challenges through finance partnership with GE Capital.
- High-level executive and regional penetration into Sprint, AT&T Wireless and Verizon which secured new revenue streams from new product sources.

Area Sales & Operations Director – Madison, WI

Responsible for all sales, customer service, operations, billing, installation, and maintenance within each market. Approx. 50 employees per market.

- Managed Akron, OH, Dayton, OH, and Madison, WI markets facilitating turnarounds and bringing each market to net positive EBITDA transitions.
- Of 35 total markets, Madison moved from 17th to 2nd, Akron from 33rd to 12th, Dayton from 35th to 18th. All improvements made within 12 months.

Major Accounts Sales Director

1996 - 1999 (4 years)

- President's Cabinet 1997, 1998, 1999 (Top 9 sales people annually won all inclusive trips)
- Salesperson of the Month for 9 consecutive months
- Individually landed USPS account resulting in 3rd largest account in southwest to include 40+ locations.

Sales Executive / Lead Service Technician at McCaw Cellular

1989 - 1996 (8 years)

Sales Executive

Achieved Circle of Excellence & Awards Trips (Top 10% Sales Nationwide) 1995, 1996

Lead Service Technician

Managed service center and handled all installation and repair of mobile phones.

Education

Kauffman Foundation

Fasttrac - New Venture, 2012 - 2012

Baker University

B.S., Business Management & Finance, 1992 - 1996

Activities and Societies: Kappa Sigma Fraternity Dean's list & Honor Roll

Rob Oyler

CEO & Founder at WANRack

rob.oyler@wanrack.com



[Contact Rob on LinkedIn](#)

Amy R. Krueger
26040 W. 111th Terrace
Olathe, KS 66061
Amy.r.krueger1@outlook.com
913-302-7983

Professional Experience

WANRack, Lenexa, KS2017-Present

WANRack is a national leader in Private Fiber WAN construction & deployment

Business Development Manager

Oversee Development & Management of Strategic School District Fiber WAN Opportunities. Responsible for the Management and Strategic development within existing accounts, as well as the Development of the WANRack Solution within a specific list of Net New accounts.

Accomplishments:

- Development of New Territory created in July 2017.
- Quarterly Executive meetings and Strategic planning sessions.
- Vertical Accounts: K-12 Education (National footprint)
- Regional Marketing activities to promote Brand awareness.

Polycom, San Jose, CA 2013-2016

Polycom is a multinational manufacturer of hardware & software Technology solutions.

Enterprise Account Manager (Missouri, Kansas, Illinois)

Oversee Development & Management of Enterprise accounts. Responsible for the Management and Strategic development within existing accounts, as well as the Development and Growth of the Polycom portfolio within a specific list of Net New accounts.

Accomplishments:

- Development of New Territory created in July 2013.
- Quarterly Executive meetings and Strategic planning sessions.
- 35+ Enterprise level Accounts (National/Global footprints)
- 3.3 million annual product quotas, 900K Annual Professional services quota.
- Business Development within Channel & Manufacturer partners to ensure year over year growth within accounts.
- Regional Marketing activities to promote Brand awareness.
- Bridging Relationships between Polycom Resources and End User Resources.
- Global Account Management-USA, Canada, UK, India, Mexico, Brazil, Singapore.

ScanSource Communications, Lenexa, KS 2003-2013

Division of ScanSource, Inc. \$ 1.8 billion Value-Added Distributor for Total Communication solutions. Specialized in Video and Audio conferencing, telephony solutions, Voice over IP, and computer telephony building blocks.

Sales Management

Oversee Development & growth of 15 Inside Sales reps in the Lenexa KS office. Each Sales representative is responsible for maintaining and growing Revenue per Territory of \$1 Million-\$16 Million annually. My responsibilities include the development of these sales reps thru monthly training, process development and overseeing the growth of each Reseller to ensure that we are effectively forecasting and attaining our monthly/quarterly goals. Participate in Tradeshows & customer events to speak to customers about our partnerships, learning what we can do to better help them align with our vendor's to generate more sales thru ScanSource. Associate daily with ScanSource Executives to produce new programs for team's as well as our vendor's. Liaison for both Executive Management & the Sales organization. Engagement with Vendor sales & engineering teams.

