



TO WHOM SO EVER IT MAY CONCERN

To

Florida Public Service Commission  
Office of Commission Clerk  
2540 Shumard Oak Blvd.  
Tallahassee, Florida 32399-0850

Date: 2/14/2023

Dear Sir/Madam,

This memo is to inform you that the attached application is a revised application and the non-refundable fee of \$500 was previously paid with the original application. Please see Docket number 20220200-TX for reference of the original application that was previously submitted.

Thank you,

*Clayon Thompson*

Clayon Thompson

# FLORIDA PUBLIC SERVICE COMMISSION

## OFFICE OF INDUSTRY DEVELOPMENT AND MARKET ANALYSIS

### APPLICATION FOR ORIGINAL AUTHORITY OR TRANSFER OF AUTHORITY TO PROVIDE TELECOMMUNICATIONS SERVICE IN THE STATE OF FLORIDA

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#### INSTRUCTIONS

This form should be used as the application for an original certificate and transfer of an existing certificate (from a Florida certificated company to a non-certificated company). In the case of a transfer, the information shall be provided by the transferee. If you have other questions about completing the form, call **(850) 413-6600**.

Print or type all responses to each item requested in the application. If an item is not applicable, please explain. All questions must be answered. If unable to answer the question in the allotted space, please continue on a separate sheet.

Once completed, submit the **original and one copy** of this form along with a **non-refundable** fee of **\$500.00** to:

**Florida Public Service Commission  
Office of Commission Clerk  
2540 Shumard Oak Blvd.  
Tallahassee, Florida 32399-0850  
(850) 413-6770**

# APPLICATION

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 rather than apply for a new certificate.

Please provide the following:

1. Full name of company, including fictitious name(s), that must match identically with name(s) on file with the Florida Department of State, Division of Corporations registration:  
Cirion Technologies Solutions, LLC.  
\_\_\_\_\_  
\_\_\_\_\_

2. The Florida Secretary of State corporate registration number:  
\_\_\_\_\_

3. F.E.I. Number: 65-0600569  
\_\_\_\_\_

4. Structure of organization:

The company will be operating as a:  
(Check all that apply):

- |                                     |                           |                          |                                       |
|-------------------------------------|---------------------------|--------------------------|---------------------------------------|
| <input type="checkbox"/>            | Corporation               | <input type="checkbox"/> | General Partnership                   |
| <input type="checkbox"/>            | Foreign Corporation       | <input type="checkbox"/> | Foreign Partnership                   |
| <input checked="" type="checkbox"/> | Limited Liability Company | <input type="checkbox"/> | Limited Partnership                   |
| <input type="checkbox"/>            | Sole Proprietorship       | <input type="checkbox"/> | Other, please specify below:<br>_____ |

**If a partnership**, provide a copy of the partnership agreement.

**If a foreign limited partnership**, proof of compliance with the foreign limited partnership statute (Chapter 620.169, FS). The Florida registration number is: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**5. Who will serve as point of contact to the Commission in regard to the following?**

(a) This application:

Name: Clayon Thompson  
Title: Sr. Tax Manager  
Street Address: 801 Brickell Ave, Suite 2400  
Post Office Box: \_\_\_\_\_  
City: Miami  
State: Florida  
Zip: 33130  
Telephone No.: 561-479-8052  
Fax No.: \_\_\_\_\_  
E-Mail Address: clayon.thompson@ciriontechnologies.com

(b) Ongoing operations of the company:

(This company liaison will be the point of contact for FPSC correspondence. This point of contact can be updated if a change is necessary but this must be completed at the time the application is filed).

Name: Clayon Thompson  
Title: Sr. Tax Manager  
Street Address: 801 Brickell Ave, Suite 2400  
Post Office Box: \_\_\_\_\_  
City: Miami  
State: Florida  
Zip: 33130  
Telephone No.: 561-479-8052  
Fax No.: \_\_\_\_\_  
E-Mail Address: clayon.thompson@ciriontechnologies.com  
Company Homepage: https://www.ciriontechnologies.com/pt/

(c) Optional secondary point of contact or liaison:

(This point of contact will not receive FPSC correspondence but will be on file with the FPSC).

