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Suite 300

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P.O. Drawer 200

Winter Park, FL

32790-0200

Tel: 407-740-8575

Fax: 407-740-0613

www.tminc.com

Sharla Dillon
Dockets and Records Manager, Utilities Division
Tennessee Regulatory Authority
460 James Robertson Parkway
Nashville, TN 37243-0505

DOCKET NO.
09-00075

Attention: Sharla Dillon, Dockets and Records Manager

Re: EnTelegent Solutions, Inc. - Application for Certificate to Provide Facilities-Based Competing Local Exchange Telecommunications Services

Dear Ms. Dillon,

Enclosed for filing are the original and thirteen (13) copies of the Application for Certificate to Provide Facilities-Based Competing Local Exchange Telecommunications Services filed on behalf of EnTelegent Solutions, Inc. Also enclosed is the \$25 filing fee.

Questions regarding this filing may be directed to my attention at (407) 740-3006 or via e-mail at croesel@tminc.com.

Please acknowledge receipt of this filing by returning, file-stamped the extra copy of this cover letter in the self-addressed, stamped envelope enclosed for this purpose.

Thank you for your assistance.

Sincerely,

Carey Roesel
Consultant to EnTelegent Solutions, Inc.

Enclosure
CR/gs

cc: Dave Gibson – EnTelegent
Service List
File: EnTelegent – TN Local
TMS: TNL0900

BEFORE THE TENNESSEE REGULATORY AUTHORITY

IN THE MATTER OF THE APPLICATION)
OF ENTELEAGENT SOLUTIONS, INC.)
FOR A CERTIFICATE)
TO PROVIDE FACILITIES-BASED COMPETING)
LOCAL TELECOMMUNICATION SERVICES)

**APPLICATION OF ENTELEAGENT SOLUTIONS, INC.
FOR A CERTIFICATE TO PROVIDE
FACILITIES-BASED COMPETING LOCAL TELECOMMUNICATIONS SERVICES**

Pursuant to applicable Tennessee Statutes and the Rules and Regulations of the Tennessee Regulatory Authority and Section 253 of the Federal Telecommunications Act of 1996 ("Act"), EnTeleagent Solutions, Inc. ("EnTeleagent" or "Applicant") respectfully requests that the Tennessee Regulatory Authority ("TRA") grant it authority to provide facilities-based competing local telecommunications services, including exchange access telecommunications services, within the State of Tennessee. EnTeleagent is willing and able to comply with all applicable rules and regulations in Tennessee pertaining to the provision of competing local telecommunications services. TCA 65-4-201.

In support of its Application, EnTeleagent Solutions, Inc. submits the following:

I. Administrative Requirements

1. The full name and corporate address of the Applicant is:

EnTeleagent Solutions, Inc.
3800 Arco Corporate Drive, Suite 310
Charlotte, North Carolina 28273

2. Questions regarding this application should be directed to:

Carey Roesel, Consultant to EnTeleagent Solutions, Inc.
2600 Maitland Center Parkway, Suite 300
Maitland, Florida 32751
Phone: (407) 740-3006
Facsimile: (407) 740-0613
E-Mail: croesel@tminc.com

3. Contact name and address at the Applicant is:

David Gibson
VP of Operations
EnTelegent Solutions, Inc.
3800 Arco Corporate Drive, Suite 310
Charlotte, NC 28273
Telephone: 704-936-2365
Facsimile: 866-295-0471
Toll-Free: 888-274-7619
Email: Dave.gibson@entelegent.com

4. Organizational Chart of Corporate Structure: Include any pertinent acquisition or merger information.

See *Exhibit A*.

5. Corporate Principal Officers (names and address):

The names and address of the Applicant's corporate officers are listed in *Exhibit B* of this Application.

6. Principal Officers in Tennessee (names and address if different from corporate):

The Applicant does not have any employees in the State of Tennessee. Applicant operations will be managed centrally at the North Carolina location.

7. Copy of Articles of Incorporation:

EnTelegent Solutions, Inc. was incorporated in the state of North Carolina on November 6, 2008. A copy of EnTelegent's Articles of Incorporation and amendments are provided in *Exhibit C*.

8. Copy of license to do business in the state of Tennessee.

See *Exhibit D*.

II. Managerial Requirements

EnTelegent has the managerial expertise to provide facilities-based local exchange services within the State of Tennessee. EnTelegent has an excellent senior management team, backed by experienced employees, who are competent in telephony engineering, operations and marketing. *Exhibit E* contains biographies of the senior management team of EnTelegent.

III. Technical Requirements

Proposed network data:

1. Geographic area coverage
EnTelegent intends to offer service throughout areas currently served by AT&T-Tennessee.
2. The Applicant intends to offer voice grade local services as well as other services to business customers. It will offer the services listed in TRA 1220-4-8-.04(3)(b), including (1) access to 911 and E911 emergency service; (2) white page directory listings and directory assistance; (3) consumer access to and support for the Tennessee Relay Center in the same manner as the incumbent local exchange telephone companies; (4) free blocking service for 900/976 pay per call services in accordance with TRA policy; (5) Lifeline and Link-up services to qualifying citizens of the state; (6) educational discounts in existence as of June 6, 1995.
3. The Applicant will rely on its underlying carriers for network facilities, but also has significant technical expertise within the Applicant (see *Exhibit E* for biographies of senior management.)
4. There will be no special CPE requirements for the Applicant's services that would not be compatible with an incumbent carrier.
5. Repair and Maintenance:
 - a. EnTelegent Solutions, Inc. understands the importance of effective customer service for local service consumers. Once it initiates operations, EnTelegent's toll free customer service telephone number will be available with live operator response during the hours of 7AM EST to 7PM EST. All afterhours and overflow will be handled by 3rd party providers of similar service to other carriers.
 - b. The Applicant's toll free telephone number for customer inquiries, complaints and repair is 888-274-7619.
 - c. Customers may contact the company in writing at the headquarters address indicated below.

EnTelegent Solutions, Inc.
3800 Arco Corporate Drive, Suite 310
Charlotte, NC 28273

5. Repair and Maintenance (Cont'd):

- d. Name and address of Tennessee contact person responsible for and knowledgeable about provider operations:

David Gibson
EnTelegent Solutions, Inc.
3800 Arco Corporate Drive, Suite 310
Charlotte, NC 28273

IV. Financial Requirements

1. Estimated cost of network, switches, and unbundled network elements (UNEs):

EnTelegent is not proposing at this time to build a network or to deploy switches, but will utilize network and switching provided by AT&T – Tennessee. Network elements and facilities used for interconnection will be provisioned according to the interconnection agreement between AT&T-Tennessee and EnTelegent.

2. Most recent audited financial statements

EnTelegent is a start-up company that has not yet initiated operations in any state. The Applicant's balance sheet as of January 5, 2009, and its income statement through January 2009, are included in Exhibit F-1.

3. Projected financial statements (3 years)

EnTelegent's projected financial statements are included as Exhibit F-2.

4. Capital Expenditures Budget (3 years)

Not applicable. No construction is expected to be undertaken by EnTelegent. The cost of its Tennessee operations will consist of leasing unbundled elements, marketing, and additional administrative and sales overhead. The incremental administrative and sales costs are not projected to be significant for the Applicant.

5. Bond Requirement

The Applicant is in the process of obtaining a corporate surety bond in the amount of \$20,000. It will be filed under separate cover.

V. Small and Minority-Owned Telecommunications Business Participation Plan.

See *Exhibit G*.

VI. TRA Rules for Local Telecommunications Providers:

Applicant has served notice of this application to the eighteen (18) incumbent local exchange telephone companies in Tennessee with a statement regarding the company's intention of operating geographically. Please see *Exhibit H*.

VII. Toll Dialing Parity Plan for Applicant's Providing Voice Grade Service:

See *Exhibit I*.

VIII. Numbering Issues:

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

One.

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

One.

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

The Applicant intends to offer service in territory currently served by AT&T-Tennessee.

