

Lance J.M. Steinhart, P.C.
Attorney At Law
1720 Windward Concourse
Suite 250
Alpharetta, Georgia 30005

Also Admitted in New York
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Telephone: (770) 232-9200
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August 22, 2002

VIA OVERNIGHT DELIVERY

Mr. Dale Roberts
Chief A.L.J./Executive Secretary
Missouri Public Service Commission
200 Madison Street, Suite 100
Jefferson City, MO 65102
(573) 751-3234

FILED³
AUG 23 2002

Missouri Public
Service Commission

Re: NECC Telecom, Inc.

Dear Mr. Roberts:

Enclosed please find for filing an original and eight (8) copies of NECC Telecom, Inc.'s Application for Certificate of Service Authority to Provide Interexchange Telecommunications Services Within the State of Missouri and five (5) copies of the Interexchange Telecommunications Tariff.

I have also enclosed an extra copy of this letter to be date stamped and returned to me in the enclosed, self-addressed, postage prepaid envelope.

If you have any questions or if I may provide you with any additional information, please do not hesitate to contact me.

Please note that this Application is being submitted by myself and Judith A. Rau, Esq., Missouri Counsel, Bar # 24856.

Respectfully submitted,


Lance J.M. Steinhart
Attorney for NECC Telecom, Inc.

Enclosures

cc: Lucia Popa
Office of Public Counsel
Office of General Counsel

BEFORE THE PUBLIC SERVICE COMMISSION
OF THE STATE OF MISSOURI

FILED³
AUG 23 2002

In the matter of the)
Application of)
NECC Telecom, Inc.)
)
for a certificate of service)
authority to provide)
interexchange telecommunications)
services and to classify such)
services and the company as)
Competitive)

Missouri Public
Service Commission

Case No. _____

APPLICATION

NECC Telecom, Inc., ("Applicant"), a Indiana Corporation,
files this verified application respectfully requesting that the
Missouri Public Service Commission ("Commission") issue an order
that:

- (a) grants Applicant a Certificate of Service Authority to
provide interexchange telecommunications services
pursuant to Chapter 392 of the Missouri Revised
Statutes.
- (b) grants competitive status to Applicant, and classifies
the Applicant's services as competitive.
- (c) waives certain Commission rules and statutory
provisions pursuant to Section 392.420, RSMo Cum. Supp.
1992.

In support of its request, Applicant states:

1. The legal name and principal office or place of business of
the Applicant are:

NECC Telecom, Inc.
1209 Windmill Lane
Jeffersonville, Indiana 47130
(812) 284-2819/Phone
(812) 280-8712/Facsimile

A copy of Applicant's Articles of Incorporation and certificate of authority from the Missouri Secretary of State to transact business in Missouri are attached hereto as Exhibit I.

2. The name and address of Applicant's in-state attorney is:

Judith A. Rau, Esq.
Rau & Rau
119 E. Mill Street
Waterloo, Illinois 62298

3. Applicant is a reseller of telecommunications services.

Applicant proposes to provide interexchange telecommunications services within Missouri including direct outbound dialing (1+ and 101XXXX), 800 and 888 (inbound Toll-Free), travel cards, and prepaid calling cards. Applicant respectfully requests authority to provide service to prospective business and residential customers throughout the State of Missouri.

4. Applicant has the experience in the telecommunications industry and the technical and financial resources to provide telecommunications services within Missouri. A brief description of the qualifications and experience of the key management employees is attached hereto as Exhibit II. A copy of the Applicant's Balance Sheet as of June 30, 2002 and Profit and Loss Statement for the period ending June 30, 2002 is attached hereto as Exhibit III.

5. Applicant's draft Tariff is attached as Exhibit IV. The proposed tariff contains the rules and regulations applicable to its customers, a description of the services offered, and a list of rates associated with such services.

6. Applicant requests classification as a competitive telecommunications company within the State of Missouri, and that its services are classified as competitive. Applicant believes that its proposed services will be subject to sufficient competition to justify a lesser degree of regulation. Granting of this application is in the public interest as it will allow greater price and service options for telephone users.

