

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

**In the Matter of the Application of )  
Broadband Dynamics, L.L.C. for a )  
Certificate of Service Authority to )  
Provide Resold Basic Local Telecommunications )  
Services in Portions of the State of Missouri and )  
to Classify Such Services and the Company )  
as Competitive )**

**Case No. \_\_\_\_\_**

**APPLICATION**

Broadband Dynamics, L.L.C. ("Applicant" or "Broadband Dynamics"), an Arizona Limited Liability Company, files this verified application pursuant to 4 CSR 240-2.060 and 240-3.510, respectfully requesting that the Missouri Public Service Commission ("Commission") issue an order that:

- (a) grants Applicant a Certificate of Service Authority to provide resold Basic Local Telecommunications Services in Portions of the State of Missouri pursuant to Sections 392.410 and 392.420-455<sup>1</sup>;
- (b) grants competitive status to Applicant pursuant to Section 392.361 and classifies the Applicant's services as competitive; and
- (c) waives certain Commission rules and statutory provisions pursuant to Section 392.420.

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<sup>1</sup> All statutory references are to the Missouri Revised Statutes (2000) as amended, unless otherwise noted.

In support of its request, Applicant states:

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

Broadband Dynamics, L.L.C.  
8757 East Via De Commercio, First Floor  
Scottsdale, Arizona 85258  
(480) 941-0444 (Phone)  
(480) 941-1143 (Fax)

A copy of Applicant's Articles of Organization 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 attorneys are:

Mark P. Johnson, MBN 30740  
Lisa A. Gilbreath, MBN 62271  
SNR Denton US LLP  
4520 Main, Suite 1100  
Kansas City, Missouri 64111  
(816) 460-2400 (Phone)  
(816) 531-7545 (Fax)  
mark.johnson@snrdenton.com  
lisa.gilbreath@snrdenton.com

3. Applicant proposes to provide resold basic local telecommunications service as a separate and distinct service within portions of the State of Missouri. Applicant is willing to comply with all applicable Commission rules and is willing to meet all relevant service standards, including, but not limited to, billing, quality of service, and tariff filing and maintenance. Applicant proposes to provide services to prospective customers in exchanges currently served by Southwestern Bell Telephone Company, L.P. d/b/a AT&T Missouri; Embarq Missouri, Inc. d/b/a Embarq; CenturyTel of Missouri, LLC d/b/a CenturyTel; and Spectra Communications Group, LLC d/b/a CenturyTel, as set forth in the list of exchanges attached hereto as **Exhibit II**. Applicant will give consideration to equitable access for all Missourians, regardless of where they might reside or their income, to affordable telecommunications services

in the proposed service area as set forth in Exhibit II, in accordance with applicable law.

4. When it initiates service in Missouri, Broadband Dynamics proposes to offer resold local exchange services and local services utilizing unbundled network elements, or equivalents thereof, obtained through commercial and/or interconnection agreements. Such services will be provided by utilizing the facilities of incumbent local exchange carriers ("LECs"). Initially, the services Broadband Dynamics intends to offer are likely to be those local exchange telecommunications services offered by incumbent local exchange carriers in the proposed service area. Broadband Dynamics seeks authority to provide local exchange services that may include but are not limited to the following:

- \* Basic Exchange Services
- \* Custom Calling and Class Features (call waiting, caller ID, call forwarding, call blocking, speed calling, etc.)
- \* Adjunct Provided Features (voice messaging, etc.)
- \* Ancillary Services (911, E911, 411, Relay Service, directory listing, directory assistance, etc.)
- \* Centrex
- \* DSL and ISDN
- \* DID Trunks and Lines
- \* Private Lines

Broadband Dynamics does not initially intend to install any switching equipment for the provision of local exchange service in the State of Missouri.

5. 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 III**, along with a description of the Applicant's telecommunications background. A copy of the financial information to demonstrate Applicant's financial ability to provide service is attached hereto as **\*\*PROPRIETARY\*\* Exhibit IV**. Exhibit IV contains confidential proprietary and financial information not generally available to the public. Due to the highly competitive nature of the telecommunications marketplace, Broadband Dynamics deems this material to be proprietary. Accordingly, the financial statements have been marked as confidential and are being submitted under seal to be maintained by the Commission and the Staff on a confidential basis.

