



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

July 1, 2009
Via Overnight Delivery

Ms. Jean Jewell, Secretary
Idaho Public Utilities Commission
472 West Washington State House
Boise, ID 83720-0074

ENT-T-09-01

RECEIVED

2009 JUL -2 PM 12:39

IDAHO PUBLIC
UTILITIES COMMISSION

Re: Entelegent Solutions, Inc. Application to Provide Facilities-Based Local Exchange and Resale Interexchange Service

Dear Ms. Jewell:

Enclosed for filing please find one original and three (3) copies of the Application of Entelegent Solutions, Inc. to provide facilities-based local exchange and resale interexchange service within the state of Idaho.

The Applicant is submitting its financial data, required as part of this Application, under separate cover marked "confidential". Due to the competitive nature of the telecommunications industry, Entelegent respectfully requests that this information only be inspected by Staff directly associated with this application and be kept from public disclosure as it contains highly sensitive and proprietary information.

Any questions you may have regarding this filing may be directed to my attention at (407) 740-3006 or via e-mail at croesel@tminc.com.

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. Thank you for your assistance.

Sincerely,

012 Carey Roesel
Consultant to Entelegent Solutions, Inc.

CR/im.

Enclosure

cc: D. Gibson, Entelegent
File: Entelegent - ID Local
TMS: IDL0900

BEFORE THE IDAHO PUBLIC UTILITIES COMMISSION

Application of **Entelephant Solutions, Inc.**)
To Provide Basic Resold and Facilities-Based)
Local Exchange Telecommunications Services)
And Intrastate Interexchange Telecommunication)
Services throughout the State of Idaho)

Case No. ENT-T-09-01

RECEIVED
2009 JUL -2 PM 12:39
IDAHO PUBLIC UTILITIES COMMISSION

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

Pursuant to Title 62 of the Idaho Code and IDAPA 31.01.111, Entelephant Solutions, Inc. ("Entelephant" 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 and interexchange telecommunications services within the State of Idaho.

In support of its Application, Entelephant submits the following:

1. Introduction

Entelephant 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 as well as intrastate interexchange services statewide.

Entelephant proposes to provide local and interexchange telecommunications service to business customers. Entelephant 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 Entelephant. Such calls will be routed through the underlying carrier to the appropriate emergency agency serving the originating location. Entelephant sets the rates for its services and handles its own customer service. All services are offered twenty-four hours per day, seven days per week.

II. Description of the Applicant

- (a) Entelegent Solutions, Inc. was incorporated in the State of North Carolina on November 6, 2008. The main address of the corporation is:

Entelegent Solutions, Inc.
3800 Arco Corporate Drive, Suite 310
Charlotte, North Carolina 28273
Telephone: (704) 323-7464
Facsimile: (866) 295-0471

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

Carey Roesel
Consultant to Entelegent Solutions, Inc.
Technologies Management, Inc.
2600 Maitland Center Parkway, Suite 300
Maitland, Florida 32751
Telephone: (407) 740-3006
Facsimile: (407) 740-0613
Email: croesel@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. See **Exhibit A** for a copy of the Company's Articles of Incorporation and **Exhibit B** for the Company's Idaho Secretary of State authority.

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

Corporation Service Company
1401 Shoreline Drive, Suite 2
Boise, ID 83702

- (e) Officers and Directors

Officers and Directors of Entelegent are identified in **Exhibit C**.

- (f) Stockholders

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

- (g) Entelegent is a start-up company and has not yet initiated operations in any state. It is currently in the process of applying for local and interexchange authority in all states (other than Alaska) and in the District of Columbia.

To date, the Company has received authority to provide local and/or interexchange service in the following states:

Local and IXC authority approved: Alabama, Illinois, Kentucky, Massachusetts, Montana, Nebraska, New Hampshire, New Jersey, North Dakota, Ohio, Oregon, Rhode Island, South Dakota, Texas, Vermont, Washington, Wisconsin

IXC authority approved: Colorado, Florida, Iowa, Michigan, New Mexico, Wyoming

The Company currently has applications pending in the following states:

Local and IXC application for authority pending: Arizona, California, Connecticut, Delaware, Georgia, Hawaii, Indiana, Kansas, Louisiana, Maryland, Maine, Minnesota, Missouri, Mississippi, North Carolina, Nevada, New York, Oregon, Pennsylvania, South Carolina, Tennessee, West Virginia

