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FILED 1/22/2020
DOCUMENT NO. 00477-2020
FPSC - COMMISSION CLERK

January 18, 2020

VIA PRIORITY MAIL

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

REDACTED

RECEIVED-FPSC
2020 JAN 22 AM 11:22
COMMISSION CLERK

RE: Simwood, Inc.'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.

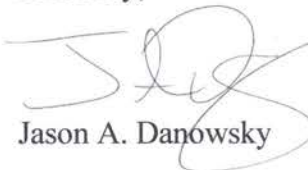
Simwood, Inc. requests confidential treatment of the documents and information provided in Exhibit 3 of the Application pursuant to Section 364.183(1) F.S. and FL PUC Rule § 25-22.006(5). The Application contains proprietary confidential business information, including financial information, as defined by Section 364.183(3) F.S. The disclosure of the information would cause undue harm to Simwood, Inc. 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

Check received via [unclear] and forwarded to Fiscal for deposit. Fiscal to forward deposit information to Records.

Initials of person who forwarded check

ALIS
1/22/2020

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: Simwood, Inc.

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

4. Official mailing address:

Street/Post Office Box: 5016 Spedale Ct., Ste. 306

City: Spring Hill

State: Tennessee

Zip: 37174

5. Florida address:

Company Name: Cogency Global, Inc.

Street/Post Office Box: 115 N CALHOUN ST, STE 4

City: Tallahassee

State: Florida

Zip: 32301

6. Structure of organization:

Individual

Foreign Corporation

General Partnership

Other, please specify:

Limited Liability Company

Corporation

Foreign Partnership

Limited Partnership

If LLC, 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: **N/A**.
8. **If foreign limited liability company**, provide proof of authority to operate in Florida. **See Exhibit 1**. The Florida Secretary of State corporate registration number is: **F1800004259**.
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: **N/A**.
10. **If a limited liability partnership**, please proof of registration to operate in Florida. The Florida Secretary of State registration number is: **N/A**.
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:** **36-4876392**

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

(a) The application:

Name: Mark Foster
Title: Attorney for Simwood, Inc.
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: mfoster@fosterdanowsky.com
Website Address: www.fosterdanowsky.com

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

Name: Tom Hadden
Title: Chief of Operations
Street/Post Office Box: 5016 Spedale Ct., Ste. 306
City: Spring Hill
State: TN
Zip: 37174
Telephone No.: 615-814-0102
Fax No.: N/A
E-Mail Address: Thomas.hadden@simwood.com
Website Address: <https://simwood.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.

N/A

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

California, Idaho, New York, Texas, West Virginia, Wyoming.

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

North Dakota, Oregon.

(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: Thomas Hadden
Title: Chief of Operations
Telephone No.: 615-814-0102
E-Mail Address: Thomas.hadden@simwood.com

Signature: 

Date: 1/17/2020

Exhibit 1

Proof of Authority to Operate in Florida

F180000004259

(Requestor's Name)

(Address)

(Address)

(City/State/Zip/Phone #)

PICK-UP WAIT MAIL

(Business Entity Name)

(Document Number)

Certified Copies _____ Certificates of Status _____

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18 SEP 14 PM 4:22

FILED
18 SEP 14 AM 8:26
DEPARTMENT OF STATE
HOLLAND, MISSISSIPPI

O SIMMONS
SEP 17 2018



COGENCYGLOBAL

115 N CALHOUN ST., STE. 4
TALLAHASSEE, FL 32301
866.625.0838
COGENCYGLOBAL.COM

Date: September 14, 2018

Account#: I20000000088

Name: KEN HOWELL

Reference #: A455243

Entity Name: SIMWOOD INC

Articles of Incorporation/Authorization to Transact Business

Amendment

Change of Agent

Reinstatement

Conversion

Merger

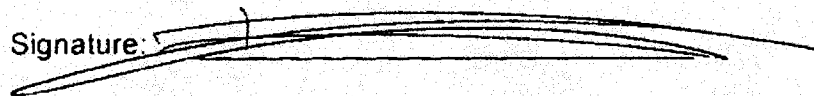
Dissolution/Withdrawal

Fictitious Name

Other _____

**ISSUES? CALL
KEN:
518-213-0738**

Authorized Amount: \$70.00

Signature: 

APPLICATION BY FOREIGN CORPORATION FOR AUTHORIZATION TO TRANSACT BUSINESS IN FLORIDA

IN COMPLIANCE WITH SECTION 607.1503, FLORIDA STATUTES, THE FOLLOWING IS SUBMITTED TO REGISTER A FOREIGN CORPORATION TO TRANSACT BUSINESS IN THE STATE OF FLORIDA.