Name: Carlos Gaeta  
Title: Tax Director  
Street Address: 801 Brickell Ave, Suite 2400  
Post Office Box: \_\_\_\_\_  
City: Miami  
State: Florida  
Zip: 33130  
Telephone No.: 305 - 808 - 6068  
Fax No.: \_\_\_\_\_  
E-Mail Address: Carlos.gaeta@ciriontechnologies.com

6. Physical address for the applicant that will do business in Florida:

Street address: 801 Brickell Ave, Suite 2400  
City: Miami  
State: Florida  
Zip: 33130  
Telephone No.: 305-808-6068  
Fax No.:  
E-Mail Address: clayon.thompson@ciriontechnologies.com

7. List the state(s), and accompanying docket number(s), in which the applicant has:

(a) **operated** as a telecommunications company. \_\_\_\_\_

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

(c) **been certificated** to operate as a telecommunications company. \_\_\_\_\_

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

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

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

8. The following questions pertain to the officers and directors. Have any 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)?  Granted  Denied  Neither

If granted provide explanation and list the certificate holder and certificate number.

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If denied provide explanation.

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(c) an officer, director, and partner in any other Florida certificated telecommunications company?  Yes  No

If yes, give name of company and relationship. If no longer associated with company, give reason why not.

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9. Florida Statute 364.335(1)(a) requires a company seeking a certificate of authority to demonstrate its managerial, technical, and financial ability to provide telecommunications service.

**Note:** *It is the applicant's burden to demonstrate that it possesses adequate managerial ability, technical ability, and financial ability. Additional supporting information may be supplied at the discretion of the applicant. For the purposes of this application, financial statements MUST contain the balance sheet, income statement, and statement of retained earnings.*

- (a) **Managerial ability:** An applicant must provide 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 ability:** An applicant must provide 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 ability:** An applicant must provide financial statements demonstrating financial ability by submitting a balance sheet, income statement, and retained earnings statement. An applicant that has audited financial statements for the most recent three years must provide those financial statements. If a full three years' historical data is not available, the application must include both historical financial data and pro forma data to supplement. An applicant of a newly established company must provide three years' pro forma data. If the applicant does not have audited financial statements, it must be so stated and signed by either the applicant's chief executive officer or chief financial officer affirming that the financial statements are true and correct.

10. Where will you officially designate as your place of publicly publishing your schedule a/k/a tariffs or price lists)? (Tariffs or price lists MUST be publicly published to comply with Florida Statute 364.04).

Florida Public Service Commission

Website – Please provide Website address: <https://www.ciriontechnologies.com/pt/>

Other – Please provide address: \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**THIS PAGE MUST BE COMPLETED AND SIGNED**

**REGULATORY ASSESSMENT FEE:** I understand that all telecommunications companies must pay a regulatory assessment fee. A minimum annual assessment fee, as defined by the Commission, is required.

**RECEIPT AND UNDERSTANDING OF RULES:** I understand the Florida Public Service Commission's rules, orders, and laws relating to the provisioning of telecommunications company service in Florida.

**APPLICANT ACKNOWLEDGEMENT:** By my signature below, I, the undersigned owner or officer, attest to the accuracy of the information contained in this application and attached documents and that the applicant has the technical ability, managerial ability, and financial ability 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 have the authority to sign on behalf of my company and agree to comply, now and in the future, with all applicable Commission rules, orders and laws.

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 or her 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: Carlos Gaeta  
Title: Officer - Tax director  
Telephone No.: 305-808-6068  
E-Mail Address: carlos.gaeta@ciriontechnologies.com



Carlos E. Gaeta

2/14/2023

Signature: \_\_\_\_\_ Date: \_\_\_\_\_



## CERTIFICATE TRANSFER

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: \_\_\_\_\_

CIRION TECHNOLOGIES SOLUTION, LLC K273

Period: 12/31/2022 and forecast

Format: Debit/(Credit)

IN USD

**BALANCE SHEET**

CIRION		CIRION	Forecast	Forecast	Forecast
		DEC 2022	DEC 2023	DEC 2024	DEC 2025
<b>Asset</b>	Cash	7,170,571	13,455,387	14,151,701	14,952,238
	Asset	10,752,439	20,176,668	21,220,807	22,421,232
	Fixed Asset	499,813,153	937,886,235	986,421,661	1,042,221,850
<b>Total Asset</b>		<b>517,736,163</b>	<b>971,518,291</b>	<b>1,021,794,169</b>	<b>1,079,595,320</b>
<b>Liability</b>	Liability	(273,993,922)	(514,142,388)	(540,749,154)	(571,338,410)
<b>Total Liability</b>		<b>(273,993,922)</b>	<b>(514,142,388)</b>	<b>(540,749,154)</b>	<b>(571,338,410)</b>
<b>Equity</b>	Equity	(243,742,241)	(457,375,903)	(481,045,015)	(508,256,910)
<b>Total Equity</b>		<b>(243,742,241)</b>	<b>(457,375,903)</b>	<b>(481,045,015)</b>	<b>(508,256,910)</b>