Local only application for authority pending: Colorado, District of Columbia (no long distance), Iowa, Michigan, New Mexico, Utah (IXC authority not required), Virginia (IXC authority not required), Wyoming

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 - Financial Statements
- Exhibit F - Profiles of Senior Management Key Personnel
- Exhibit G - Proposed service area map (Rule 112(c))
- Exhibit H - Illustrative Local Tariff
- Exhibit I - Illustrative IXC Tariff

IV. Financial, Technical and Managerial Qualifications

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

IV.A. Financial Qualifications

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

IV.B. Managerial Qualifications

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

IV.C. Technical Qualifications

- (a) Entelegent'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 Entelegent seeks to compete.
- (b) Entelegent management team has had prior experience with 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, Entelegent is technically well-qualified to provide local and interexchange service in Idaho
- (c) Entelegent 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

Enteleget Solutions, Inc. understands the importance of effective customer service for local service consumers. Once it initiates operations, Enteleget's toll free customer service telephone number will be available with live operator response during the hours of 7AM EST to 7PM EST. All afterhours and overflow will be handled by third-party providers of similar service to other carriers. The Company's toll free telephone number for customer inquiries, complaints and repair is 800-975-7192. Customers may contact the company in writing at the headquarters address indicated below.

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

David Gibson
Vice President of Operations
Enteleget Solutions, Inc.
3800 Arco Corporate Drive, Suite 310
Charlotte, NC 28273
Telephone: 704-323-7464
Facsimile: 866-295-0471
Toll Free: 800-975-7192
Email: Dave.gibson@Enteleget.com

VI. Service Description and Anticipated Service Date

Enteleget Solutions, Inc. will provide local telephone exchange service and interexchange long distance service to business end users via Commercial Agreements with facilities-based telephone exchange service and interexchange providers. Services are offered using service provider facilities in combination with Unbundled Network Elements purchased from other entities and the resale of telecommunications services of other carriers.

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

VII. Public Interest Standard

Grant of Enteleget's Application to provide basic resold and facilities-based local exchange services as well as interexchange 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.

Enteleget'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

Enteleget 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 Entelegent Solutions, Inc. possesses the technical, financial and managerial resources to provide local exchange and interexchange service in Idaho.

WHEREFORE, Entelegent Solutions, Inc. respectfully requests that the Commission:

1. grant Entelegent authority to operate as a provider of resold and facilities-based basic local exchange and resold interexchange 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,

Entelegent Solutions, Inc.



David L. Gibson
Vice President of Operations/
Entelegent Solutions, Inc.



NORTH CAROLINA

Department of The Secretary of State

To all whom these presents shall come, Greetings:

I, ELAINE F. MARSHALL, 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

ENTELEGENT SOLUTIONS, INC.

the original of which was filed in this office on the 6th day of November, 2008.



IN WITNESS WHEREOF, I have hereunto set my hand and affixed my official seal at the City of Raleigh, this 6th day of November, 2008.

Elaine F. Marshall

Secretary of State

SOSID: 1070812
Date Filed: 11/6/2008 12:28:00 PM
Elaine F. Marshall
North Carolina Secretary of State
C200831000313

**ARTICLES OF INCORPORATION
OF
ENTELEGENT SOLUTIONS, INC.**

The undersigned hereby submits these Articles of Incorporation for the purpose of forming a business corporation under the laws of the State of North Carolina.

1. The name of the corporation is Entelegent Solutions, Inc.
2. The number of shares the corporation is authorized to issue is 1,000,000 all of one class, designated as common stock.
3. The street address and county of the initial registered office of the corporation is 2520 Whitehall Park Dr. Suite 100, Charlotte, NC, Mecklenburg County, and the name of the initial registered agent is Tom Turpin.