1. Simwood Inc.
(Enter name of corporation; must include "INCORPORATED," "COMPANY," "CORPORATION," "Inc.," "Co.," "Corp.," "Inc.," "Co.," or "Corp.")

(If name unavailable in Florida, enter alternate corporate name adopted for the purpose of transacting business in Florida)

2. Wyoming 3. 36-4876392
(State or country under the law of which it is incorporated) (FEI number, if applicable)

4. August 21, 2017 5. _____
(Date of incorporation) (Date of duration, if other than perpetual)

6. _____
(Date first transacted business in Florida, if prior to registration)
(SEE SECTIONS 607.1501 & 607.1502, F.S., to determine penalty liability)

7. CubeM4 Business Park, Simwood House Bristol, Avon & Somerset BS16 1FX UK
(Principal office address)

CubeM4 Business Park, Simwood House Bristol, Avon & Somerset BS16 1FX UK
(Current mailing address, if different)

8. Name and street address of Florida registered agent: (P.O. Box NOT acceptable)

Name: COGENCY GLOBAL INC.

Office Address: 115 North Calhoun Street, Suite 4

Tallahassee, Florida 32301
(City) (Zip code)

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9. Registered agent's acceptance:

Having been named as registered agent and to accept service of process for the above stated corporation at the place designated in this application, I hereby accept the appointment as registered agent and agree to act in this capacity. I further agree to comply with the provisions of all statutes relative to the proper and complete performance of my duties, and I am familiar with and accept the obligations of my position as registered agent.

Karen McKown Asst. Secretary
(Registered agent's signature)

10. Attached is a certificate of existence duly authenticated, not more than 90 days prior to delivery of this application to the Department of State, by the Secretary of State or other official having custody of corporate records in the jurisdiction under the law of which it is incorporated.

11. Names and business addresses of officers and/or directors:

A. DIRECTORS

Chairman: Simon Paul Woodhead

Address: CubeM4 Business Park, Simwood House Bristol, Avon BS16 1FX United Kingdom

Vice Chairman: _____

Address: _____

Director: _____

Address: _____

Director: _____

Address: _____

B. OFFICERS

President: Simon Paul Woodhead

Address: CubeM4 Business Park, Simwood House Bristol, Avon BS16 1FX United Kingdom

Vice President: _____

Address: _____

Secretary: _____

Address: _____

Treasurer: _____

Address: _____

NOTE: If necessary, you may attach an addendum to the application listing additional officers and/or directors.

12. _____

Signature of Director or Officer

The officer or director signing this document (and who is listed in number 11 above) affirms that the facts stated herein are true and that he or she is aware that false information submitted in a document to the Department of State constitutes a third degree felony as provided for in s.817.155, F.S.

3. Simon Woodhead , President/Director

(Typed or printed name and capacity of person signing application)

FILED
18 SEP 14 11 26

STATE OF WYOMING
Office of the Secretary of State

I, EDWARD A. BUCHANAN, SECRETARY OF STATE of the STATE OF WYOMING, do hereby certify that according to the records of this office,

SIMWOOD INC.
is a
Profit Corporation

formed or qualified under the laws of Wyoming did on **August 21, 2017**, comply with all applicable requirements of this office. Its period of duration is Perpetual. This entity has been assigned entity identification number **2017-000765735**.

This entity is in existence and in good standing in this office and has filed all annual reports and paid all annual license taxes to date, or is not yet required to file such annual reports; and has not filed Articles of Dissolution.

I have affixed hereto the Great Seal of the State of Wyoming and duly generated, executed, authenticated, issued, delivered and communicated this official certificate at Cheyenne, Wyoming on this 14th day of September, 2018 at 12:13 PM. This certificate is assigned 027940529.



