

**BEFORE THE PUBLIC SERVICE COMMISSION
OF THE STATE OF MISSOURI**

In the Matter of the Application of)
Enteleget Solutions, Inc. for)
Certificate of Service Authority to Provide)
Basic Local Exchange, Non-Switched Local) Case No. TA-2009-0415
Exchange and Interexchange)
Telecommunications Services in the)
State of Missouri and to Classify Said)
Services and the Company as Competitive)

**APPLICATION FOR CERTIFICATE OF SERVICE AUTHORITY
TO PROVIDE BASIC LOCAL EXCHANGE, NON-SWITCHED LOCAL EXCHANGE AND
INTRASTATE INTEREXCHANGE TELECOMMUNICATIONS SERVICE AND
FOR COMPETITIVE CLASSIFICATION**

COMES NOW Enteleget Solutions, Inc. (“Applicant” or “Enteleget Solutions”), by its undersigned counsel, and pursuant to Sections 392.361, 392.410, 392.420, 392.430, 392.440 and 392.450 RSMo., the Federal Telecommunications Act of 1996, 4 CSR 240-2.060 and 4 CSR 240-3.510, and files this verified Application requesting that the Missouri Public Service Commission (hereinafter, “the Commission”) issue an order that:

- (a) grants Applicant certificate of service authority to provide basic local exchange, non-switched local exchange and interexchange telecommunications services, pursuant to Chapter 392 RSMo;
- (b) grants competitive status to Applicant and Applicant's requested services; and
- (c) waives certain Commission rules and statutory provisions pursuant to Sections 392.420 and 392.361 RSMo, consistent with the Commission's past treatment of other certificated providers of competitive telecommunications services, including the “new” waivers provided for in HB 1779 (2008).

In support of its Application, Enteleget Solutions states as follows:

1. Entelegent Solutions, Inc. is a corporation duly organized and existing under and by virtue of the laws of the State of North Carolina, and is duly authorized to conduct business in Missouri. The nature of Applicant's business is telecommunications. Applicant's principal place of business is 3800 Arco Corporate Drive, Suite 310, Charlotte, North Carolina (NC) 28273. Its telephone number is 704-936-2365 and its toll-free customer service number is 1-800-975-7192. Pursuant to 4 CSR 240-2.060(1)(C), a Certificate of Authority to transact business in Missouri, issued by the Missouri Secretary of State, is attached hereto as **Exhibit**

A.

2. All correspondence, communications, pleadings, notices, orders and decisions relating to this Application should be addressed to:

William D. Steinmeier
Mary Ann (Garr) Young
WILLIAM D. STEINMEIER, P.C.
2031 Tower Drive
P.O. Box 104595
Jefferson City, Missouri (MO) 65110-4595
Telephone: (573) 659-8672
Facsimile: (573) 636-2305
Email: wds@wdspc.com
MYoung0654@aol.com

With a copy to:

Carey Roesel
Consultant to Entelegent Solutions, Inc.
Technologies Management, Inc.
2600 Maitland Center Parkway, Suite 300
Maitland, Florida (FL) 32751
Telephone: (407) 740-3006
Facsimile: (407) 740-0613
Email: croesel@tminc.com

All inquiries or communications regarding the ongoing operations of Entelegent Solutions should be addressed to:

David L. Gibson
Vice President of Operations and Secretary
Entelegent Solutions, Inc.
3800 Arco Corporate Drive, Suite 310
Charlotte, North Carolina (NC) 28273
Telephone: (704) 936-2365
Facsimile: (866) 295-0471
Email: Dave.gibson@entelegent.com

3. By this Application, Entelegent Solutions requests a certificate of service authority to provide competitive basic local exchange services to residential and business customers throughout all exchanges in the state of Missouri of all incumbent local exchange companies (ILECs). The exchanges in which Entelegent Solutions seeks authority are listed in the approved tariffs of the ILECs, and will be listed in Applicant's basic local service tariff. Entelegent Solutions' proposed service areas will follow the respective exchange boundaries of each incumbent LEC and shall be no smaller than an exchange as required by Section 392.455(3) RSMo.

4 Upon certification, Applicant will provide services by combining unbundled network elements and reselling services obtained from AT&T Missouri and other ILECs pursuant to interconnection agreement(s) that Applicant has filed or will file with the Commission. Applicant may also acquire services and facilities from other carriers operating in the State. Entelegent Solutions will, through interconnection with other carriers or resale of other carriers' services, provide access to 911 and enhanced 911 emergency services and provide directory assistance and operator assisted calling, dual party relay services, and other miscellaneous services currently provided by incumbent local exchange carriers. Entelegent Solutions intends to provide local service using unbundled network combinations offered by AT&T Missouri and via resold services. Entelegent Solutions may eventually provide local

eventually provide local services via its own switching facilities. Entelegent Solutions plans to commence offering basic local service upon receiving Commission approval of its interconnection agreement(s) and related tariffs.

