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January 29, 2021

**VIA ELECTRONIC FILING**

Braulio L. Baez, Executive Director  
Florida Public Service Commission  
Office of Commission Clerk  
2540 Shumard Oak Blvd.  
Tallahassee, Florida 32399-0850

*Re: Notice of the Direct Transfer of Control of Telco Experts, LLC*

Dear Mr. Baez:

Eric Klein and Adam Goldberg (“Transferors”) and Redwood Services Group, LLC (“Redwood” or “Transferee,” and collectively with Transferors, the “Parties”) hereby notify the Florida Public Service Commission (“Commission”) that on December 30, 2020, the Parties completed a transaction (the “Transaction”) whereby Redwood acquired control of Telco Experts, LLC (“Telco Experts” or “Licensee”). The Parties submit this letter for informational purposes to ensure the accuracy of the Commission’s records.

**I. DESCRIPTION OF THE PARTIES**

**A. Telco Experts, LLC**

*Telco Experts, LLC.* Telco Experts is a Delaware limited liability company headquartered at 169 Ramapo Valley Road, Floor 3, Suite 303, Oakland, NJ 07436. It is wholly owned and controlled by its founders, Eric Klein and Adam Goldberg, both of whom are U.S. citizens. Prior to the Transaction, Eric Klein held a 55 percent voting and equity interest in Telco Experts, and Adam Goldberg held a 45 percent interest.

Telco Experts is a non-facilities-based reseller that provides switchless international, long distance, and local exchange telecommunications services, as well as toll-free services, voice over internet protocol (or VoIP), and unified communications and Internet access solutions to both residential and business customers. Telco Experts specializes in developing advanced retail enterprise-level communications services through the strategic combination and management of

services that it acquires on a wholesale basis from multiple facilities-based carriers and technology companies. Telco Experts currently holds state public utility commission authorizations in 21 states<sup>1</sup> and the District of Columbia, and also provides non-regulated communications services in an additional eleven states.<sup>2</sup> Telco Experts is authorized in Case No. 20110040 to provide resold local exchange telecommunications services in Florida.

## **B. Redwood Services Group, LLC**

*Redwood Services Group, LLC.* Redwood is a limited liability company investment vehicle ultimately indirectly controlled by Delaware limited partnership Alpine Investors VI, LP, an affiliate of the Alpine Investors private equity firm (“Alpine”). Alpine is ultimately controlled by its founder Graham Weaver, who is a U.S. citizen. Alpine, which has approximately \$3.0 billion under management, generally makes controlling investments in middle-market software and technology services companies. Alpine focuses on purchasing strong and consistent businesses with recurring revenue. It contributes its extensive operational experience in the technology sector to each of its portfolio companies, as well as providing them access to capital needed to advance their business objectives and improve their service offerings. Alpine’s leadership team has worked together for over ten years to make successful and productive investments in the communications and technology sector.

## **II. DESCRIPTION OF THE TRANSACTION**

On September 29, 2020, Telco Experts, Eric Klein and Adam Goldberg, and Redwood entered into a Membership Interest Purchase Agreement pursuant to which Redwood acquired all of the outstanding membership interests in Telco Experts for a cash payment. The completion of the Transaction was conditioned on, among other things, obtaining required federal and state regulatory approvals. The parties consummated the Transaction as promptly as practicable after all closing conditions were satisfied or waived. As a result of the Transaction, Telco Experts became a wholly owned, direct subsidiary of Redwood. Exhibit A includes pre-closing and post-closing organizational diagrams illustrating the pre- and post-Transaction ownership of Telco Experts.

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<sup>1</sup> These states are Arizona, California, Connecticut, Delaware, Florida, Illinois, Kentucky, Louisiana, Maryland, Massachusetts, Minnesota, Missouri, New Hampshire, New York, North Carolina, Ohio, Pennsylvania, Rhode Island, Tennessee, Texas, and Virginia.

<sup>2</sup> These states are Alabama, Arkansas, Colorado, Georgia, Indiana, Montana, Nevada, Oklahoma, Oregon, Wisconsin, and Wyoming.

