

2008 FEB 13 PM 4:03

Application of Access Point, Inc.)
To Provide Basic Resold and Facilities-Based)
Local Exchange Telecommunications Services)
Throughout the State of Idaho)

Case No. ACS-T-08-01 IDAHO PUBLIC UTILITIES COMMISSION

**APPLICATION FOR CERTIFICATE OF
PUBLIC CONVENIENCE AND NECESSITY
TO PROVIDE RESOLD AND FACILITIES-BASED LOCAL
EXCHANGE TELECOMMUNICATIONS SERVICES**

Pursuant to Title 62 of the Idaho Code and IDAPA 31.01.111, Access Point, Inc. ("Access Point" or "Applicant") respectfully requests that the Idaho Public Utilities Commission ("Commission") grant the Company a Certificate of Public Convenience and Necessity to provide local exchange telecommunications services within the State of Idaho.

In support of its Application, Access Point submits the following:

1. Introduction

Access Point currently offers resold long distance service throughout the state of Idaho. Applicant is requesting authority to provide basic resold and facilities-based local exchange services throughout the state of Idaho in all exchanges not exempt from competition.

Access Point proposes to provide local telecommunications service to both residential and business customers. Access Point plans to offer service through UNE-P facilities and resale arrangements with incumbent local exchange carriers. Applicant will not provide operator assisted services; Applicant's underlying carrier will handle calls that require operator assistance. Emergency calls placed by dialing 911 will not be routed to or handled by Access Point. Such calls will be routed through the underlying carrier to the appropriate emergency agency serving the originating location. Access Point sets the rates for its services and handles its own customer service. All services are offered twenty-four hours per day, seven days a week



February 11, 2008
Via Overnight

RECEIVED
2008 FEB 13 PM 4: 03
IDAHO PUBLIC
UTILITIES COMMISSION

ACS-T-08-01

2600 Maitland Center Pkwy.
Suite 300
Maitland, FL 32751
P.O. Drawer 200
Winter Park, FL
32790-0200
Tel: 407-740-8575
Fax: 407-740-0613
www.tminc.com

Ms. Jean D. Jewell, Secretary
Idaho Public Utilities Commission
472 West Washington
Statehouse
Boise, Idaho 83720-0074

Re: Local Application for Access Point, Inc.

Dear Ms. Jewell:

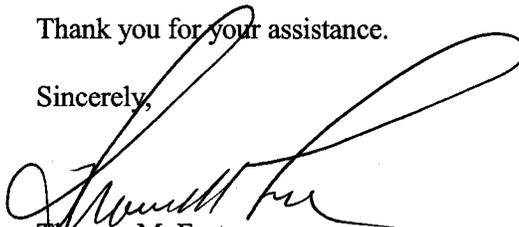
Enclosed for filing are the original and three (3) copies of the above-referenced application submitted on behalf of Access Point, Inc.

Please acknowledge receipt of this filing by returning one copy of this transmittal letter date stamped in the self addressed stamped envelope enclosed for that purpose.

Any questions you may have pertaining to this filing may be directed to me at (407) 740-3001 or via email at tforte@tminc.com.

Thank you for your assistance.

Sincerely,



Thomas M. Forte
Consultant to Access Point, Inc.

TMF/rg

Enclosures

cc: J. Brown – Access Point
file: Access Point – ID - Local
tms: ID10800

II. Description of the Applicant

- (a) Access Point, Inc. is incorporated in the State of North Carolina on April 30, 1996. The main address of the corporation is:

Access Point, Inc.
1100 Crescent Green, Suite 109
Cary, North Carolina 27518
Telephone: (919) 851-4838
Facsimile: (919) 851-5422

- (b) All correspondence, notices, inquiries and other communications regarding this Application should be addressed to:

Thomas M. Forte
Consultant to Access Point, Inc.
Technologies Management, Inc.
2600 Maitland Center Parkway, Suite 300
Maitland, Florida 32751
Telephone: (407) 740-3001
Facsimile: (407) 740-0613
Email: tforte@tminc.com

- (c) The Applicant is a North Carolina corporation, authorized by the Idaho Secretary of State to transact business within the State of Idaho.