6. Applicant is currently authorized to provide service in Alabama, Arizona, Arkansas, California, Colorado, Connecticut, District of Columbia, Florida, Georgia, Idaho, Illinois, Indiana, Iowa, Kansas Louisiana, Maryland, Massachusetts, Michigan, Minnesota, Missouri, Montana, Nebraska, Nevada, New Hampshire, New Jersey, New Mexico, New York, North Carolina, North Dakota, Ohio, Oregon, Pennsylvania, Rhode Island, South Carolina, South Dakota, Tennessee, Texas, Utah, Virginia, Washington, West Virginia, Wisconsin and Wyoming. Applicant has not been denied authority for any of the services for which it seeks authority in this Application.

7. Applicant hereby respectfully requests a temporary waiver of 4 CSR 240-3.510(1)(C) that requires Applicant to file a draft tariff simultaneously with this application until Applicant has executed interconnection agreements with the incumbent LECs and those agreements have been approved by the Commission. Applicant will file its tariff with an effective date of at least 45 days after filing.

8. Applicant hereby respectfully requests classification as a competitive telecommunications company within the State of Missouri and receive a lesser degree of regulation as permitted by Sections 392.361 and 392.420. Applicant also requests that its services be 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 request for competitive status will allow greater price and service options for customers utilizing its services.

9. Applicant also respectfully requests, pursuant to Section 392.420, that the Commission waive the application of the following rules and statutory provisions as it relates to the regulation of Applicant:

#### **Statutes**

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 – Transfer of Property and 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)

#### **Commission Rules**

4 CSR 240-3.520 – Applications to sell or transfer assets  
4 CSR 240-3.525 – Applications to merge or consolidate  
4 CSR 240-3.530 – Applications to issue stocks, obtain loans  
4 CSR 240-3.535 – Applications to acquire stock  
4 CSR 240-3.545(8)(C) – Listing of Waivers in Tariff  
4 CSR 240-3.550 – Telco Records and Reports, except (5)(B), (D) and (E)  
4 CSR 240-3.555 – Residential Customer Inquiries  
4 CSR 240-3.560 – Procedure for Ceasing Operations  
4 CSR 240-10.020 – Depreciation Records  
4 CSR 240-30.020 – Residential Telephone Underground Systems  
4 CSR 240-30.040 – Uniform System of Accounts

4 CSR 240-32.010 – General Provisions  
4 CSR 240-32.040 – Metering, Inspections and Tests  
4 CSR 240-32.050 – Customer Services  
4 CSR 240-32.060 – Engineering and Maintenance  
4 CSR 240-32.070 – Quality of Service  
4 CSR 240-32.080 – Service objectives and surveillance levels  
4 CSR 240-32.090 – Connection of equipment and Inside Wiring  
4 CSR 240-32.100 – Provision of Basic Local Interexchange Services  
4 CSR 240-32.130-170 – Prepaid Calling Cards, except 32.140 and .150(1)  
4 CSR 240-32.180-190 – Caller ID blocking requirements  
4 CSR 240-33.010 – Service and Billing Practice General Provisions  
4 CSR 240-33.040 – Billing and Payment Standards  
4 CSR 240-33.045 – Clear identification and placement of charges on bills  
4 CSR 240-33.050 – Deposits  
4 CSR 240-33.060 – Residential Customer Inquiries  
4 CSR 240-33.070 – Discontinuance of service  
4 CSR 240-33.080 – Disputes by Residential Customers  
4 CSR 240-33.090 – Settlement agreements with residential customers  
4 CSR 240-33.130 – Operator service requirements  
4 CSR 240-33.140 – Payphone requirements, except (2)  
4 CSR 240-33.150 – Anti-slamming requirements  
4 CSR 240-33.160 – Customer Proprietary Network Information

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

10. Pursuant to Sections 392.470.1 and 392.361.6, the Company will undertake all necessary measures to ensure it will not prevent, and its contracts with underlying carriers do not contain provisions preventing, delivery of traffic to any telephone exchange area of Missouri.

Such measures include but are not limited to:

- Prevention of call blocking and/or call gapping base on the cost of traffic termination.
- Preventing the alteration or stripping of Calling Party Number identification.
- Ensuring sufficient network capacity exists to process all traffic according to industry accepted practices.