7. Applicant also respectfully requests, pursuant to Section 392.420 RSMo (Cum. Supp. 1992), that the Commission waive the application of the following rules and statutory provisions as it relates to the regulation of Applicant:

- 392.210.2 Establish Uniform System of Accounts for Annual reports
- 392.240(1) Setting just and reasonable rates
- 392.270 Ascertain Property values
- 392.280 Establish Depreciation accounts
- 392.290 Issuance of securities
- 392.300.2 Acquisition of stock
- 392.310 Issuance of stock and debt
- 392.320 Stock Dividend Payment
- 392.330 Issuance of securities, debts and notes
- 392.340 Reorganization(s)
- 4 CSR 240-10.020 Depreciation fund income
- 4 CSR 240-30.010(2)(C) Posting exchange rates at central offices.
- 4 CSR 240-33.030 Inform customers of lowest price
- 4 CSR 240-35 Reporting of bypass
- 4 CSR 240-30.040 Uniform System of Accounts

The above-referenced rules and statutory provisions have been waived as to other interexchange carriers in prior cases.

8. Applicant, pursuant to Section 386.570, Cum. Supp. 1992, will comply with all applicable Commission rules except those which are specifically waived by the Commission pursuant to a request filed by the Applicant.

9. Correspondence or communications pertaining to this Application should be addressed to:


Lance J.M. Steinhart, Esq.
1720 Windward Concourse, Suite 250
Alpharetta, Georgia 30005
(770) 232-9200
(770) 232-9208 (Fax)

10. The Applicant has no pending actions or final unsatisfied judgments or decisions against it from any state or federal agency or court which involve customer service or rates, which action, judgment or decision has occurred within three (3) years of the date of this application. No Commission annual reports or assessment fees are overdue.

11. Grant of this Application will further the public interest by expanding the availability of competitive telecommunications services in the State of Missouri. In addition, intrastate offering of these services is in the public interest because the services will provide Missouri customers with access to new technologies and service choices, and can permit customers to achieve increased efficiencies and cost savings. In particular, the public will benefit directly, through the use of the competitive services to be offered by Applicant, and indirectly, because the presence of Applicant in this market will increase the incentives for other telecommunications providers to operate more efficiently, offer more innovative services, reduce their prices, and improve their quality of service.


WHEREFORE, Applicant, NECC Telecom, Inc., respectfully requests that the Missouri Public Service Commission grant it a certificate of service authority to provide interexchange telecommunications services within the State of Missouri. Applicant also requests classification as a competitive telecommunications company and that its services be classified as competitive. In addition Applicant requests a waiver of the above-referenced rules and statutory provisions.

Respectfully submitted,



Lance J.M. Steinhart, Esq.
Attorney at Law
1720 Windward Concourse, Suite 250
Alpharetta, Georgia 30005
(770) 232-9200
Georgia Bar No. 678222

and



Judith A. Rau, Esq.
Rau & Rau
119 E. Mill Street
Waterloo, Illinois 62298
(618) 939-7186
Missouri Bar No. 24856

Attorneys for Applicant

ATTACHED EXHIBITS

- | | |
|--------------------|--|
| Exhibit I | Missouri Secretary of State Authorization
And Articles of Incorporation |
| Exhibit II | Executive Officers' Qualifications and Experience |
| Exhibit III | Financial Information |
| Exhibit IV | Draft Tariff |

Exhibit I
Missouri Secretary of State Authorization
and
Articles of Incorporation

**STATE OF INDIANA
OFFICE OF THE SECRETARY OF STATE
CERTIFICATE OF EXISTENCE**

To Whom These Presents Come, Greeting:

I, SUE ANNE GILROY, Secretary of State of Indiana, do hereby certify that I am, by virtue of the laws of the State of Indiana, the custodian of the corporate records and the proper office to execute this certificate.

I further certify that records of this office disclose that

NECC TELECOM, INC.

duly filed the requisite documents to commence business activities under the laws of the State of Indiana on January 28, 2002, and was in existence or authorized to transact business in the State of Indiana on May 1, 2002.

I further certify this For-Profit Domestic Corporation has filed its most recent report required by Indiana law with the Secretary of State, or is not yet required to file such report, and that no notice of withdrawal, dissolution or expiration has been filed or taken place.



In Witness Whereof, I have hereunto set my hand and affixed the seal of the State of Indiana, at the City of Indianapolis, this First day of May, 2002.