- (d) The Company's Registered Agent in Idaho is:

TCS Corporate Services, Inc.
5481 Kendall Street
Boise, ID 83706

- (e) Officers and Directors

Officers and Directors of Access Point, Inc. are provided as **Exhibit C**.

- (f) Stockholders

Stockholders holding a 5% or greater interest in the Company are provided as **Exhibit D**.

- (g) Access Point has been providing long distance telecommunications services for seven (7) years and local telecommunications services for fifteen (15) months. Applicant currently has authority to provide long distance service in forty-eight (48) states and is in the process of requesting expanded authority to provide local exchange services.

Exhibit E contains a detailed list of the states Access Point currently has authority to provide local exchange service and/or long distance services.

III. Exhibits

In support of this Application, the following exhibits are attached hereto:

- Exhibit A - Certificate of Incorporation;
- Exhibit B - Certificate of Authority to Transact Business in the State of Idaho;
- Exhibit C - Officers and Directors
- Exhibit D - Stockholders
- Exhibit E - Certification Status of Access Point. Inc/.
- Exhibit F - Financial Statements
- Exhibit F - Profiles of Senior Management Key Personnel
- Exhibit G - Proposed service area map (Rule 112(c))
- Exhibit H - Illustrative Local Exchange Tariff

IV. Financial, Technical and Managerial Qualifications

Access Point possesses the managerial, technical and financial ability to provide local telecommunications service in the state of Idaho. Access Point has the financial resources to enable the Company to successfully provide local exchange telecommunications service in the State of Idaho and the management team in place to manage this operations.

IV.A. Financial Qualifications

- (a) Access Point is financially and otherwise capable and qualified to offer and maintain all of its tariffed services in its territories. In support of its financial stability, Access Point, Inc. is providing the financial statements of the Company (see **Exhibit F** as proof of its financial ability to provide service within the state of Idaho.
- (b) As a UNE-P CLEC, Access Point, Inc. will not build facilities and will not incur any additional capital expenditures associated with providing local service in the District. Nor will Access Point require additional sources of funding for its District operations during its initial phase

IV.B. Managerial Qualifications

- (a) Access Point has an excellent senior management team, backed by experienced employees, who are competent in telephony engineering, operations and marketing. Attached hereto as **Exhibit G** are the biographies of the Access Point senior management team.

IV.C. Technical Qualifications

- (a) Access Point's services will satisfy the minimum standards established by the Commission. The Company will file and maintain tariffs in the same manner and form as required of incumbent local exchange telecommunications companies with which Access Point seeks to compete.
- (b) Access Point management team has had prior experience operating competitive local exchange and interexchange service providers and possesses considerable telecommunications expertise. Based on the experience and proven track record of the Company's management team, Access Point is technically well-qualified to provide local exchange service in Idaho
- (c) Access Point will initially utilize resold services and combinations of network elements provided by the underlying carrier(s). Underlying carriers will perform all local switching, routing and call completion functions. Company personnel have experience working with underlying carriers of long distance and local services. Applicant's technical and managerial personnel are well qualified to direct the delivery and billing of the proposed services.

V. Customer Service

Access Point understands the importance of effective customer service for local service consumers. Once it initiates operations, Access Point's toll free customer service telephone number will be available with live operators Monday-Friday from 8:00 a.m. to 6:00 p.m. EST.

Access Point's toll free telephone number for customer inquiries, complaints and repair is 1-800-957-6468. Customers may contact the company in writing at the headquarters address indicated below.

The contact for resolution of customer complaints with the Commission is:

Ted Bohner, Customer Service
Access Point, Inc.
1100 Crescent Green, Suite 109
Cary, North Carolina 27518
Telephone: (919) 851-4838
Facsimile: (919) 851-5422
Toll Free: (800) 957-6468
Email: ted.bohner@accesspointinc.com

VI. Service Description and Anticipated Service Date

Access Point proposes to provide local telecommunications service to both residential and business customers. Access Point plans to offer service through UNE-P facilities and resale arrangements with incumbent local exchange carriers located in the State pursuant to interconnection agreement(s) that Applicant has filed or will file with the Commission. Applicant will not provide operator assisted services; Applicant's underlying carrier will handle calls that require operator assistance. Emergency calls placed by dialing 911 will not be routed to or handled by Access Point. Such calls will be routed through the underlying carrier to the appropriate emergency agency serving the originating location. Access Point sets the rates for its services and handles its own customer service. All services are offered twenty-four hours per day, seven days a week.

