



BOULT • CUMMINGS®
CONNERS • BERRY_{PLC}

April A. Ingram
(615) 252-2302
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Email aingram@boultcummings.com

March 4, 2006

Chairman Ron Jones
Tennessee Regulatory Authority
460 Jas. Robertson Parkway
Nashville, TN 37243-0505

VIA HAND DELIVERY

Re: CCN Application of ENA Services, LLC

06-00131

Dear Chairman Jones:

Enclosed are an original and 13 copies of the Application of ENA Services, LLC for a Certificate of Convenience and Necessity to operate as a Competing Local Exchange Carrier in Tennessee.

Please note we are submitting all copies of Exhibits F and G separately under seal. These Exhibits contain confidential financial statements which should not be made available to the general public.

We have also enclosed a check for the \$50.00 filing fee. If you have any question about this submittal, please call me at 252-2302.

Very truly yours,

BOULT, CUMMINGS, CONNERS & BERRY, PLC

By:

April A. Ingram

AAI/ai

Enclosures

cc: Mr. Rex Miller

**BEFORE THE TENNESSEE REGULATORY AUTHORITY
NASHVILLE, TENNESSEE**

May 4, 2006

*In re: Application of ENA Services, LLC for a)
Certificate of Public Convenience and)
Necessity as a Competing Telecommunications)
Service Provider)*

Docket No. 06- 00131

APPLICATION OF ENA SERVICES, LLC

Pursuant to T.C.A. § 65-4-201 et seq., ENA Services, LLC (“ENA Services” or “the Company” or “Applicant”) hereby applies for a certificate of public convenience and necessity as a competing telecommunications service provider to provide telecommunications services throughout the State of Tennessee. ENA Services intends to provide telecommunications services, including, but not limited to, local exchange, exchange access, and interexchange services, on a resale and facilities-based basis throughout the State of Tennessee. Granting the Company’s application will increase competition and will provide Tennessee consumers additional telecommunications options, furthering the goals of the Tennessee Regulatory Authority (“TRA”) and the Telecommunications Act of 1996. Therefore, ENA Services respectfully requests that the TRA grant it statewide authority to operate as a competing telecommunications service provider.

In support of its Application, the Company provides the following information:

I. Names and Addresses

The name and physical address of the Applicant is:

ENA Services, LLC
1101 McGavock Street
Nashville, Tennessee
Tel: (615) 312-6000
Fax: (615) 312-6099

Correspondence or communications pertaining to this Application should be directed to Applicant's attorneys of record:

Henry Walker
April A. Ingram
Boult, Cummings, Conners & Berry, PLC
1600 Division Street, Suite 700
P.O. Box 340025
Nashville, TN 37203
Tel: (615) 252-2363
Fax: (615) 252-6363

ENA Services is a limited liability company organized under the laws of the State of Delaware. **Exhibit A** depicts the Applicant's corporate organization. **Exhibit B** is a copy of the Company's Certificate of Formation, and **Exhibit C** is a copy of its Certificate of Authority to Transact Business in Tennessee. Attached as **Exhibit D** are the names and addresses of the officers of the Company.

II. Qualifications

T.C.A. § 65-4-201 requires an applicant for a certificate of public convenience and necessity to show that it possesses sufficient managerial, financial, and technical abilities to provide the applied-for services. ENA Services satisfies each of these requirements.

A. Managerial Ability

ENA Services possesses the managerial qualifications to provide telecommunications services in Tennessee. As described in the biographical information attached as **Exhibit E**, the Company's senior management team has extensive management experience in the telecommunications and Internet industries.

B. Technical Ability

The Applicant possesses the technical qualifications to provide data and voice telecommunications services in Tennessee. As described in **Exhibit E**, key technical individuals with the Company have over twenty years of technical, engineering, design, and maintenance experience in the telecommunications industry. They have worked with and helped deploy both voice and data switching networks. Moreover, Mr. Collie, the Company's Senior Vice President and Chief Technology Officer was formerly in charge of Telalink and has extensive experience in both voice and data networks.

The Applicant's parent company, Education Networks of America, Inc. ("Parent"), has provided Internet Access/data service as a Managed Internet Service Provider including purchase and delivery as part of its ISP services telecommunications lines and facilities from BellSouth,

AT&T, Sprint and other telecommunications providers in Tennessee and other states. In addition, ENA Services will have access to the staff of Education Networks of America, which includes employees who have worked with telecommunications interconnect companies. ENA Services also intends to hire additional technical staff and telecommunications operations staff as needed.

C. Financial Ability

ENA Services has the financial ability to conduct its telecommunications operations as specified in this Application. The Applicant is a newly-formed, privately-held company. ENA Services has available to it through its parent company, Education Networks of America, an Internet service provider, significant cash reserves that will provide adequate funding to build Applicant's business with security and on a sound financial basis. Education Networks of America was founded in 1996 and maintains a positive cash flows and substantial cash reserves. ENA Services also has access to lines of credit from commercial lending institutions through its Parent, and the Applicant intends to expand its business only as cash flow permits. Attached as **Exhibit F** are the projected financial statements of ENA Services and the 12/31/05 audited financial statements of Education Networks of America. **Exhibit G** contains the proposed capital expenditures budget of the Applicant. The information contained in **Exhibit F** and **Exhibit G** is confidential and proprietary financial information and is being filed under seal pursuant to TRA Rule 1220-1-1-.03(8).

A letter of credit has been included as **Exhibit H** as required by T.C.A. § 65-4-125.

III. Service Offerings

ENA Services seeks authority to provide telecommunications and packet-switched services to customers throughout Tennessee. ENA Services intends to offer both voice and data services on a facilities-based and resale basis. In addition, ENA Services will offer branded long distance, primary rate interfaces ("PRI"), and T1 voice and data products. To deploy these services, ENA Services intends to resell the services of other carriers, purchase network elements, and install its own facilities and equipment. Initially, ENA Services will provide high-speed data transmission services using digital connectivity technologies. These services will be available twenty-four hours per day, seven days per week.

ENA Services intends to offer the most advanced data transmission and network technology services, including digital subscriber lines ("DSL"), ISDN, frame relay, Ethernet, SONET, ATM, high-speed serial interface ("HSSI"), SS7 and other interconnection and wide area network ("WAN") protocols. These services will permit ENA Services' clients to exchange digital information with each other and will allow them to interconnect with the Internet data network. Initially, ENA Services will offer these services to public and private schools, local and interexchange carriers, Internet service providers, governmental entities, and small, medium, and large businesses. ENA Services will, upon certification and before offering facilities-based service to the public, file its initial tariff with the TRA setting forth the rates, charges, and regulations for its services.

IV. Small and Minority-Owned Telecommunications Business Participation Plan

The Applicant has attached, as **Exhibit I**, its small and minority-owned telecommunications business participation plan in compliance with T.C.A. § 65-5-212.

V. Toll Dialing Parity Plan

The Toll Dialing Parity Plan is included as **Exhibit J**.

VI. Notice to Incumbent Providers

Exhibit K is the required Notice.

VII. Numbering Issues

The Applicant addresses numbering issues in **Exhibit L**.

VIII Tennessee-Specific Operational Issues

Tennessee-specific operational issues are addressed in **Exhibit M**.