Sue Anne Gilroy

SUE ANNE GILROY, Secretary of State

2002012900659 / 2002050155725

APPROVED
AND
FILED
IND. SECRETARY OF STATE

INDIAN SECRETARY



ARTICLES OF INCORPORATION

State Form 4159 (R10 / 8-95)
Approved by State Board of Accounts 1995

SUE ANNE GILROY
SECRETARY OF STATE
CORPORATIONS DIVISION
302 W. Washington St., Rm. E018
Indianapolis, IN 46204
Telephone: (317) 232-6576

INSTRUCTIONS: Use 8 1/2" x 11" white paper for inserts.
Present original and two (2) copies to address in upper right corner of this form.
Please TYPE or PRINT.
Upon completion of filing, the Secretary of State will issue a receipt.

Indiana Code 23-1-21-2
FILING FEE: \$90.00

ARTICLES OF INCORPORATION	
The undersigned, desiring to form a corporation (hereinafter referred to as "Corporation") pursuant to the provisions of:	
<input checked="" type="checkbox"/> Indiana Business Corporation Law	<input type="checkbox"/> Indiana Professional Corporation Act 1983, Indiana Code 23-1.5-1-1, et seq. (Professional corporations must include Certificate of Registration.)
As amended, executes the following Articles of Incorporation:	

ARTICLE I - NAME AND PRINCIPAL OFFICE			
Name of Corporation (the name must include the word "Corporation", "Incorporated", "Limited", "Company" or an abbreviation thereof.)			
NECC TELECOM, INC.			
Principal Office: The address of the principal office of the Corporation is: 1209 WINDMILL LANE			
Post office address	City	State	ZIP code
	JEFFERSONVILLE	IN	47130

ARTICLE II - REGISTERED OFFICE AND AGENT			
Registered Agent: The name and street address of the Corporation's Registered Agent and Registered Office for service of process are:			
Name of Registered Agent			
DANIEL POPA			
Address of Registered Office (street or building)			
1209 WINDMILL LN			
City	State	ZIP code	
JEFFERSONVILLE	Indiana	47130	

ARTICLE III - AUTHORIZED SHARES	
Number of shares the Corporation is authorized to issue: 1000	
If there is more than one class of shares, shares with rights and preferences, list such information as "Exhibit A."	

ARTICLE IV - INCORPORATORS (the name(s) and address(es) of the incorporators of the corporation)				
NAME	NUMBER AND STREET OR BUILDING	CITY	STATE	ZIP CODE
Daniel Popa	1209 Windmill Ln	Jeffersonville	IN	47130

In Witness Whereof, the undersigned being all the incorporators of said Corporation execute these Articles of Incorporation and verify, subject to penalties of perjury, that the statements contained herein are true.

This 9th day of January 2002

Signature	Printed name
	Daniel Popa
Signature	Printed name
Signature	Printed name

This instrument was prepared by: (name)

Address (number, street, city and state)

ZIP code

No. F00508983

STATE OF MISSOURI



Matt Blunt
Secretary of State

CORPORATION DIVISION - CERTIFICATE OF AUTHORITY

WHEREAS,
NECC TELECOM, INC.

using in Missouri the name
NECC TELECOM, 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 INDIANA.

NOW, THEREFORE, I, MATT BLUNT, 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 have set my hand and imprinted the GREAT SEAL of the State of Missouri, on this, the 14th day of MAY, 2002.

A handwritten signature in cursive script that reads "Matt Blunt".

Secretary of State

\$155.00

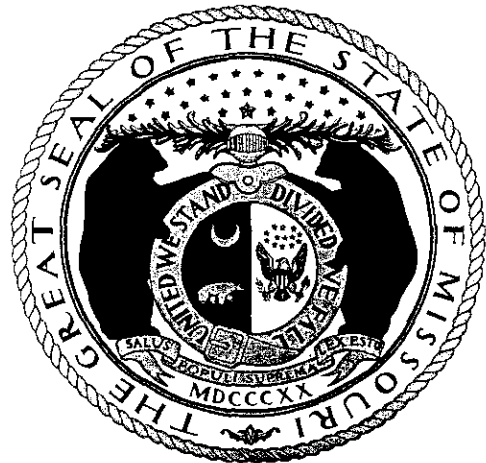


Exhibit II
Executive Officers' Qualifications and Experience

See attached Resumes

Popa, Daniel

1209 Windmill Ln.

Jeffersonville, IN 47130

Tel. (812) 284-2819

EMail : Userpo6788@aol.com

EDUCATION:

1988 -1991

MINIER High School, com Suncuius, BH, Romania.