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

Yes.

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

The Applicant will comply with resource conservation measures as per NANPA procedures.

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 will be initiated?

75%.

IX. 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.

Initially, EnTelegent plans to mirror or offer the calling areas of AT&T-Tennessee for its local service offerings. To the extent that AT&T-Tennessee provides countywide toll-free calling, EnTelegent will as well.

2. Is the company aware of the Tennessee County Wide Calling database maintained by BellSouth (AT&T) and the procedures to enter your telephone numbers on the database?

Yes, the Applicant is aware of the database and the procedures involved.

3. Is your company aware of the local calling areas provided by the Incumbent Local Exchange Carriers in your proposed service areas?

Yes. The Applicant is aware of all local calling areas provided by the Incumbent Local Exchange Carriers within Tennessee.

4. Explain the procedures that will be implemented to assure that your customers will not be billed long distance charges for calls within the metro calling areas.

The Applicant will mirror the local calling areas of the ILEC.

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

David Gibson
VP of Operations
EnTelegent Solutions, Inc.
3800 Arco Corporate Drive, Suite 310
Charlotte, NC 28273
Telephone: 704-936-2365
Facsimile: 866-295-0471
Toll-Free: 888-274-7619
Email: Dave.gibson@entelegent.com

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?

At this time, the Applicant does not intend to telemarket its services in Tennessee. If it ultimately decides to use telemarketing in the future, it will comply with all applicable Tennessee statutes and rules.

X. Miscellaneous

1. Sworn Pre-filed testimony:

The Applicant has submitted pre-filed testimony with its Application.

2. Tariffs

Upon certification and prior to commencing service, EnTelegent will file a proposed tariff for its end user local exchange offerings (containing rates along with terms, and conditions of service) and its access services.

3. Identify all states where certified as a telecommunications provider and the status of states certification is pending.,

Applicant is a start-up company, and, as such, is not certified in any state. The Applicant is applying for facilities-based CLEC and long distance resale authority in all states, excluding Alaska, and in the District of Columbia. It expects to file its applications during the first quarter of 2009.

4. Applicant's involvement in any mergers or acquisitions.

EnTelegent is not involved in any mergers or acquisitions.

5. Customer Deposits

EnTelegent does not require customer deposits.

6. Complaint History

The Applicant has not received any complaints filed with state or federal regulatory agencies.

7. Service Area

EnTelegent proposes to offer its services throughout the State of Tennessee in areas currently served by AT&T-Tennessee which are designated open to competition. Currently, the Applicant does not intend to offer service in areas served by any incumbent local exchange telephone company with fewer than 100,000 total access lines.

XI. Public Interest

Grant of EnTelegent's Application to provide facilities-based local exchange services is in the public interest and serves the public convenience and necessity. In enacting the Federal Telecommunications Act of 1996, the United States Congress determined that it is in the public interest to promote competition in the provision of telecommunications services, including local exchange services. Experience with competition in other telecommunications markets, such as long distance, competitive access, and customer premises equipment, demonstrates the benefits that competition can bring to consumers. Consumers are enjoying increased services, lower prices, higher quality, and greater reliability. This is true not only with respect to the service offerings of the new entrants, but also as a result of the response of incumbent monopoly providers to the introduction of competition.

EnTelegent's proposed services will provide multiple public benefits by increasing the competitive choices available to users in Tennessee. Enhanced competition in telecommunications services likely will further stimulate economic development in Tennessee. In addition, increased competition will create incentives for all carriers to offer lower prices, more innovative services, and more responsive customer service.

XII. Statement of Compliance:

EnTelegent agrees to abide by TCA §65-4-201 and all applicable state statutes and all applicable Orders, Rules and Regulations entered and adopted by the Tennessee Regulatory Authority.

WHEREFORE, EnTelegent Solutions, Inc. respectfully requests that the Commission enter an Order granting EnTelegent's Application for a Certificate to Provide Facilities-Based Competing Local Telecommunications Services throughout the State of Tennessee.

Respectfully submitted this 22 day of January, 2009.



David Gibson
VP of Operations
EnTelegent Solutions, Inc.

VERIFICATION

STATE OF NORTH CAROLINA)
) : ss
COUNTY OF MECKLENBURG)

I, David Gibson, hereby declare under penalty of perjury, that I am Vice President of Operations of EnTelegent Solutions, Inc., the Petitioner in this proceeding; that I am authorized to make this verification on behalf of EnTelegent Solutions, Inc.; that I have read the foregoing Petition and exhibits; and that the facts stated therein are true and correct to the best of my knowledge, information and belief.



David Gibson
Vice President of Operations
EnTelegent Solutions, Inc.

Sworn and subscribed before me this 22 day of January, 2009.

My Commission expires 8/29/13



Signature of official administering oath



ENTELEGENT SOLUTIONS, INC.

Exhibit A

Corporate Structure

EnTelegent Solutions, Inc.

ENTELEGENT SOLUTIONS, INC.

Exhibit B

List of Officers

ENTELEGENT SOLUTIONS, INC.

The following individuals are officers of EnTelegent Solutions, Inc. and may be contacted at the Applicant's headquarters located 3800 Arco Corporate Drive, Suite 310, Charlotte, NC 28273:

W.B. Wheeler, Jr. ("Bo")

President

David L. Gibson

Vice President of Operations

Randall R. Madge

Vice President of Sales and Marketing

ENTELEGENT SOLUTIONS, INC.

Exhibit C

Articles of Incorporation



NORTH CAROLINA

Department of The Secretary of State

To all whom these presents shall come, Greetings:

I, ELAINE F. MARSHALL, Secretary of State of the State of North Carolina, do hereby certify the following and hereto attached to be a true copy of

ARTICLES OF INCORPORATION

OF

ENTELEGENT SOLUTIONS, INC.

the original of which was filed in this office on the 6th day of November, 2008.



IN WITNESS WHEREOF, I have hereunto set my hand and affixed my official seal at the City of Raleigh, this 6th day of November, 2008.

Elaine F. Marshall

Secretary of State

SOSID: 1070812
Date Filed: 11/6/2008 12:28:00 PM
Elaine F. Marshall
North Carolina Secretary of State
C200831000313

ARTICLES OF INCORPORATION
OF
ENTELEGENT SOLUTIONS, INC.

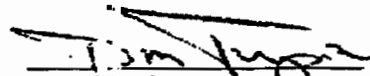
The undersigned hereby submits these Articles of Incorporation for the purpose of forming a business corporation under the laws of the State of North Carolina.

1. The name of the corporation is Entelegent Solutions, Inc.
2. The number of shares the corporation is authorized to issue is 1,000,000 all of one class, designated as common stock.
3. The street address and county of the initial registered office of the corporation is 2520 Whitehall Park Dr. Suite 100, Charlotte, NC, Mecklenburg County, and the name of the initial registered agent is Tom Turpin.
4. The name and address of the incorporator is as follows:

Tom Turpin
2520 Whitehall Park Dr. Suite 100
Charlotte, NC 28273
5. The name and address of the individuals, who are to serve as the initial director(s) on the initial Board of Directors of the corporation who shall serve as director(s) until the first meeting of shareholders, or until their successors are elected and qualified, is as follows:

Tom Turpin
2520 Whitehall Park Dr. Suite 100
Charlotte, NC 28273
6. To the fullest extent permitted by the North Carolina Business Corporation Act as it exists or may hereafter be amended, no person who is serving or who has served as a director of the corporation shall be personally liable to the corporation or any of its shareholders for monetary damages for breach of duty as a director. No amendment or repeal of this article, nor the adoption of any provision to these Articles of Incorporation inconsistent with this article, shall eliminate or reduce the protection granted herein with respect to any matter that occurred prior to such amendment, repeal or adoption.
7. These Articles of Incorporation will be effective upon filing.

This the 5th day of November, 2008.


Tom Turpin, Incorporator

ENTELEGENT SOLUTIONS, INC.