11. As required by Section 386.570, Applicant will comply with all applicable Commission rules except those which are specifically waived by the Commission pursuant to a request filed by the Applicant.

12. All inquiries, correspondence, communications, pleadings, notices, orders and decisions relating to this case shall be addressed to:

Applicant's Missouri local counsel, identified above; and

Lance J.M. Steinhart, Esq.  
Lance J.M. Steinhart, P.C.  
1725 Windward Concourse, Suite 150  
Alpharetta, Georgia 30005  
(770) 232-9200  
(770) 232-9208 (Fax)  
lsteinhart@telecomcounsel.com

13. 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 annual reports or assessment fees are overdue.

14. Broadband Dynamics submits, notwithstanding the provisions of Section 392.500, as a condition of certification and competitive classification, Broadband Dynamics agrees that, unless otherwise ordered by the Commission, Broadband Dynamics's 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) Broadband Dynamics seeks authority to provide service. Additionally, pursuant to the Commission's Report and Order in Case No. TO-99-596, Broadband Dynamics agrees that if the ILEC in whose service area Broadband Dynamics is operating decreases its originating and/or

terminating access service rates, Broadband Dynamics 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 exchange access rates.

15. Applicant submits the following arguments to demonstrate that the public interest will be served by the approval of this Application: the grant of a certificate to provide competitive basic local telecommunications services to the Applicant will serve the public interest. The Applicant's presence in the market will expand customer choice for telecommunications service. The increased competition brought by the Applicant to the market will have the effect of improving the quality of telecommunications services in Missouri and decreasing the cost of such services through increased innovation and efficiency. The result will be beneficial to economic development in Missouri. The granting of a certificate to the Applicant will contribute to the availability of reasonably affordable local exchange services in the State of Missouri.

WHEREFORE, Applicant, Broadband Dynamics, L.L.C., respectfully requests that the Missouri Public Service Commission grant it a certificate of service authority to provide resold Basic Local Telecommunications Services within portions of the State of Missouri. Applicant also respectfully requests classification as a competitive telecommunications company and requests that its services be classified as competitive. In addition, Applicant respectfully requests a waiver of the above-referenced rules and statutory provisions and a temporary waiver of the tariff filing requirement.



Respectfully submitted,

/Mark P. Johnson/  
Mark P. Johnson, MBN 30740  
Lisa A. Gilbreath, MBN 62271  
SNR Denton US LLP  
4520 Main, Suite 1100  
Kansas City, Missouri 64111  
(816) 460-2400  
(Fax) 816/531-7545  
mark.johnson@snrdenton.com  
lisa.gilbreath@snrdenton.com

*Attorneys for Applicant Broadband Dynamics, L.L.C.*

### **CERTIFICATE OF SERVICE**

I hereby certify that I have on this 20th day of September, 2012, served a true copy of the foregoing Application upon the following, listed below, in accordance with Commission rules.

General Counsel  
Missouri Public Service Commission  
PO Box 360  
Jefferson City, MO 65102

Office of the Public Counsel  
PO Box 7800  
Jefferson City, MO 65102

/Mark P. Johnson/  
Mark P. Johnson

State of Arizona

County of Maricopa


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)  
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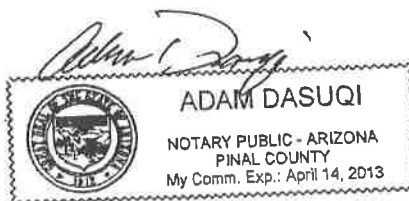
**VERIFICATION**

I, Robert S. Rife, being duly sworn, declare that I am the Manager of Broadband Dynamics, L.L.C., 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.

  
Robert S. Rife  
Manager

Sworn to before me, the undersigned Notary Public on this  
22nd day of June, 2012.

  
Notary Public



## EXHIBITS

- |             |   |
|-------------|---|
| Exhibit I   | Missouri Secretary of State Authorization and Articles of Organization                        |
| Exhibit II  | List of Exchanges   |
| Exhibit III | Executive Officers' Qualifications and Experience and Company's Telecommunications Background |
| Exhibit IV  | Financial Information   |

**Exhibit I**

**Missouri Secretary of State Authorization  
&  
Articles of Organization**

# STATE OF MISSOURI



Robin Carnahan  
Secretary of State

## CERTIFICATE OF AMENDMENT

I, Robin Carnahan, Secretary of State of the State of Missouri, do hereby certify that

*BROADBAND DYNAMICS, L.L.C.*  
*FL0060954*

Formerly

*ARIZONA TELEPHONY BROKERS, L.L.C.*

an entity organized under the laws of the State of Arizona, has delivered to me and that I have filed its Certificate of Amendment of its Articles of Organization; that said entity has in all respects complied with the requirements of law governing the Amendment of Articles of Organization and the said Articles are amended in accordance therewith.