COMPUTERS SKILLS:

Ms Word,

Ms Excel,

Ms PowerPoint.

EXPERIENCE:

February 2002 - present.

NECC Telecom, Inc.

Position: Founder and President.

Gathered a team of professionals to build NECC Telecom, Inc. developed and coordinated NECC Business Plan and strategies, marketing and telemarketing, negotiated contracts and rates with various underline carriers, build and maintain outstanding business relationships, financed NECC, made financial decisions.

1996-2002

Involved in telecommunication resell for different telecom carriers like TELEGROUP, IXC, FIRST COMMUNICATIONS, World Link Telecom, etc.

Position: Agent.

1996-1999

GENERAL MORTGAGE Southfield, MI

Position: Banker, Loan Officer.

1992-1996

TOTAL PETROLEUM, Inc., Birmingham, MI

Position: Sales Associate.**PERSONAL ACHIEVEMENTS:**

Marketing planning and supervising the marketing team for the implementation of the A&P activities.

Providing marketing input to management team, coordinate and support the sales team for the implementation of the nationwide marketing activities.

Management of the local advertising agency, suppliers, etc. for the preparation of A&P materials.

Coordinating with regional customers for the promotion opportunity and sourcing for good advertising opportunity in the region.

Collecting and analyzing regional marketing information, and preparing marketing reports.

Founder of NECC, that includes:

NECC Telecom division,

NECC Visa Card division,

NECC Cultural division.

Popa, Lucia T.

1519 Autumn Ridge Ct. #4

Jeffersonville, IN 47130

Tel. (812) 284-2819

e-mail: lucia.popa@necc.us

EDUCATION:**1993-1998**

Master of Engineering specialized in **Production Systems** in the field of mechanical, electrical, civil, accredited by American Board of Education; studied in Romania at the **Polytechnic University of Timisoara** resulting in passage of the examination for the degree of *Licenta* (Licentiate) in 1998.

Diploma of recognition for these research projects:

- Marketing (1 year).
- Human Resources Management (1 semester).
- Financial Analysis, Bookkeeping and Accounting (2 years).

June 1999

Attend classes in **mechanical design** and **CATIA / CAD 2D, 3D, DRAWMODE**, basic facing and surfacing. Able to manipulate files using layers, filters, attribute, transfer between 2D and 3D, Dimensioning, advance curves, advance surfaceing, Solids, and **CATIA ADMINISTRATION**, etc.

Mandex Technology, Inc.

Tel: 248-844-9002

After attended classes, Mandex Technology, Inc. decided to hire me.

EXPERIENCE:**February 2002 to present.**

NECC Telecom, Inc.

Position: **Business Analyst and CFO.**

Building and developing the company, data and billing processing, creating and implementing management and marketing solutions, coordinating Internet integrated software solution for customer service department, for financial department and provisioning department and all stuff for web design.

Responsible for the accounts receivable/payable.

April 2000 to January 2002

Work as a Telecommunication Agent for different telecommunication companies as, but not limited, Opex Telecom, World-Link, TeleGroup.

July 1999 to April 2000

Mandex Technology Inc.

Tel: 248-844-9002

Position: **Engineering designer** (part time, and from Jan. full time)

Utilizing **CATIA** I've been working on projects for companies like **3M** (Designing Letters), **Chrysler**, **Guardian Industry**, **General Motors**. I've used **AUTOWEB** for sending the files to our customers. I was trained also in **CATIA ADMINISTRATION** solving some of the problems, which arise.

February 1999 to December 1999

**GENERAL MORTGAGE CORP.,
29777 Telegraph Road - Suite 1451
Southfield, MI 48034
Tel: 248-357-7770
Position: Operations Research Analyst**

1997-1998

**EUROCONSTRUCT, Timisoara, Romania
Position: Engineering in Production Systems**

COMPUTERS SKILLS:

Ms Word; Ms Excel; Ms PowerPoint;

Ms Project + Delta, used in a Project in Production Preparations by a Construction Company. This Project contains the schedule and different timetables that are necessary for the smooth and continuous preparations for the work project. This way, everything will be done without any time gaps, so less money are lost in over stocks and by paying unnecessary workers at unnecessary times.

PERSONAL:

I am a quick learner, reliable, dedicated, hard working individual who is willing to do quality job.