5. Pursuant to this Application, Entelegent Solutions seeks authority to offer and provide all forms of facilities-based and resold basic local telecommunications service to customers within Missouri as defined in 386.020(4) RSMo.

6. By this Application, Entelegent Solutions also requests a certificate of service authority to provide competitive intrastate interexchange and non-switched local exchange (dedicated private line) telecommunications services throughout the state of Missouri. Specifically, Entelegent Solutions seeks authority to provide a full range of “1+” interexchange services, MTS, out-WATS, in-WATS, and Calling Card Services and, where appropriate, non-switched local exchange/private line services.

7. Applicant possesses the technical and managerial expertise and experience necessary to provide the services it proposes as required by Section 392.455(1), RSMo. Information concerning Applicant’s principal management employees and their qualifications is attached hereto and incorporated herein as **Exhibit B**.

8. Applicant possesses the necessary financial resources and abilities to provide the services it proposes as required by Section 392.455(1), RSMo and has the necessary capital to conduct its proposed operations in Missouri. Applicant will late-file its financial statements as **Appendix C**. Applicant’s financial information is “Highly Confidential” (HC) information pursuant to 4 CSR 240-2.135.

9. Entelegent Solutions, Inc. seeks classification of itself and its services as competitive, with accompanying reduced regulation pursuant to Section 392.361 RSMo and 4

4 CSR 240-3.510(1)(A). Applicant believes that its proposed services will be subject to sufficient competition to justify a lesser degree of regulation and that granting this request will allow greater price and service options for telephone users.

10. Entelegent Solutions, Inc. will offer basic local telecommunications services as a separate and distinct service in accordance with applicable law. Entelegent Solutions will give consideration to equitable access for all Missourians, regardless of where they might reside or their income, to affordable telecommunications services in Entelegent Solutions' proposed service areas in accordance with applicable law.

11. Applicant is willing to, and will, comply with all applicable Commission rules and is willing to, and will, meet all relevant service standards including, but not limited to, quality of service, billing, and tariff filing and maintenance in a manner consistent with the Commission's requirements for incumbent local exchange carrier(s) with whom Entelegent Solutions seeks authority to compete. Additionally, Entelegent Solutions agrees that, pursuant to Section 392.455(3) and (4), RSMo, its service area shall be no smaller than an exchange. Consistent with the Commission's treatment of other certificated competitive local exchange telecommunications companies, Applicant requests the following statutes and regulations be waived for Entelegent Solutions, Inc. and its basic and interexchange service offerings:

STATUTES

- | | |
|-----------|--|
| 392.210.2 | - Uniform System of Accounts |
| 392.240.1 | - Just and Reasonable Rates |
| 392.270 | - Ascertain Property Values |
| 392.280 | - Depreciation Accounts |
| 392.290 | - Issuance of Securities |
| 392.300 | - Transfer of Property and Ownership
of Stock |

- 392.310 - Issuance of Stock & Debt
- 392.320 - Stock dividend payment
- 392.330 - Issuance of securities, debt and notes
- 392.340 - Reorganization(s)

COMMISSION RULES:

- 4 CSR 240-3.550(4) - Company Records and Reports
- 4 CSR 240-3.550(5)(A) - Company Records and Reports
- 4 CSR 240-3.550(5)(C) - Exchange boundary maps
- 4 CSR 240-10.020 - Depreciation fund income
- 4 CSR 240-30.040 - Uniform system of accounts
- 4 CSR 240-32.060 - Engineering and Maintenance Standards
- 4 CSR 240-32.070 - Quality of Service
- 4 CSR 240-32.080 - Service Objectives and Surveillance Levels

- 4 CSR 240-33.030 - Informing Customers of Lowest Priced Services

- 4 CSR 240-33.040 (1) through (3), and (5) through (10) - Billing and Payment Standards
- 4 CSR 240-33.045 - Requiring Clear Identification and Placement of Separately Identified Charges on Customer Bills

- 4 CSR 240-33.080(1) - Disputes by Residential Customers
- 4 CSR 240-33.130(1) - Operator Service
- 4 CSR 240-33.130(4) - Operator Service
- 4 CSR 240-33.130(5) - Operator Service

12. Applicant acknowledges 4 CSR 240-3.510(1)(C), which requires that a tariff and any applicable interconnection agreements must be filed with the Commission and approved before service can be provided. Applicant will file proposed basic local exchange and interexchange services tariffs with a forty-five (45) day effective date as soon as possible.

13. Applicant submits that the public interest will be served by Commission approval of this Application because Applicant's proposed service will create and enhance competition and expand customer service options, consistent with the legislative goals set forth in the

forth in the Telecommunications Act of 1996 and Chapter 392, RSMo. Prompt approval of this Application also will expand the availability of innovative, high quality and reliable telecommunications services within the State of Missouri.