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  
2nd day of July, 2012.

  
Secretary of State



# STATE OF ARIZONA



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Office of the  
**CORPORATION COMMISSION**

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I, Ernest G. Johnson, Executive Director of the Arizona Corporation Commission, do hereby certify that the attached copy of the following document:

**ARTICLES OF ORGANIZATION, 07/08/1999**

consisting of 2 pages, is a true and complete copy of the original of said document on file with this office for:

**BROADBAND DYNAMICS, L.L.C.**  
**ACC file number: L-0881136-8**

IN WITNESS WHEREOF, I have hereunto set my hand and affixed the official seal of the Arizona Corporation Commission on this date:  
June 7, 2011.



  
\_\_\_\_\_  
Executive Director

By: 

PAID AZ. CORP. COMMISSION  
FILED

STATE OF ARIZONA  
ARTICLES OF ORGANIZATION

ARIZONA TELEPHONY BROKERS, L.L.C.

A LIMITED LIABILITY COMPANY

JUL 08 1999

APPR. Hauger Will  
TERM 08/08/99  
DATE

2-088136-8  
7-251 (RW)

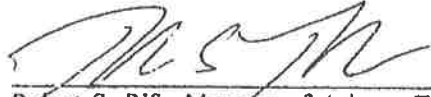
1. **Name.** The name of the limited liability company is Arizona Telephony Brokers, L.L.C. *OK-ay.*
2. **Registered Office.** The address of the registered office of the limited liability company is 3131 N. 70<sup>th</sup> #2072, Scottsdale, Arizona 85251.
3. **Agent for Service of Process.** Jonathan Olcott, Esq., 4350 East Camelback Road, Suite C160, Phoenix, AZ 85018, is appointed, and by his signature below accepts appointment, to act as the agent for service of process.
4. **Members at Time of Formation.** There will be at least one member at the time the limited liability company is formed.
5. **Date of Dissolution, Continuation of Business.** The limited liability company will exist for a period of 50 years, and will dissolve on January 12, 2048, unless sooner dissolved by law or action of the members. The remaining members may continue the business upon the death, retirement, resignation, expulsion, bankruptcy or dissolution of a member or occurrence of any other event which terminates the continued membership of a member in the company.
  - 5 a. **Management.** Management of the limited liability company is vested in the Manager, whose name and address is as follows:

Robert S Rife  
3131 N. 70<sup>th</sup> #2072  
Scottsdale, Arizona 85251
  - 5 b. **Name and Address of Initial Members.** The name and address of each member who owns a twenty-percent (20%) or greater interest in the capital or profits of the company are:

Robert Rife  
3131 N. 70<sup>th</sup> #2072  
Scottsdale, Arizona 85251
6. **Purpose.** The purpose of the company is to engage in business for any lawful purpose except banking and insurance.

7. New Members. New members may be admitted pursuant to the terms of a written agreement between existing members.

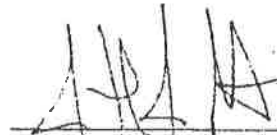
8. Indemnification of Members, Officers, Management. The Company shall indemnify and pay the expenses as incurred of an individual made a party to a proceeding because he is or was a manager, officer or organizer, of the Company or the Company's benefit/retirement plan against liability incurred in the proceedings if such person: (a) conducted her or himself in good faith; (b) reasonably believed that their conduct was at least not opposed to the Company's or the employees'/retirement plan beneficiaries' best interest; and (c) had no reasonable cause to believe their conduct was unlawful or of a criminal nature.



Robert S. Rife, Manager of Arizona Telephony Brokers, L.L.C.

I, Jonathan Olcott, having been designated to act as Statutory Agent for Arizona Telephony Brokers, L.L.C., hereby consent to act in that capacity until removed or my resignation is submitted in accordance with the Arizona Revised Statutes.

