



Judith A. Riley, J.D.

February 11, 2009

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Oklahoma City, OK 73132

EXPRESS MAIL

Tennessee Regulatory Authority
Telecommunications Division
460 James Robertson Parkway
Nashville, TN 37243-0505
(615) 741-2904 ext. 220

RE: Network Innovations, Inc. – Docket No. 08-00203

Below, please find the responses to your request for information of February 10, 2009

- 1) [please clarify] The position of Mr. Ronald Grason and details regarding his day to day duties and responsibilities for Tennessee Operations.


Response: Attached is an updated resume for Mr. Ronald Grason outlining his position and capacity of duties for the Applicant, Network Innovations, Inc.

- 2) Provide current (up to 3rd quarter 2008) Financial Statement for the Company.

Response: Please see the attached Combined Income Statements for 3rd quarter 2008 and through the end of the 2nd quarter 2008. Also attached is a Cash Flow Statement and 3rd quarter 2008 Balance Sheet. Financial Information is filed as Proprietary and Confidential.

Should there be any questions or additional information required, please do not hesitate to contact me at (405) 755-8177 ext. 24.

Sincerely,


Alicia G. McKay
Regulatory Agent

Enclosures

RONALD GRASON

EXPERIENCE

- | | | | |
|----------------|---|------------------------------|-------------|
| 2003 - Present | <i>Chief Operating Officer</i> | NETWORK INNOVATIONS | Chicago, IL |
| | <ul style="list-style-type: none">■ Co-Founder, overseeing network acquisition, product development, pricing, procurement, and vendor management. | | |
| 1997 - 2003 | <i>Internet Consultant – Major Accounts</i> | VERIO | Chicago, IL |
| | <ul style="list-style-type: none">■ Selling commercial dedicated Internet access (T1/DS3), DSL, collocation, VPNs, ecommerce, and security solutions. Target market from mid-size businesses to Fortune 500. Hardware lines include Cisco, Sun, Paradyne, Netopia, Checkpoint, Watchguard, and Axent.■ Developing channel sales and OEM product line to ISP's, web developers, and system integrators; providing turn-key solutions, from infrastructure to connectivity.■ Integral role in start-up office. Assisted in developing strategic pricing plans, contracts, marketing materials, commission compensation plans, and hiring of sales team.■ President's Club 1998, 1999, 2000, 2001 | | |
| 1997 - Ongoing | <i>Regional Sales Manager</i> | CELNET COMMUNICATIONS | Chicago, IL |
| | <ul style="list-style-type: none">■ Sales manager for the Chicago region. Top producing region in the nation, second quarter '97.■ Products included commercial long distance, dedicated Internet, and proprietary dial-up Internet service.■ Established training programs for sales representatives. Programs included switched and dedicated voice services, frame relay, ATM, Internet, and network/Internet hardware. | | |
| 1996 - 1997 | <i>Commercial Account Executive</i> | WORLD COM | Chicago, IL |
| | <ul style="list-style-type: none">■ Sold commercial long distance, leased data lines, and UUNET dedicated Internet access at 125% of quota.■ Top producing rep. on team of ten. | | |

EDUCATION

- | | | |
|--------------|---|-------------|
| January 1994 | LOYOLA UNIVERSITY OF CHICAGO | Chicago, IL |
| | <ul style="list-style-type: none">■ BS, Biology.■ Graduated Cum Laude. | |

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