Cean, Ramona V.

40256 Walter Dr.

Sterling Hgts, MI 48310

Tel. (586) 826-9545

Email: Ramona.Cean@necc.us

EDUCATION

1993-1998

Master of Engineering specialized in Production System in the field of mechanical, electrical, civil, accredited by American Board of Education;

Educated in Romania at the Polytechnic University of Timisoara resulting in passage of the examination for the degree of Licenta (Licentiate) in 1998.

Diploma of recognition for these research projects:

- Marketing (1 year).
- Human Resources Management (1 semester).
- Financial Analysis, Bookkeeping and Accounting (2 years).

COMPUTER SKILLS

Ms Word; Ms Excel; MS Access; Power Point.

And various software applications made in-house for NECC Telecom.

EXPERIENCE

February 2002-present

NECC Telecom, Inc.

Position: Operations Manager.

I am in charge of customer service, telemarketing and agent support (including MLM agents), in-house software applications training for new employees, billing department coordinator, software development liaison.

1999-2002

CSG Telecom (an agent for several telecom carriers)

Position: **Business developer.**

In this position I was in charge of customer service (including complains), telemarketing, keep track of accounts receivable, troubleshooting, agent support.

PERSONAL :

Outgoing, friendly, upbeat, goal oriented, self-motivated.

Dragan, Simona

815 S. Dwyer, Arlington Heights, 60005 USA

EXPERIENCE: 5 years

US CITIZENSHIP: Green Card

EDUCATION: Bachelor Degree

TELEPHONE: 1 (847) 870-9524

EMAIL: dragan_simona@hotmail.com, dragan.simona@necc.us

HOTTEST SKILLS: C/C++, SQL, Oracle, VB, Java\HTML\XML, Paradox, MSOffice Suite

EXPERIENCE

May 2002 NECC Telecom, Inc.. Jeffersonville, IN
IT Manager.

- Responsible for designing, analyzing, implementation for software solution for maintaining customer data base, developing internet integrated software solution for customer service department, for financial department and provisioning department.
- These were created using Visual BASIC, MS Access, SQL Server, ASP, HTML, XML, XSL, CSS.

Jan 2001 - Jun 2001 SSI-Schaefer Ltd. Timisoara, Romania
Programmer-Analyst

- Responsible for designing, coding and testing software systems for: management of large and automatic warehouses, conveying systems, order picking and sorting the merchandise, production previsions, assembly, inventory and commissioning, reports, links to any accounting programs, forecasting, financial analyze and inventory control system.
- These were created using Oracle 8, Centura, Erwin 3.5, C, C++, Java jdk1.3 (JSP and servlets, Applets), Tomcat web-server, XML, XSL, HTML, and JavaScript.

Jul 96-Jan 2001 Gemini Ltd. Timisoara, Romania
Programmer-Analyst

- Responsible for analyze, design, implementation, maintenance for customizable integrated software solutions for manufacturing companies (I am specialized in real-time software for supervising and management of technological flow in shoes manufacturing).
- I developed a various applications for Accounting Department of many large companies.
- I was also responsible for analysis, design, implementation and maintenance of internal software of the company.
- These applications were created using Paradox3.5, C++ Builder (MIDAS technology was used), Delphi, Visual Basic, Access, JBuilder, HTML, JavaScript and Paradox 3.5, Access, Interbase (through ODBC, JET, BDE, ADO connections) and Oracle as database support.
- For the two last years in this company I was in position of team leader (4 members team).

EDUCATION

Sep 91-Jul 96 West University Timisoara, Romania
Bachelor Degree Computer Science. GPA 3.68

Sep 87-Jul 91 High School Deva, Romania

QUALITIES

Self - motivated, efficient and hardworking, with a good team spirit. I have a superior mathematical skill, good analyzer, good programmer and quick learner. Team-leading and large project management experience.

TECHNICAL SKILLS

- Proficient in Borland C++ Builder, Borland Delphi, Visual Basic, COM, Access, JavaScript, HTML, XML, XSL, SQL.
- Also knowledge of: Java (Servlets), Visual C++, Fox Pro.
- Databases and related: Oracle (and PL/SQL), Interbase, mySql (Windows version), SQL, ODBC, ADO, BDE, Paradox, FoxPro, Access. Solid background in database design with Erwin 3.5.
- Networks and OS: Netware 4.11(utilization and administration), Lantastic 7 and 8, NT 4, Windows9x, Windows 2000.