IX Prefiled Testimony

ENA Services, LLC has provided prefiled testimony in **Exhibit N**.

X. Miscellaneous

A. Rural Telcos and Telephone Cooperatives

Unless otherwise permitted by federal or state law, ENA Services does not plan to offer local exchange telecommunications services in areas served by any incumbent local exchange telephone company with fewer than 100,000 total access lines, except for those that have voluntarily entered into an agreement with a competing telecommunications service provider or that have applied to provide telecommunications services in an area outside its service area existing as of June 6, 1995. The Company also does not plan to provide service in any area served by a telephone cooperative unless otherwise permitted by applicable federal or state law. The Applicant reserves the right to expand its services into these areas should any rulings of the TRA or any court or administrative agency allow the provision of service in such areas.

B. Authority in Other States

ENA Services does not have authority to provide telecommunications services in any other state. ENA Services is also seeking certificated status in Indiana. The Company has not been denied authority in any other state.

C. Customer Complaints

ENA Services has not had any customer complaints.

D. Maintenance Information

Amy Parker, who holds the position of Vice President of Operations at ENA Services, is knowledgeable about the Company's operations. Ms. Parker will possess ultimate responsibility for monitoring and overseeing the Applicant's maintenance and repair systems. She may be contacted at 615-312-6022. In addition, for billing and customer service issues, customers may contact Mark Smith, Customer Accounts Manager, at 615-312-6155. Customers may also contact ENA Services Help Desk at 1-800-TEN-HELP (1-800-836-4357). Correspondence to either Ms. Parker or Mr. Smith may be sent to:

ENA Services, LLC
1101 McGavock Street
Nashville, Tennessee

E. Policies, Rules, and Orders

ENA Services will comply with all applicable statutes, rules and orders concerning the provision of telecommunications services in Tennessee.

XI. Public Interest and Necessity

The grant of a certificate of public convenience and necessity to ENA Services to provide data and voice telecommunications services within Tennessee will benefit the public. The Company will offer technologically advanced services that will help increase competition, expand consumer choice, lower prices, and increase development of innovative products. More important, as noted, ENA Services intends to offer these services throughout the state, with a focus on state and local government consumers, including public schools, and for-profit and non-

for-profit business consumers in all parts of the state , areas that have not to date seen the full benefits of telecommunications competition. By providing advanced telecommunications services to such areas, ENA Services will help stimulate economic development in these areas. The foregoing demonstrates that the Company's Application is in the public interest.

CONCLUSION

ENA Services, LLC respectfully requests that the TRA (1) grant the Company a certificate of public convenience and necessity as a competing telecommunications service provider to provide data and voice local exchange, exchange access, and interexchange telecommunications services throughout Tennessee on a facilities-based and resale basis and (2) grant such other relief the TRA deems necessary and proper.

Respectfully submitted,

BOULT, CUMMINGS, CONNERS & BERRY, PLC

By:



BPR * 018052

Henry Walker and April Ingram
1600 Division Street, Suite 700
P.O. Box 340025
Nashville, Tennessee 37203
(615) 252-2363 and (615) 252-2302

VERIFICATION

I, Robert M. Collie, being first duly sworn, do hereby depose and state as follows:

1. I am Senior Vice President and Chief Technology Officer of ENA Services, LLC ("Company") and am authorized to make this verification on behalf of the Company.
2. I have read the foregoing Application and Exhibits and know the contents thereof.
3. The facts contained in the Application and Exhibits are true and correct to the best of my knowledge, information, and belief.
4. The Company will operate in compliance with all applicable federal and state laws, and all Federal Communications Commission and Tennessee Regulatory Authority rules and regulations.

Dated this 1st day of May, 2006.



Robert M. Collie

Subscribed and sworn to before me,

Robert M. Collie,

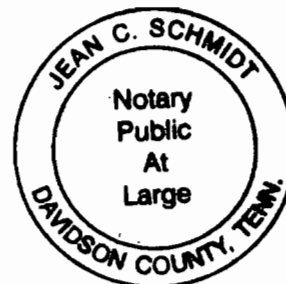
this 1st day of May, 2006.



NOTARY PUBLIC

My Commission Expires:

July 21, 2007



My Commission Expires
July 21, 2007

EXHIBITS

Exhibit A	Organization Chart
Exhibit B	Certificate of Formation
Exhibit C	Authority to Transact Business in Tennessee
Exhibit D	Names and Addresses of Officers
Exhibit E	Biographies of Key Managerial and Technical Staff
Exhibit F	Financial Statements
Exhibit G	Capital Expenditures Budget
Exhibit H	Letter of Credit
Exhibit I	Small and Minority-Owned Telecommunications Business Participation Plan
Exhibit J	Toll Dialing Parity Plan
Exhibit K	Notice to ILECS
Exhibit L	Numbering Issues
Exhibit M	Operational Issues
Exhibit N	Prefiled Testimony

Exhibit A
Organizational Chart

Education Networks of America, Inc.

ENA Services, LLC

Exhibit B

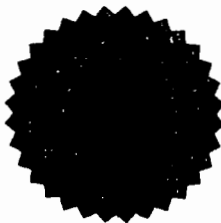
Certificate of Formation

Delaware

PAGE 1

The First State

I, HARRIET SMITH WINDSOR, SECRETARY OF STATE OF THE STATE OF DELAWARE, DO HEREBY CERTIFY THE ATTACHED IS A TRUE AND CORRECT COPY OF THE CERTIFICATE OF FORMATION OF "ENA SERVICES, LLC", FILED IN THIS OFFICE ON THE TWENTY-SIXTH DAY OF JANUARY, A.D. 2006, AT 3:53 O'CLOCK P.M.



4100828 8100
060078735

Harriet Smith Windsor
Harriet Smith Windsor, Secretary of State

AUTHENTICATION: 4480747

DATE: 01-26-06

CERTIFICATE OF FORMATION**OF****ENA SERVICES, LLC**

The undersigned authorized person executes the following Certificate of Formation under Section 18-201 of the Delaware Limited Liability Company Act, as amended and does hereby certify as follows:

(1) The name of the limited liability company is ENA Services, LLC (the "Company").

(2) The address of the registered office of the Company in the State of Delaware is 160 Greentree Drive, Suite 101, in the city of Dover, County of Kent, Delaware 19904.

(3) The name of the registered agent of the Company, located at the registered office set forth above, is National Registered Agents, Inc.

This Certificate of Formation is executed by the undersigned authorized person on January 26, 2006.

/s/ John E. Gillmor

John E. Gillmor, Authorized Person

Exhibit C

Authority to Transact Business in Tennessee

Secretary of State
Division of Business Services
312 Eighth Avenue North
Floor, William R. Snodgrass Tower
Nashville, Tennessee 37243

DATE: 02/07/06
REQUEST NUMBER: 5674-1759
TELEPHONE CONTACT: (615) 741-2286
FILE DATE/TIME: 02/07/06 1056
EFFECTIVE DATE/TIME: 02/07/06 1056
CONTROL NUMBER: 0512798

TO:
BOULT CUMMINGS CONNERS & BERRY PLC
PO BOX 340025
NASHVILLE, TN 37203

RE:
ENA SERVICES, LLC
APPLICATION FOR CERTIFICATE OF AUTHORITY -
LIMITED LIABILITY COMPANY

WELCOME TO THE STATE OF TENNESSEE. THE ATTACHED LIMITED LIABILITY COMPANY
CERTIFICATE OF AUTHORITY HAS BEEN FILED WITH AN EFFECTIVE DATE AS INDICATED
ABOVE.