### **III. DESIGNATED CONTACTS**

All correspondence and communications with respect to this filing should be addressed or directed as follows:

For Transferors and Licensee:

Attn: Eric Klein, CEO  
169 Ramapo Valley Road  
Floor 3, Suite 303  
Oakland, NJ 07436  
Tel: (212) 452-6000

*with a copy to:*

Dana Hoyle  
4304 Voncille Street  
Haltom City, TX 76117  
Tel: (817) 724-2125  
hoyleregaffairs@gmail.com

For Transferee:

Redwood Services Group, LLC  
Attn: Brad Wittwer  
c/o Evergreen Services Group, LLC  
1 California Street, Suite 2900  
San Francisco, CA 94111  
Tel: (415) 591-1318  
bwittwer@evergreensg.com

*with a copy to:*

Phillip R. Marchesiello  
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#### **IV. PUBLIC INTEREST CONSIDERATIONS**

The proposed Transaction served the public interest. The change in Telco Experts' ultimate control occurred at the parent level and did not involve any assignment of operating authority, assets, or customers. The technical team of Telco Experts continues to manage the day-to-day operations and businesses of the company following completion of the Transaction, and its current managers remain with Telco Experts. Thus, the company continues to be operated by highly experienced, well-qualified management and technical personnel. In addition, Telco Experts now draws upon the experience of Alpine's management team following the Transaction, as well as additional Alpine-trained managers who are expected to be added to Telco Expert's current management team. Further, as a result of the Transaction, Telco Experts has enhanced access to capital and financing enabled through Alpine.

Telco Experts continues to provide competitive and innovative service to existing customers at the same rates, terms, and conditions and in the same geographic areas as currently provided. Any future changes in the rates, terms, or conditions of service will be undertaken pursuant to customer contracts and any applicable federal and state notice and tariff requirements. The Transaction was fully transparent to Telco Experts' customers, and it will not result in the discontinuance, reduction, loss, or impairment of service to any customer.

#### **V. CONCLUSION**

For the reasons stated above, the Transaction served the public interest. If you have any questions regarding this notification, please contact the undersigned.

Respectfully submitted,

/s/ Phillip R. Marchesiello

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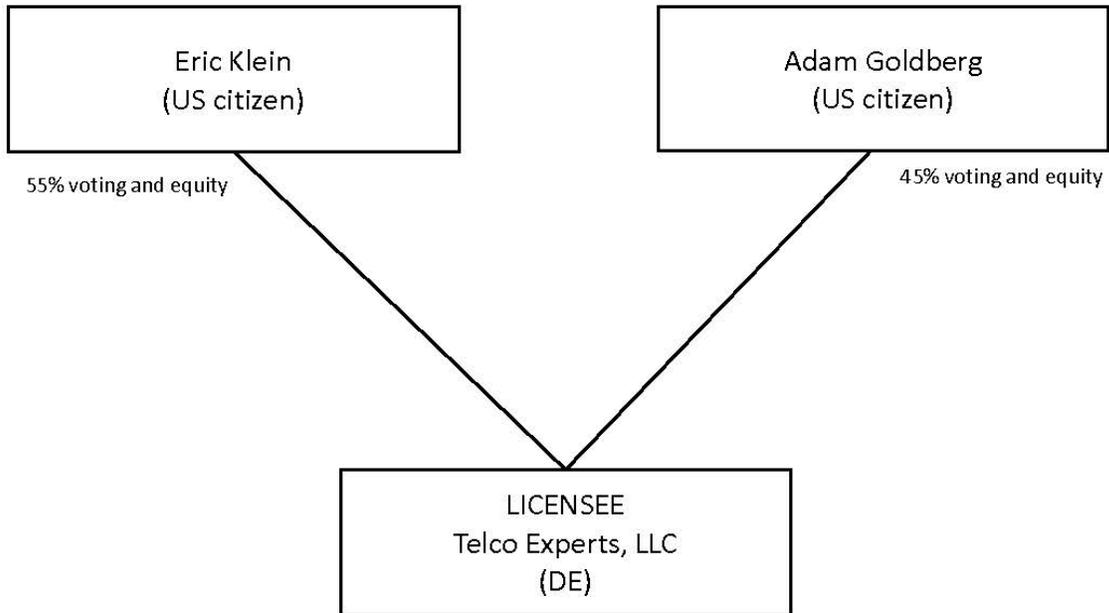
*Counsel for Redwood Services Group, LLC*