REFERENCES

Available upon request.

RAUL TURCU

1715 Portsmouth Ln., Arlington Heights, Illinois, 60004
(847) 590 9673

EXPERIENCE

Feb. 02 – present **NECC Telecom**
IT Consultant

Jeffersonville, IN

Responsible for analyzing, designing, coding, testing and maintaining software systems. Provide application-programming expertise in building software solutions for applications for Customer Service Department, Financial Department, as well as the Internet communication between headquarter and branch, systems using Microsoft Visual Basic, ASP, Microsoft Access and Microsoft SQL Server and having the business logic integrated in a separate layer using the COM technology.

Jun 01-Feb. 02 **CSG Telecom** (an agent for various telecom carriers)
Consultant

Detroit, Michigan

Software development and implementation expert consultant, in charge of developing data base, supervising the development of billing software and providing technical support with the company daily software operations.

Feb 00-present **Townsend Analytics**
Programmer-Analyst

Chicago, Illinois

Responsible for analyzing, designing, coding, testing and maintaining software systems. Provide application-programming expertise in building software solutions for Business Management systems using Microsoft Visual Basic, ASP, C#, Microsoft Access and Microsoft SQL Server and having the business logic integrated in a separate layer using the COM technology.

- Performed analysis, design and implementation for two applications that managed the company's brokers and clients in a real time trading system. Each application contains a web interface as well.
- Responsible for requirement analysis, design, team management, development and implementation of the Account Manager application for the Terra Nova Trading, LLC indented to support daily activity of the Terra Nova's client trade managers. The application utilizes IIS 5.0, ASP-based front-end, HTML, VB COM+ components as a middle tier, SQL-Server 2000 as a back-end database. MTS (Com+ packages) have being used for the middle tier component development and deployment. Java Script language was utilized to support the client-side interaction
- Designed and developed various add-ins for the Microsoft's new platform NET.

Jan 98–Feb 00 **Strategic Systems**
Programmer-Analyst

Evanston, Illinois

Responsible for analyzing, designing, coding, testing and maintaining the software systems. Provide application-programming expertise in building software solutions for Business Risk Management, Inventory Control and Reservation systems using Microsoft Visual Basic, Microsoft Access and Microsoft SQL Server. The databases design was created in Logic Work ERwin 3.5.

- Performed analysis, design and implementation for an application that supports the paper purchasing, inventory management, and waste tracking processes. The application allows managers to estimate and forecast cost; electronically create purchase orders; receive, verify, and

- apply roll-over transactions through electronic or manual transactions
- Fully implemented a client-oriented software tool, which is designed to support the implementation of an integrated, enterprise-wide approach to business risk assessment and management. The system enables users to link entities, processes, risks and controls throughout the organization to provide enterprise-wide risk management capabilities
- Analyzed, designed and developed a system to assist school district management in creating and managing reservations for school district facilities. The managers can also approve, cancel and change reservations; track customers profile, facility requests and usage; and generate invoice statements for all approved reservations
- Designed and developed a Visual Basic application to make changes to a Microsoft Access application to make it Y2K compliant

Jun 96-Oct 97 RomOBTEC

Timisoara, Romania

Computer programmer

Project leader for software development on three applications for the German company Manesmann - OBTEC. The projects were developed in Centura (Gupta) under Windows NT 4.0 with the database servers SQLBase and MSSQL.

EDUCATION

Sep 92-Jul 97 West University

Timisoara, Romania

Master Degree Computer Science

GPA 8.5/10

Sep 88-Jul 92 High School of Mathematics and Physics

Otelu Rosu, Romania

Microsoft/Midwest MSDN network seminars in 1998-1999.

QUALITIES

Fluent in Romanian, English and German.

Self motivated, efficient, with an extensive understanding of analytical mathematics, algebra and geometry.

TECHNICAL SKILLS

Proficient in Visual Basic, MSSQL, Access, C+/C/C++ (.NET Framework), ASP, Centura (Gupta) programming with SQLBase, SQLWindows, Delphi, FoxPro, Logic Work ERwin, Visio. Additional skills in MFC, Assembler and Microsoft Office.

REFERENCES

Available upon request.