A LIMITED LIABILITY COMPANY ANNUAL REPORT MUST BE FILED WITH THE SECRETARY OF
STATE ON OR BEFORE THE FIRST DAY OF THE FOURTH MONTH FOLLOWING THE CLOSE OF THE
LIMITED LIABILITY COMPANY'S FISCAL YEAR. ONCE THE FISCAL YEAR HAS BEEN
ESTABLISHED, PLEASE PROVIDE THIS OFFICE WITH WRITTEN NOTIFICATION. THIS OFFICE
WILL MAIL THE REPORT DURING THE LAST MONTH OF SAID FISCAL YEAR TO THE LIMITED
LIABILITY COMPANY AT THE ADDRESS OF ITS PRINCIPAL OFFICE OR TO A MAILING
ADDRESS PROVIDED TO THIS OFFICE IN WRITING. FAILURE TO FILE THIS REPORT OR TO
MAINTAIN A REGISTERED AGENT AND OFFICE WILL SUBJECT THE LIMITED LIABILITY
COMPANY TO ADMINISTRATIVE REVOCATION OF ITS CERTIFICATE OF AUTHORITY.

WHEN CORRESPONDING WITH THIS OFFICE OR SUBMITTING DOCUMENTS FOR FILING, PLEASE
REFER TO THE LIMITED LIABILITY COMPANY CONTROL NUMBER GIVEN ABOVE.

FOR: APPLICATION FOR CERTIFICATE OF AUTHORITY -
LIMITED LIABILITY COMPANY

ON DATE: 02/07/06

FROM:
BOULT CUMMINGS CONNERS & BERRY PLC
P.O. BOX 340025
NASHVILLE, TN 37203-0000

RECEIVED: FEES
\$300.00 \$0.00
TOTAL PAYMENT RECEIVED: \$300.00

RECEIPT NUMBER: 00003864352
ACCOUNT NUMBER: 00000413



SS-4458

Riley C Darnell

RILEY C DARNELL
SECRETARY OF STATE

Exhibit D

Names and Addresses of Officers

<u>Officer Name</u>	<u>Title</u>	<u>Address</u>
David Pierce	Chief Executive Officer and President	1101 McGavock St., Nashville, TN
Bob Collie	Senior Vice President and Chief Technology Officer	1101 McGavock St., Nashville, TN
Rex Miller	Senior Vice President and Chief Financial Officer	1101 McGavock St., Nashville, TN
Amy Parker	Vice President of Operations	1101 McGavock St., Nashville, TN

Exhibit E

Key Managerial and Technical Staff Biographies

MANAGEMENT & EMPLOYEES

EMPLOYEES

The Company currently has 62 employees. The Company has developed a strong group of engineers and software developers. ENA's Engineering and Development group consists of 32 employees, including 12 employees dedicated to help existing customers with their network and 20 employees dedicated to software development and network engineering. This group of employees ensures that the network is always up and running and that the Company continues to be on the cutting-edge of the latest technology changes.

MANAGEMENT

Name	Position
David Pierce	Chairman of the Board, Chief Executive Officer, President
Rex Miller	Senior Vice President and Chief Financial Officer
Jean Schmidt	Chief People Officer
Bob Collie	Senior Vice President of Technology / Chief Tech. Officer
Amy Parker	Vice President of Operations
Gayle Nelson	Vice President of Customer Service
Lillian Kellogg	Vice President of Client Services
Dana Moore	Director of Community Service and Government Relations

David Pierce, Chairman of the Board, Chief Executive Officer, President

Mr. Pierce joined ENA in 2002 as President, assuming day-to-day management of the Company. Prior to joining ENA, Mr. Pierce was Senior Vice President, Worldwide Field Operations of Vastera Corporation, a provider of managed services to global Fortune 2000 clients, from 2000 to 2002. Previously Mr. Pierce was employed for 21 years by IBM Corporation, ending his career there as Vice President with responsibility for operations with over \$3 billion in annual revenues. Mr. Pierce brings a passion for delivering the highest possible levels of customer service to ENA. He is the Chairman of ENA's Board of Directors.

Rex Miller, Chief Financial Officer

Mr. Miller joined ENA in 1998 from Coventry HealthCare Corporation, where he was the Director of Finance from 1996 to 1998. Mr. Miller is responsible for all financial aspects of ENA including working with over 30 different RBOCs, CLECs, and ILECs across Tennessee and other southern and midwestern states. At ENA, Mr. Miller's team has significant experience in auditing and reviewing telephone and utility carrier tariffs, contract service arrangements, contract management and billing assurance for an annual carrier expense budget excess of \$15,000,000. Mr. Miller has over 15 years experience in financial management in telecommunications, healthcare, manufacturing and public accounting. He holds several professional certifications including Certified Public Accountant.

Jean Schmidt, Chief People Officer

Ms. Schmidt joined ENA as Chief People Officer in October 2000. She has 38 years of experience in leading human resources, administration, and strategic planning for several US Fortune 500 companies, including Bendix Corporation (now Allied Signal), Telco Research (a NYNEX Company), and First American Corporation. Ms. Schmidt's career has been focused on leading and facilitating the development and implementation of business strategies for a company's major growth and change initiatives. From May 1997 to October 2000, Ms. Schmidt was Vice President of Human Resources and Administration and Business Planning for Aspect Communications.

Bob Collie, Senior Vice President of Technology / Chief Technology Officer

Mr. Collie began working at ENA in March 2000. He is responsible for both deployment and ongoing management of all technology and services throughout ENA. He plays a critical role in ENA's leadership team, overseeing the overall technical architecture and direction for the Company. From 1994 to 2000, Mr. Collie served as Chief Technology Officer for Telalink Corporation, a regional, Internet service provider focused on the needs of small to mid-size businesses, a company he founded. During his tenure at Telalink, Mr. Collie also served as co-founder and general manager of Nashville Regional Exchange Point (NREP), the first neutral telephone carrier and Internet Service Provider exchange point in Nashville. Subsequent to that company's acquisition by PSINet, he served as Integration Project Manager for PSINet until joining ENA.

At ENA, Mr. Collie has negotiated interconnection and capacity lease agreements with over 30 different telephone and utility carriers, including physical and virtual co-location in incumbent carrier central offices and telecommunications facilities. He has significant experience both integrating new technologies and solutions into existing customer networks as well as with aggressive technology deployments.

Mr. Collie works with over 50 different telecommunications providers across the U.S. to design, build and deliver IP-based networks serving ENA's customers. ENA is one of the largest customers of both BellSouth in Tennessee and SBC in Indiana.

Amy Parker, Vice President of Operations

Ms. Parker joined ENA in March of 2003, and is responsible for Support, Engineering and Development. From January 2000 to January 2003, Ms. Parker was responsible for revenues of \$225 million and a staff of 200 technology personnel as Senior Director, Global Support Operations at Aspect Communications. Prior to that, she served as Vice President, Customer Support for TCS Management Group, which was acquired by Aspect Communications. She has a passion for service excellence and utilizes her extensive experience in working with customers, understanding requirements and developing a support team to attain the highest level of customer satisfaction possible.