January 29, 2021

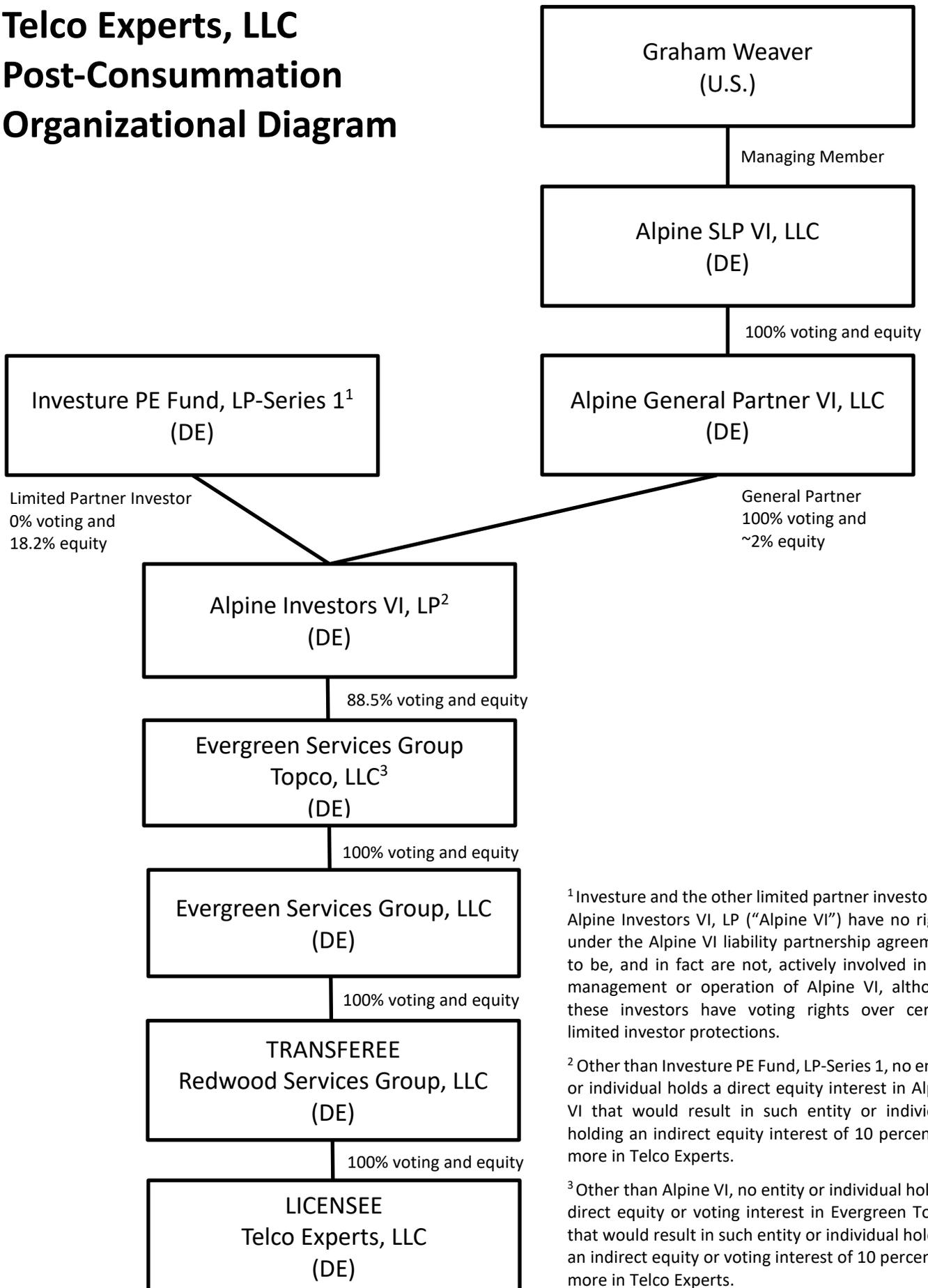
**EXHIBIT A**

**PRE- AND POST-CLOSING ORGANIZATIONAL DIAGRAMS**

**Telco Experts, LLC  
Pre-Consummation Organizational Diagram**



# Telco Experts, LLC Post-Consummation Organizational Diagram



<sup>1</sup> Investure and the other limited partner investors in Alpine Investors VI, LP (“Alpine VI”) have no rights under the Alpine VI liability partnership agreement to be, and in fact are not, actively involved in the management or operation of Alpine VI, although these investors have voting rights over certain limited investor protections.

<sup>2</sup> Other than Investure PE Fund, LP-Series 1, no entity or individual holds a direct equity interest in Alpine VI that would result in such entity or individual holding an indirect equity interest of 10 percent or more in Telco Experts.

<sup>3</sup> Other than Alpine VI, no entity or individual holds a direct equity or voting interest in Evergreen Topco that would result in such entity or individual holding an indirect equity or voting interest of 10 percent or more in Telco Experts.