Access Point intends to offer service in the geographic areas currently served by Qwest Communications. Access Point will mirror the basic local calling scopes of the incumbent local exchange companies.

VI. Public Interest Standard

Grant of Access Point's Application to provide basic resold and facilities-based local exchange services is in the public interest and serves the public convenience and necessity. In enacting the Federal Telecommunications Act of 1996, the United States Congress determined that it is in the public interest to promote competition in the provision of telecommunications services, including local exchange services. Experience with competition in other telecommunications markets, such as long distance, competitive access, and customer premises equipment, demonstrates the benefits that competition can bring to consumers. Consumers are enjoying increased services, lower prices, higher quality, and greater reliability. This is true not only with respect to the service offerings of the new entrants, but also as a result of the response of incumbent monopoly providers to the introduction of competition.

Access Point's proposed services will provide multiple public benefits by increasing the competitive choices available to users in Idaho. Enhanced competition in telecommunications services likely will further stimulate economic development in Idaho. In addition, increased competition will create incentives for all carriers to offer lower prices, more innovative services, and more responsive customer service.

VIII. Waivers and Regulatory Compliance

Access Point has reviewed all of the Commission's rules applicable to competitive local exchange service and interexchange service providers and agrees to comply with those rules except to the extent the any such rules are explicitly waived generically for carriers in the same class.

IX. Conclusion

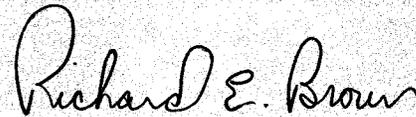
This Application demonstrates that Access Point, Inc. possesses the technical, financial and managerial resources to provide local exchange and interexchange service in Idaho.

WHEREFORE, Access Point, Inc. respectfully requests that the Commission:

1. grant Access Point authority to operate as a provider of resold and facilities-based basic local exchange telecommunications services within the State of Idaho;
2. grant the waivers requested in this Application; and
3. grant such other relief as it deems necessary and appropriate.

Respectfully submitted,

Access Point, Inc.



Richard E. Brown
Chief Executive Officer and President
Access Point, Inc.

**APPLICATION OF
ACCESS POINT, INC.**

**EXHIBIT A
ARTICLES OF INCORPORATION**

STATE OF
NORTH
CAROLINA



Department of The
Secretary of State

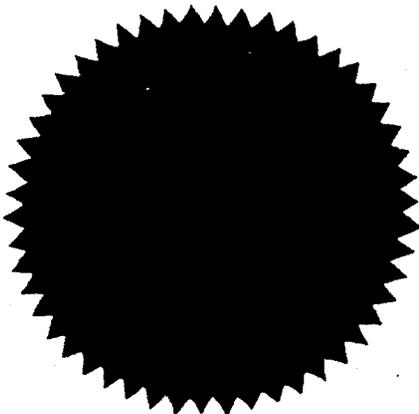
To all whom these presents shall come, Greetings:

I, Janice H. Faulkner, *Secretary of State of the State of North Carolina*, do hereby certify the following and hereto attached to be a true copy of

ARTICLES OF INCORPORATION
OF
ACCESS POINT, INC.

the original of which is now on file and a matter of record in this office.

IN WITNESS WHEREOF, I have hereunto set my hand and affixed my official seal at the City of Raleigh, this 6th day of June, 1996.



Janice H. Faulkner
Secretary of State

0-0394829

FILED

10:38 AM
JUN 03 1996

961559022 ARTICLES OF AMENDMENT
OF
AMERICAN ACCESS, INC.

Pursuant to § 55-10-05 and § 55-10-06 of the General Statutes of North Carolina, the undersigned corporation (the "Corporation") hereby submits the following Articles of Amendment for the purpose of amending its Articles of Incorporation:

- 1. The name of the Corporation is: American Access, Inc.
- 2. The text of the amendment adopted is as follows:

Article 1 of the Articles of Incorporation shall be deleted in its entirety and there shall be substituted in lieu thereof a new Article 1 which shall read as follows:

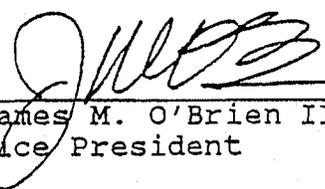
"1. The name of the corporation is Access Point, Inc."

