

ORIGINAL DEPOSIT DATE
732 MAR 16 2007
FLORIDA PUBLIC SERVICE COMMISSION

CK# 1087
\$ 400.⁰⁰
3-15-07

DIVISION OF COMPETITIVE MARKETS AND ENFORCEMENT

APPLICATION FORM
for
AUTHORITY TO PROVIDE COMPETITIVE LOCAL EXCHANGE
TELECOMMUNICATIONS COMPANY SERVICE
WITHIN THE STATE OF FLORIDA

070172-TX

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COMMISSION
CLERK

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Instructions

- A. This form is used as an application for an original certificate and for approval of sale, assignment or transfer of an existing certificate. In the case of a sale, assignment or transfer, the information provided shall be for the purchaser, assignee or 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 two (2) copies of this form along with a non-refundable application fee of **\$400.00** to:

**Florida Public Service Commission
Division of the Commission Clerk and Administrative Services
2540 Shumard Oak Blvd.
Tallahassee, Florida 32399-0850
(850) 413-6770**

- E. A filing fee of **\$400.00** is required for the sale, assignment or transfer of an existing certificate to another company (Chapter 25-24.815, F.A.C.).
- F. If you have questions about completing the form, contact:

**Florida Public Service Commission
Division of Competitive Markets and Enforcement
2540 Shumard Oak Blvd.
Tallahassee, Florida 32399-0850
(850) 413-6600**

FORM PSC/CMP-8 (01/06)
Required by Commission Rule Nos. 25-24.810,
and 25-24.815

Note: To complete this interactive form using your computer, use the tab key to navigate between data entry fields.

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DISTRIBUTION CENTER

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FPSC-COMMISSION CLERK

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.

Approval of assignment of existing Certificate: Example, a certificated company purchases an existing company and desires to retain the existing certificate of authority and tariff.

2. Name of company: Premier Telecom-VoIP, Inc.

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

4. Official mailing address:

Street/Post Office Box: 900 SE 8th Avenue, Suite 200
City: Deerfield Beach
State: Florida
Zip: 33441

5. Florida address:

Street/Post Office Box: 900 SE 8th Avenue, Suite 200
City: Deerfield Beach
State: Florida
Zip: 33441

6. Structure of organization:

- Individual
- Foreign Corporation
- General Partnership
- Other,

- Corporation
- Foreign Partnership
- Limited Partnership

7. **If individual**, provide:

Name:
Title:
Street/Post Office Box:
City:
State:
Zip:
Telephone No.:
Fax No.:
E-Mail Address:
Website Address:

8. **If incorporated in Florida**, provide proof of authority to operate in Florida. The Florida Secretary of State corporate registration number is: P04000157314

9. **If foreign corporation**, provide proof of authority to operate in Florida. The Florida Secretary of State corporate registration number is:

10. **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:

11. **If a limited liability partnership**, please proof of registration to operate in Florida. The Florida Secretary of State registration number is:

12. **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:

13. **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:

14. Provide **F.E.I. Number**(if applicable): 20-1880112

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

(a) The application:

Name: Joe Vitale
Title: President
Street name & number: 900 SE 8th Avenue, Suite 200
Post office box:
City: Deerfield Beach
State: Florida
Zip: 33441
Telephone No.: 954-302-8500
Fax No.: 954-418-0066
E-Mail Address: jvitale@premiertelephone.com
Website Address: www.premiertelephone.com

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

Name: Joe Vitale
Title: President
Street name & number: 900 SE 8th Avenue, Suite 200
Post office box:
City: Deerfield Beach
State: Florida
Zip: 33441
Telephone No.: 954-302-8500
Fax No.: 954-418-0066
E-Mail Address: jvitale@premiertelephone.com
Website Address: www.premiertelephone.com

(c) Complaints/Inquiries from customers:

Name: Karen Dias
Title: Office Manager
Street/Post Office Box: 900 SE 8th Avenue, Suite 200
City: Deerfield Beach
State: Florida
Zip: 33441
Telephone No.: 954-302-8500
Fax No.: 954-418-0066
E-Mail Address: kdias@premiertelephone.com
Website Address: www.premiertelephone.com

16. List the states in which the applicant:

(a) has operated as a Competitive Local Exchange Telecommunications Company.