4. The name and address of the incorporator is as follows:

Tom Turpin
2520 Whitehall Park Dr. Suite 100
Charlotte, NC 28273

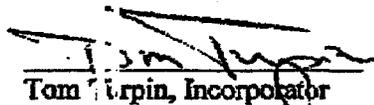
5. The name and address of the individuals, who are to serve as the initial director(s) on the initial Board of Directors of the corporation who shall serve as director(s) until the first meeting of shareholders, or until their successors are elected and qualified, is as follows:

Tom Turpin
2520 Whitehall Park Dr. Suite 100
Charlotte, NC 28273

6. To the fullest extent permitted by the North Carolina Business Corporation Act as it exists or may hereafter be amended, no person who is serving or who has served as a director of the corporation shall be personally liable to the corporation or any of its shareholders for monetary damages for breach of duty as a director. No amendment or repeal of this article, nor the adoption of any provision to these Articles of Incorporation inconsistent with this article, shall eliminate or reduce the protection granted herein with respect to any matter that occurred prior to such amendment, repeal or adoption.

7. These Articles of Incorporation will be effective upon filing.

This the 5th day of November, 2008.


Tom Turpin, Incorporator

State of Idaho

Office of the Secretary of State

**CERTIFICATE OF AUTHORITY
OF
ENTELEGENT SOLUTIONS, INC.**

File Number C 181582

I, BEN YSURSA, Secretary of State of the State of Idaho, hereby certify that an Application for Certificate of Authority, duly executed pursuant to the provisions of the Idaho Business Corporation Act, has been received in this office and is found to conform to law.

ACCORDINGLY and by virtue of the authority vested in me by law, I issue this Certificate of Authority to transact business in this State and attach hereto a duplicate of the application for such certificate.

Dated: January 20, 2009



Ben Yursa
SECRETARY OF STATE

By *Sally Lloyd*



APPLICATION FOR CERTIFICATE OF AUTHORITY (For Profit)

(Instructions on Back of Application)

FILED EFFECTIVE

2009 JAN 20 AM 10:47

SECRETARY OF STATE
STATE OF IDAHO

The undersigned Corporation applies for a Certificate of Authority and states as follows:

- The name of the corporation is:
ENTELEGENT SOLUTIONS, INC.
- The name which it shall use in Idaho is: ENTELEGENT SOLUTIONS, INC.
- It is incorporated under the laws of: NORTH CAROLINA
- Its date of incorporation is: 11-6-08
- The address of its principal office is:
3800 CORPORATE DRIVE, SUITE 310 CHARLOTTE NC 28273
- The address to which correspondence should be addressed, if different from item 5, is:

- The street address of its registered office in Idaho is: 1401 Shoreline Drive, Suite 2, Boise, ID 83702
and its registered agent in Idaho at that address is: Corporation Service Company

8. The names and respective business addresses of its directors and officers are:

Name	Title	Business Address
<u>WILLIAM BRADFORD WHEELER JR</u>	<u>President</u>	<u>3800 Arco Corporate Dr. Ste 310 Charlotte NC 28273</u>
<u>David Leslie Gibson</u>	<u>VP/Secretary</u>	<u>3800 Arco Corporate Dr. Ste 310 Charlotte NC 28273</u>
<u>Tom Turpin</u>	<u>Director</u>	<u>3800 Arco Corporate Dr. Ste 310 Charlotte NC 28273</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____

Dated: _____

Signature: *David L Gibson*

Typed Name: David L Gibson

Capacity: VP of Operations

[The signer must be a director or an officer of the corporation.]

Customer Acct # : _____
(If using pre-paid account)

Secretary of State use only

g:\corp\forms\corp
forms\appforcertificateauthority_profit.pms
Revised 10/2006

IDAHO SECRETARY OF STATE
01/20/2009 05:00
CK: 200188034 CT: 164064 BH: 1152995
1 @ 100.00 = 100.00 AUTH PRO # 2
1 @ 20.00 = 20.00 EXPEDITE C # 3

C 181582



NORTH CAROLINA

Department of The Secretary of State

CERTIFICATE OF EXISTENCE

I, ELAINE F. MARSHALL, Secretary of State of the State of North Carolina, do hereby certify that

ENTELEGENT SOLUTIONS, INC.

is a corporation duly incorporated under the laws of the State of North Carolina, having been incorporated on the 6th day of November, 2008, with its period of duration being Perpetual.

I FURTHER certify that, as of the date set forth hereunder, the said corporation's articles of incorporation are not suspended for failure to comply with the Revenue Act of the State of North Carolina; that the said corporation is not administratively dissolved for failure to comply with the provisions of the North Carolina Business Corporation Act; that its most recent annual report required by N.C.G.S. 55-16-22 has been delivered to the Secretary of State; and that the said corporation has not filed articles of dissolution as of the date of this certificate.