- 3. The amendment does not provide for an exchange, reclassification, or cancellation of issued shares.
- 4. The date of adoption of the amendment was May 31, 1996.
- 5. The amendment was adopted by the sole incorporator without shareholder action. Shareholder action was not required because the amendment was adopted prior to the appointment of a board of directors and prior to the issuance of shares of the Corporation.
- 6. These articles will be effective upon filing.

This the 31st day of May, 1996.

AMERICAN ACCESS, INC.

By: SPRUILLCO, LTD., Incorporator

By: 
James M. O'Brien III
Vice President

0-0394829

FILED

2:00 PM
APR 30 1996

RECEIVED
JANICE H. FAULKNER
SECRETARY OF STATE
NORTH CAROLINA

961209064

ARTICLES OF INCORPORATION
OF
AMERICAN ACCESS, INC.

Pursuant to Section 55-2-02 of the General Statutes of North Carolina, the undersigned does hereby submit these Articles of Incorporation for the purpose of forming a business corporation.

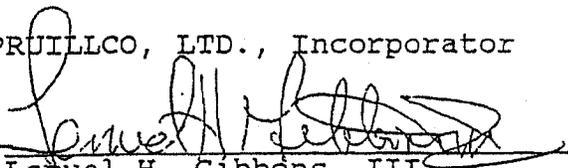
1. The name of the corporation is American Access, Inc.
2. The period of duration of the corporation is perpetual.
3. The purpose for which the corporation is organized is to engage in any lawful act or activity for which corporations may be organized under Chapter 55 of the General Statutes of North Carolina.
4. The number of shares of capital stock the corporation is authorized to issue is One Million (1,000,000). These shares shall be all of one class, designated as common stock with a par value at \$.01 per share.
5. The street address and county of the initial registered office of the corporation is 102 Comrie Place, Cary, Wake County, North Carolina 27511.
6. The mailing address and the street address of the initial registered office of the corporation are the same.
7. The name of the initial registered agent is Richard E. Brown.
8. Except to the extent that the North Carolina General Statutes prohibit such limitation or elimination of liability of directors for breaches of duty, no director of the corporation shall have any personal liability arising out of an action whether by or in the right of the corporation or otherwise for monetary damages for breach of any duty as a director. No amendment to or repeal of this article shall apply to or have any effect on the liability or alleged liability of any director of the corporation for or with respect to any acts or omissions of such director occurring prior to such amendment or repeal. The provisions of this article shall not be deemed to limit or preclude indemnification of a director by the corporation for any liability that has not been eliminated by the provisions of this article.

9. The name and address of the incorporator is Spruillco, Ltd., 3600 Glenwood Avenue, Raleigh, North Carolina 27612.

10. These articles will be effective upon filing.

This the 26th day of April, 1996.

SPRUILLCO, LTD., Incorporator

By: 

Leibel H. Gibbons, III,
Vice President

**APPLICATION OF
ACCESS POINT, INC.**

EXHIBIT B

**CERTIFICATE OF AUTHORITY TO
TRANSACTION BUSINESS WITHIN THE STATE OF IDAHO**

State of Idaho

Department of State

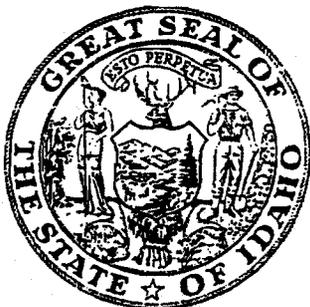
CERTIFICATE OF AUTHORITY
OF

ACCESS POINT, INC.
File number C 120739

I, PETE T. CENARRUSA, Secretary of State of the State of Idaho, hereby certify that duplicate originals of an Application of ACCESS POINT, INC. for a Certificate of Authority to transact business in this State, duly signed and verified pursuant to the provisions of the Idaho Business Corporation Act, have been received in this office and are found to conform to law.