Accomplishments:

- Manage 15 Inside Sales Reps that produce 140+ million dollars annually.

- Business Development with Sales Territories to ensure year over year growth.
- Quarterly forecast determined per Territory.
- International Business-Canada
- Worked strategically to align Resellers with appropriate Vendor contacts to ensure successful partnerships.
- New Hire Training

Senior Account Executive

Oversee Development & growth of set accounts, primarily AV integrators & Telecommunication resellers based in but not limited to the Northeast, Great lakes region & All of Canada selling Value-added hardware solutions & services. Coordinate relationships between resellers, vendors and internal departments to ensure that all specifications & needs are met per opportunity. Establish relationship with all levels of Reseller personnel from administrative to executive level management to promote the alignment of ScanSource Communications for future business. Interface with engineers to ensure all appropriate configurations and product specifications are available. Facilitate on-site and video conference training.

Accomplishments

- Manage 30+ Accounts that produce 11+ million dollars annually.
- Territory Growth from 9 Million annually to exceeding 11+ million annually.
- Business Development within Accounts to ensure year over year growth.
- Quarterly forecast determined per market segment and geographic location
- International Business-Canada
- Specify and quote new product configurations for all future sales.
- Worked strategically to align Resellers with appropriate Vendor contacts to ensure successful partnerships.

T2 Supply, Lenexa, KS..... 2003-2007

Value-added Distributor (Purchased by ScanSource, Inc. 2007)

Outside Sales-Business Development

Responsible for Business Development within assigned Territory. Supported business partners, primarily AV integrators & Telecommunication resellers based on the West Coast & All of Canada. Recruitment and development of prospective business partners. Travel within US & Canada to promote successful working relationships between T2 Supply, Reseller, and Vendor representatives. Established relationship with all reseller personnel from administrative thru executive management to ensure the alignment of T2 Supply for future business.

Accomplishments

- New Customer Recruitment
- Territory Growth from 3.3 Million annually to exceeding 9+ million annually.
- Business Development with Existing Customer base
- Facilitate Training for Resellers
- Co-ordinate and attend Trade-shows and customer events on behalf of Reseller and Vendor.
- Bi-annual travel to Reseller location for business review and strategic planning for future development.
- Manage 100+ Accounts that produced over \$9 million annually
- Worked with inside-sales to ensure accurate and efficient support for each Reseller.
- Strategic alignment of Reseller with appropriate Vendor contacts to ensure successful partnerships.

Inside Sales

Administrative Responsibilities: Call Center Support, pre-sales & post-sales support, order entry, and product quotation. Sales support for outside Sales-Business Development reps.

Education

Emporia State University, Emporia Kansas
 Wichita State University, Wichita Kansas
 Bachelor of General Studies, Liberal Arts & Science

Sherrie Lynn
16001 S. Parkwood Ct. Olathe, KS 66062
913-238-1000

SherrieLynn103@gmail.com

Experience

Project Manager

2017-Current

WANRack

- Oversee multiple projects across all phases of development
- Monitor workflow and make timeline adjustments as needed
- Work as part of an interdisciplinary team to achieve project milestone
- Manage resource and capacity planning

Project Administrator

2015-2017

Schuff Steel Company

- Supported six Project Managers and Vice President of Project Management
- Produced Monthly Billings
- Worked with risk management to supply proper insurance to General Contractors
- Released accounts payable halt codes - Compliance by sub-contractors
- Supplied lien waivers to subs and material men
- Assisted PMs with job cost forecasting