Ms. Parker's team at ENA is responsible for all network engineering and field support and repair for over 2,000 end sites across the country receiving ENA's IP-based services. Amy's team is responsible for installation, customer support and maintenance for ENA's central offices for its IP services, including five locations across Tennessee. Ms. Parker's and ENA's engineering and support team work directly on a daily basis with RBOCs, CLECs, and ILECs to establish and maintain service for ENA's customers.

Ms. Parker's team also provides project management for large carrier service rollouts, in excess of 600 physical circuits within 2 months, including initiating ASRs, order management and carrier coordination.

Gayle Nelson, Vice President of Customer Service

Ms. Nelson joined ENA in 2004, bringing over 20 years of experience in sales, operations management and customer service. She is responsible for customer relationship management and business development activities nationwide. Prior to joining ENA Ms. Nelson held a variety of leadership roles at IBM, and was most recently the Business Unit Executive responsible for software sales and customer service in a five-state region in the Midwest. From January 2001 to April 2004, she served as Director of Sales at Vastera Corporation, a provider of global trade managed services to Global 2000 companies, where she was responsible for technology and managed services sales and customer relations.

Lillian Kellogg, Vice President of Client Services

Ms. Kellogg has dedicated her career to education and technology, and has more than 20 years of experience in working with school districts and libraries in the field of educational technology. Before joining ENA, Ms. Kellogg served as Vice President of Strategic Relations for netTrekker, the trusted search engine for schools. Prior to netTrekker, Ms. Kellogg founded The Peak Group, an industry-leading consultancy that published industry analysis reports on emerging technologies in education such as virtual schools and wireless technologies. She started her career as a high school teacher and has held national positions with education and library market leaders such as Encyclopedia Britannica.

Dana Moore, Director of Community Service and Government Relations

From 1982 to 1986, Ms. Moore served as a member of the Tennessee House of Representatives, where she served on the House Education and Judiciary Committees. She has spent the last 18 years in marketing and business development in both the private and non-profit sectors. Ms. Moore came to ENA from Dolly Parton's Imagination Library, where she served as Director of the popular early childhood literacy program. Ms. Moore also previously served 10 years in operations and business development for Corrections Corporation of America.

Exhibit F
Financial Statements

**The financial statements contain confidential and
proprietary information and are being filed under separate cover.**

Exhibit G
Capital Expenditures Budget

**The financial statements contain confidential and
proprietary information and are being filed under separate cover.**

Exhibit H
Letter of Credit



All Things Financial

FIRST TENNESSEE BANK
NATIONAL ASSOCIATION
INTERNATIONAL OPERATIONS
165 MADISON AVENUE, SUITE 928
MEMPHIS, TN 38103

PHONE: (901)523-4426
FACSIMILE: (901)523-4438
TELEX: 6828099 FIRSTINTL MFS
SWIFT: FTBMUS44

DATE 10-MAR-2006

IRREVOCABLE LETTER OF CREDIT NUMBER S063097

APPLICANT
ENA SERVICES, LLC
1101 MCGAVOCK STREET
NASHVILLE, TN 37203

BENEFICIARY
TENNESSEE REGULATORY AUTHORITY
460 JAMES ROBERTSON PARKWAY
NASHVILLE, TENNESSEE 37243-0505

AMOUNT
USD*****20,000.00
TWENTY THOUSAND AND 00/100 USD

EXPIRY/PLACE 01-APR-2007 ISSUING BANK'S COUNTERS, MEMPHIS, TN

SIR/MADAM:

YOU HAVE REQUESTED OF FIRST TENNESSEE BANK NATIONAL ASSOCIATION (THE "LENDER") THAT WE ESTABLISH AN IRREVOCABLE LETTER OF CREDIT WHICH WILL REMAIN AVAILABLE ON BEHALF OF ENA SERVICES, LLC (THE "COMPANY") WHO HAS APPLIED TO THE TENNESSEE REGULATORY AUTHORITY (THE "TRA") FOR AUTHORITY TO PROVIDE TELECOMMUNICATIONS SERVICES IN THE STATE OF TENNESSEE. THE PURPOSE OF THIS LETTER OF CREDIT IS TO SECURE PAYMENT OF ANY MONETARY SANCTION IMPOSED AGAINST THE COMPANY, ITS REPRESENTATIVES, SUCCESSORS OR ASSIGNS, IN ANY ENFORCEMENT PROCEEDING BROUGHT UNDER TITLE 65 OF TENNESSEE CODE ANNOTATED OR THE CONSUMER TELEMARKETING ACT OF 1990, BY OR ON BEHALF OF THE TRA.

WE HEREBY ESTABLISH AND ISSUE, IN FAVOR OF THE TRA, AN

* CONTINUED NEXT PAGE *



CONTINUATION OF L/C REFERENCE S063097

IRREVOCABLE LETTER OF CREDIT IN THE AMOUNT OF TWENTY THOUSAND DOLLARS (\$20,000.00) LAWFUL MONEY OF THE UNITED STATES OF AMERICA. THE TRA MAY DRAW UPON THIS LETTER OF CREDIT, AT ANY TIME AND FROM TIME TO TIME, BY DELIVERING A LETTER OF CREDIT NOTICE, SUBSTANTIALLY IN THE FORM SET FORTH BELOW (A "NOTICE"), WHICH NOTICE SHALL SPECIFY THE AMOUNT (THE "DRAW AMOUNT") TO BE DRAWN AND THE BANK ACCOUNT (THE "BANK ACCOUNT") TO WHICH THE DRAW AMOUNT SHOULD BE DELIVERED AND SHALL BE SIGNED BY AN OFFICIAL DESIGNATED AND DULY AUTHORIZED BY THE TRA, TO LENDER AT THE ADDRESS LISTED BELOW, OR TO SUCH OTHER ADDRESS AS THE LENDER SHALL NOTIFY THE TRA IN WRITING BY CERTIFIED MAIL. PROMPTLY AFTER THE DELIVERY OF EACH NOTICE, THE LENDER HEREBY COVENANTS AND AGREES TO DELIVER, BY WIRE TRANSFER OF IMMEDIATELY AVAILABLE FUNDS, THE DRAW AMOUNT TO THE BANK ACCOUNT.

THIS LETTER OF CREDIT SHALL BE DEEMED AUTOMATICALLY EXTENDED WITHOUT AMENDMENT FOR SUCCESSIVE ONE-YEAR PERIODS AND MAY BE CANCELED BY THE LENDER BY GIVING AT LEAST THIRTY (30) DAYS ADVANCE WRITTEN NOTICE BY CERTIFIED MAIL, RETURN RECEIPT REQUESTED, OR RECEIPTED COURIER SERVICE OF SUCH CANCELLATION TO THE TRA AND THE COMPANY, IT BEING UNDERSTOOD THAT THE LENDER SHALL NOT BE RELIEVED OF LIABILITY THAT MAY HAVE ACCRUED UNDER THIS LETTER OF CREDIT PRIOR TO THE DATE OF CANCELLATION. DRAWS FOR SUCH LIABILITY MUST BE PRESENTED TO THE LENDER PRIOR TO THE THEN-CURRENT EXPIRATION DATE.