Dated: 1/2/99



Jonathan Olcott



# STATE OF ARIZONA



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Office of the  
**CORPORATION COMMISSION**

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I, Ernest G. Johnson, Executive Director of the Arizona Corporation Commission, do hereby certify that the attached copy of the following document:

**AMENDED & RESTATED ARTICLES, 04/12/2006**

consisting of 3 pages, is a true and complete copy of the original of said document on file with this office for:

**BROADBAND DYNAMICS, L.L.C.**  
**ACC file number: L-0881136-8**

IN WITNESS WHEREOF, I have hereunto set my hand and affixed the official seal of the Arizona Corporation Commission on this date:  
June 7, 2011.



  
\_\_\_\_\_  
Executive Director

By: 

APR 12 2006 ✓

FILE NO. L-0881136.8

ARTICLES OF AMENDMENT AND RESTATEMENT  
TO THE  
ARTICLES OF ORGANIZATION  
OF  
BROADBAND DYNAMICS, L.L.C.

1. The name of the limited liability company is **BROADBAND DYNAMICS, L.L.C.** (the "Company").
2. The date the initial Articles of Organization were filed was July 8, 1999.
3. The Articles of Organization are amended and restated in their entirety as reflected in the copy of the Articles of Amendment and Restatement to the Articles of Organization attached hereto.

IN WITNESS WHEREOF, the undersigned as the existing Manager of the Company has executed this instrument for and on behalf of the Company effective January 24, 2006.

  
Robert S. Rife, Manager

ARTICLES OF AMENDMENT AND RESTATEMENT  
TO  
ARTICLES OF ORGANIZATION

The Manager and Members hereby restate and amend the Articles of Organization of  
**BROADBAND DYNAMICS, L.L.C.** in their entirety as follows:

1. The name of this limited liability company is:

**BROADBAND DYNAMICS, L.L.C.**

2. The address of the known place of business and the name and business address of the agent for service of process are:

Known Place of Business: 8757 E. Via de Commercio  
Scottsdale, Arizona 85258

Statutory Agent: Robert L. Lane  
4001 North Third Street, Suite 400  
Phoenix, Arizona 85012

3. There are one or more members of this limited liability company at the time of formation.

4. Management of this limited liability company is vested in a Manager.

5. The name and address of the Manager and of each Member owning a 20% or greater interest in the capital and profits of the Company are:

Robert S. Rife  
8757 E. Via De Commercio  
Scottsdale, AZ 85258

Robert S. Rife and Gabrielle R.  
Rife, as Trustees of the Cardinal Trust  
dated September 29, 2005  
8757 E. Via De Commercio  
Scottsdale, AZ 85258

Manager

Member

Dated the 24 day of January, 2006.

  
Robert S. Rife, Manager

Re: Broadband Dynamics, LLC

I, Robert L. Lane, having been designated to act as Statutory Agent, hereby consent to act in that capacity until removal or resignation is submitted in accordance with the Arizona Revised Statutes.

Dated this 12 day of April, 2006.



Robert L. Lane  
Statutory Agent

**Exhibit II**  
**List of Exchanges**

## **AT&T Service Areas:**

**Adrian  
Advance  
Agency  
Altenburg-Frohna  
Antonia  
Archie  
Argyle  
Armstrong  
Ash Grove  
Beaufort  
BellCity  
Benton  
Billings  
Bismarck  
Bloomfield  
Bloomsdale  
Bowling Green  
Brookfield  
Campbell  
Cardwell  
Carl Junction  
Carrollton  
Caruthersville  
Center  
Chaffee  
Charleston  
Clarksville  
Clever  
Climax Springs  
Deering  
DeKalb  
Delta  
Downing  
East Prairie  
Edina  
Elsberry  
Essex  
Farley  
Fayette  
Fisk  
Frankford  
Freeburg**

**Gideon  
Glasgow  
GrainValley  
Gray Summit  
Hayti  
Herculaneum-Pevely  
Higbee  
Hillsboro  
Holcomb  
Hornersville  
Jasper  
Kansas City  
Lamar  
LaMonte  
Lancaster  
Leadwood  
Lilbourne  
Linn  
Lockwood  
Louisiana  
MacksCreek  
Malden  
Marble Hill  
Marceline  
Marionville  
Marston  
Meta  
MontgomeryCity  
Mourehouse  
New Franklin  
New Madrid  
Oak Ridge  
Old Appleton  
Oran  
Patton  
Paynesville  
PierceCity  
Pocohontas-New Wells  
Portage Des Sioux  
Portageville  
Puxico  
Qulin  
Richwoods**