URECHIATU, DANA

12464 BURTLEY DR.

STERLING HEIGHTS, MI 48313

Phone: (586) 731-0606

e-mail: dana.urechiatu@necc.us

EDUCATION

OAKLAND UNIVERSITY

Rochester, Michigan

Bachelors of Arts, History with English Minor

Bachelors of Arts, expected December, 2003

Teaching Major in History

Teaching Certification, expected May, 2004

MACOMB COMMUNITY COLLEGE

Warren, Michigan

Associates of General Studies

May 2001

EXPERIENCE

NECC Telecom, Inc.

February 2002 – Present

Position: **Customer Service Manager.**

Customer service supervisor and support, telemarketing training and support, data entry input and accuracy checking, input new orders, data entry administrator, office supply administrator.

CSG TELECOM

June 2001 - February 2002

Customer service support, telemarketing, data entry, input new orders, excessive use of Microsoft Windows 2000.

TRAINING and JOB DESCRIPTION

Customer service supervisor, customer service support, customer service training. Human resources, interviewing and hiring. Data entry administrator, checking accuracy of data entry, input new orders, telemarketing training and telemarketing support. Office supply administrator.

COMPUTER SKILLS

Computers and Information Principles.

Experience with programs of Carriers and IP's.

Experience with Microsoft Windows 95, 98, 2000, XP programs.

Experience with E-mail and Internet usage.

PHILOSOPHY

Create a positive self-esteem atmosphere for my co-workers, the customer, and myself. Designing and implementing an atmosphere that is leisurely to work in and assist customers with as little stress as possible.

1009 E. 13 Mile Rd.
Royal Oak, MI 48073

Phone (248) 585-4879
Fax (248) 680-8937
E-mail serban.apostolina@necc.us

Serban Apostolina

Objective

Decision-making responsibility in a position where organizational and interpersonal skills combined with imaginative thinking; and the ability to translate needs into result-producing action can be applied to achieve corporate goals.

Education

1995-1997	William Tyndale College	Farmington Hills, MI
A.B.A. in Business Administration		
1997-2001	Oakland University	Auburn Hills, MI
B.S. in Criminal Justice		
Honor Graduate, Summa Cum Laude		

Languages

English (fluent)
Romanian (fluent)
French (working knowledge)

Work experience

February 2002-present NECC Telecom, Inc. Troy, MI

Secretary and Human Resources Manager

Customer service and teleselling coordinator, designing ads, conducting employment campaigns, interviewing, hiring, and processing new employees. Responsible for the account payable for the Michigan office. Filling various forms for telecommunication licensing and coordinating activities with the company's attorneys and CPAs.

June 2001-February 2002 CSG (agent for various telecom carriers) Troy, MI

Operations Manager

Customer service and teleselling coordinator (including training), developing and implementing advertising tactics, techniques, and strategies.

1995-1999 Printech Enterprises, Inc. Troy, MI

Hewlett Packard certified technician
Supervisor - ISC/Bunker Ramo Olivetti service department

Computer experience

Software applications: Microsoft Word, Microsoft Excel, Microsoft PowerPoint, Microsoft Outlook, Microsoft Access, Corel WordPerfect

Hardware: IBM and compatible personal computers, laser ink-jet printers, scanners, tape backup drives, digital cameras, fax machines, surge protectors, uninterruptible power supplies.

Operating Systems: Windows, Linux.

Exhibit III
Financial Information

NECC TELECOM, INC
Balance Sheet

	<u>Actual</u>
	<u>Jun 30, 02</u>
ASSETS	
Current Assets	
Checking/Savings	4,965.92
Accounts Receivable	272,423.70
Fixed Assets	
Accumulated Depreciation	-22,592.00
Furniture, Fixtures & Equipment	34,900.76
Intangible Asset	15,000.00
Leasehold Improvement	517.90
Office Equipment	
Computers	6,341.56
Telephone System	11,153.04
Total Office Equipment	<u>17,494.60</u>
Total Fixed Assets	<u>45,321.26</u>
TOTAL ASSETS	<u>322,710.88</u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	321,686.76
Long Term Liabilities	
Loans	
Total Liabilities	<u>321,686.76</u>
Equity	
Daniel Popa	-72,305.16
Net Income	73,329.28
Total Equity	<u>1,024.12</u>
TOTAL LIABILITIES & EQUITY	<u>322,710.88</u>