Exhibit D

Tennessee Secretary of State Authority

Secretary of State
Division of Business Services
312 Rosa L. Parks Avenue
6th Floor, William R. Snodgrass Tower
Nashville, Tennessee 37243

DATE: 01/21/09
REQUEST NUMBER: 6420-2608
TELEPHONE CONTACT: (615) 741-2286
FILE DATE/TIME: 01/20/09 1015
EFFECTIVE DATE/TIME: 01/20/09 1015
CONTROL NUMBER: 0594462

TO:
THE COMPANY CORPORATION
2711 CENTERVILLE RD
STE 400
WILMINGTON, DE 19808

RE:
ENTELEGENT SOLUTIONS, INC.
APPLICATION FOR CERTIFICATE OF AUTHORITY -
FOR PROFIT

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

A CORPORATION ANNUAL REPORT MUST BE FILED WITH THE SECRETARY OF STATE
ON OR BEFORE THE FIRST DATE OF THE FOURTH MONTH FOLLOWING THE CLOSE OF THE
CORPORATION'S FISCAL YEAR. PLEASE PROVIDE THIS OFFICE WITH WRITTEN
NOTIFICATION OF THE CORPORATION'S FISCAL YEAR. THIS OFFICE WILL MAIL THE
REPORT DURING THE LAST MONTH OF SAID FISCAL YEAR TO THE CORPORATION 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 CORPORATION TO ADMINISTRATIVE REVOCATION
OF ITS CERTIFICATE OF AUTHORITY.

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

FOR: APPLICATION FOR CERTIFICATE OF AUTHORITY -
FOR PROFIT

ON DATE: 01/20/09

FROM:
THE COMPANY CORPORATION
2711 CENTERVILLE RD.
SUITE 400
WILMINGTON, DE 19808-0000

FEES
RECEIVED: \$600.00 \$0.00
TOTAL PAYMENT RECEIVED: \$600.00

RECEIPT NUMBER: 00004514112
ACCOUNT NUMBER: 00535560



SS-4458

TRE HARGETT
SECRETARY OF STATE

State of Tennessee



Department of State
Corporate Filings
312 Eighth Avenue North
6th Floor, William R. Snodgrass Tower
Nashville, TN 37243

APPLICATION FOR
CERTIFICATE OF AUTHORITY
(FOR PROFIT)

RECEIVED
STATE OF TENNESSEE
For Office Use Only

2009 JAN 20 AM 10:15
The Hargett
Secretary of State

Pursuant to the provisions of Section 48-25-103 of the Tennessee Business Corporation Act, the undersigned corporation hereby applies for a certificate of authority to transact business in the State of Tennessee, and for that purpose sets forth:

1. The name of the corporation is ENTELEGENT SOLUTIONS, INC.

*If different, the name under which the certificate of authority is to be obtained is _____

FILED

[NOTES: The Secretary of State of the State of Tennessee may not issue a certificate of authority to a foreign corporation for profit if its name does not comply with the requirements of Section 48-14-101 of the Tennessee Business Corporation Act. *If obtaining a certificate of authority under a different corporate name, an application for registration of an assumed corporate name must be filed pursuant to Section 48-14-101(d) with an additional \$20.00 fee.]

2. The state or country under whose law it is incorporated is NORTH CAROLINA

3. The date of its incorporation is 11/06/08 (must be month, day, and year), and the period of duration, if other than perpetual, is _____

4. The complete street address (including zip code) of its principal office is

<u>3800 Arco Corporate Dr, Ste</u>	<u>Charlotte</u>	<u>NC</u>	<u>28273</u>
Street	City	State/Country	Zip Code

5. The complete street address (including the county and the zip code) of its registered office in Tennessee and the name of its registered agent is

<u>2908 Poston Avenue</u>	<u>Nashville</u>	<u>TN</u>	<u>37203</u>
Street	City	State/Country	Zip Code

Registered Agent Corporation Service Company

6. The names and complete business addresses (including zip code) of its current officers are: (Attach separate sheet if necessary.)

William Bradford Wheeler Jr. - President 3800 Arco Corporate Dr, Suite 310, Charlotte, NC 28273

David Leslie Gibson - VP/Secretary 3800 Arco Corporate Dr, Suite 310, Charlotte, NC 28273

7. The names and complete business addresses (including zip code) of its current board of directors are: (Attach separate sheet if necessary.) Tom Turpin 3800 Arco Corporate Dr, Suite 310, Charlotte, NC 28273

8. If the corporation commenced doing business in Tennessee prior to the approval of this application, the date of commencement (month, day and year) _____

9. The corporation is a corporation for profit.

10. If the document is not to be effective upon filing by the Secretary of State, the delayed effective date/time is _____

_____, _____ (date), _____ (time).

[NOTE: A delayed effective date shall not be later than the 90th day after the date this document is filed by the Secretary of State.]

[NOTE: This application must be accompanied by a certificate of existence (or a document of similar import) duly authenticated by the Secretary of State or other official having custody of corporate records in the state or country under whose law it is incorporated. The certificate shall not bear a date of more than two (2) months prior to the date the application is filed in this state.]

1/14/09
Signature Date
VP Operations / Secretary
Signer's Capacity

Entelephant Solutions Inc
Name of Corporation
David L Gibson
Signature
David L Gibson
Name (typed or printed)



NORTH CAROLINA

Department of The Secretary of State

RECEIVED
STATE OF TENNESSEE

2009 JAN 20 AM 10:15

Tre Hargett
Secretary of State

CERTIFICATE OF EXISTENCE

I, ELAINE F. MARSHALL, Secretary of State of the State of North Carolina, do hereby certify that

ENTELEGENT SOLUTIONS, INC.

is a corporation duly incorporated under the laws of the State of North Carolina, having been incorporated on the 6th day of November, 2008, with its period of duration being Perpetual.

I FURTHER certify that, as of the date set forth hereunder, the said corporation's articles of incorporation are not suspended for failure to comply with the Revenue Act of the State of North Carolina; that the said corporation is not administratively dissolved for failure to comply with the provisions of the North Carolina Business Corporation Act; that its most recent annual report required by N.C.G.S. 55-16-22 has been delivered to the Secretary of State; and that the said corporation has not filed articles of dissolution as of the date of this certificate.

5420.2609

IN WITNESS WHEREOF, I have hereunto set my hand and affixed my official seal at the City of Raleigh, this 15th day of January, 2009.

Elaine F. Marshall

Secretary of State



ENTELEGENT SOLUTIONS, INC.

Exhibit E

Resumes of Key Management

ENTELEGENT SOLUTIONS, INC.

Profiles of Key Personnel

W. B. WHEELER, JR. (Bo)

113 Mayfair Rd.
 Mooresville, NC 28117
 CELL: (704) 231-6288 WK: (704) 409-2687
 bo.wheeler@entelegent.com

SUMMARY:

20-years of Telecommunications Experience

- Held executive positions in Sales, Technical Support, Product Marketing and Professional Security Services.
- Worked in the Enterprise, Commercial and Government and Education markets.
- Led sales, service and support resources and management teams.
- Responsible for a \$155M revenue plan, managed over 100 employees and supported over 1,350 accounts.
- Managed through change and merged, restructured and rebuilt a number of groups and organizations.

EXPERIENCE:

EnTelegent Solutions; Charlotte, NC

November 08 – Present

President

- Responsible for start up and staffing of Managed Solutions Provider.
- Responsible for all aspects of business operations.
- Bottom line accountability to Board of Directors.

Qwest Communications; Charlotte, NC

November 07 – November 08

Global Accounts Sales Manager

- Responsible for managing the activities of Global Accounts sales group through high-level individual contributors.
- Rebuilt Sales organization.
- 125% of Sales Plan.
- Management and sales/revenue responsibility for \$20M Budget.