**Risco  
Rushville  
St. Marys  
San Antonio  
ScottCity  
Senath  
Slater  
Smithville  
Springfield  
St. Louis  
Stanberry  
Trenton  
Tuscumbia  
Versailles  
Vienna  
Walnut Grove  
Wardell  
Ware  
Wellsville  
Westphalia  
Wyatt**

**AT&T Service Areas (Continued):**

**Bonne Terre  
Boonville  
Camdenton  
Cape Girardeau  
Carthage  
Cedar Hill  
Chesterfield  
Chillicothe  
DeSoto  
Dexter  
Eldon  
Eureka  
Excelsior Springs  
Farmington  
Fenton  
Festus-Crystal City  
Flat River  
Fredericktown  
Fulton  
Gravois Mills  
Greenwood  
Hannibal  
Harvester  
High Ridge  
Imperial  
Jackson  
Joplin  
Kennett  
Kirksville  
Knob Noster  
Lake Ozark-Osage Beach  
Manchester  
Marshall  
Maxville  
Mexico  
Monett  
Moberly  
Neosho  
Nevada  
Pacific  
Perryville  
Pond  
Poplar Bluff**

**Richmond**  
**St. Charles**  
**St. Clair**  
**St. Joseph**  
**Sedalia**  
**Sikeston**  
**Union**  
**ValleyPark**  
**Washington**  
**WebbCity**



## **CenturyTel Service Areas:**

**Alton  
Ashland  
Augusta  
Ava  
Belle  
Bland  
Blue Eye  
Bourbon  
Bradleyville  
Branson  
Branson West  
Buffalo  
Cabool  
CapeFair  
Cassville  
Caulfield  
Cedar Creek  
Centralia  
Chamois  
Clark  
Columbia  
Conway  
Crane  
Cross Timbers  
Cuba  
Dardenne  
Defiance  
Dora  
Elkland  
Exeter  
Foley  
Fordland  
Foristell  
Forsyth  
Gainesville  
Galena  
Hallsville  
Hawk Point  
Hermann  
Hermitage**

**Highlandville  
Holstein  
Hurley  
Jamestown  
Jenkins  
Jonesburg  
KimberlingCity  
Koshkonong  
Leasburg  
Louisburg  
Mano  
Mansfield  
Marshfield  
Marthasville  
Morrison  
Moscow Mills  
Mount Sterling  
Mountain View  
New Melle  
Niangua  
O'Fallon  
Old Monroe  
Ozark  
Pittsburg  
Prairie Home  
Preston  
Protem  
Reeds Spring  
Rocheport  
RockawayBeach  
Safe  
Saint James  
Saint Peters  
Seymour  
Shell Knob  
Sparta  
Sturgeon  
Summersville  
Thayer  
Theodosia**

**Troy  
Truxton  
Urbana  
Vichy  
Warrenton  
Washburn  
Wasola  
Wentzville  
West Plains  
Wheatland  
Willow Springs  
Winfield  
Wooldridge  
WrightCity**

**High Hill**

**Thomasville**

21502331

**Embarq Service Areas:**

**AppletonCity  
Calhoun  
Chilhowee  
Dearborn  
Fairfax  
Holt  
KingCity  
MaltaBend  
Newburg  
Pickering  
Strasburg  
Tarkio  
Wellington**

**Blackburn  
Camden Point  
Clarksburg  
Deepwater  
Green Ridge  
Hopkins  
Kingsville  
Missouri City  
Norborne  
Sweet Springs**

**Blairstown  
Centertown  
Coal  
Edgerton  
Hardin  
Houstonia  
Leeton  
Montrose  
Orrick  
St. Thomas  
Syracuse  
Urish**

**Brazito  
Centerview  
Craig  
Eugene  
Henrietta  
Ionia  
Lincoln  
New Bloomfield  
Otterville  
Smithton  
Taos  
Waverly**