**P&L**

CIRION		CIRION	Forecast	Forecast	Forecast
		AUG-DEC 2022	JAN-DEC 2023	JAN-DEC 2024	JAN-DEC 2025
<b>Revenue</b>		(87,668,016)	(164,506,727)	(173,019,917)	(182,807,358)
		<b>(87,668,016)</b>	<b>(164,506,727)</b>	<b>(173,019,917)</b>	<b>(182,807,358)</b>
<b>Netex</b>		29,963,274	56,225,295	59,134,942	62,480,105
<b>Netex Aff</b>		31,374,119	58,872,709	61,919,360	65,422,032
<b>Expense</b>		19,672,047	36,914,078	38,824,375	41,020,603
<b>Capitalized Expenses</b>		(932,187)	(1,749,225)	(1,839,747)	(1,943,819)
<b>Depreciation and Amortization</b>		1,076,616	2,020,241	2,124,788	2,244,984
		<b>81,153,868</b>	<b>152,283,098</b>	<b>160,163,718</b>	<b>169,223,906</b>
<b>Taxes</b>		121,747	228,455	240,278	253,870
		<b>121,747</b>	<b>228,455</b>	<b>240,278</b>	<b>253,870</b>
<b>Total (Net Income)/Net Expense</b>		<b>(6,392,401)</b>	<b>(11,995,173)</b>	<b>(12,615,921)</b>	<b>(13,329,582)</b>



# GABRIEL HOLGADO

808 Brickell Key Dr. Apt. 805, Miami, FL, 33131  
Mobile: 305-781-6621 • [Gabriel.Holgado@ciriontechnologies.com](mailto:Gabriel.Holgado@ciriontechnologies.com)

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## Gabriel Holgado

Executive Vice-president Global Sales

**Cirion Technologies**

**Gabriel Holgado** is EVP of Global Sales for Cirion Technologies and oversees and directs the sales and post-sales teams to meet customer satisfaction, secure the sales revenue objectives, contribute to the overall profitability of Cirion.

With over 30 years of professional career, Gabriel Holgado was recognized by Capacity Media as one of the Top 100 influencers (Power 100) of the global telecommunications industry.

Mr. Holgado is an executive with expertise in global business development, marketing, sales & strategy. He has an important track record on international complex negotiations and leading business expansions in Latin-American. He has successfully participated on the launch of telecommunications operations in South America.

Prior to joining the company, Mr. Holgado worked at AT&T as Carrier Relations Manager and at Telefónica leading the Switch & Data division within the Technology Department.

Mr. Gabriel Holgado has a degree in Electric & Electronic Engineering from the National University of Córdoba, an MBA from Universidad Torcuato Di Tella and a Post Graduate degree in Negotiation from Universidad Católica Argentina.

He also attended different Executive Development programs at UNC Kenan-Flager Business School, Universidad Adolfo Ibañez in Chile and Emory University in Atlanta, US.

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## PROFESSIONAL EXPERIENCE

### CIRION TECHNOLOGIES

#### **EVP Global Sales** (Aug 2022 – present)

- Oversees and directs the sales and post-sales teams to meet customer satisfaction, secure the sales revenue objectives, contribute to the overall profitability of Cirion.
- Leverages and leads a Sales and Sales Support force of over 80 team members distributed throughout Latin America including Argentina, Brazil, Chile, Colombia, Mexico, Panama, Venezuela, and Miami.
- Determines and drives the global sales strategy to build and grow Cirion Technologies' business.
- Defines sales processes that drive desired sales outcomes and identifies improvements. Lead ongoing analysis of business performance to support Cirion's corporate goals.
- Manages senior level customer relationships.
- Member of the Senior Management Team and reporting to the CEO.

### LUMEN (former CenturyLink)

#### **Vice President of Sales** (Nov 2017 – July 2022)

- Responsible for leading a sales and post sales team addressing the following markets and segments for needs in Latin-America:
  - Wholesale (telecom operators)
  - Hyperscalers
  - Global Accounts
  - Enterprise business in Mexico, Central América and the Caribbean.
  - Indirect Partners.
- Led a Sales and Support team for over 50 members distributed throughout Latin America including Argentina, Brazil, Chile, Colombia, Mexico, Panama, Venezuela and Miami.
- Maximized margin contribution and productivity. Led the team towards reaching the highest productivity for Latam.
- Member of the Latam Senior Management Team

### LEVEL 3 (former GLOBAL CROSSING)

#### **Vice President Carrier Sales Latin America & Caribbean & GAM accounts** (Oct 2011 – Oct 2017)

- Responsible for the top Enterprise and Wholesale accounts in the Latin America & Caribbean Region.
- Led a top performer team specialized in complex sales negotiations and revenue growth in region.