Verizon Business / MCI Communications / WorldCom

February 92 – August 07

Managing Director/Professional Security Services, Service Delivery, Charlotte, NC (2/05 – 8/07)

- Responsible for the tactical operation and strategic direction of the Security Consulting group.
- Direct groups that perform Network and Web Application Security Assessments, Security Risk Assessments and Forensic Investigation Services.
- Direct group that performs Program and Project Management.
- Responsible for customer relationship management, and bottom line accountability for the Professional Security Services organization.

Executive Director/Professional Security Services/Product Marketing/MCI, Charlotte, NC (1/04 – 2/05)

- Responsible for the creation, execution and lifecycle management of security consulting product offerings.
- Own product management and product marketing functions from concept to launch.
- Manage product pricing strategy, financial analysis and justification.
- Create market messaging, sales training and marketing collateral.

W. B. WHEELER, JR. (Bo)

EXPERIENCE, CONTINUED

Branch Director; Commercial Accounts /MCI; Charlotte, NC (11/01 – 1/04)

- Geographic executive responsible for sales, service and support of commercial accounts organization in North and South Carolina.
- Consistently Exceed Sales and Install Plan.
- Formulate achievable sales, service and technical support plans for branch resources in accordance with business unit goals. Ensure that sales forecasts, revenue plans and aged receivables goals are met. Develop recommendations and identify opportunities for revenue growth.
- Develop and implement a comprehensive branch success plan, which addresses target revenue growth, manpower requirements, target accounts and/or market share.
- Regularly interact with customer and company executive management.
- \$155M revenue plan. \$3.6M sales plan.

Executive Sales Manager/Corporate National Accounts / WorldCom; Charlotte, NC (11/98 – 11/01)

- Responsible for managing the activities of CNA sales group through high-level individual contributors.
- 132% of Sales Plan and 145% of Service Install Plan ...President's Club.
- Management and sales/revenue responsibility for \$40M sales plan.

Senior Regional technical Manage, Southeast / MCI WorldCom; Charlotte, NC (5/96 – 11/98)

- Work closely with MCI Branches and Sales teams to define, review and help build branch and account strategies whereby MCI products and services can be recommended and offered to address/solve the business and technology needs of MCI customers.
- Manage \$1.2M annual departmental budget and \$90M annual revenue plan.
- #1 sales branch in the company; 1996: Western North Carolina.

Mid-Atlantic Region; Regional Enterprise Networking Manager/MCI; Charlotte, NC (11/95 – 5/96)

- Provide second and third level technical and field sales support for data networking services. Activities include Network Services, CPE/LAN and Enterprise Network environments.
- Manage \$76M annual data revenue plan.

Senior Technical Consultant/Corporate National Accounts/MCI; Richmond, VA (2/95 – 11/95)

- Provide senior technical sales support to the Richmond/Washington branch personnel, technical support organization and customer community.
- #1 Corporate National Account Region in the company; 1995.

Technical Consultant, National Accounts / MCI; Richmond, VA (2/93 – 2/95)

- Provide technical sales support for complex MCI voice, video and data.
- #1 Corporate National Account branch in the company; 1994.

Technical Consultant; Commonwealth of Virginia / Unitec/MCI; Richmond, VA (2/92 – 2/93)

- Provide technical sales support for the Department of Information Technology (DIT) and all other State agencies
- Support \$38.4M Revenue Plan
- #1 Corporate National Account in the Applicant; 1992

W. B. WHEELER, JR. (Bo)

EXPERIENCE, CONTINUED

Walton & Walton Associates; Richmond, VA

July 90 - Feb 92

Consultant/Analyst

- Represent clients in the telecommunications system/service procurement process; needs assessment, RFP development, proposal analysis, vendor ranking, vendor selection, contract negotiation and system/service implementation management

Telecom*USA (Merged with MCI) Fairfax and Richmond, VA

June 88 - June 90

Senior Account Executive

- Generate telecommunications revenue from existing and new commercial accounts.

Institutional Communications Applicant (Merged with Telecom*USA), McLean, VA Jan 88 - June 88

Account Manager

- Generate telecommunications revenue and manage large accounts with direct access requirements.

EDUCATION:

CISSP; 75526

MBA Candidate; Virginia Commonwealth University; Richmond, Virginia

BA, Speech Communication; Marketing Management Concentration;
West Chester University; West Chester, Pennsylvania

Certificate of Merit; Fork Union Military Academy; Fork Union, Virginia

DAVID L. GIBSON
1900 Wesleyan Drive, Apt. 207
Macon, GA 31210
Phone: 812-319-4624
Email: dgibson72@yahoo.com

EXPERIENCE

EnTelegent Solutions, Inc., Charlotte, NC

August 2008 - Present

Vice President of Operations

- Responsible for all operations of startup Managed Solutions Provider.

QComm – nGenX Corporation, Evansville, IN

September 2007 – August 2008

Director of Operations

- Responsible for managing all Support Desk, Operations, Billing and Activation Activity. Was directly responsible for support of over 1100 end users and over 400 Applications that were hosted on our network. Primary accomplishment was to put together the new version of the Office Anywhere product with supporting documentation and training. In addition to support customer requirements for Data Center and Hosting Operations, I brought the company into SAS70 compliance and certification.

Access Integrated Networks, Macon, GA

March 2005 – September 2007

Director of Network Planning and Engineering

Interim NOC Manager

- Was hired as 3rd employee with Facilities Network Operations and Management experience. Was responsible for the purchase, engineering, installation, project management and operation of 90 Collocations and 55 rate centers in 7 different LATAs. Discovered and recovered \$1 million dollar billing issue in first 6 months of employment. Was also responsible for several hundreds of thousand dollars in cost recovery and revenue activity. Responsible for cross team management in the areas of billing, IT, Regulatory, Engineering and Operations. Responsible for general support system design and requirements documentation for implementation.

In addition was responsible for all NOC operations until the position was filled as well as intra department management swapping positions with the Director of Product Management and Training at different periods of time.

QComm – Cinergy Communications, Evansville, IN

February 2003 – March 2005

Director of Network Planning and Engineering

Cost Analyst

- Responsible for all Bill Audit, Revenue Assurance, Performance Measurement, Regulatory and Network Optimization opportunities. In addition to building the Bill Audit / Revenue Assurance areas main responsibilities include network planning and Local facilities planning and deployment. In the past year we have been responsible for over \$3,000,000 of savings in relation to won disputes, negotiation of carrier contracts, and Network Optimizations. Projects that I had started or issues that I uncovered are still bringing in several hundred thousands of dollars to Cinergy even after I have been gone. Also responsible for business development and senior advisor on several projects such as a Wholesale Division rollout, Nationwide local network using SIP to SIP with other carriers, MPLS customer access, and a strategy for a play in rural markets.

DAVID L. GIBSON

EXPERIENCE, CONTINUED

OneStar Long Distance, Evansville, IN

1995 – February 2003

Vice President of Network Operations

- Responsible for all operations, engineering, cost validation and design of nationwide data and voice network. Responsible for 70% of entire company's cost budget relating to Cost of Transmission, Operations and Network CAPEX expenses. I played key roles in the assimilation of 10 acquisitions and their networks into one, deployed 4 new switch sites from ground to operation and was in the process of deploying a Cisco IP transport network to replace the ATM core that my team implemented a few years previous. In addition to the Cisco transport and routing, we are deploying soft switch technology to handle various application and features. On the network or through various arrangements the network supported, LD, Internet (Dial, DSL, T1), calling card, local and 8xx traffic in both retail and wholesale channels. Was also responsible for the creation and support of Nationwide wholesale program. In early 2002 I co-wrote a business plan and model using utilities for last mile bypass. The model also called for wireless and free space optics for additional solutions to be incorporated into the local fiber network. CAPEX and human resources limitations did not allow for any implementation. In addition to the physical network, I was responsible for research, recommendation, creation and implementation of circuit database systems, CABS billing systems, and network management systems.

Network Manager

- As the Network Manager I was responsible for all network engineering and operations. I was also responsible for all IT support and operations. In addition to the network and IT responsibilities I assisted in many billing and provisioning related activities and projects.