THE LENDER HEREBY REPRESENTS AND WARRANTS THAT IT IS QUALIFIED AND AUTHORIZED TO ISSUE THIS LETTER OF CREDIT AND IS A BANK DESIGNED BY THE TREASURER OF THE STATE OF TENNESSEE AS AN AUTHORIZED DEPOSITORY BANK FOR THE DEPOSIT OF STATE FUNDS.

EXCEPT AS OTHERWISE EXPRESSLY STATED, THIS LETTER OF CREDIT IS SUBJECT TO THE UNIFORM CUSTOMS AND PRACTICE FOR DOCUMENTARY CREDIT(1993 REVISION), INTERNATIONAL CHAMBER OF COMMERCE PUBLICATION NO. 500, OR ANY REVISIONS THERETO.

IN THE EVENT OF A DRAW UNDER THIS LETTER OF CREDIT, THE BENEFICIARY IS REQUIRED TO PRESENT THE ORIGINAL LETTER OF CREDIT, AND ANY AMENDMENTS WHICH MAY BE ISSUED IN THE FUTURE, WITH ANY/ALL OTHER DOCUMENTS REQUIRED BY THIS LETTER OF CREDIT.

PLEASE FORWARD ALL REQUIRED DOCUMENTS TO:

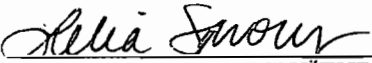


CONTINUATION OF L/C REFERENCE S063097

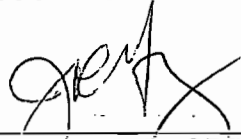
FIRST TENNESSEE BANK NATIONAL ASSOCIATION
ATTN: INTERNATIONAL OPERATIONS
165 MADISON AVENUE 9TH FLOOR
MEMPHIS, TN 38103

YOURS VERY TRULY,

FIRST TENNESSEE BANK NATIONAL ASSOCIATION



AUTHORIZED SIGNATURE
LELIA SAVORY
INTERNATIONAL BANKING OFFICER



AUTHORIZED SIGNATURE
JOHN GURNEY
VICE PRESIDENT

FORM OF LETTER OF CREDIT NOTICE:

TO:
FIRST TENNESSEE BANK NATIONAL ASSOCIATION
INTERNATIONAL OPERATIONS
165 MADISON AVENUE, 9TH FLOOR
MEMPHIS, TN 38103

RE: IRREVOCABLE LETTER OF CREDIT NO. S063097

DEAR SIR OR MADAM:

YOU ARE HEREBY NOTIFIED, AND THE UNDERSIGNED HEREBY CERTIFIES, THAT THE UNDERSIGNED IS AN OFFICIAL DESIGNATED AND DULY AUTHORIZED BY THE TRA TO DELIVER THIS NOTICE AND THAT A MONETARY SANCTION IN THE AMOUNT OF \$_____ (THE "DRAW AMOUNT") HAS BEEN IMPOSED AGAINST ENA SERVICES, LLC, ITS REPRESENTATIVES, SUCCESSORS OR ASSIGNS, IN AN ENFORCEMENT PROCEEDING BROUGHT UNDER TITLE 65 OF TENNESSEE CODE ANNOTATED OR THE CONSUMER TELEMARKETING ACT OF 1990, BY OR ON BEHALF OF THE TRA.

PURSUANT TO THAT CERTAIN IRREVOCABLE LETTER OF CREDIT REFERENCED ABOVE, WE HEREBY REQUEST THAT YOU DELIVER PAYMENT OF THE DRAW AMOUNT TO THE BANK ACCOUNT LISTED BELOW



All Things Financial.

CONTINUATION OF L/C REFERENCE S063097

BY WIRE TRANSFER OF IMMEDIATELY AVAILABLE FUNDS:

NAME OF BANK ACCOUNT:
ACCOUNT NUMBER:
ABA ROUTING NUMBER:
REFERENCE:
NAME OF CONTACT:
TELEPHONE NUMBER:
FACSIMILE NUMBER:

PLEASE CONFIRM RECEIPT OF THIS NOTICE AND THE FEDERAL RESERVE WIRE CONFIRMATION NUMBER OF THE DELIVERY OF THE DRAW AMOUNT BY SENDING A FACSIMILE TO THE PERSON AT THE NUMBER LISTED ABOVE.

SINCERELY,
(TENNESSEE REGULATORY AUTHORITY SIGNATURE)
NAME:
TITLE:

(END OF FORM OF LETTER OF CREDIT NOTICE)

A handwritten signature in ink, appearing to be "J. S. [unclear]", is written over a rectangular box. The signature is somewhat stylized and overlaps the box's border.

Exhibit I

Small and Minority-Owned Telecommunications Business Plan

ENA SERVICES, LLC

**SMALL AND MINORITY-OWNED
TELECOMMUNICATIONS BUSINESS
PARTICIPATION PLAN**

Pursuant to T.C.A. § 65-5-212, as amended, ENA Services, LLC (“ENA Services” or the “Company”) submits this small and minority-owned telecommunications business participation plan (the “Plan”) along with its Application for a Certificate of Public Convenience and Necessity as a Competing Telecommunications Service Provider in Tennessee.

I. PURPOSE

The purpose of Section 65-5-212 is to provide opportunities for small and minority-owned businesses to provide goods and services to telecommunications service providers. ENA Services is committed to the goals of Section 65-5-212 and to taking steps to support the participation of small and minority-owned telecommunications businesses in the telecommunications industry. ENA Services will endeavor to provide opportunities for small and minority-owned telecommunications businesses to compete for contracts and subcontracts for goods and services. As part of its procurement process, ENA Services will make efforts to identify and inform minority-owned and small businesses that are qualified and capable of providing goods and services to the Company of such opportunities. ENA Services will contact the Department of Economic and Community Development, the administrator of the small and minority-owned telecommunications assistance program, to obtain a list of qualified vendors. Moreover, the Company will seek to increase awareness of such opportunities so that companies not otherwise identified will have sufficient information to participate in the procurement process.

II. DEFINITIONS

As defined in Section 65-5-212:

Minority-Owned Business. Minority-owned business shall mean a business which is solely owned, or at least fifty-one percent (51%) of the assets or outstanding stock of which is owned, by an individual who personally manages and controls daily operations of such business, and who is impeded from normal entry into the economic mainstream because of race, religion, sex or national origin and such business has annual gross receipts of less than four million dollars (\$4,000,000).

Small Business. Small business shall mean a business with annual gross receipts of less than four million dollars (\$4,000,000).

II. ADMINISTRATION

The Company's Plan will be overseen and administered by the individual named below, hereinafter referred to as the Administrator, who will be responsible for carrying out and promoting the Company's full efforts to provide equal opportunities for small and minority-owned businesses. The Administrator of the Plan will be:

Bob Collie

ENA Services, LLC
1101 McGavock Street
Nashville, Tennessee
Tel: (615) 312-6000
Fax: (615) 312-6099

The Administrator's responsibilities will include:

- (1) maintaining an updated Plan in full compliance with Section 65-5-212 and the rules and orders of the Tennessee Regulatory Authority.
- (2) establishing and developing policies and procedures necessary for the successful implementation of the Plan.
- (3) preparing and submitting such forms as may be required by the Tennessee Regulatory Authority, including the filing of required annual updates.
- (4) serving as the primary liaison to and cooperate with the Tennessee Regulatory Authority, other agencies of the State of Tennessee, and small and minority-owned businesses to locate and use qualified small and minority-owned businesses as defined in Section 65-5-212.
- (5) searching for and developing opportunities to use small and minority-owned businesses and encouraging such businesses to participate in and bid on contracts and subcontracts.
- (6) providing records and reports and cooperate in any authorized surveys as required by the Tennessee Regulatory Authority.
- (7) establishing a record-keeping system to track qualified small and minority-owned businesses and efforts to use such businesses.
- (8) providing information and educational activities to persons within Aeneas and training such persons to seek out, encourage, and promote the use of small and minority-owned businesses.