IN WITNESS WHEREOF, I have hereunto set my hand and affixed my official seal at the City of Raleigh, this 15th day of January, 2009.

Elaine F. Marshall

Secretary of State



ENTELEGENT SOLUTIONS, INC.

OFFICERS AND DIRECTORS

The following individuals are officers of Entelegent Solutions, Inc. and may be contacted at the Company's headquarters located 3800 Arco Corporate Drive, Suite 310, Charlotte, NC 28273:

W.B. Wheeler, Jr. ("Bo")

President

David L. Gibson

Vice President of Operations

W. B. Wheeler, Jr. (Bo)
113 Mayfair Rd.
 Mooresville, NC 28117
CELL: (704) 231-6288 WK: (704) 409-2687
bo.wheeler@entelegent.com

SUMMARY:

20-years of Telecommunications Experience

- Held executive positions in Sales, Technical Support, Product Marketing and Professional Security Services.
- Worked in the Enterprise, Commercial and Government and Education markets.
- Led sales, service and support resources and management teams.
- Responsible for a \$155M revenue plan, managed over 100 employees and supported over 1,350 accounts.
- Managed through change and merged, restructured and rebuilt a number of groups and organizations.

EXPERIENCE:

EnTelegent Solutions; Charlotte, NC
President

November 08 – Present

- Responsible for start up and staffing of Managed Solutions Provider.
- Responsible for all aspects of business operations.
- Bottom line accountability to Board of Directors.

Qwest Communications; Charlotte, NC
Global Accounts Sales Manager

November 07 – November 08

- Responsible for managing the activities of Global Accounts sales group through high-level individual contributors.
- Rebuilt Sales organization.
- 125% of Sales Plan.
- Management and sales/revenue responsibility for \$20M Budget.

Verizon Business / MCI Communications / WorldCom

February 92 – August 07

Managing Director/Professional Security Services, Service Delivery, Charlotte, NC (2/05 – 8/07)

- Responsible for the tactical operation and strategic direction of the Security Consulting group.
- Direct groups that perform Network and Web Application Security Assessments, Security Risk Assessments and Forensic Investigation Services.
- Direct group that performs Program and Project Management.
- Responsible for customer relationship management, and bottom line accountability for the Professional Security Services organization.

Executive Director/Professional Security Services/Product Marketing/MCI, Charlotte, NC (1/04 – 2/05)

- Responsible for the creation, execution and lifecycle management of security consulting product offerings.
- Own product management and product marketing functions from concept to launch.
- Manage product pricing strategy, financial analysis and justification.
- Create market messaging, sales training and marketing collateral.

W. B. Wheeler, Jr. (Bo)

EXPERIENCE, CONTINUED

Branch Director; Commercial Accounts /MCI; Charlotte, NC (11/01 – 1/04)

- Geographic executive responsible for sales, service and support of commercial accounts organization in North and South Carolina.
- Consistently Exceed Sales and Install Plan.
- Formulate achievable sales, service and technical support plans for branch resources in accordance with business unit goals. Ensure that sales forecasts, revenue plans and aged receivables goals are met. Develop recommendations and identify opportunities for revenue growth.
- Develop and implement a comprehensive branch success plan, which addresses target revenue growth, manpower requirements, target accounts and/or market share.
- Regularly interact with customer and company executive management.
- \$155M revenue plan. \$3.6M sales plan.

Executive Sales Manager/Corporate National Accounts / WorldCom; Charlotte, NC (11/98 – 11/01)

- Responsible for managing the activities of CNA sales group through high-level individual contributors.
- 132% of Sales Plan and 145% of Service Install Plan ...President's Club.
- Management and sales/revenue responsibility for \$40M sales plan.

Senior Regional technical Manage, Southeast / MCI WorldCom; Charlotte, NC (5/96 – 11/98)

- Work closely with MCI Branches and Sales teams to define, review and help build branch and account strategies whereby MCI products and services can be recommended and offered to address/solve the business and technology needs of MCI customers.
- Manage \$1.2M annual departmental budget and \$90M annual revenue plan.
- #1 sales branch in the company; 1996: Western North Carolina.