ACCORDINGLY and by virtue of the authority vested in me by law, I issue this Certificate of Authority to ACCESS POINT, INC. to transact business in this State under the name ACCESS POINT, INC. and attach hereto a duplicate original of the Application for such Certificate.

Dated: September 2, 1997



Pete T. Cenarrusa
SECRETARY OF STATE

By *Natalie Lamb*

**APPLICATION OF
ACCESS POINT, INC.**

**EXHIBIT C
OFFICERS AND DIRECTORS**

ACCESS POINT, INC.

OFFICERS AND DIRECTORS

The following individuals serve as officers and directors of the Applicant. All officers and directors may be reached through the Applicant's corporate headquarters at 1100 Crescent Green, Suite 109, Cary, North Carolina 27518.

Officers:

Richard Brown President/CEO

Robin Byers Secretary/COO

Director:

Wilber Priester Director

Henry Barrett Director

**APPLICATION OF
ACCESS POINT, INC.**

**EXHIBIT D
STOCKHOLDERS**

One Hundred (100%) percent of the Company's stock is held by its parent company, Access Point Communications, Inc.

**APPLICATION OF
ACCESS POINT, INC.**

EXHIBIT E

CERTIFICATION STATUS OF ACCESS POINT, INC.

Access Point has had their certificate revoked in Nebraska and Illinois due to not filing their annual financial statements, but have reconciled this problem internally and these certificates have been reinstated.

**ACCESS POINT, INC.
CERTIFICATION STATUS**

States Authorized to Provide Service

Alabama
Arizona
Arkansas
California
Colorado
Connecticut
Delaware
District of Columbia
Florida
Georgia
Idaho
Illinois
Indiana
Iowa
Kansas
Kentucky
Louisiana
Maine
Maryland
Massachusetts
Michigan
Minnesota
Mississippi
Missouri
Montana
Nebraska
Nevada
New Hampshire
New Jersey
New Mexico
New York
North Carolina
North Dakota
Ohio
Oklahoma
Oregon
Pennsylvania
Rhode Island
South Carolina
South Dakota
Tennessee
Texas
Utah
Vermont
Virginia
Washington
West Virginia
Wisconsin
Wyoming

Services Provided

Local and Interexchange
Interexchange, Application pending for local
Interexchange, Application to be filed for local
Interexchange, Application pending for local
Interexchange
Local and Interexchange
Local and Interexchange
Local
Local and Interexchange
Local and Interexchange
Interexchange, Application to be filed for local
Interexchange, Application pending for local
Interexchange
Interexchange (No Certification Required)
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Local and Interexchange
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Local and Interexchange
Interexchange
Local and Interexchange
Interexchange, Application pending for local
Interexchange (No Certification Required) , Application pending for local
Local and Interexchange
Local (Certificated as Access Point of Virginia, Inc.)
Interexchange, Application pending for local
Local and Interexchange
Interexchange, Application pending for local
Interexchange

**APPLICATION OF
ACCESS POINT, INC.**

EXHIBIT F

FINANCIAL STATEMENTS AND AFFIDAVIT

Access Point, Inc. is currently not under the protection of the federal bankruptcy system. The applicant did file for bankruptcy in 2000 but emerged from bankruptcy in 2001.

REPORT OF INDEPENDENT CERTIFIED PUBLIC ACCOUNTANTS

To the Board of Directors of
Access Point, Inc.:

We have audited the accompanying balance sheets of **Access Point, Inc.** (a North Carolina corporation and a majority-owned subsidiary of Access Point Communications, Inc.) as of December 31, 2006 and 2005, and the related statements of operations, changes in shareholders' (deficit) equity and cash flows for the years then ended. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States of America as established by the American Institute of Certified Public Accountants. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes consideration of internal control over financial reporting as a basis for designing audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control over financial reporting. Accordingly, we express no such opinion. An audit also includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements, assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Access Point, Inc. as of December 31, 2006 and 2005, and the results of its operations and its cash flows for the years then ended, in conformity with accounting principles generally accepted in the United States of America.

GRANT THORNTON LLP

Raleigh, North Carolina
May 3, 2007

Access Point, Inc.