Administrative Assistant

2003-2015

Spec Electric, Inc. Olathe, KS

- AP-record expenses to accounts/specific projects, pay vendors-monitor for discount opportunities, schedule & prepare checks, verify invoices with supplier quotes
- AR-post payments, monitor unpaid invoices, prepare AIA billing
- Project tracking-entering labor hours & material into Excel worksheets
- Prepare bookkeeping for accountant: reconciliation of bank accounts and credit cards, entering all transactions into QuickBooks and producing necessary reports
- HR- maintaining employee files, initial screen calls, Implementing, managing 401K Simple Plan & Health Benefits. Coordinating with insurance company to meet general liability & workmen's comp insurance requirements per contract requirements
- General office duties including: correspondence, organizing project documents, collecting information for project bids, reviewing contracts, proofreading scopes of work & change orders
- Monitor sub-contractor files for proper documentation and liability insurances

Education

1996 Johnson County Community College, Overland Park, KS

Associate of Arts

2011 Johnson County Community College, Overland Park, KS

- Completed 18 additional credit hours of Accounting/Econ classes

Steve Wilson
19701 E. 236th St., Harrisonville, Mo.
Stevewilson24@sbcglobal.net
Home: 816-380-4674
Cell: 816-916-7937

Experience

WANRack

2017 - Present

Construction Manager

Designing / Engineering / Estimating Projects, Planning / Budgeting Projects,
Coordinating Contractors, QC Aerial and UG Construction, Maintaining and Completing
Projects, On Time / On Budget

Unite Private Networks

2013 to 2017

Construction Manager, Designing / Engineering / Estimating Projects, Planning /
Budgeting Projects, Coordinating Contractors, QC Aerial and UG Construction
Maintaining and Completing Projects, On Time / On Budget

Libla Communications 1980 to 1986

TCI Cable 1986 to 1992

Cablevision/Mediacom 1992 to 1999

Started Kim Wilson Construction, Inc. in 1999

(Telecommunications Contracting Company)

Sold KWC" Inc. 2013

Education

Osceola Public School District

Graduating class of 1980

CATI Installer Tech

CATI Service Tech

CATI Headend Tech

OSHA 10 Safety and Health

Skills

Operations Manager - Mediacom June 1992 to December 1999

Service Tech/Headend Tech - TCI from 1986 to June 1992

Construction Manager - Libla Communications from 1980 to 1986

Pre construction evaluations

Budget management

Managed over 60 employee's

Managing sub contract cost and labor

Over 25 years Management/Construction with Sales Experience

Jeffrey L. Hughes
8116 Beth
Rye, CO 81069
719-671-1734

SUMMARY OF QUALIFICATIONS

Over thirty years dedicated to excellence in the communications industry. Known to be a gifted supervisor, with a calm demeanor in high stress situations. Special expertise understanding customer's services and needs. Brings confidence to the table to make the sale. Ability to assess, design, estimate and manage implementation.

PROFESSIONAL EXPERIENCE

June 2014-Present

WANRack

VP Construction & Operations

Designed and estimated solutions for various Wide Area Networks from coast to coast. Project management and procurement. Oversee all construction in Midwest region.

2001-2014

Unite Private Networks

Network Sales Engineer

Assisted enterprise sales with lit circuits and dark fiber IRU's. Enabling Sale's staff and inspiring confidence to potential customers in our product offering. Tasked with developing network documentation thru ESRI base with intelligent software for enterprise networking sales.

Vice President of Operations. Designing and constructing private Wide Area Networks for school districts in many states.

1998-2001

McLeodUSA

Manager Network Engineering / OSP Manager.

Constructing a 650-mile fiber optic Sonnet ring infrastructure along the Front Range of Colorado and Wyoming.

1991 – 1997

News Press & Gazette, St. Joseph, Missouri

Technical Operations Manager

CABLEVISION of BULLHEAD CITY, Bullhead City Arizona (formerly Cox Cable and Dimension Cable).

1981 – 1991

HERITAGE CABLEVISION

District Chief Technician Silverthorne, Colorado

Fifteen headends, serving eighteen communities and five outlying areas. 31,000 subscribers.

EXHIBIT 3

CONFIDENTIAL

FINANCIAL CAPABILITY