Network Cost Analyst

- Responsible for over \$30,000,000 in accumulated savings through various audits, carrier negotiations and processes implemented. During my time at this position I was responsible for the creation of most cost models for the products used in the company.

Data Entry

- Responsible for entering customer data into the network. Within the first 6 months of this position I had written various programs to automate the task, and create the need for me to move to another position

S & S Medical, Henderson, KY

1994 - 1995

Controller, Treasurer, Director IT

- Responsible for all accounting (A/P, A/R, payroll, taxes, asset management, G/L) and IT functions. Implemented a wide area network to connect the various sites together, and implemented new phone and inventory database systems.

Consultant, Kentucky & Indiana

1992 - 1996

- Converted the accounting books of various small companies from manual systems to computer based systems. Performed everything from a first audit to implementation to training.

Wildwood Golf Course, Dixon, KY

1992 - 1994

- Performed various tasks at Wildwood Golf Course. Mostly physical labor building and designing the golf course. Also helped out in the office as needed.

DAVID L. GIBSON

EDUCATION

Oakland City College

University of Southern Indiana

Siemens Stromberg Carlson DCO

Siemens Stromberg Carlson FFP

Nortel DMS

NACT calling card platform

Excel calling card platform

IBM routers

Citrix

SoftGrid

Microsoft Terminal Server and Server 2003

Tekelec/Santera Class 4/5 Softswitch

Occam BLC

Metaswitch Class 4/5 Softswitch

Intergal Access PPN

Various PBXs (IP and Traditional)

Metaswitch UC9000 Voice Mail platform

AS400 operations and various LAN/WAN connectivity packages

Cisco routers and switches

Marconi/FORE ATM switches (TNX1100, 210, ASX4000)

Various IP, ATM, MPLS, TDM forums

CFCA (Telecom Fraud prevention association)

Dialogic

UNIX, SQL, Visual Basic, RPG, and Procom scripting experience

RANDALL R. MADGE
10600 Country Squire Ct.
Mathews, NC 28105
Phone: 704.807.2576 - 704.846.6318
randy@squareclover.com

EXECUTIVE PROFILE:

Highly accomplished sales executive with a consistent history of dramatically exceeding revenue, volume, and market share objectives while streamlining business processes. Proven ability to expand key high-profile client accounts and drive strategies to penetrate and broaden into uncharted markets. Expertise in identifying, cultivating, and retaining top talent to develop high-performance sales teams and execute innovative initiatives. Excellent reputation for consultative approach in developing strategies that significantly advance organizational objectives while optimizing profitability, and maximizing corporate performance. Visionary thinker with global perspective and entrepreneurial drive.

CORE COMPETENCIES:

Sales and Marketing	Management	Strategy and Growth
Consultative Solutions Selling	Team Leadership	Business Development
Client Relationship Management	Pricing Strategies	Competitive Market Intelligence
Revitalizing Sales Organizations	Executive Reporting	Tactical Planning
Contract/Proposal Negotiations	Planning & Forecasting	New Product Launch

REPRESENTATIVE ACHIEVEMENTS:

Developed, managed and implemented new division (CLEC) for CT Communications. Guided the division from start-up to \$44,000,000 in annual revenue over a 7 year period. The division consisted of 110 employees from sales, operations, customer service and repair/technical support. Recognized by the National Cable & Telecommunications Association (NCTA) for its outstanding performance.

Lead ICG into the local dial-tone market after the Telecom Act of 1996. Responsible for growing the North Carolina market to the 2nd largest market, behind corporate (Denver, CO). North Carolina market represented \$50,000,000 in annual revenue.

Previous client base represented numerous Fortune 500 companies, such as, Bank of America, First Union, EDS, IBM, Coke-Cola, AT&T, MCI, Sprint and WorldCom .

Multi-year sales award winner: Number One National Performer for ICG in 1994 & 1995, Pinnacle Club for ICG in 1994, 1995, 1996, 1997, & 1998; Metromedia Presidents Club 1991.

RANDALL R. MADGE

PROFESSIONAL EXPERIENCE:

Square Clover, Inc., Concord, NC **President**

2008 – Present

The company consists of two divisions: distribution and installation. The distribution division primarily relies on its e-commerce site for revenue generation. The installation division provides network engineering and installation services of structured cable. Revenue is generated through a lead referral program.

First year annual sales projection is approximately \$900,000.

Achieved profitability in the 3rd month and will return initial investment by year- end 2008.

CT Communications, Inc., Concord, NC **Vice President – Business Sales (2000 – 2007)**

1999 – 2007

Responsible for all business sales companywide. Additional responsibilities include all sales and operations of new construction for business and residential serving areas throughout North Carolina (averaged 154 active projects). All responsibilities represent approximately \$80,000,000 in annual revenue.

Developed, managed and implemented business strategies, operating plans, financial goals, compensation and annual budgets for the CLEC and Greenfield Division.

Launched CLEC Division from start up to over \$44,000,000 in annual revenue.

Developed success base compensation plan (decelerators/accelerators), which became standard for all divisions company wide.

Director of Sales – CLEC (1999 – 2000)

Developed, managed and implemented the start-up for CTC's CLEC Division.

Promoted to Vice President of CLEC Division after first six months of employment.

ICG Communications, Charlotte, NC

1993 – 1999

Director of Sales – Southeast Region (1999)

Responsible for all commercial sales, forecast, budget and strategic planning in a four state region.

The region represented approximately \$75,000,000 in annual revenue (150+ employees).

Regional Sales Manager (1996 – 1998)

Established ICG in the tier I, II cities of North Carolina as a dominant local dial tone provider.

Increased sales to become the 2nd largest market behind corporate region for ICG.

The North Carolina market represented approximately \$50,000,000 in annual revenue (90 employees).

National Account Executive (1993 – 1996)

Responsible for selling the engineering and implementation of fiber optic networks to fortune 500 companies, such as, Bank of America, First Union, EDS, IBM, Coke-Cola, AT&T, MCI, Sprint, and WorldCom.

RANDALL R. MADGE

PROFESSIONAL EXPERIENCE, (CONTINUED):

Metromedia Communications, Charlotte, NC
General Manager (Wireless Division) (1992 – 1993)

1989 – 1993

Managed 9 branch locations throughout the Southeast. Created strategic business plans, budgets, and forecast for the region. Region represented 60 employees and approximately \$25,000,000 in annual revenue.

Senior Account Executive (1989 – 1992)

Responsible for selling telecommunication products to commercial accounts, such as, Piedmont Natural Gas, Harris Teeter, and PCA.

7-ELEVEN Convenience Store, Wildwood, NJ
Owner / Operator

1987 – 1989

Owned and operated two 7-Eleven convenience stores located in the southern part of New Jersey. Combined annual revenue equaled \$5,000,000.

Xerox Corporation, New York City, NY
Account Executive

1986 – 1987

Received Xerox Sales Training (SPIN). Responsible for selling office equipment to commercial accounts. Territory was World Trade Center One & Two.

First year in sales sold 815 copiers to Chemical Bank throughout NYC.

EDUCATION:

Elon University, Elon, North Carolina
BA Degree in Computer Science

ENTELEGENT SOLUTIONS, INC.

Exhibit F1

Current Financial Statements

Financial Statements are filed separately as Confidential.

ENTELEGENT SOLUTIONS, INC.

Exhibit F2

Projected Financial Statements

Projected Financial Statements are filed separately as Confidential.

ENTELEGENT SOLUTIONS, INC.

Exhibit G

Small and Minority-Owned Telecommunications Business Participation Plan

SMALL AND MINORITY-OWNED TELECOMMUNICATIONS BUSINESS PARTICIPATION PLAN

III. ADMINISTRATION

EnTelegent'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 EnTelegent's full efforts to provide equal opportunities for small and minority-owned businesses. The Administrator of the Plan will be:

David Gibson
EnTelegent Solutions, Inc.
3800 Arco Corporate Drive, Suite 310
Charlotte, North Carolina 28273
Telephone: 704-936-2365
Facisimile: 866-295-0471

The Administrator's responsibilities will include:

- (1) Maintaining an updated Plan in full compliance with §65-5-112 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 §65-5-112.
- (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 cooperating 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.