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- Led the highest revenue growth ratios of the region and across the company worldwide.
- Led the transition the GAM Model while leading the WS business in region with no disruption of the business and keeping the team highly motivated and focused on results and customer experience.
- Member of the LATAM Senior Management Team reporting to the Regional President since 2009 and to the Head of the Global Account division.

## GLOBAL CROSSING

### **Senior Vice President Carrier Sales Latin America & Caribbean (Feb 2008 – Oct 2011)**

- Responsible for wholesale business in the Latin America & Caribbean Region reporting to the President of Level 3 Latin America.
- Member of the Latam Senior Management Team
- Led a Sales and Support force of 40 Members distributed throughout Latin America including Argentina, Brazil, Chile, Colombia, Mexico, Panama, Venezuela and Miami.
- Successfully driven LA&C to become an important contributor as part of GC Wholesale consolidated revenue figures representing 20% of the total Monthly Revenue Contribution and over 65% of the special prepaid deals.
- Doubled revenue contribution in 3 years

### **Regional Sales Director – Argentina, Brazil, Chile, Peru and Uruguay (May 2007 - 2008)**

- Responsible for wholesale business in the region. Successfully increased the level of revenue of the Wholesale business in the Region and turn it into a major wholesale revenue contributor for the Company.
- Singularly lead the effort to implement the financial Capex concept of Prepaid deals to Latin America in long term contract as demonstrated by successfully executing and collecting consistently over 50% of cash collected worldwide.
- Achieved an 80% growth in 2007. Successfully executed an aggressive sale strategy for up selling on current customers and diversifying revenue string through new logos.
- Tripled revenue in Brazil in the second year under my responsibility

### **Regional Sales Director – Southern Cone & Andinos (2000 – July 2005)**

- Delivered over \$100 million revenue in the first year of operation exceeding target and achieving 80% of the total revenue for South America. Led Southern Cone & Peru to become a major contributor of the revenue string over bigger markets.
- Successfully implemented new business model and closed 4 major contracts within the first 6 months.
- Increased market participation from a starting point of 17% and increased market share participation to over 70%+ market share in 1<sup>st</sup> year in Argentina and 70%+ market share in 3<sup>rd</sup> year in Chile.
- Responsible for launching operations in LATAM: Developed business plan, secured all licenses, recruited staff, created sales/marketing initiatives.

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## AT&T

### Correspondent Relations Manager – Argentina & Uruguay (1997 - 1999)

- Negotiated first agreement on traffic policy in the Region for the company and implemented the first IVPN service available in the market between Argentina and US.
- Developed country profitability profiles and secured new business opportunities in Argentina and Uruguay.
- Led the process for identifying new opportunities based on non-traditional and alternative traffic methods.
- Maximized voice traffic revenue by achieving the highest completion rate in Latin America in 1997 and 1998.

## TELEFÓNICA

### Coordinator – Switching Testing – Laboratory (1993 - 1997)

- Vendor selection and negotiation.
- Coordinated the first ATM network to be implemented in the company. Participated in objective definition, task assignment, planning and scheduling and in the network vendor selection on economics and technical aspects.

## EDUCATIONAL BACKGROUND

- **Executive Development Program** at UNC Kenan-Flager Business School, North Carolina, US.
- **Business, Economy & Culture in China**, Fudan University, Shanghai, China 2013.
- **Managerial Leadership: International Executive Program**, Universidad Adolfo Ibañez, Chile, 2011.
- **Executive Development Program**, Emory University, Atlanta, US, 2007.
- **MBA**: Universidad Torcuato Di Tella, Buenos Aires, Argentina, 1999.
- **Postgraduate course in New Business Development**: Universidad Torcuato Di Tella, BA, Argentina, 1998.
- **Negotiation Postgraduate Program**: Universidad Católica Argentina, Buenos Aires, Argentina, 1997.
- **Electrical and Electronic Engineer** - Universidad Nacional de Córdoba, Argentina, 1991. (Equivalent to BS in E&E Engineering plus 2 years of graduate-level courses).