Mid-Atlantic Region; Regional Enterprise Networking Manager/MCI; Charlotte, NC (11/95 – 5/96)

- Provide second and third level technical and field sales support for data networking services. Activities include Network Services, CPE/LAN and Enterprise Network environments.
- Manage \$76M annual data revenue plan.

Senior Technical Consultant/Corporate National Accounts/MCI; Richmond, VA (2/95 – 11/95)

- Provide senior technical sales support to the Richmond/Washington branch personnel, technical support organization and customer community.
- #1 Corporate National Account Region in the company; 1995.

Technical Consultant, National Accounts / MCI; Richmond, VA (2/93 – 2/95)

- Provide technical sales support for complex MCI voice, video and data.
- #1 Corporate National Account branch in the company; 1994.

Technical Consultant; Commonwealth of Virginia / Unitec/MCI; Richmond, VA (2/92 – 2/93)

- Provide technical sales support for the Department of Information Technology (DIT) and all other State agencies
- Support \$38.4M Revenue Plan
- #1 Corporate National Account in the Company; 1992

W. B. Wheeler, Jr. (Bo)

EXPERIENCE, CONTINUED

Walton & Walton Associates; Richmond, VA

July 90 - Feb 92

Consultant/Analyst

- Represent clients in the telecommunications system/service procurement process; needs assessment, RFP development, proposal analysis, vendor ranking, vendor selection, contract negotiation and system/service implementation management

Telecom*USA (Merged with MCI) Fairfax and Richmond, VA

June 88 - June 90

Senior Account Executive

- Generate telecommunications revenue from existing and new commercial accounts.

Institutional Communications Company (Merged with Telecom*USA), McLean, VA Jan 88 - June 88

Account Manager

- Generate telecommunications revenue and manage large accounts with direct access requirements.

EDUCATION:

CISSP; 75526

MBA Candidate; Virginia Commonwealth University; Richmond, Virginia

BA, Speech Communication; Marketing Management Concentration;
West Chester University; West Chester, Pennsylvania

Certificate of Merit; Fork Union Military Academy; Fork Union, Virginia

David L. Gibson
1900 Wesleyan Drive, Apt. 207
Macon, GA 31210
Phone: 812-319-4624
Email: dgibson72@yahoo.com

EXPERIENCE

EnTelegent Solutions, Inc., Charlotte, NC
Vice President of Operations

August 2008 - Present

- Responsible for all operations of startup Managed Solutions Provider.

QComm – nGenX Corporation, Evansville, IN
Director of Operations

September 2007 – August 2008

- Responsible for managing all Support Desk, Operations, Billing and Activation Activity. Was directly responsible for support of over 1100 end users and over 400 Applications that were hosted on our network. Primary accomplishment was to put together the new version of the Office Anywhere product with supporting documentation and training. In addition to support customer requirements for Data Center and Hosting Operations, I brought the company into SAS70 compliance and certification.

Access Integrated Networks, Macon, GA
Director of Network Planning and Engineering
Interim NOC Manager

March 2005 – September 2007

- Was hired as 3rd employee with Facilities Network Operations and Management experience. Was responsible for the purchase, engineering, installation, project management and operation of 90 Collocations and 55 rate centers in 7 different LATAs. Discovered and recovered \$1 million dollar billing issue in first 6 months of employment. Was also responsible for several hundreds of thousand dollars in cost recovery and revenue activity. Responsible for cross team management in the areas of billing, IT, Regulatory, Engineering and Operations. Responsible for general support system design and requirements documentation for implementation.

In addition was responsible for all NOC operations until the position was filled as well as intra department management swapping positions with the Director of Product Management and Training at different periods of time.

QComm – Cinergy Communications, Evansville, IN
Director of Network Planning and Engineering
Cost Analyst

February 2003 – March 2005

- Responsible for all Bill Audit, Revenue Assurance, Performance Measurement, Regulatory and Network Optimization opportunities. In addition to building the Bill Audit / Revenue Assurance areas main responsibilities include network planning and Local facilities planning and deployment. In the past year we have been responsible for over \$3,000,000 of savings in relation to won disputes, negotiation of carrier contracts, and Network Optimizations. Projects that I had started or issues that I uncovered are still bringing in several hundred thousands of dollars to Cinergy even after I have been gone. Also responsible for business development and senior advisor on several projects such as a Wholesale Division rollout, Nationwide local network using SIP to SIP with other carriers, MPLS customer access, and a strategy for a play in rural markets.