Edward A. Buchanan
Secretary of State

Exhibit 2

Managerial and Technical Capability

Biographies of Other Key Personnel

Simon Woodhead, Chief Executive Officer

Simon Woodhead's early career was in finance as a fund manager, within what became Deutsche Bank and Barclays Wealth. Simon had discretion to manage over 40m+ of funds before age 21, becoming the youngest qualified member of the Securities Institute. Simwood (<https://simwood.com>) was founded in 1996 (as 'eSMS': the world's first global gateway between the Internet and Mobile Phones), and Simon left finance in 1999 to focus on it and a number of other start-ups, eventually exiting all of them except Simwood by 2005. As CEO and architect, he shaped the current business of Simwood to be the wholesale voice and mobile operator it is today. In 2016 he was elected a Director of the London Internet Exchange (<http://www.linx.net>), the world's largest member-owned peering exchange operator. LINX operates peering exchanges across the UK and in North Virginia USA. In that role he speaks widely at industry events, often around the company's extensive research on voice fraud and infrastructure.)

Grahame Davies, Chairman

Grahame Davies has 30+ years' experience in the telecoms and technology sector, Grahame has built up several large organizations with tremendous success, Grahame took Demo internet from 5 to 80 staff in three years, Grahame was Managing Director of Easynet 1992-95 growing the business to revenues of £70M+ and 350 staff, Grahame has gone on to work with many businesses in the telecoms space adding structure with many achievements and accolades.

Thomas Hadden, Chief Operations Officer ("COO")

Mr. Hadden has more than Thirty years of experience in the design, development, and marketing of telecommunications, VoIP, wide-area networking and storage management products. As Chief Operating Officer "COO" of Simwood Inc., Mr. Hadden is responsible for day to day operations. Currently Mr. Hadden is involved in achieving IPES status and a 214 in addition to the current CLEC status Simwood currently holds. Prior to Simwood Mr. Hadden was responsible for the merger and acquisition of the independent CLECs. He was responsible for the strategic CLEC portions of the individual holdings, including TNE Telephone, Inc., focusing on key contractual agreements with Tier 1 carriers such as AT&T, Verizon, CenturyLink, and Level 3. Prior to starting TNE Telephone, Inc., he served as Chairman of the Board and CEO for a Georgia-based CLEC, Kinloch Telephone, Inc.; Anderson Telephone, Inc., a South Carolina CLEC; and Carrboro Telephone, Inc., a North Carolina CLEC. Mr. Hadden also cofounded Vault Telephone, Inc., which is a wholesale telecom solutions provider offering VoIP, SS7, SMS/800, and LNP. Around the time of the millennium, Mr. Hadden served as the Chief Network Officer for Universal Access, Inc., which went public in 2000 with stock symbol "UAXS". During this period, Universal Access built out 12 carrier colocation sites and completed CLEC status in 6 States. Hadden was responsible for all carrier interconnections, colocation, network operations, network monitoring and 24 x 7 Network Operations Centers (NOCs). Prior to employment with Universal Access, Inc., Mr. Hadden was President of Vaultline, Inc. in California. Vaultline was one of the first unregulated carriers to operate an OC48 SONET ring around the entire San Francisco Bay Area with what was Pacific Bell at that time. Mr. Hadden also cofounded Synergistic Networking Solutions, Inc. in 1993, a software developing company providing OEMs with innovative storage management software capable of modular data storage from the desktop environment. As manager of Intel's application-specific servers and network products in the early '90s, Mr. Hadden was responsible for assessing market needs and employing strategic product development. While with Tecmar, Inc., a data storage and communications product manufacturer, he developed a series of products including the entire line of ProLine tape backup systems, and ProServe software, traveling across Europe, and running the "train the trainer" programs to develop key distributors of Tecmar in Europe. Recognized as an expert in network disaster prevention and recovery, Mr. Hadden worked with NASA at its headquarters in Cocoa Beach, Florida, on networking facilities prior to the

testbed for Pre-Launch Shuttle sequencing. Mr. Hadden also served as Technical Editor for Patrick H. Corrigan's Backing up NetWare LANs (M&T Books) and has had articles published in LAN Times, LAN Technology, NetWare Technical Journal, Computer Technology Review and Computing Canada. Additionally, he has spoken publicly at trade events such as Interop, NetWorld, Networks Expo and PC Expo.