None

(b) has applications pending to be certificated as a Competitive Local Exchange Telecommunications Company.

Georgia

(c) is certificated to operate as a Competitive Local Exchange Telecommunications Company.

None

(d) has been denied authority to operate as a Competitive Local Exchange Telecommunications Company and the circumstances involved.

None

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

None

(f) has been involved in civil court proceedings with an interexchange carrier, local exchange company or other telecommunications entity, and the circumstances involved.

None

17. Indicate if any of the officers, directors, or any of the ten largest stockholders have 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. If so, provide explanation.

None

(b) granted or denied a competitive local exchange certificate in the State of Florida (this includes active and canceled competitive local exchange certificates). If yes, provide explanation and list the certificate holder and certificate number.

None

(c) an officer, director, partner or stockholder in any other Florida certificated or registered telephone company. If yes, give name of company and relationship. If no longer associated with company, give reason why not.

None

18. Submit the following:

(a) Managerial capability: resumes of employees/officers of the company that would indicate sufficient managerial experiences of each.

(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.

(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.

Note: This documentation may include, but is not limited to, financial statements, a projected profit and loss statement, credit references, credit bureau reports, and descriptions of business relationships with financial institutions.

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 competitive local exchange telecommunications company (CLEC) 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 competitive local exchange 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.**"

Company Owner or Officer

Print Name: Joe Vitale
Title: President
Telephone No.: 954-302-8500
E-Mail Address: jvitale@premiertelephone.com

Signature: Joe Vitale Date: 3/7/07



www.premiertelephone.com
900 SE 8th Avenue, Suite 200 • Deerfield Beach • Florida • 33441 • 888-VoIP-008

Added Forms:

For item 18

- (a) Managerial Capabilities**
Resume of Eduardo Maurizi – Key Employee
- (b) Technical Capability**
Resume of Sidhartha Ibarгойen – Key Employee
- (c) Financial Capability**
Balance Sheet & Profit & Loss Statement

Premier Telecom-VoIP, Inc.

Eduardo Maurizi
Vice President of Sales

With over 11 years of experience in Latin America, Eduardo Maurizi brings a rich experience of leading-edge data communication product from Ericsson and Lucent Technologies. While at Lucent, Eduardo led the Business Consultant team for many of their successful data networking business and operations in Latin America. He also helped to develop the indirect sales force channel in many different countries, including strategic agreements with local distributors. Then he joined Ericsson Inc. and was quickly promoted to Manager of Sales Engineering for Latin America. During that time, Eduardo helped to establish Ericsson as one of the data networking suppliers in the global service providers group.

Earlier in his career, he acquired educational experience in many different subjects, having been invited to speak at numerous industry conferences. Eduardo holds a BS in Operations Research from Catholic University of Buenos Aires, Argentina.



Sidhartha Ibarгойen
Chief Operating Officer

Education

B.S. Industrial Electronic Engineer Electronic
University of Uruguay, 1988

Areas of Specialties

Mr. Ibarгойen has worked widely in Latin America and the Caribbean for more than 20 years, focusing on leading-edge data and voice telecommunications projects, including network management, security and fraud mostly for mayor tier 1 carriers within the region.

In his country, Uruguay, Mr. Ibarгойen worked in both public and private telecommunications sector since 1981 handling projects of data, voice, management, fraud and security, while being a telecommunications consultant and professor in the University. His responsibilities ranged from design, implementation, and configuration, testing and fine-tuning to contract negotiations, handle personnel in charge, project management and general supervision.

Living in USA since 1999, he continues developing projects in Latin American and the Caribbean in all mayor telecom carriers within the region, for data, voice, multimedia and management projects, as well as consulting services.

Mr. Ibarгойen's holds an Electronic Industrial Engineer degree from University of Montevideo, Uruguay. On top of certifications and rewards, he is member of professional organizations, and published author of publications.

Experience/Qualifications

2003 to 2007, techno-management

Title: *Senior Project Manager*

Mostly responsible of telecommunications, data and voice projects.