Balance Sheets

December 31, 2006 and 2005

<u>Assets</u>	<u>2006</u>	<u>2005</u>
Current assets:		
Cash and cash equivalents	\$ 302,138	\$ 638,732
Accounts receivable, net of allowance for doubtful accounts of \$612,139 and \$563,971, respectively	2,434,910	2,448,036
Inventory	99,375	62,734
Unbilled receivables	263,853	330,819
Prepaid expenses	89,796	99,473
Total current assets	<u>3,190,072</u>	<u>3,579,794</u>
Property and equipment, net	568,971	686,525
Deposits	424,856	288,186
	<u>\$ 4,183,899</u>	<u>\$ 4,554,505</u>
<u>Liabilities and Shareholders' Deficit</u>		
Current liabilities:		
Accounts payable	\$ 1,736,483	\$ 1,519,353
Accrued expenses	866,286	1,103,523
Current portion of capital lease obligation	61,723	47,576
Notes payable	1,755,557	1,473,159
Deferred revenue	587,190	539,926
Total current liabilities	<u>5,007,239</u>	<u>4,683,537</u>
Capital lease obligation, net of current portion	32,503	76,861
Deferred rent	33,248	42,311
Total liabilities	<u>5,072,990</u>	<u>4,802,709</u>
Commitments and contingencies (Note G)		
Shareholders' deficit:		
Common stock, \$.01 par value; 1,000,000 shares authorized, 109,220 shares issued and outstanding	1,092	1,092
Preferred stock, \$.01 par value; 1,000,000 shares authorized, 20,313 shares issued and outstanding	6,415,007	6,109,708
Additional paid-in capital	13,692,104	13,692,104
Accumulated deficit	<u>(20,997,294)</u>	<u>(20,051,108)</u>
Total shareholders' deficit	<u>(889,091)</u>	<u>(248,204)</u>
	<u>\$ 4,183,899</u>	<u>\$ 4,554,505</u>

The accompanying notes are an integral part of these financial statements.

Access Point, Inc.

Statements of Operations

For the Years Ended December 31, 2006 and 2005

	<u>2006</u>	<u>2005</u>
Sales	\$23,249,130	\$24,645,068
Cost of sales	<u>16,329,344</u>	<u>16,815,172</u>
Gross margin	6,919,786	7,829,896
Operating expenses:		
Selling, general and administrative	6,989,277	8,171,553
Depreciation and amortization	<u>267,224</u>	<u>784,226</u>
Total operating expenses	<u>7,256,501</u>	<u>8,955,779</u>
Loss from operations	<u>(336,715)</u>	<u>(1,125,883)</u>
Other income and expense:		
Interest income	8,215	26,534
Interest expense	<u>(312,387)</u>	<u>(131,282)</u>
Total other expense	<u>(304,172)</u>	<u>(104,748)</u>
Net loss	<u>\$ (640,887)</u>	<u>\$ (1,230,631)</u>

The accompanying notes are an integral part of these financial statements.

Access Point, Inc.

Statements of Cash Flows

For the Years Ended December 31, 2006 and 2005

	2006	2005
Cash flows used in operating activities:		
Net loss	\$(640,887)	\$(1,230,631)
Adjustments to reconcile net loss to net cash provided by operating activities:		
Depreciation and amortization	267,224	784,226
Provision for doubtful accounts	48,168	249,395
(Decrease) increase in deferred rent	(9,063)	42,311
Adjustments in operating assets and liabilities:		
Increase in accounts receivable	(35,042)	(284,244)
Increase in inventory	(36,641)	(62,734)
Decrease (increase) in prepaid expenses	9,677	(26,727)
Decrease in long-term deposits and unbilled receivables	(69,704)	20,553
(Decrease) increase in accounts payable, accrued expenses and other liabilities	(20,107)	381,880
Increase in deferred revenue	47,263	35,869
Net cash used in operating activities	<u>(439,112)</u>	<u>(90,102)</u>
Cash flows used in investing activities – Purchases of property and equipment	<u>(129,803)</u>	<u>(397,828)</u>
Cash flows provided by financing activities:		
Net borrowings of note payable	282,399	649,064
Repayments of capital leases	(50,078)	0
Repayments of note payable	0	(99,699)
Net cash provided by financing activities	<u>232,321</u>	<u>549,365</u>
Net (decrease) increase in cash and cash equivalents	<u>(336,594)</u>	<u>61,435</u>
Cash and cash equivalents, beginning of year	<u>638,732</u>	<u>577,297</u>
Cash and cash equivalents, end of year	<u>\$ 302,138</u>	<u>\$ 638,732</u>
Supplemental disclosures of cash and noncash information:		
Cash paid during the year for interest	\$ 312,386	\$ 131,282
Assets acquired with capital lease	19,867	124,437
Accrual of dividends on preferred stock	305,299	366,560