III. ADMINISTRATION

- (8) Providing information and educational activities to persons within CLEC A 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.

IV. RECORDS AND COMPLIANCE REPORTS

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

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

EnTelegent Solutions, Inc.

By: David Gibson
David Gibson
Vice President of Operations

Dated: 1/22, 2009.

ENTELEGENT SOLUTIONS, INC.

Exhibit H

Notice of Application

CERTIFICATE OF SERVICE

I hereby certify that I have this day served a copy of EnTelegent Solutions, Inc. local application upon the enclosed listing of incumbent LECs operating in the State of Tennessee, by mailing such copy by first class mail, postage prepaid or equivalent service.



Shipping Department

Technologies Management, Inc.

This 18th day of February 2009.

CERTIFICATE OF SERVICE

1. Ardmore Telephone Company, Inc.
P.O. Box 549
517 Ardmore Avenue
Ardmore, TN 38449
2. BellSouth Telecommunications, Inc.
333 Commerce Street
Nashville, TN 37201-3300
3. CenturyTel of Adamsville
PO Box 405
116 Oak Street
Adamsville, TN 38310
4. CenturyTel of Claiborne
PO Box 100
507 Main Street
New Tazewell, TN 37825
5. CenturyTel of Ooltewah-Collegedale, Inc.
PO Box 782
5616 Main Street
Ooltewah, TN 37363
6. Citizens Telecommunications Company
of Tennessee
PO Box 770
300 Bland Street
Bluefield, WV 24701
7. Citizens Telecommunications Company
of the Volunteer State
P.O. Box 770
300 Bland Street
Bluefield, WV 24701
8. Loretto Telephone Company, Inc.
P.O. Box 130
Loretto, TN 38469
9. Millington Telephone Company, Inc.
4880 Navy Road
Millington, TN 38083
10. Sprint-United
112 Sixth Street
Bristol, TN 37620
11. TDS Telecom-Concord Telephone
Exchange, Inc.
PO Box 22610
701 Concord Road
Knoxville, TN 37933-0610
12. TDS-Telecom-Humphreys County
Telephone Company
PO Box 552
203 Long Street
New Johnsonville, TN 37134-0552
13. TDS Telecom-Tellico Telephone
Company
PO Box 9
102 Spence Street
Tellico Plains, TN 37385-0009
14. TDS Telecom-Tennessee Telephone
Company
P.O. Box 18139
Knoxville, TN 37928-2139
15. TDS-Crockett Telephone Company, Inc.
PO Box 7
Friendship, TN 38034
16. TEC-People's Telephone Company, Inc.
PO Box 310
Erin, TN 37061
17. TEC-West Tennessee Telephone
Company, Inc.
P.O. Box 10
244 E Main Street
Bradford, TN 38316
18. United Telephone Company
P.O. Box 38
120 Taylor Street
Chapel Hill, TN 37034

ENTELEGENT SOLUTIONS, INC.

Exhibit I

Toll Dialing Parity Plan

**BEFORE THE
TENNESSEE REGULATORY AUTHORITY**

In re: Application of)	
EnTelegent Solutions, Inc.)	TRA Docket No. 09-_____
For A Certificate to Provide Facilities-Based)	
Competing Local Exchange)	
Telecommunications Services in Tennessee)	

TESTIMONY OF DAVID GIBSON

ON BEHALF OF

ENTELEGENT SOLUTIONS, INC.

1 I, David Gibson, do hereby testify as follows in support of the Application of EnTelegent Solutions,
2 Inc. ("EnTelegent") for a Certificate of Convenience and Necessity as a competing telecommunications
3 services provider to provide facilities-based local exchange telecommunications services throughout the
4 State of Tennessee.
5

6 **Q. Please state your name and business address.**

7 A. My name is David Gibson. My business address 3800 Arco Corporate Drive, Suite 310, Charlotte,
8 North Carolina 28273.
9

10 **Q. By whom are you employed and in what capacity?**

11 A. I am employed by EnTelegent Solutions, Inc., and hold the position of Vice President of
12 Operations. I am currently responsible for all aspects of EnTelegent's start up operations.
13

14 **Q. Please give a brief description of your background and experience.**

15 A. Prior to joining EnTelegent, I have held positions over the past 13 years as Director of Operations,
16 Director of Network Planning, and Directory of Network Operations for various
17 telecommunications companies, including OneStar Long Distance (from 1995-2003), QComm –
18 Cinergy Communications (2003-2005), Access Integrated Networks (2005-2007) and QComm –
19 nGenX Corporation (2007-2008). In those positions, I have been responsible for virtually all
20 aspects of telecommunications network and operational management, including revenue assurance,
21 performance measurement, bill audits, network optimization, engineering and installation of
22 collocations, and others.
23

24 **Q. What is the purpose of your testimony?**

25 A. The purpose of my testimony is to present evidence describing the technical, managerial and
26 financial fitness of EnTelegent Solutions, Inc. to provide Facilities-Based Local Exchange Service
27 in Tennessee. This testimony will also describe the services proposed by EnTelegent Solutions,
28 Inc. Finally, the purpose of my testimony is to show that the public interest will be served by
29 approval of the application of EnTelegent Solutions, Inc. for a certificate of public convenience and
30 necessity to provide facilities-based service.

1 **Q. Has EnTelegent registered to do business in Tennessee?**

2 A. Yes. The Applicant is a privately held, North Carolina corporation, formed on November 6, 2008,
3 and is authorized by the Tennessee Secretary of State to transact business in the State of Tennessee.
4 Registration to conduct business in Tennessee was provided in Exhibit D of the application
5 package.
6

7 **Q. Has EnTelegent previously obtained authority in Tennessee?**

8 A. No.
9

10 **Q. Please describe the services EnTelegent proposes to offer.**

11 A. EnTelegent initially proposes to provide local service using unbundled network combinations
12 available from AT&T-Tennessee and via resold services. EnTelegent may eventually provide local
13 services via its own switching facilities.
14

15 **Q. How will EnTelegent bill for its services?**

16 A. EnTelegent will bill customers directly.
17

18 **Q. How are trouble reports, billing errors and complaints handled?**
19

20 A. Once it initiates operations, EnTelegent's toll free customer service telephone number will be available with
21 live operator response during the hours of 7AM EST to 7PM EST. All afterhours and overflow will be
22 handled by third-party providers of similar service to other carriers. The Company's toll free telephone
23 number for customer inquiries, complaints and repair is 888-274-7619. Customers may also contact the
24 company in writing at the headquarters address indicated below.
25

26 **Q. Where is EnTelegent currently certificated?**
27

28 A. Applicant is a start-up company, and, as such, is not certified in any state. The Applicant is
29 applying for facilities-based CLEC and long distance resale authority in all states, excluding
30 Alaska, and in the District of Columbia. It expects to file its applications during the first quarter of
31 2009.

1 **Q. Describe EnTelegent's financial ability to operate as a local service provider.**

2 A. EnTelegent Solutions, Inc. is a start-up company and has not yet initiated operations in any state.
3 As indicated in the financial statements attached as Exhibit F1 to the Application, the Applicant has
4 sufficient capital to finance the start-up period of operations until sufficient cash flow can be
5 generated to support ongoing operations.
6

7 **Q. Does EnTelegent have the managerial and technical qualifications to provide local service in**
8 **Tennessee?**

9 A. Yes. EnTelegent has a very strong and experienced management team. Biographies of key
10 executives and technical personnel have been included with the Company's application.
11

12 **Q. Where in Tennessee does EnTelegent intend to offer its services?**

13 A. Local exchange service will be offered within the present operating areas of AT&T-Tennessee.
14

15 **Q. How will Tennessee consumers benefit from EnTelegent's services?**
16

17 A. Certification of EnTelegent Solutions, Inc. will serve the public interest and offer several benefits
18 to local telecommunication customers in Tennessee. Experience with competition in other
19 telecommunications markets demonstrates the benefits that competition can bring to consumers.
20 EnTelegent's proposed services will provide multiple public benefits by increasing the competitive
21 choices available to users in Tennessee. Enhanced competition in telecommunications services
22 likely will further stimulate economic development in Tennessee. In addition, increased
23 competition will create incentives for all carriers to offer lower prices, more innovative services,
24 and more responsive customer service.