In performance of these duties, the Administrator will utilize a number of resources, including:

Chambers of Commerce
The Tennessee Department of Economic and Community Development
The United States Department of Commerce
 Small Business Administration
 Office of Minority Business
The National Minority Supplier Development Counsel
The National Association of Women Business Owners
The National Association of Minority Contractors.
Historically Black Colleges, Universities, and Minority Institutions

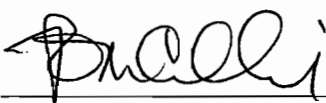
The efforts to promote and ensure equal opportunities for small and minority-owned businesses are primarily spelled out in the Administrator's duties above. Additional efforts to provide opportunities to small and minority-owned businesses will include offering, where appropriate and feasible, small and minority-owned businesses assistance with technical, insurance, bonding, licensing, production, and deadline requirements.

III. RECORDS AND COMPLIANCE REPORTS

ENA Services will maintain records of qualified small and minority-owned business and efforts to use the goods and services of such businesses. In addition, the Company will maintain records of educational and training activities conducted or attended and of the internal procurement procedures adopted to support this Plan.

ENA Services will submit records and reports required by the Tennessee Regulatory Authority concerning the Plan. Moreover, the Company will cooperate fully with any surveys and studies required by the Tennessee Regulatory Authority.

ENA SERVICES, LLC

By: 
Bob Collie
Senior Vice President

Dated: May 1, 2006

Exhibit J

Toll Dialing Parity Plan

INTRALATA TOLL DIALING PARITY IMPLEMENTATION PLAN

Pursuant to the Federal Communications Commission ("FCC") Order 99-54 in CC Docket No. 96-98 (Implementation of the Local Competition Provisions of the Telecommunications Act of 1996) ENA Services, LLC ("ENA Services" or the "Company") hereby submits its IntraLATA Toll Dialing Parity (1+ presubscription) Implementation Plan ("Plan").

I. Objective/Purpose

ENA Services seeks authority from the TRA to provide telecommunications services within the State of Tennessee as a competing local provider ("CLP").

The Company's Implementation Plan would enable customers to route intraLATA toll calls (intraLATA 1+ and 0+ calls), plus directory assistance (1+ area code + 555-1212), without the use of access codes, to the customer's pre-selected interexchange carrier (IXC).

II. Geographic Availability

IntraLATA presubscription ("ILP") is available in all LATAs where ENA Services will provide its local resold and UNE based telecommunications services within the State of Tennessee. ILP will be available in all exchanges of the underlying local exchange carrier where ENA Services provides local resale, facilities-based and UNE based services.

III. Implementation Schedule

ENA Services intends to offer dialing parity for intraLATA toll calls upon the later of: (i) 30 days after the TRA approves the Company's Plan; or (ii) the commencement of the provision of local exchange service. ENA Services will be offering exchange services as a reseller and UNE based provider, and will rely upon the capabilities of the underlying incumbent local exchange company ("ILEC") to provide intraLATA toll dialing parity. Accordingly, the Company's retail customers may choose any IXC that has established itself as an access customer under the underlying ILEC's access tariff.

IV. Carrier Selection Process

ENA Services will implement full 2-PIC ("Primary Interexchange Carrier") capability for interLATA and intraLATA presubscription. The full 2-PIC methodology allows customers to presubscribe to one carrier for intraLATA toll calls, and to the same or a different carrier for interLATA toll calls.

ENA Services will ensure that new customers have the opportunity to choose their intraLATA toll carrier. Company employees who communicate with the public, accept orders and serve in customer service capacities will explain the availability of 2-PIC equal access and intraLATA toll dialing parity. Such employees will also assist customers in making an initial PIC choice, or in changing a PIC choice for intraLATA and interLATA toll calls.

A. Existing Customers

ENA Services has no existing local exchange customers in Tennessee.

B. New Customers

A new customer contacting ENA Services to request new local telephone exchange service will be advised of the opportunity to choose both an intraLATA and interLATA toll provider. If requested by the customer, ENA Services will provide a competitively neutral list of participating telecommunications carriers that provide intraLATA toll service in the customer's exchange. A new customer who does not select an intraLATA toll carrier will be identified as "no-PIC, " and will not be automatically defaulted to a carrier. A "no-PIC" customer will be unable to make intraLATA toll calls on a 1+ or 0+ dialed basis, and will be required to dial the access code of a carrier (101XXXX) to place intraLATA toll calls until the customer chooses an intraLATA toll carrier.

V. Carrier Notification

IXCs will be notified via letter that they must contact ENA Services directly if an end-user using the Company's resold or UNE based services desires to change to that IXC. ENA Services will obtain a list of current IXCs from the TRA for mailing to all currently certificated IXCs. As a reseller, the Company will not have any access services or carrier customers in Tennessee who need to be informed of the availability of dialing parity. Should ENA Services provide access services as a UNE or facilities-based provider, the Company's access carrier customers will be informed of the availability of dialing parity.

VI. PIC Change Charges

The charge for a PIC change will be stated in the Company's tariff, and will be filed with the TRA.

Exhibit K
Notice to ILECs

NOTICE

The following carriers have been provided a copy of the filing of an Application for a Certificate of Convenience and Necessity by ENA Services, LLC. I certify that such Notice of the Application has been served upon the following carriers via U.S. mail:

Ardmore Telephone Company, Inc.
P.O. Box 549
517 Ardmore Avenue
Ardmore, Tennessee 38449

BellSouth
333 Commerce Street
Nashville, Tennessee 37201-3300

Century Telephone of Adamsville
P.O. Box 405
116 N. Oak Street
Adamsville, Tennessee 38310

Century Telephone of Claiborne
P.O. Box 100
507 Main Street
New Tazewell, Tennessee 37825

Century Telephone of Ooltewah-Collegedale, Inc.
P.O. Box 782
5616 Main Street
Ooltewah, Tennessee 37363

Citizens Communications Company of Tennessee
P.O. Box 770
300 Bland Street
Bluefield, West Virginia 24701

Citizens Communications Company
of The Volunteer State
P.O. Box 770
300 Bland Street
Bluefield, West Virginia 24701

Loretto Telephone Company, Inc.
P.O. Box 130
Loretto, Tennessee 38469

Millington Telephone Company, Inc.
P.O. Box 429
4880 Navy Road
Millington, Tennessee 38083-0429

Sprint-United
112 Sixth Street
Bristol, Tennessee 37620

TDS Telecom-Concord Telephone Exchange, Inc.
P.O. Box 22610
701 Concord Road
Knoxville, Tennessee 37933-0610

TDS Telecom-Humphreys County
Telephone Company
P.O. Box 552
203 Long Street
New Johnsonville, Tennessee 37134-0552

TDS Telecom-Tellico Telephone Company, Inc.
P.O. Box 9
102 Spence Street
Tellico Plains, Tennessee 37385-0009

TEC-Crockett Telephone Company, Inc.
P.O. Box 7
Friendship, Tennessee 38034

TEC-People's Telephone Company, Inc.
P.O. Box 310
Erin, Tennessee 37061

TEC-West Tennessee Telephone Company, Inc.
P.O. Box 10
244 E. Main Street
Bradford, Tennessee 38316

United Telephone Company
P.O. Box 38
120 Taylor Street
Chapel Hill, Tennessee 37034

TDS Telecom – Tennessee Telephone Company
P.O. Box 18139
Knoxville, TN 37928-2139

This 4th day of MAY, 2006.