David L. Gibson

EXPERIENCE, CONTINUED

OneStar Long Distance, Evansville, IN

1995 – February 2003

Vice President of Network Operations

- Responsible for all operations, engineering, cost validation and design of nationwide data and voice network. Responsible for 70% of entire company's cost budget relating to Cost of Transmission, Operations and Network CAPEX expenses. I played key roles in the assimilation of 10 acquisitions and their networks into one, deployed 4 new switch sites from ground to operation and was in the process of deploying a Cisco IP transport network to replace the ATM core that my team implemented a few years previous. In addition to the Cisco transport and routing, we are deploying soft switch technology to handle various application and features. On the network or through various arrangements the network supported, LD, Internet (Dial, DSL, T1), calling card, local and 8xx traffic in both retail and wholesale channels. Was also responsible for the creation and support of Nationwide wholesale program. In early 2002 I co-wrote a business plan and model using utilities for last mile bypass. The model also called for wireless and free space optics for additional solutions to be incorporated into the local fiber network. CAPEX and human resources limitations did not allow for any implementation. In addition to the physical network, I was responsible for research, recommendation, creation and implementation of circuit database systems, CABS billing systems, and network management systems.

Network Manager

- As the Network Manager I was responsible for all network engineering and operations. I was also responsible for all IT support and operations. In addition to the network and IT responsibilities I assisted in many billing and provisioning related activities and projects.

Network Cost Analyst

- Responsible for over \$30,000,000 in accumulated savings through various audits, carrier negotiations and processes implemented. During my time at this position I was responsible for the creation of most cost models for the products used in the company.

Data Entry

- Responsible for entering customer data into the network. Within the first 6 months of this position I had written various programs to automate the task, and create the need for me to move to another position

S & S Medical, Henderson, KY

1994 - 1995

Controller, Treasurer, Director IT

- Responsible for all accounting (A/P, A/R, payroll, taxes, asset management, G/L) and IT functions. Implemented a wide area network to connect the various sites together, and implemented new phone and inventory database systems.

Consultant, Kentucky & Indiana

1992 - 1996

- Converted the accounting books of various small companies from manual systems to computer based systems. Performed everything from a first audit to implementation to training.

Wildwood Golf Course, Dixon, KY

1992 - 1994

- Performed various tasks at Wildwood Golf Course. Mostly physical labor building and designing the golf course. Also helped out in the office as needed.

David L. Gibson

EDUCATION

Oakland City College

University of Southern Indiana

Siemens Stromberg Carlson DCO

Siemens Stromberg Carlson FFP

Nortel DMS

NACT calling card platform

Excel calling card platform

IBM routers

Citrix

SoftGrid

Microsoft Terminal Server and Server 2003

Tekelec/Santera Class 4/5 Softswitch

Occam BLC

Metaswitch Class 4/5 Softswitch

Intergal Access PPN

Various PBXs (IP and Traditional)

Metaswitch UC9000 Voice Mail platform

AS400 operations and various LAN/WAN connectivity packages

Cisco routers and switches

Marconi/FORE ATM switches (TNX1100, 210, ASX4000)

Various IP, ATM, MPLS, TDM forums

CFCA (Telecom Fraud prevention association)

Dialogic

UNIX, SQL, Visual Basic, RPG, and Procom scripting experience

Randall R. Madge
10600 Country Squire Ct.
Mathews, NC 28105
Phone: 704.807.2576 - 704.846.6318
randy@squareclover.com

EXECUTIVE PROFILE:

Highly accomplished sales executive with a consistent history of dramatically exceeding revenue, volume, and market share objectives while streamlining business processes. Proven ability to expand key high-profile client accounts and drive strategies to penetrate and broaden into uncharted markets. Expertise in identifying, cultivating, and retaining top talent to develop high-performance sales teams and execute innovative initiatives. Excellent reputation for consultative approach in developing strategies that significantly advance organizational objectives while optimizing profitability, and maximizing corporate performance. Visionary thinker with global perspective and entrepreneurial drive.