2001 to 2003, TTI Telecom – Plantation

Title: *Account Manager – Latin America*

Managed accounts of mayor carriers in Latin America and Caribbean, exceeding targets, developing and expanded relationships and sales to F500 customers including: AT&T Latin America, BellSouth, BCP, Cable & Wireless, CODETEL (Verizon), CTC, Pegaso, Telefónica, TCO, Tricom, TSTT and Unefon. Identification of new business opportunities for existing and new carrier operators in the Caribbean and Latin America, trough strategic alliances with companies like Nortel Networks, NOKIA and Ericsson. Launched new channel development.

Responsible for regional sales funnel development and revenue forecasts, proposal creation and delivery along with strategic planning and account development leadership as well for in-country account and project teams, recruiting and directing technical/support personnel. Coordination of all the resources involved in pre/post-sales, operation, finances, letters of credit, performance bond, payment and legal. Interfaced with all product lines to develop NMS/BSS business, including Wireless (CDMA, TDMA, GSM/GPRS), Wireline (voice/VoIP, data –FR, ATM, IP- and optical), SS#7 signaling with services and software solutions related, including RFC, SLA and ROI

Premier Telecom-VoIP, Inc.

900 SE 8th AVE, Suite 200
Deerfield Beach, Florida 33441

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Phone: (888) VOIP-008

Fax: (954) 418-0066

E-mail: info@premiertelephone.com

Web: <http://www.premiertelephone.com>



1999 to 2001, ECI Telecom Americas – Fort Lauderdale

Title: Sales Manager – Latin America VoIP Technologies

Responsible for ground up establishment of telecom and channel sales operations in the VoIP market, as well as for bringing organization to market by introducing to and opening contacts in the telecom sector such as; incumbent and new entry Wireless & Wireline Operators, ISP's, public/private enterprises and government organizations, directly and through in-country channels. Sold over US\$ 5.5 Million exceeding quota of VoIP/DCME solutions in the Latin American and Caribbean region to mayor voice/data Wireless and Wireline carriers, including AT&T Latin America, BellSouth, Cable & Wireless, CANTV, CODETEL (Verizon), Telefónica, TIM and Tricom. Coordinated sales, marketing, seminars, shows and technical activities for the chain of distributors and agents related to VoIP in Latin America and Caribbean. Managed, developed, participated and/or implemented customer business models for new technology offers such as; VoIP, IP/FR/ATM/T1/E1 interfaces, LMDS, Wireless Local Loop, xDSL access, SS#7 signaling, NMS/Billing and ISP/ASP solutions, customer care, and Bandwidth Management so as quantity final added value and related ROI model. Provided technical assistance and updates on ECI Telecom products and solutions.

1994 to 1999, Alcatel-Lucent (former Tecnomcom) - Uruguay

Title: Account Manager

Conducted and negotiated data network solutions based on Nortel Networks, Motorola, Newbridge, within other providers. Charged with voice compression and fraud solutions of ECI Telecom. Mastered in network management, LAN/WAN connectivity and security. Designed and implemented data networking and cabling solutions.

Charged with voice compression and fraud solutions of ECI Telecom

1991 to 1994, CONATEL - Uruguay

Title: Chief Technical Officer, Hewlett-Packard Division

Headed HP Technical/Support Department as well as all HP product lines (business servers, computers, peripherals, networks and instruments). Created and handled all the infrastructure and logistics related to service contracts with very short response time for critical customers. Handled all HP technical/administrative personnel

1981 to 1991, ANTEL - Uruguay

Title: Data Networks Engineer

Programmed, operated and maintained Telex and X.25 network switches. Compiled rates, billing rules, routing and traffic reports of the network. In technical personnel direction and supervision

ASSETS	
CURRENT ASSETS	
Cash in Banks	\$ 45,000.00
Cash on hand	\$ -
TOTAL CASH	\$ 45,000.00
RECEIVABLES	
Notes - Trade	
Notes - Other	
Acc'ts - Trade	\$ 15,600.00
Acc'ts - Other	
Total	\$ 15,600.00
Less: Res. For Bad Debt	
TOTAL RECEIVABLES	\$ 15,600.00
INVENTORY	
Mechandise	\$ 12,000.00
Supplies	\$ -
Other	
TOTAL INVENTORY	\$ 12,000.00
Government Securities	
Other Markeateble Securities	
OTHER CURRENT ASSETS	
TOTAL CURRENT ASSETS	\$ -
FIXED ASSETS	
Land	
Buildings	\$ 2,000,000.00
Mach & Equipment	
Automobiles	\$ 23,000.00
OTHER FIXED ASSETS	
Sub Total	\$ 2,023,000.00
Less: Res for Depreciation	
TOTAL FIXED ASSETS	\$ 2,023,000.00
OTHER ASSETS	
Web Site Value	\$ 10,000.00
Misc. Stocks / Bonds	
Mortgages Owned	
TOTAL ASSETS	\$ 2,105,600.00