14. Notwithstanding the provisions of Section 392.500, RSMo., as a condition of certification and competitive classification, Entelegent Solutions agrees that, unless otherwise ordered by the Commission, Entelegent Solutions' originating and terminating switched exchange access rates will be no greater than the lowest Commission-approved corresponding access rates in effect for each ILEC within those service area(s) in which Applicant seeks authority to provide service. Additionally, pursuant to the Commission's Report and Order in Case No. TO-99-596, Entelegent Solutions agrees that if the ILEC in whose service area the Applicant is operating decreases its originating and/or terminating access service rates, the Applicant shall file an appropriate tariff amendment to reduce its originating and/or terminating access rates within thirty (30) days of the ILEC's reduction of its originating and/or terminating access rates in order to maintain the cap on switched access rates.

15. Entelegent Solutions has no pending or final judgments or decisions against it from any state or federal agency or court that involves customer rates or service.

16. Entelegent Solutions has no annual report or assessment fees that are overdue.

WHEREFORE, Applicant Entelegent Solutions, Inc. respectfully requests that the Commission grant it certificate of service authority to provide basic local exchange, non-switched local exchange and interexchange telecommunications services as herein requested, classify Applicant and Applicant's proposed services as competitive, and grant the requested waivers of aforesaid statutes and regulations.

Respectfully submitted,

/s/ William D. Steinmeier

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Mary Ann (Garr) Young MoBar #27951
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 myoung0654@aol.com

ATTORNEYS FOR APPLICANT
Entelegent Solutions, Inc.

Dated: May 18, 2009

CERTIFICATE OF SERVICE

I do hereby certify that a true and correct copy of the foregoing document has been served electronically on the Office of Public Counsel at opcservice@ded.mo.gov and on the General Counsel's office at gencounsel@psc.mo.gov this 18th day of May 2009.

/s/ William D. Steinmeier

William D. Steinmeier

VERIFICATION

STATE OF NORTH CAROLINA
COUNTY OF MECKLENBURG

David L. Gibson, being first duly sworn, deposes and says: That he is the Vice President of Operations and Secretary for EnTelegent Solutions, Inc. the Applicant in the foregoing Application; that he has read the foregoing Application, knows the contents thereof and is authorized to verify the accuracy of same; and that the statements contained in the Application are true to his best knowledge, information and belief.



David L. Gibson
Vice President of Operations and Secretary
EnTelegent Solutions, Inc.

Subscribed and sworn to before me this 18 day of February, 2009.



Notary Public

My commission expires: 8/27/13



ENTELEGENT SOLUTIONS, INC.

APPENDIX A

Certificate of Authority
from
Missouri Secretary of State

STATE OF MISSOURI



Robin Carnahan
Secretary of State

CERTIFICATE OF AUTHORITY

WHEREAS,

ENTELEGENT SOLUTIONS, INC.
F00942246


using in Missouri the name

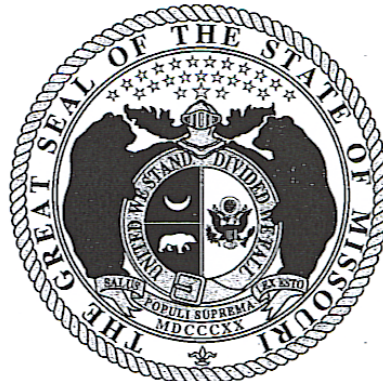
ENTELEGENT SOLUTIONS, INC.

has complied with the General and Business Corporation Law which governs Foreign Corporations; by filing in the office of the Secretary of State of Missouri authenticated evidence of its incorporation and good standing under the Laws of the State of North Carolina.

NOW, THEREFORE, I, ROBIN CARNAHAN, Secretary of State of the State of Missouri, do hereby certify that said corporation is from this date duly authorized to transact business in this State, and is entitled to all rights and privileges granted to Foreign Corporations under the General and Business Corporation Law of Missouri.

IN TESTIMONY WHEREOF, I hereunto
set my hand and cause to be affixed the
GREAT SEAL of the State of Missouri.
Done at the City of Jefferson, this
20th day of January, 2009.


Secretary of State



ENTELEGENT SOLUTIONS, INC.

APPENDIX B

Profiles of Key Management Employees

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

November 08 – Present

President

- 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

November 07 – November 08

Global Accounts Sales Manager

- 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 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

August 2008 - Present

Vice President of Operations

- Responsible for all operations of startup Managed Solutions Provider.

QComm – nGenX Corporation, Evansville, IN

September 2007 – August 2008

Director of Operations

- 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

March 2005 – September 2007

Director of Network Planning and Engineering

Interim NOC Manager

- 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

February 2003 – March 2005

Director of Network Planning and Engineering

Cost Analyst

- 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

Integral 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 Client Relationship Management	Team Leadership Pricing Strategies	Business Development Competitive Intelligence Market
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

1993 – 1999

Director of Sales – Southeast Region (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

ENTELEGENT SOLUTIONS, INC.

APPENDIX C

Financial Information

Financials are being filed as Highly Confidential (HC) as a separate pdf file.

(To be late-filed)

HC