Charles Chance, Group Chief Technology Officer ("CTO")

Charles Chance has a proven track record of building highly resilient, scalable networks and cloud-based services. He has been involved in a number of telecommunications businesses over the past 10+ years and in 2010 founded communications-focused technology company Sipcentric Ltd, developing an entirely flexible and reliable hosted telephony platform for use by ITSPs globally.

Sipcentric later became a communications provider in its own right and in 2019 was acquired by Simwood Group PLC. Charles subsequently joined the board as Group CTO and is now ultimately responsible for the ongoing reliability and interoperability of all networks and technologies across the group, whilst overseeing a process of continuous improvement and development moving forward.

Charles is also an active contributor to several open source projects within the telecommunications sector, including a widely used SIP router application to which his contributions have been instrumental in advancing its clustering and horizontal scaling capabilities over the years.

Cathryn Zygadlo, Director of Operations

Ms. Zygadlo is responsible for overseeing the day-to-day carrier operations and compliance. Ms. Zygadlo is also responsible for managing a staff of project managers to complete projects while maintaining communications with both vendors and customers. Ms. Zygadlo will be coordinating with vendors, customers and management to ensure Simwood, Inc. services meet or exceed customer expectations while carefully managing all cost aspects. Ms. Zygadlo will also provide support to the Sales and Accounting areas.

Prior to Simwood Inc., was a founder of TNE Telephone, Inc., Ms. Zygadlo worked for iNetworks where she was the Director of Operations. Ms. Zygadlo managed the staff and coordinated all reporting activities. Ms. Zygadlo designed the internal processes for iNetworks and managed the installation of over 100 million dollars in circuits monthly while maintaining strict Government specifications.

Ms. Zygadlo was VP of Operations in charge of all provisioning, design, installation and customer satisfaction staff at Universal Access, Inc. Ms. Zygadlo was the 7th employee for Universal Access and helped grow the business into a multi-million dollar public company. Ms. Zygadlo was also responsible for integration of multiple software company purchases, producing Universal Access, Inc.'s first pricing and tariff management software.

Ms. Zygadlo has been working in Telecommunication Operations for 25 years.

- US- Communications – Director, Customer Support – 1994 through 1996
- Universal Access – VP Operations – 1996 through 2007
- INetworks – Director of Operations – 2007 through 2009
- TNE Global, LLC – VP Operations – 2009 through 2013
- TNE Telephone, Inc. - EVP Operations - 2013 through 2018
- Simwood Inc. - Director of Operations - 2018 - present

Rachel Downing, Head Of Porting / Head Of Customer Service

Rachel Dowling is a Senior Manager at Simwood. She joined the team in 2011 as first line support and has progressed through the company to become Head of Porting and a point of escalation for the Operations Desk. Rachel was involved in setting up Simwood's first porting agreements in 2013 and now focuses on number exports and Non-geographic portability. In addition to this Rachel is responsible for processing and paying supplier invoices and company Payroll.

Frazer Barnett, Head of Sales/Marketing and Operations

Frazer Barnett is Head of Sales and Marketing, he has worked in telecoms for 17+ years starting his career at Virgin Mobile learning his trade as Customer service, moving into technical support. He then entered the Sales arena moving to a VoIP provider in the South West of England, rising from cold calling Sales to Sales management leading a team of 15 over a period of 7 years, taking the company from £5M turnover to £7M in a couple of years. Having joined Simwood 2+ years, Frazer has continued growing the company's turnover in similar fashion whilst mentoring and scaling the Operations desk as the company grows from 5 to 15+ employees.

Mark Bown, Director of Engineering

Mark Bown was one of the Chief Architects with Mr. Hadden at Vaultline in the Bay Area. Mr. Bown also works to maintain the current fiber network and switching equipment and has continued through the years to expand on his expertise and currently is a CCNE (Cisco Certified Network Engineer) and will continue to work with the new CLEC on design and deployment of its network infrastructure primarily used in the VoIP edge to customers. He will also be involved with Ms. Zygadlo and Thomas Hadden in- the continued expansion of the SS7 network to targeted Tandems for interconnection to ILECs and IXCs.