25 **Q. Why is EnTelegent seeking facilities-based authority in Tennessee? Will EnTelegent use any**
26 **public rights-of-way?**
27

28 A. EnTelegent plans to purchase unbundled network elements (UNE) and interconnection
29 arrangements from BellSouth and therefore requires facilities-based authority. Since EnTelegent
30 has no immediate plans to deploy cable or fiber, it does not foresee using public rights-of-way in
31 the next two quarters. However, EnTelegent does request the Commission's consent to use public
32 rights-of-way pursuant to applicable laws for possible future installations.
33

34 **Q. Does this conclude your testimony?**

35 A. Yes.

1
2
3
4 **VERIFICATION**
5

6 I, David Gibson, first being duly sworn upon oath, depose and say that I am the Vice President of
7 Operations of EnTelegent Solutions, Inc., that I have read the above and foregoing prefiled testimony by me
8 subscribed and know the contents thereof; that said contents are true in substance and in fact, except to
9 those matters stated upon information and belief, and as to those, I believe same to be true.
10
11

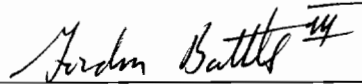
12
13 
14 _____
15 David Gibson, Vice President of Operations
16 EnTelegent Solutions, Inc.
17
18

19 **State of North Carolina**

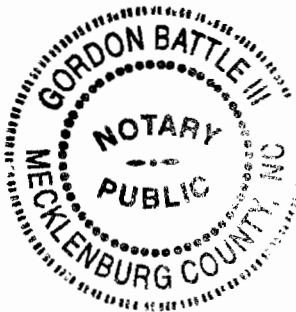
20
21 **County of Mecklenburg**
22
23
24

25 Subscribed and sworn to before me

26
27 this 22 day of January, 2009.
28

29 
30 _____
31 Notary Public
32

33 My Commission expires: 8/27/13



**EnTelegent Solutions, Inc.
IntraLATA Toll Dialing Parity Plan
For Tennessee**

1. Purpose

In compliance with FCC Order 96-333,38, EnTelegent Solutions, Inc. EnTelegent Solutions, Inc. (“EnTelegent”) hereby files its plan for implementing IntraLATA Toll Dialing Parity. The intent of this Plan is to provide a proposal that, upon implementation, would provide customers the ability to select the telecommunications carrier of their choice for routing their intraLATA toll calls.

EnTelegent will be following their established guidelines and procedures for implementation of intraLATA Parity of toll calls.

2. Implementation Date and Areas of Availability

Upon commencement of service, EnTelegent will offer 2-PIC service in all BellSouth states including Tennessee.

For services provided via an EnTelegent switch, all switchlines will offer 2-PIC capability.

3. Method of Selection Process and costs

EnTelegent will follow the 2-PIC strategy established by BellSouth. With the 2-PIC methodology, customers will be able to presubscribe to one telecommunications carrier for interLATA toll calls and presubscribe to the same or different carrier, including their existing local exchange company, for all intraLATA toll calls.

Existing Customers

EnTelegent has no existing customers in Tennessee. EnTelegent proposes to provide intraLATA equal access as a feature of the company’s Tennessee local exchange service upon launch of that service. Therefore, no notification to existing Customers is required. Existing customers have a 90-day grace period to make a free intraLATA presubscription selection. No charge applies to carrier changes made within this time limit.

New Customers

Processes will be in place to provide new customers with an opportunity to choose their intraLATA toll carrier from a list of available carriers. The list of intraLATA toll carriers, including EnTelegent, will be presented in a competitively neutral manner to new customers who do not make a positive choice for an intraLATA carrier. Customers who do not choose a carrier for intraLATA toll calls will be identified as a "no-PIC" and will have to dial an access code to make intraLATA calls. New customers will have 30 days from the date they order local exchange service to make their free selection. No charge applies to PIC selections made within this time limit. After the time limit expires, the tariffed rate of \$5.00 for PIC changes will apply.

4. Customer Notifications

Customers will be advised the opportunity to choose an intraLATA toll carrier separate from their interLATA carrier at the time they place an order initiating service. They will also be advised that they may choose a carrier other than their local exchange carrier and that a list of available intraLATA toll carriers is available upon request from customer service. EnTelegent also believes that promotional material by other carriers will make customers aware of the choices available to them.

Cost Recovery

EnTelegent does not anticipate any charges from BellSouth to implement their Parity Plan and therefore, will not be assessing the customer any additional charges.

Miscellaneous Items

Slamming - EnTelegent will be subject to rules relating to slamming as indicated in Tennessee Regulatory Authority Rule 1220-4-2-. 56, Sections (2) B (19) and 1220-4-2.58, Sections (1)-(16).

Nondiscriminatory Access B EnTelegent will provide nondiscriminatory access for their customers, including any Resellers, as it relates to access of telephone numbers; operator assistance; directory assistance; and directory listings.

Rules B EnTelegent will fully comply with all rules and regulations set forth by the FCC and the TRA.

EnTelegent has no applicable rules.

LATA Associations

Area	LATA	Prefix
Tennessee	Memphis	468
	Nashville	470
	Chattanooga	472
	Knoxville	474

Exchange Coverage for Services

423-207	423-336	423-480	423-584	423-717	423-886	615-219	615-313	615-395	615-599
423-208	423-337	423-481	423-585	423-718	423-892	615-220	615-314	615-399	615-604
423-209	423-338	423-482	423-586	423-719	423-893	615-221	615-315	615-401	615-612
423-212	423-339	423-483	423-587	423-733	423-894	615-222	615-316	615-402	615-631
423-213	423-344	423-485	423-588	423-744	423-899	615-223	615-317	615-406	615-643
423-215	423-345	423-487	423-590	423-745	423-902	615-226	615-319	615-407	615-646
423-217	423-351	423-488	423-594	423-746	423-903	615-227	615-320	615-412	615-650
423-219	423-354	423-490	423-595	423-751	423-904	615-228	615-321	615-415	615-654
423-220	423-358	423-493	423-599	423-752	423-905	615-230	615-322	615-416	615-660
423-221	423-359	423-494	423-602	423-755	423-906	615-231	615-323	615-417	615-661
423-222	423-365	423-495	423-603	423-756	423-907	615-232	615-325	615-418	615-662
423-226	423-373	423-496	423-605	423-757	423-908	615-234	615-327	615-419	615-664
423-227	423-374	423-499	423-608	423-763	423-909	615-235	615-329	615-421	615-665
423-228	423-376	423-501	423-609	423-766	423-916	615-237	615-330	615-426	615-672
423-231	423-379	423-504	423-613	423-769	423-918	615-239	615-331	615-428	615-673
423-235	423-380	423-507	423-614	423-774	423-919	615-240	615-332	615-430	615-696
423-237	423-382	423-509	423-616	423-775	423-920	615-241	615-333	615-432	615-702
423-240	423-386	423-510	423-617	423-778	423-921	615-242	615-335	615-441	615-708
423-248	423-387	423-513	423-618	423-780	423-923	615-244	615-336	615-443	615-714
423-250	423-389	423-514	423-619	423-784	423-924	615-248	615-337	615-444	615-717
423-255	423-395	423-515	423-622	423-785	423-927	615-251	615-340	615-445	615-720
423-258	423-397	423-516	423-623	423-802	423-932	615-252	615-341	615-446	615-726
423-263	423-403	423-517	423-624	423-804	423-933	615-253	615-342	615-449	615-731
423-265	423-408	423-521	423-625	423-805	423-942	615-254	615-343	615-451	615-733
423-266	423-413	423-522	423-629	423-806	423-954	615-255	615-344	615-452	615-734
423-267	423-414	423-523	423-631	423-809	423-961	615-256	615-347	615-453	615-735
423-268	423-417	423-524	423-632	423-810	423-970	615-257	615-350	615-457	615-736
423-269	423-420	423-525	423-633	423-814	423-971	615-258	615-351	615-458	615-737
423-272	423-425	423-527	423-634	423-818	423-974	615-259	615-352	615-459	615-740
423-275	423-426	423-531	423-637	423-819	423-977	615-262	615-353	615-460	615-741
423-280	423-428	423-539	423-642	423-821	423-980	615-264	615-354	615-463	615-742
423-281	423-429	423-540	423-645	423-822	423-981	615-269	615-355	615-476	615-743
423-284	423-430	423-541	423-656	423-825	423-982	615-271	615-356	615-477	615-744
423-285	423-435	423-544	423-658	423-827	423-983	615-272	615-360	615-478	615-746
423-289	423-436	423-545	423-661	423-837	423-984	615-274	615-361	615-481	615-747