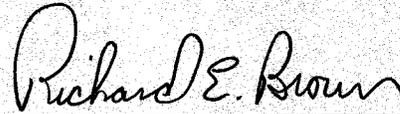
The accompanying notes are an integral part of these financial statements.

AFFIDAVIT

STATE OF NORTH CAROLINA §

COUNTY OF WAKE §

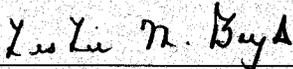
I, Richard E. Brown, being first duly sworn, deposes and states as follows: that I am Chief Executive Officer and President of Access Point, Inc., the Applicant herein, that I have reviewed the matters set forth in the Application and Exhibits and the statements contained therein are true to the best of my knowledge, except as to those matters which are stated on information or belief, and as to those matters I believe them to be true.



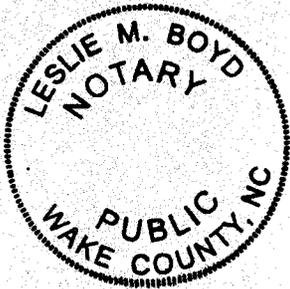
Richard E. Brown
Chief Executive Officer and President
Access Point, Inc.

Sworn and subscribed before me this 6th day of February, 2008.

My Commission expires 6-20-12



Signature of official administering oath



**APPLICATION OF
ACCESS POINT, INC.**

**EXHIBIT G
PROFILES OF SENIOR MANAGEMENT KEY PERSONNEL**

Key Management

Access Point, Inc. was founded in 1996 by a team with over 50 years of combined experience. The following is a brief description of the qualifications and experience of Access Point's senior management team.

Richard E. Brown – CEO. Mr. Brown founded Access Point in March 1996. Prior to founding Access Point, he was employed at BTI which was then a regional reseller serving the BellSouth region. As a key executive of BTI, Mr. Brown helped to grow the organization from \$2.2 million in sales to over \$120 million and from 15 employees to over 500. Mr. Brown joined BTI in 1986 as Controller, and was promoted to Executive Vice President of Finance in 1991. In that role, he wrote the business plan and raised \$10 million in seed capital to start FiberSouth, a competitive access provider, as well as securing all financing required to grow BTI. In 1993, Mr. Brown also helped found Optex, a telecom billing company that specialized in developing software for switchless resellers. He served on the Board until it was sold in 1997 to Clairmont Technology and ultimately to CBSI, a publicly traded worldwide provider of information technology services. From 1980 to 1982, he was senior cost accountant at Brown Boveri Electric. In 1983, he joined Baker Perkins in Goldsboro as a plant cost accountant, and was promoted to General Accounting Manager in 1985. Mr. Brown is a 1979 graduate of the University of South Carolina with a BA in Accounting and became a CPA in 1987.

Robin A. Byers – COO. Mr. Byers joined Access Point in March 1996 as a co-founder. Over the last 20 years Mr. Byers has held a series of sales and management positions in the telecom industry. In 1990, he joined BTI as a Regional Sales Manager, was promoted to Divisional Sales Manager in 1992 and then to Director of Sales in 1994. As the Director of Sales, was responsible for leading the Direct Sales efforts at BTI. Mr. Byers led a Sales Team consisting of 150 Sales Representatives in 26 offices in the Southeast and Mid-Atlantic regions of the U.S. While in that role, Mr. Byers increased the average revenue-per-rep in the Direct Sales force by 11% and successfully opened 5 new markets. From 1986 to 1990, Mr. Byers was employed as a Sales Representative and promoted to Sales Manager at MOBILECOMM, a BellSouth Company. Mr. Byers attended Ohio State University.