- UFA Director Technical Analyst /Network Development 2007 -2008
- Designed and implemented the IT infrastructure for the new 5 story UFA head office. Working with architects, construction crews, and Telco's to provide direction. Creating a completely fault tolerant network, and changing the internal infrastructure
 - Designed and implemented all the IT infrastructure for over 20 retail stores and gas stations
 - Redesigning the Red Deer UFA Farm store, converting from a single store to a four building campus
 - Implemented a complete Nortel VoIP telephone system replacing the older analog systems. Creating a two core system and tied Red Deer's location into the system
 - Acquired /22 from ARIN in order to establish UFA as their own ISP never having to change IPs again
 - Redesigning UFA's internal network, segmenting essential network elements and creating a secure environment
 - Cleaned up 7 major security holes, establishing a clean network with VPN access
 - Created a template system for new builds giving UFA IT standards for network and building structure
 - Converted the static routing structure to a EIGRP and BGP setup
 - Migrated over 60 56k frame relay connection to ADSL with minimal down time
 - Created a mobile networking package that allowed UFA to utilize EVDO in order to act as an emergency network connection as well as to provide connection to sites that would not meet UFA required install date by the local Telco
- MTS Allstream Sr. Network Consultant 2006-2007
- Evaluated and redesigned over 40 Customer LAN/WAN
 - Sr. Fault isolation specialist for Allstream's Cisco Clients

- Installed and maintained many cross country connection from Canada to USA
- Installed Cisco ASAs, Cisco NAC, and other security appliances

GDC/Layer One Networking Consultant 2004–2006

- Acquired 7 /20, 2 /19 IP blocks, established 12 Organization IDs, from ARIN for GDC
- Created 6 major networks with intricate BGP routing policies over multiple ISPs
- Documented and analyzed 27 networks, correcting and improving each design
- Managed routing policy for 14 independent networks with a total of 31 ISP's
- Restructured over 20 network routing systems

Optigate Networks Director of Engineering 2000–2004

- Acquired 2 /18, 3 /19, and 5 /20 IP blocks from ARIN for Optigate and its customers
- Directed and coordinated all internet connectivity for InterOpt Show in Las Vegas for 2003 and 2004
- Developed a voice TDM and IP Department for International VOIP wholesale
- Established peering with over 135 peers to reduce our transit cost by 50%
- Acquired the routing appliances to streamline routing through our lower cost transit providers
- Acted as lead Engineer for the Wireless Department
- Held training classes for technicians on everything from cabling to BGP
- Helped develop the Abuse Department for spam complaints
- Developed a network routing structure for internal routes with the Optigate Atomius System Using BGP4 and OSPF as the catalyst
- Started the deployment of Cisco routers around the nation and established BGP4 routing policies to be used with other Atomius Systems Nationally
- Identified many BGP4 Routing problems on the network and reduced traffic to a provider that was incorrectly billing the company for transit
- Created networking and system standards for the company in the form of White papers and procedures
- Implemented a monitoring system via MRTG, Nagios, and Big Brother
- Network documentation and development for internal and customers use
- Co-Designed and oversaw construction of the First A-Class data facility in Jakarta, Indonesia

Globix Corp. Sr. Network Engineer 1999–2000

- Backbone network fault isolation, specializing in ATM and BGP
- Implemented the solution to provide DS1, fractional DS1, and frame relay from all of our worldwide locations via ATM (BPX,IGX)
- Wrote the instructional documentation to support installation and maintenance of all ATM circuits
- Reduced our cost on all Cisco equipment by 4 points, establishing a strong relationship between us and a new Cisco reseller
- Network documentation and development for internal use and customers

Digital Island Inc. Network Engineer
1998–1999

- Project Coordination of customer installation, and International Data Center build-outs
- Customer and peer BGP turn up and route a maintenance
- Data Center build-out, overseeing rack and room layout, cable installation, carrier facility installation, as well as dealing with local contractors and unions
- Helped design and implement new data facility in the Docklands of London, England
- Network product research and acquisition, and supplier relations
- Writing network documentation and instructional teaching aids on procedures as well as hardware installation

Vaultline Inc. Chief Development Engineer 1997–1998

I- charge of maintaining levels of standards for all OC carrier connections pertaining to our Stratacom BPX ATM switch and Cisco routers
- Acquired a /16 from ARIN and maintained all IP records

CONFIDENTIAL Exhibit 3

Financial Capability