423-290	423-442	423-546	423-667	423-842	423-985	615-275	615-365	615-482	615-748
423-296	423-448	423-549	423-670	423-843	423-986	615-279	615-366	615-483	615-749
423-301	423-450	423-550	423-673	423-846	423-987	615-282	615-367	615-494	615-763
423-304	423-451	423-558	423-674	423-847	423-988	615-284	615-370	615-504	615-770
423-309	423-452	423-559	423-681	423-850	423-991	615-291	615-371	615-505	615-771
423-310	423-453	423-562	423-686	423-855	423-992	615-292	615-372	615-508	615-778
423-312	423-457	423-563	423-687	423-856	423-993	615-295	615-373	615-512	615-780
423-315	423-458	423-564	423-688	423-867	423-995	615-297	615-374	615-513	615-781
423-317	423-463	423-565	423-689	423-869	423-996	615-298	615-376	615-516	615-782
423-318	423-470	423-566	423-690	423-870	615-201	615-299	615-377	615-518	615-783
423-321	423-471	423-567	423-691	423-873	615-202	615-302	615-382	615-519	615-789
423-326	423-472	423-570	423-692	423-874	615-206	615-303	615-383	615-524	615-790
423-327	423-473	423-573	423-693	423-875	615-207	615-304	615-384	615-531	615-791
423-329	423-475	423-577	423-694	423-876	615-210	615-305	615-385	615-532	615-792
423-330	423-476	423-579	423-697	423-877	615-214	615-307	615-386	615-542	615-794
423-332	423-478	423-581	423-698	423-882	615-217	615-308	615-390	615-591	615-797
423-334	423-479	423-583	423-701	423-883	615-218	615-309	615-391	615-595	615-799
615-804	615-929	901-278	901-380	901-494	901-605	901-738	901-831	931-358	931-638
615-806	615-930	901-279	901-381	901-495	901-606	901-743	901-832	931-359	931-639
615-812	615-936	901-282	901-382	901-496	901-607	901-744	901-833	931-362	931-645
615-813	615-943	901-285	901-383	901-497	901-608	901-745	901-834	931-363	931-647
615-816	615-944	901-286	901-384	901-521	901-609	901-746	901-836	931-379	931-648
615-817	615-948	901-287	901-385	901-522	901-610	901-747	901-850	931-380	931-659
615-821	615-951	901-288	901-386	901-523	901-612	901-748	901-853	931-381	931-670
615-822	615-952	901-301	901-387	901-524	901-613	901-749	901-854	931-387	931-680
615-824	615-957	901-307	901-388	901-525	901-614	901-751	901-855	931-388	931-682
615-826	615-960	901-309	901-391	901-526	901-616	901-752	901-861	931-389	931-684
615-830	615-963	901-320	901-392	901-527	901-617	901-753	901-867	931-393	931-685
615-831	615-969	901-321	901-395	901-528	901-618	901-754	901-877	931-413	931-703
615-832	615-972	901-323	901-396	901-529	901-624	901-755	901-878	931-424	931-723
615-833	615-973	901-324	901-397	901-531	901-627	901-756	901-884	931-425	931-728
615-834	615-974	901-325	901-398	901-532	901-635	901-757	901-885	931-433	931-729
615-835	615-975	901-327	901-399	901-533	901-637	901-758	901-886	931-438	931-759
615-837	615-978	901-329	901-412	901-534	901-638	901-759	901-887	931-454	931-762
615-838	901-209	901-330	901-413	901-535	901-639	901-761	901-922	931-455	931-764
615-847	901-213	901-332	901-418	901-536	901-640	901-762	901-925	931-461	931-766
615-848	901-216	901-335	901-421	901-537	901-641	901-763	901-926	931-465	931-796
615-849	901-220	901-336	901-422	901-538	901-642	901-764	901-934	931-468	931-801
615-851	901-221	901-337	901-423	901-539	901-644	901-765	901-935	931-469	931-808
615-855	901-222	901-340	901-424	901-541	901-645	901-766	901-937	931-486	931-827
615-859	901-223	901-344	901-425	901-542	901-646	901-767	901-942	931-487	931-840
615-860	901-224	901-345	901-426	901-543	901-648	901-769	901-946	931-489	931-857
615-862	901-226	901-346	901-427	901-544	901-658	901-771	901-947	931-490	931-905
615-865	901-227	901-348	901-433	901-545	901-659	901-772	901-948	931-503	931-906
615-867	901-229	901-352	901-434	901-546	901-660	901-773	901-954	931-527	931-920
615-868	901-231	901-353	901-441	901-547	901-661	901-774	901-967	931-540	931-937
615-870	901-233	901-354	901-442	901-550	901-663	901-775	901-968	931-551	931-962
615-871	901-235	901-355	901-444	901-552	901-664	901-777	901-976	931-552	931-964
615-872	901-237	901-356	901-447	901-561	901-668	901-779	901-983	931-553	931-967
615-874	901-241	901-357	901-448	901-565	901-678	901-783	901-986	931-560	931-968
615-876	901-242	901-358	901-452	901-566	901-680	901-784	901-987	931-561	931-980

615-880	901-244	901-360	901-454	901-568	901-681	901-785	901-988	931-572	931-987
615-882	901-245	901-362	901-458	901-569	901-682	901-786	901-989	931-580	
615-883	901-246	901-363	901-465	901-570	901-683	901-787	931-206	931-582	
615-884	901-253	901-365	901-466	901-572	901-684	901-788	931-212	931-583	
615-885	901-254	901-366	901-475	901-573	901-685	901-789	931-215	931-598	
615-886	901-256	901-367	901-476	901-574	901-686	901-790	931-216	931-607	
615-889	901-258	901-368	901-481	901-575	901-692	901-794	931-220	931-619	
615-890	901-262	901-369	901-482	901-576	901-703	901-795	931-221	931-622	
615-893	901-263	901-370	901-483	901-577	901-721	901-797	931-224	931-623	
615-895	901-264	901-371	901-484	901-578	901-722	901-803	931-232	931-624	
615-896	901-265	901-372	901-485	901-579	901-723	901-818	931-235	931-625	
615-898	901-266	901-373	901-486	901-580	901-724	901-820	931-270	931-626	
615-902	901-267	901-374	901-487	901-581	901-725	901-821	931-281	931-627	
615-904	901-268	901-375	901-488	901-583	901-726	901-824	931-285	931-628	
615-907	901-269	901-376	901-489	901-584	901-728	901-825	931-290	931-629	
615-912	901-272	901-377	901-490	901-593	901-729	901-826	931-296	931-632	
615-918	901-274	901-378	901-491	901-603	901-734	901-827	931-318	931-636	
615-923	901-276	901-379	901-493	901-604	901-737	901-828	931-326	931-637	