## AWARDS

- **Winners Circle 2019**
- **Top 100 influencers (Power 100)** – 2019 – Capacity Media
- 2011, 2009, 2008, “**Best Latin American Wholesale Offering**” award presented to Level 3/Global Crossing
- **Circle of Excellence** in 2002 and 2006.
- 2005 **CEO Award** Winner: Employees Driven to Global Excellence
- 1998 AT&T Achieving with **Excellence Award**

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## CONFERENCES

### Speaker at:

- **Pacific Telecommunications Council 2023**, Hawaii, US
- **Mexico Connect 2022**, CDMX, Mexico
- **Capacity LATAM** – Rio de Janeiro, Brazil, 2014, 2016, 2017, 2018
- **Andicom 2014** – Cartagena de Indias, Colombia
- **Capacity Caribbean** – Santo Domingo, Dominican Republic, January 2014
- **Submarine Cable Forum** – Miami, US - November 2012
- **Capacity Central America** – Panama, Panama - October 2012
- **Carrier Ethernet Americas Forum** – Rio de Janeiro, Brazil - May 2012
- **Anciet International Traffic Meeting** - Buenos Aires, Argentina – November 2011
- **ITW** – Washington, US – May 2011
- **Capacity LATAM** – Sao Paulo – May 2010

## PERSONAL INFORMATION

Married, two children.

Native Spanish speaker. Fluent in English & Portuguese.

# CLAYON THOMPSON, CPA

## ACCOUNTING EXPERIENCE

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### Senior Tax Manager

**Cirion Technologies Solutions LLC, Miami, FL**

**November 2022 – Present**

- Implementing U.S. tax reform provisions affecting Cirion companies and employees
- Timely completion of tax compliance and provision responsibilities.
- Expanding tax knowledge to maximize tax planning in meeting business objectives

### Tax Manager

**KEMET Electronics Corp, Miami, FL**

**November 2020 – November 2022**

- Thorough review and ownership of tax compliance responsibilities covering federal, state, and local jurisdictions.
- Timely completion of tax provision responsibilities. This is inclusive of deferred tax calculations, effective tax rate, uncertain tax positions, and tax account reconciliations.
- Expanding tax knowledge to maximize tax planning in meeting business objectives such as 382 analysis, 332 liquidations, and 351 contributions.
- Implementing U.S. tax reform provisions affecting KEMET companies and employees

### Senior Tax Associate

**PriceWaterHouse Coopers, Miami, FL**

**January 2016 – November 2020**

- Oversaw the implementation of CTR. Reviewed Federal 1120 return, 5471s (CFCs), 8858s (Foreign disregarded entities), and 8865 (Foreign partnership). Facilitated communications between the ITS, Salt and Federal teams
- ASC 740 Provisions for deferred income tax & current income tax EGAs. EGAs included stock ownership roll forwards, 883 calculations, new finance deal assessments, Fin48 reviews, pension reconciliations, section 263 research and ETR calc reviews
- Played a key role as a liaison between foreign teams for compliance activities
- Preparation of state returns for Corporations and Partnerships, including amendments. Reviewed state apportionment files for property, payroll, and sales changes. Phone calls to various states to check on refund status for returns and clear up discrepancies per state records.
- Review of currency translations. Import of Trial Balances into TRACK. Review of Advance Tiering rules and investor allocations. Implementing updates to finalize K-1 outputs
- Work as part of a multi-disciplinary team helping to provide industry knowledge and experience
- Build and manage client relationships
- Manage teams of tax professionals and assistants working on client projects

### Tax Associate

**JD Gilbert & Company, Deerfield beach, FL**

**January 2015 – August 2015**

- Prepared tax returns for clients including personal (1040), Partnerships (1065) & corporate

### Tax Internship

**PriceWaterHouse Coopers, West Palm Beach, FL**

**January 2013 – April 2013**

- Prepared tax returns for clients including personal and corporate taxes.

### Tax Preparer

**Avery Yudien P.A., Boca Raton, FL**

**January 2009 – August 2012**



- Prepared tax returns for clients including personal and corporate taxes. Drafted correspondences to the IRS on behalf of clients in order to clear up inquiries. Evaluated and reconciled clients' books to bank account and credit card transactions

## **EDUCATION**

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**Masters of Taxation**, Florida Atlantic University, graduated August 2015

- GPA 4.0

**Bachelor of Science in Accounting**, Florida Atlantic University, December 2012

- Accounting GPA 3.8
- Overall GPA 3.6

**Associates of Arts Degree**, Palm Beach State College, December 2009

- Overall GPA 3.6.

## **COMPUTER SKILLS**

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**Accounting Software:**

- OneSource, UltraTax, Go-systems, Tax Pro-Systems and QuickBooks

**Other Software:**

- Microsoft Word, Excel, PowerPoint, & Pro-Systems Engagement.

## **AWARDS AND RECOGNITIONS**

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- Graduated Magna Cum Laude, F.A.U., Boca Raton, FL 2012
- *Academic Excellence in Accounting*, PBSC, Boca Raton, FL 2009
- *National Honor Society*, O.H.H.S, Boca Raton, FL 2008