LIABILITIES & EQUITY	
CURRENT LIABILITIES	
Notes Payable - To Banks	\$ 50,000.00
Notes Payable - Trade	
Notes Payable - To Other	
Acc'ts Payable - Trade	\$ 8,300.00
Dividends Payable	
Due to Officers	
Fed Income Tax Payable	
Taxes Payable - Other	
Salaries & Wages Accrued	
TOTAL CURRENT LIABILITIES	\$ 58,300.00
LONG TERM LIABILITIES	
Bonded Debt	
Mortgages & Liens Payable	\$ 1,100,000.00
OTHER LIABILITIES (long term)	
TOTAL LONG TERM LIAB.	\$ 1,100,000.00
TOTAL ALL LIABILITIES	\$ 1,158,300.00
DEFERRED INCOME & RESERVE FOR CONTINGENCIES	
Deferred Income, etc.	
Reserve for Contingencies	
TOTAL LIABILITIES, DEFERRED INCOME & RESERVE FOR CONTINGENCIES	\$ 1,158,300.00
NET WORTH	\$ 947,300.00
NET WORTH + TOTAL LIABILITIES	\$ 2,105,600.00

Officer's Name: Joe Vitale
Officer's Title: President
Officer's Address: 3206 Barton Road, Pompano Beach, Florida 33441
Company Name: Premier Telecom-VoIP, Inc.
Company Address: 900 SE 8th Avenue, Suite 200, Deerfield Beach, Florida 33441
Company FIE#: 20-1880112
Officer's Signature <u>Joe Vitale</u>
Date: <u>3/5/07</u>

PROFIT AND LOSS STATEMENT

From: 1/1/06

To: 3/1/07

INCOME FROM SALES OR SERVICES	AMOUNTS
Gross Income from Sales or Service	\$ 327,000.00
Less: Returns and Allowances	
NET SALES	\$ 327,000.00
COST OF SALES	
Inventory	\$ 12,000.00
Purchases	
Labor	
Materials & Supplies	
OTHER COST OF SALES	
TOTAL COST OF SALES	\$ 12,000.00
GROSS PROFIT	\$ 315,000.00
COST OF DOING BUSINESS	
Advertising	\$ 23,000.00
Automobile Expenses	\$ 4,800.00
Bad Debts	
Bank Fees	\$ 300.00
Credit Card Fees	
Delivery Expenses	\$ 3,500.00
Depreciation	
Dues & Subscriptions	\$ 1,500.00
Insurance	\$ 15,000.00
Interest	
Labor	
Licence Fees	\$ 750.00
Office Supplies & Expenses	\$ 2,300.00
Operating Expenses	\$ 5,600.00
Payroll Taxes	\$ 13,200.00
Postage	\$ 3,200.00
Professional Fees	\$ 5,000.00
Rent	\$ 63,000.00
Repairs & Maintenance	\$ 3,500.00
Telephone	\$ 1,200.00
Travel & Entertainment	\$ 10,800.00
Utilities	\$ 2,800.00
Wages	\$ 103,000.00
Web Hosting & Internet Fees	\$ 3,000.00
OTHER COSTS OF DOING BUSINESS	
TOTAL COST OF DOING BUSINESS	\$ 265,450.00
OPERATING PROFIT OR LOSS	\$ 49,550.00

Officer's Name: Joe Vitale	
Officer's Title: President	
Officer's Address: 3206 Barton Road, Pompano Beach, Florida 33441	
Company Name: Premier Telecom-VoIP, Inc.	
Company Address: 900 SE 8th Avenue, Suite 200, Deerfield Beach, Florida 33441	
Company FIE#: 20-1880112	
Officer's Signature	Date: 3-5-07