April Ingram

Exhibit L
Numbering Issues

Numbering Issues

- 1. What is your company's expected demand for NXXs per NPA within a year of approval of your application?**

ENA Services expects its demand for NXXs per NPA within a year of approval of its application to be approximately one (1) NXX block of 500 per rate center in each NPA where the company intends to provide service (*See Question #3*) with exception.

- 2. How many NXXs do you estimate that you will request from NANPA when you establish your service footprint?**

ENA Services estimates it will request a total of approximately five (5) blocks of NXXs from NANPA when establishing its service footprint in Tennessee. Under the current environment without number pooling, ENA Services would need to obtain five (5) blocks of 10,000 NXXs or a total of 50,000 NXXs to meet its market requirements. Alternatively, under a number pooling regime, ENA Services would be able to meet its requirements with a combination of 10,000 and 1,000 blocks of NXXs totaling approximately 5,000 NXXs.

- 3. When and in what NPA do you expect to establish your service footprint?**

ENA Services currently expects to establish its service footprint in Tennessee in the following NPAs by December, 2006: Nashville (615, 931); Memphis (731, 901), Chattanooga (423) and Knoxville (423, 865)

- 4. Will the company sequentially assign telephone numbers within NXXs?**

As a general rule, ENA Services will sequentially assign telephone numbers with NXXs; however in instances when a customer initiates the selection of non-sequential numbers, ENA Services will evaluate the request on a case-by-case basis. If ENA Services accepts the request, it will assign the non-sequential numbers from its existing inventory.

- 5. What measures does the company intend to take to conserve Tennessee numbering resources?**

ENA Services intends to take the following steps to conserve Tennessee numbering resources:

a. Local Number Portability (LNP). ENA Services currently projects that a significant percent of its new customer base will be obtained through the conversion of customers with existing telephone service from other carriers. The effect of LNP will be appreciable in this context. ENA Services estimates that the majority of these customers will elect to retain their existing phone numbers,

thereby reducing the net amount of new telephone numbers that need to be released to serve the same population of customers.

b. Advanced Inventory Management Systems. Pursuant to ENA Services internal numbering policy, ENA Services will return telephone numbers to the internal modern inventory management system after actual customer disconnections and 60 days of playing the number change announcement. These numbers will then be immediately available for reuse.

c. Number Pooling. ENA Services will support Number Pooling where available. ENA Services will initially check with the internal inventory management system before using new numbering resources. In addition, ENA Services will return those blocks of NXXs that are not used by ENA Services within a reasonable period of time.

6. When ordering new NXXs for growth, what percentage fill of an existing NXX does the company use to determine when a request for a new NXX be initiated?

When ordering new NXXs for growth, ENA Services intends to use 70% fill of an existing NXX to determine when a request for new NXXs will be initiated. The ENA Services algorithm used to calculate the percentage-fill trigger for ordering new NXXs is a function of current ENA Services consumption rates, future market projections for that region and estimated timeframes for obtaining new NXXs. ENA Services strives to implement one of the most efficient operational systems in the industry and will continually optimize the ordering of new NXXs as the variable rates change to preserve TN numbering resources.

Exhibit M

Tennessee-Specific Operational Issues

Tennessee Specific Operational Issues

- 1. How does the company intend to comply with TCA §65-21-114? In its description, please explain technically how the company will not bill for countywide calls within Tennessee?**

The company will follow industry standard guidelines in complying with the toll-free countywide calling requirement in TCA §65-21-114. Specifically, the company is developing an internal Operational Support System (OSS) that will measure all basic and local toll free calls by length of call, time of day call is placed, and distance called. This data will be collected and compiled along with the CDR (Call Detail Records) and the data in the company's pre-loaded database containing Tennessee Countywide Calling information, and then processed by the internal billing mediation systems to determine the billable calls. In Tennessee, countywide calls will not be assessed a toll charge.

- 2. Is the company aware of the Tennessee County Wide Calling database maintained by BellSouth and the procedures to enter your telephone numbers on the database?**

As part of the interconnection implementation process, the company will coordinate with BellSouth to identify and follow applicable procedures for entry of the company's telephone numbers into BellSouth's Tennessee County Wide Calling database.

- 3. How does your company intend to provide metro area toll-free calling ("MAC") around Memphis, Nashville, Knoxville and Chattanooga?**

The company's practice has been to establish toll-free local calling scopes which meet or exceed the toll-free local calling scopes of the incumbent LEC serving in the same market area. The company anticipates following this practice for its Tennessee networks.

- 4. Is the company aware of the MAC database maintained by BellSouth and the process and procedures to enter your telephone numbers on the database?**

As part of the interconnection implementation process, the company will coordinate with BellSouth to identify and follow applicable procedures for entry of the company's telephone numbers into the MAC database.

- 5. Please provide the name and telephone number of an employee of your company that will be responsible to work with the TRA on resolving customer complaints.**

The individual in charge of responding to customer complaints will be Amy Parker. The company is currently in the process of obtaining a toll-free number for customer complaints. In the interim, the number at which Amy may be reached is 615-312-6022.

- 6. Does the company intend to telemarket its services in Tennessee? If yes, is the company aware of the telemarketing statutes and regulations found in TCA § 65-4-401 *et seq.* and Chapter 1220-4-11?**

The company does not currently have plans to telemarket its services in Tennessee. If, however, these plans change, the company will conform any telemarketing practices to federal and Tennessee state statutes and regulations.

Exhibit N
Prefiled Testimony

Testimony of
Bob Collie, Senior Vice President
on behalf of ENA Services, LLC

I, Bob Collie, do hereby testify as follows in support of the application of ENA Services, LLC ("ENA Services " or the "Company") for a Certificate of Convenience and Necessity as a competing telecommunications service provider to provide facilities-based local exchange and exchange access telecommunications services throughout the State of Tennessee.

Q. Please state your name, title and business address.

A. Bob Collie, Senior Vice President, 1101 McGavock St, Nashville, TN 37203

Q. On whose behalf are you testifying in this proceeding?

A. I am testifying on behalf of ENA Services, LLC, the Applicant in this Cause.

Q. What is your position and responsibilities with ENA Services, LLC?

A. I am Senior Vice President and Chief Technology Officer for ENA Services LLC. I am responsible for all operations and technology for the Applicant.