**Buckner  
Holden  
Lone Jack  
Pleasant Hill  
Tipton**

**Butler  
Kearney  
MoundCity  
Richland  
Waynesville**

**California  
LakeLotawana  
Russellville  
Weston**

**Cole Camp  
Lexington  
PlatteCity  
St. Robert  
Windsor**

**Clinton  
Lebanon  
Rolla**

**Ferrelview  
Maryville  
Salem**

**Ft. Leonard Wood  
Oak Grove  
Warrensburg**

**Harrisonville  
Odessa  
Warsaw**

**Jefferson City**

## **CenturyTel Service Areas:**

**Amazonia  
Annapolis  
Arcola  
Aurora  
AvenueCity  
Avilla  
Belgrade  
Bellevue  
Birch Tree  
Bolckow  
Boss  
Braymer  
Bronaugh  
Brunswick-Triplett  
Bunker  
Caledonia  
Cameron  
Canton  
Centerville  
Clarence  
Clarksdale  
Collins  
Concordia  
Cosby  
Dadeville  
Dalton  
Easton  
EdgarSprings  
El Dorado Springs  
Ellsinore  
Elmer  
Eminence  
Everton  
Ewing  
Fillmore  
Freemont**

**GoldenCity  
Gorin  
Gower  
Greenfield  
Grove Spring  
Hamilton  
Hartville  
Helena  
Houston  
Humansville  
Hunnewell  
Irondale  
Ironton  
Jericho Springs  
Kahoka  
Keytesville  
Kidder  
Kingston  
La Belle  
La Plata  
Laddonia  
Lagrange  
Lawson  
Lesterville  
Lewiston  
Licking  
LowryCity  
Macon  
Manes  
Maysville  
Milo  
MonroeCity  
Montauk  
Monticello  
Mount Vernon  
Mountain Grove**

**Nebo  
Norwood  
Oates  
Osborn  
Osceola  
Palmyra  
Paris  
Perry  
Plattsburg  
Potosi  
Raymondville  
Revere  
Roby  
Rockville  
Rosendale  
Santa Fe  
Sarcoxie  
Savannah  
SchellCity  
Shelbina  
Shelbyville  
Sheldon  
Stewartsville  
Stoutsville  
Timbers  
Trimble  
Turney  
Van Buren  
Vanzant  
Walker  
Wayland  
Weaubleau  
West Quincy  
Whitesville  
Winona**

### **Exhibit III**

#### **Executive Officers' Qualifications and Experience**

#### **Company's Telecommunications Background**

8757 E Via De  
Commercio, First Floor  
Scottsdale, Arizona  
85258

480.941.0444 V  
480.941.1143 F

# Robert S. Rife

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## Experience

1997- Present                      Broadband Dynamics, LLC                      Scottsdale, AZ

### **Manager/CEO**

- Founder and Operator since 1997
- Largest telecommunications brokerage firm in North America
- In past 10 years has expanded business throughout various countries

1996-1997                      Frontier Communications                      Phoenix, AZ

### **General Manager, Arizona Sales**

- Increased regional sales.
- Managed sales representatives for state of Arizona.
- Implemented training course for new recruits.

1995-1996                      Allnet Communications                      Indianapolis, IN  
Des Moines, IA

### **Sales Manager, District Manager**

- Expanded sales team.
- Tripled division revenues.
- Expanded sales to include mass-market accounts.

1994-1995                      Allnet Communications                      St. Louis, MO

### **Sales Representative**

- Expanded territorial sales by 400%.
- Received company's highest sales award four years in a row.
- Developed Excellence in Sales training course.

## Education

1990-1994                      University of Missouri - Columbia                      Columbia, MO

- B.A., Business Administration and Computer Science.

## Interests

Board of Directors, Boys and Girls Club of Scottsdale

## **Ruth Mascardo**

1802 North Dayton St. Phoenix, AZ 85006 Home: 602-262-2311 Voice Mail: 602-209-0698 [Rmascardo@aol.com](mailto:Rmascardo@aol.com)

### **SUMMARY OF QUALIFICATIONS**

- Excellent office managerial and human resources experience.
- Ambitious project coordinator and delegator who requires no supervision.
- Extensive knowledge in all aspects of finance and accounting.
- Strong interpersonal skills, articulate written and verbal communication.
- Adaptable, composed, and productive in multi-tasked environment and in high pressure situations.
- Conscientious, organized and results oriented.