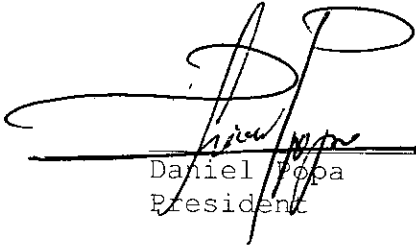
NECC TELECOM, INC
Profit Loss

	<u>Actual</u>
	<u>Jan - Jun 02</u>
Ordinary Income/Expense	
Income	
MLM	6,808.00
Sales	893,598.68
Total Income	<u>900,406.68</u>
Cost of Goods Sold	
Colocation	3,250.00
Commissions	
Ag. Commissions	27,048.04
MLM Commissions	6,530.00
Total Commissions	<u>33,578.04</u>
Credit Report	75.85
DS1 Cross Connect	1,500.00
ISP	6,209.00
Send Invoices	2,921.91
Third Party Verification	4,589.00
Underlying Carrier	<u>563,534.77</u>
Total COGS	<u>615,668.57</u>
Gross Profit	<u>284,738.11</u>
Expense	
Advertising	17,114.42
Automobile Expenses	
Fuel	1,494.68
Insurance	681.37
Maintenance	3,494.93
Parking	2.00
Total Automobile Expenses	<u>5,672.98</u>
Bank Charge	7,872.73
Depreciation	
Gifts	582.29
Interest	1,222.40
Licenses & Taxes	8,758.25
Medical Insurance	6,817.91
Miscellaneous	15.74
Office Supply	
Books	95.20
Office Supply - Other	4,127.53
Total Office Supply	<u>4,222.73</u>
Payroll Expenses	79,820.60
Payroll Tax	6,209.52
Phones	
Cellular	1,806.26
Land Lines	5,524.29
Teleconference	225.00
Total Phones	<u>7,555.55</u>
Postage & Delivery	3,534.26
Printing	7,851.97
Professional Development	1,957.00
Professional Fees	
Accounting	8,266.35
Legal	12,855.50
Software Services	10,924.50
Total Professional Fees	<u>33,046.35</u>
Registered Agent Fee	4,974.00
Rent	6,392.00
Sales & Catering	876.14
Travel & Ent.	
Air Tickets	1,337.19
Bus	51.50
Hotels	2,054.19
Meals	2,790.11
Total Travel & Ent.	<u>6,232.99</u>
Utilities	39.00
Web Domain	40.00
Total Expense	<u>211,369.83</u>
Net Ordinary Income	<u>73,368.28</u>
Net Income	<u>73,368.28</u>

State of Indiana)
)
County of Clark)
)

VERIFICATION

I, Daniel Popa, being duly sworn, declare that I am the President of NECC Telecom, Inc., the Applicant. I verify that, based upon information and belief, I have knowledge of the statements in the foregoing Application, and I declare that they are true and correct.


Daniel Popa
President

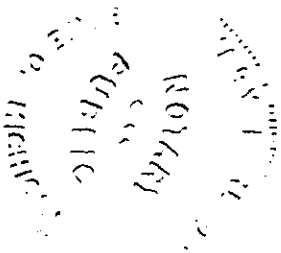
Sworn to before me, the undersigned Notary Public on this 19 day of Aug, 2002.


Notary Public

MARY E. RENDON
Print or Type Name

My commission expires:

MARY E. RENDON
NOTARY PUBLIC OAKLAND CO., MI
MY COMMISSION EXPIRES Jan 24, 2006



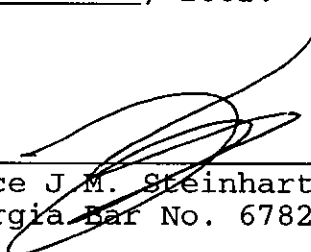
CERTIFICATE OF SERVICE

I hereby certify that I have this day served a true copy of the foregoing Application for Certificate of Service Authority to Provide Interexchange Telecommunications Services Within the State of Missouri on the following parties, in accordance with the Commission rules:

Office of the Public Counsel
P. O. Box 7800
Jefferson City, MO 65102

General Counsel
Missouri Public Service Commission
P. O. Box 360
Jefferson City, MO 65102

Dated this 22nd day of May, 2002.



Lance J. M. Steinhart
Georgia Bar No. 678222

1720 Windward Concourse
Suite 250
Alpharetta, Georgia 30005
(770) 232-9200