CORE COMPETENCIES:

Sales and Marketing	Management	Strategy and Growth
Consultative Solutions Selling	Team Leadership	Business Development
Client Relationship Management	Pricing Strategies	Competitive Market Intelligence
Revitalizing Sales Organizations	Executive Reporting	Tactical Planning
Contract/Proposal Negotiations	Planning & Forecasting	New Product Launch

REPRESENTATIVE ACHIEVEMENTS:

Developed, managed and implemented new division (CLEC) for CT Communications. Guided the division from start-up to \$44,000,000 in annual revenue over a 7 year period. The division consisted of 110 employees from sales, operations, customer service and repair/technical support. Recognized by the National Cable & Telecommunications Association (NCTA) for its outstanding performance.

Lead ICG into the local dial-tone market after the Telecom Act of 1996. Responsible for growing the North Carolina market to the 2nd largest market, behind corporate (Denver, CO). North Carolina market represented \$50,000,000 in annual revenue.

Previous client base represented numerous Fortune 500 companies, such as, Bank of America, First Union, EDS, IBM, Coke-Cola, AT&T, MCI, Sprint and WorldCom .

Multi-year sales award winner: Number One National Performer for ICG in 1994 & 1995, Pinnacle Club for ICG in 1994, 1995, 1996, 1997, & 1998; Metromedia Presidents Club 1991.

Randall R. Madge

PROFESSIONAL EXPERIENCE:

Square Clover, Inc., Concord, NC
President

2008 – Present

The company consists of two divisions: distribution and installation. The distribution division primarily relies on its e-commerce site for revenue generation. The installation division provides network engineering and installation services of structured cable. Revenue is generated through a lead referral program.

First year annual sales projection is approximately \$900,000.

Achieved profitability in the 3rd month and will return initial investment by year- end 2008.

CT Communications, Inc., Concord, NC
Vice President – Business Sales (2000 – 2007)

1999 – 2007

Responsible for all business sales companywide. Additional responsibilities include all sales and operations of new construction for business and residential serving areas throughout North Carolina (averaged 154 active projects). All responsibilities represent approximately \$80,000,000 in annual revenue.

Developed, managed and implemented business strategies, operating plans, financial goals, compensation and annual budgets for the CLEC and Greenfield Division.

Launched CLEC Division from start up to over \$44,000,000 in annual revenue.

Developed success base compensation plan (decelerators/accelerators), which became standard for all divisions company wide.

Director of Sales – CLEC (1999 – 2000)

Developed, managed and implemented the start-up for CTC's CLEC Division.

Promoted to Vice President of CLEC Division after first six months of employment.

ICG Communications, Charlotte, NC
Director of Sales – Southeast Region (1999)

1993 – 1999

Responsible for all commercial sales, forecast, budget and strategic planning in a four state region.

The region represented approximately \$75,000,000 in annual revenue (150+ employees).

Regional Sales Manager (1996 – 1998)

Established ICG in the tier I, II cities of North Carolina as a dominant local dial tone provider.

Increased sales to become the 2nd largest market behind corporate region for ICG.

The North Carolina market represented approximately \$50,000,000 in annual revenue (90 employees).

National Account Executive (1993 – 1996)

Responsible for selling the engineering and implementation of fiber optic networks to fortune 500 companies, such as, Bank of America, First Union, EDS, IBM, Coke-Cola, AT&T, MCI, Sprint, and WorldCom.

Randall R. Madge

PROFESSIONAL EXPERIENCE, (CONTINUED):

Metromedia Communications, Charlotte, NC **1989 – 1993**
General Manager (Wireless Division) (1992 – 1993)

Managed 9 branch locations throughout the Southeast. Created strategic business plans, budgets, and forecast for the region. Region represented 60 employees and approximately \$25,000,000 in annual revenue.

Senior Account Executive (1989 – 1992)

Responsible for selling telecommunication products to commercial accounts, such as, Piedmont Natural Gas, Harris Teeter, and PCA.

7-ELEVEN Convenience Store, Wildwood, NJ **1987 – 1989**
Owner / Operator

Owned and operated two 7-Eleven convenience stores located in the southern part of New Jersey. Combined annual revenue equaled \$5,000,000.

Xerox Corporation, New York City, NY **1986 – 1987**
Account Executive

Received Xerox Sales Training (SPIN). Responsible for selling office equipment to commercial accounts. Territory was World Trade Center One & Two.

First year in sales sold 815 copiers to Chemical Bank throughout NYC.

EDUCATION:

Elon University, Elon, North Carolina
BA Degree in Computer Science