Q. Please describe your previous professional experience.

A. I am currently Senior Vice President and Chief Technology Officer for the Parent of Applicant, Education Networks of America, Inc. and have served in that role for the past six years. Prior to that I served as Chief Technology Officer for Telalink Corporation, a regional Internet service provider in Tennessee and then as Integration Project Manager for PSINet, a national ISP who purchased Telalink. I have significant experience designing and deploying data and voice networks with ENA and other entities.

Q. What is the purpose of your testimony?

A. The purpose of my testimony is to present evidence describing the technical, managerial and financial fitness of ENA Services to provide resold and facilities-based local telecommunications services in Tennessee. This testimony will also describe the services

1 proposed by the Company. Finally, the purpose of my testimony is to show that the
2 public interest will be served by approval of the application of ENA Services for a
3 certificate of public convenience and necessity.

4 **Q. Are all Statements in ENA Services' application true and correct to the best of your**
5 **knowledge, information and belief?**

6 A. Yes. I have reviewed the complete application package and believe it to be true and
7 correct to the best of my knowledge, information and belief.

8 **Q. Is ENA Services authorized to do business in Tennessee?**

9 A. Yes. ENA Services received a Certificate of Authority from the Tennessee Secretary of
10 State dated February 7, 2006, authorizing it to do business in Tennessee. The company
11 remains in good standing in the state of Tennessee. A copy of the Certificate of
12 Authority was attached as Exhibit C to the Company's Application.

13 **Q. Please describe the authority for which ENA Services has applied in Tennessee.**

14 A. ENA Services is asking that the Authority issue a Certificate of Public Convenience and
15 Necessity authorizing the Company to provide facilities-based and resale local exchange
16 and exchange access services in Tennessee.

17 **Q. In what geographic area does ENA Services request authority to provide local**
18 **exchange services?**

19 A. ENA Services initially intends to offer service in the area presently served by BellSouth.

20 **Q. Please describe ENA Services' managerial qualifications.**

21 A. ENA Services has the managerial resources necessary to provide customers in the State
22 of Tennessee with high quality telecommunications services. The members of the
23 Company's senior management team have extensive management and
24 telecommunications experience. Exhibit E of the Company's Application provides
25 biographies for the ENA Services management team that demonstrates its managerial
26 expertise to provide the services for which authority is requested.

1 **Q. Please describe ENA Services' technical qualifications.**

2 A. The senior management team of ENA Services has a varied and detailed background in
3 telecommunications.

4 **Q. Is ENA Services financially qualified to provide the local exchange services it**
5 **proposes within Tennessee?**

6 A. Yes. ENA Services has ample capital to provide the services for which authority is
7 requested. ENA Services is providing its projected Financial Statements as proof of its
8 financial stability to provide the required services within Tennessee as well as the current
9 financial statements of its parent company, Education Networks of America, Inc.. This
10 information is attached in Exhibit F of the Company's Application. Exhibit G gives the
11 proposed capital budget expenditures.

12 **Q. Please describe the types of services that ENA Services will offer in Tennessee.**

13 A. ENA Services intends to provide Internet, Voice-over-IP and local exchange services
14 with custom calling, CLASS features and will bundle services such as local and long
15 distance services in a combined package. In addition, the Company will provide to its
16 Customers additional custom calling and class features, access to emergency call services
17 (e.g. 911), directory assistance and other ancillary services.

18 **Q. Will ENA Services offer service to all consumers within its service area?**

19 A. The Company's primary market is public and private schools, local and state agencies and
20 other related commercial entities in Tennessee

21 **Q. Will ENA Services' proposed local exchange tariff contain all material terms and**
22 **conditions applicable to its provisioning of local exchange services?**

23 A. Yes. All applicable terms, including those required by the Authority, will be set for in
24 the Company's tariff. ENA Services understands that it will be necessary for it to obtain
25 Authority approval of its local exchange tariff prior to providing such services in
26 Tennessee.

- 1 **Q. What facilities will ENA Services use to provide its proposed services?**
- 2 A. ENA services will offer services through commercial agreements with BellSouth as well
3 as other competitive and incumbent local and inter exchange carriers.
- 4 **Q. Does ENA Services currently offer service in Tennessee?**
- 5 A. No.
- 6 **Q. How will ENA Services handle customer service matters?**
- 7 A. The Company will provide comprehensive support services to its customers. Customer
8 service is available 24 hours a day, 7 days per week through trained representatives. The
9 toll free telephone number is 1-800-TEN-HELP (1-800-836-4357)
- 10 **Q. Does ENA Services currently offer service in other jurisdictions?**
- 11 A. No. However, ENA Services is also filing to become a CLEC in Indiana.
- 12 **Q. Does ENA Services plan to offer local exchange telecommunications services in**
13 **areas served by any incumbent local exchange telephone company with fewer than 100,000**
14 **access lines?**
- 15 A. No. ENA Services will offer service in the territory currently served by BellSouth.
- 16 **Q. Briefly describe how approval of ENA Services' Application is in the public interest.**
- 17 A. Granting ENA Services' application will introduce a telecommunications service
18 provider committed to providing high quality, innovative, and technologically advanced
19 services that will further increase telecommunications competition within the State of
20 Tennessee. ENA Services' network will utilize state-of-the art technology. The
21 Company's service offerings will increase consumer choice, improve the quality and
22 efficiency in telecommunications services and will likely lead to the reduction of
23 consumer costs, as well as stimulate development of additional services by providing
24 competitive incentives to other providers. Thus, granting the Company's application is in
25 the public interest.
- 26 **Q. Has any state ever denied or revoked ENA Services' authorization to provide**

1 **intrastate service?**

2 A. No

3 **Q. Has ENA Services ever been investigated or sanctioned by any regulatory authority**
4 **for service or billing irregularities?**

5 A. No

6 **Q. Does ENA Services intend to comply with all TRA rules, statutes, and orders**
7 **pertaining to the provision of telecommunications services in Tennessee, including**
8 **those for disconnection and reconnection of service?**

9 A. Yes. The Company intends to comply with all TRA rules, statutes and orders pertaining
10 to the provisioning of telecommunications services in Tennessee, including those for
11 disconnection and reconnection of service.

12 **Q. Has any state ever denied or revoked ENA Services' authorization to provide**
13 **intrastate service?**

14 A. No

15 **Q. Has ENA Services ever been investigated or sanctioned by any regulatory authority**
16 **for service or billing irregularities?**

17 A. No

18 **Q. Who is knowledgeable about ENA Services' operations and will serve as the**
19 **company's regulatory contact?**

20 A. Rex Miller, the Senior Vice-President and Chief Financial Officer of ENA Services, will
21 serve as the Company's regulatory contact.

22 **Q. Does this conclude your testimony at this time?**

23 A. Yes.

I swear that the foregoing testimony is true and correct to the best of my knowledge.



BOB COLLIE
ENA Services, LLC

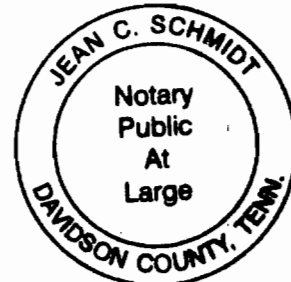
State of Tennessee)
County of Davidson)

Subscribed and sworn to before me,

Bob Collie,
this 1st day of May, 2006.


NOTARY PUBLIC

My Commission Expires: July 21, 2007



My Commission Expires
July 21, 2007