### **SKILLS**

#### **Manager and Coordinator**

- Supervised 7 individuals as lead office manager.
- Authority in hiring, firing, and counseling employees.
- Mediator and problem solver in all client related problems.
- Networked with outside agencies such as contractors, sponsors, and donors.
- Delegated operational tasks to staff for maintaining daily office logistics.
- Trained incoming personnel on accounting skills and applicable software programs.

#### **Accounting and Finance**

- Expert in accounts payable and receivable, bank reconciliation, and payroll.
- Experience in managing funds and transactions for nonprofit companies.
- In charge of weekly tax deposits and reports to IRS, state revenue, and DES.

#### **Office Clerical**

- Supreme typing speed exceeding 65 WPM.
- Accurate and efficient on 10 key calculator.
- Managed all department bookkeeping, human resources
- Tracked office inventory and ordering of supplies.
- Excellent receptionist skills simultaneously handling multiple phone lines.

### **TECHNICAL KNOWLEDGE**

- Software expertise in Microsoft Word, Excel, and Access as well as Quatro
- Proficient in the use of numerous office equipment (copier, fax machine, 10 Key, and printers)
- Familiarity with Internet and email software

### **WORK EXPERIENCE**

- Office Manager, Mac-Taylor, Inc., Phoenix, Arizona - 1995 - present
- Office Manager/Treasurer/Statutory Agent, Stealth Publications, Inc., Phoenix, Arizona - 1991 - 1995
- Assistant Manager, H.O.W. Enterprises, Phoenix, Arizona - 1988 - 1991

### **EDUCATION AND TRAINING**

- Rio Salado Community College, Phoenix, Arizona - 1992
- Alta Tech Business School, Phoenix, Arizona - 1989
- High School Diploma, St. Anthony Catholic School, Manila, Philippines - 1987

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Stephanie Price

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**STEPHANIE PRICE**

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**2996 Desierto Verde  
Bullhead City, AZ 86429****QUALIFICATIONS**

Successful business and management experience including business operations, customer relations, supervising, marketing, sales, promotions, planning and problem solving, technical telephony knowledge, administration and public relations with emphasis on oral and written communications. Personal strengths include self-motivated, innovative and results oriented.

**EDUCATION**

Minnesota State University, Mankato Minnesota  
Bachelor of Science in Health Education, 1990  
Minors: Corporate and Community Fitness, Coaching

**EXPERIENCE**

Diversified Telecommunications Consulting  
VP of Provisioning and Support  
December 1999 to Present

- \*Direct Customer Support Team
- \*Provision Dedicated Services
- \*Implement company policies and regulations
- \*Sell new business
- \*Conduct troubleshooting
- \*Interview, train and motivate new employees
- \*Evaluate and assess customer needs

Iowa Telnet / Phoenix Diversified  
Client Service Manager / VP of Provisioning and Support  
June 1995 to December 1999

- \*Managed Customer Support Team
- \*Serviced and maintained client base
- \*Provisioned dedicated accounts
- \*Managed Trouble shooting between customers and carriers
- \*Sold new business

Frontier Communications  
Client Service Consultant  
October 1994 to June 1995

- \*Promoted in six months
- \*Serviced and maintained existing base of customers totaling over \$500,000 in monthly revenue.
- \*Sold and upgraded services to client base
- \*Maintained and Improved Attrition by providing consistent Support and win back strategy.



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Stephanie Price

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## **EXPERIENCE**

**Hamilton Business College  
Admissions/Field Representative  
1993-1994**

- \*Evaluated and assessed prospective student academic qualifications
- \*Interviewed and Enrolled students in college
- \*Managed a sales territory through marketing, sales and public speaking

**Jobst  
Service Center Manager  
1990-1991**

- \*Responsible for total operation and management of medical products office.
- \*Hired, trained and motivated new employees.
- \*Sold medical products to Doctors, Nurses and Therapists
- \*Developed marketing strategies and expanded territory.
- \*Consulted and instructed medical professionals in product usage.

## **SPECIAL EVENTS AND AWARDS**

**Presidents Club, (Jobst) 100% Club, (Jobst) Elite  
Marketing Pilot Program, (Jobst) Top Achievement  
Awards, (Jobst, Hamilton, Frontier, Phoenix  
Diversified, Diversified Telecommunications Consulting)**

## **REFERENCES**

Professional and personal references as well as written letters of recommendation are available upon request.