J. Sean Wilson – Controller. Sean Wilson joined Access Point in early 2004 and brings more than 13 years of unique and diverse financial experience to the company. Mr. Wilson joined us from Deltacom Communications/BTI where he served as Manager of Accounting Operations. While employed with DeltaCom/BTI, Mr. Wilson held other positions such as General Ledger Manager and Revenue Assurance Manager. Mr. Wilson is a graduate of North Carolina State University with a Degree in Accounting. He is also a Certified Public Accountant and Certified Management Accountant.

Gregory Taylor – Vice President of Information Services

Mr. Taylor first joined Access Point in April 1999 with over six years of experience in the industry. Prior to that, he held the position of VP of Operations with Topcoat Software, Inc. a company that he helped form in 1998. Before the formation of that venture, he was with BTI for a period of six years, beginning as a Cost Analyst in 1992 and rising to the position of Cost Accounting Manager in 1997. In 2001 Mr. Taylor left the company for a period, working for Convergys – Information Management Group in the implementation of their billing and order tracking applications. He then re-joined Access Point in 2002 to head up the development of the company's next-generation OSS. Mr. Taylor received a BS in Accounting from East Carolina University in 1991.

Debra Pasquale – Vice President of Service Delivery

Mrs. Pasquale brings nearly 20 years of telecommunications experience to Access Point. Working for companies such as AT&T and BTI, Debra has proven herself to be a results-driven professional with excellent leadership and management skills. Most recently, Debra held the position of Vice President of Service Delivery with ITC-Deltacom. Her career with ITC-Deltacom spanned a nine-year period, where she began as a provisioner / circuit designer. She was promoted several times up through management, becoming a Vice President with the first eight years. Her outstanding performance has been recognized by the receipt of several awards including the Operational Excellence Award for Extraordinary Achievement and the Sales MVP in 2003. Debra is currently attending Wake Technical Community College.

Chris Kasprzak – Director of Customer Service

Mr. Kasprzak has over 15 years of telecommunications and service experience. He joined Access Point in 2000 and was promoted to Director of Customer Service in 2004. His previous experience includes ten years at GTE/Verizon, where he was responsible for major account development and management of a national Call Center. Prior to that, Mr. Kasprzak worked as a Sales and Marketing Director for the hotel industry. Mr. Kasprzak holds a BA in Public Administration from North Carolina Central University.

Scott Blanton – Director of Information Technology

Scott Blanton came to Access Point from Easter Seals of North Carolina where he served as Network Administrator from December 1995 to October 1998. Before that he was in IT Services at BTI, beginning with them in July 1994. Mr. Blanton has 8 years of industry and management experience. He holds multiple Certifications in the IT field including; Microsoft Certified Systems Engineer and Certified Novell Engineer. Mr. Blanton holds a BA in History from North Carolina State University, August 1993.

Jared Welch – Director of Product Development

Mr. Welch brings over 9 years of management experience to Access Point. Prior to joining Access Point, he owned and operated his own businesses. Before becoming an entrepreneur, he worked with a telecommunications company, BTI, in their service provisioning department where he received an award for making an immediate impact in the 2nd quarter of 1999. Before joining the telecommunications industry, Mr. Welch was a Manager for Midway Airlines in their Baggage Service and Operations departments from 1996 to 1999. Mr. Welch joined Access Point in 2000 and was promoted to Local Service Manager in 2001 and then on to become a Director in 2004. Mr. Welch attended the University of NC at Chapel Hill.

Jim Hart – Director of Operational Support Systems

James Hart joined Access Point in 1999 after serving several years with MCI/WorldCom. After starting with Access Point as a member of the billing team, Mr. Hart rose to the position of Billing Manager and was promoted to Director of Operational Support Systems in 2006. Through his 8 years of telecommunications and service experience, Mr. Hart has successfully lead the implementation and management of multiple OSS/BSS systems. Mr. Hart received a BS in Business Administration from the Kenan-Flagler Business School at the University of North Carolina at Chapel Hill.

**APPLICATION OF
ACCESS POINT, INC.**

**EXHIBIT H
PROPOSED SERVICE AREA MAP**

Access Point, Inc. seeks statewide authority to offer its services.