### BRADLEY ARANT BOULT CUMMINGS

Henry Walker

MAIN: 615.244.2582 | DIRECT: 615.252.2363

FAX: 615.252.6363 | hwalker@babc.com

1600 Division Street Suite 700

Nashville, Tennessee 37203

June 10, 2009

Hon. Eddie Roberson, Chairman c/o Sharla Dillon Tennessee Regulatory Authority 460 James Robertson Parkway Nashville, TN 37238

filed electronically in docket office on 06/10/09

In Re: Application of CoreTel Tennessee, Inc. for Certificate of Convenience Docket No. 09-00081

#### Dear Chairman Roberson:

Attached is an application of CoreTel Tennessee, Inc. for a certificate of convenience and necessity to offer intrastate telecommunications services. The application does not yet include all the exhibits which the TRA requires of new CLECs; those exhibits will be filed as soon as they become available. The carrier understands that the sixty-day period for consideration of this application will begin when all exhibits have been filed.

Respectfully submitted,

BRADLEY ARANT BOULT CUMMINGS LLP

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HW/cas

### BEFORE THE TENNESSEE REGULATORY AUTHORITY NASHVILLE, TENNESSEE

#### June 10, 2009

In re: Application of CoreTel Tennessee, Inc. for a Certificate of Public Convenience and Necessity as a Competing Telecommunications Service Provider	) ) )	Docket No. 09	vender or
APPLICATION OF CORE	rel te	NNESSEE. INC.	

Pursuant to T.C.A. § 65-4-201 et seq., CoreTel Tennessee, Inc. ("CoreTel" 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. CoreTel intends to provide telecommunications services, including, but not limited to, local exchange and exchange access 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, CoreTel respectfully requests that the TRA grant it statewide authority, subject to rural service limitation, 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:

CoreTel Tennessee, Inc. 209 West Street, Suite 302 Annapolis, Maryland 21401

Tel: (410) 216-9865 Fax: (410) 216-9867

Correspondence or communications pertaining to this Application should be directed to

Applicant's attorney of record:

Henry Walker Bradley Arant Boult Cummings LLP 1600 Division Street, Suite 700 P.O. Box 340025 Nashville, TN 37203

Tel: (615) 252-2363

Fax: (615) 252-6363

CoreTel is a corporation organized under the laws of the State of Tennessee. **Exhibit A** 

depicts the Applicant's corporate organization. CoreTel is a domestic corporation and Exhibit

**B** is a copy of the Company's Certificate of Formation. Attached as **Exhibit C** 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. CoreTel satisfies each of these requirements.

A. Managerial Ability

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CoreTel is well qualified managerially to provide the facilities-based and resold competitive local exchange and access telecommunications services for which authority is requested in this Application. The Company's management team has substantial experience in successfully developing and operating CoreTel's subsidiaries since the Company's formation in August of 1997.

CoreTel has the internal management resources to support its Tennessee operations. The CoreTel management team, which manages CoreTel and its affiliates in other states, has over ten years of experience in taking CoreTel from a brand new company in 1997 to a profitable enterprise. CoreTel's customer base includes approximately a hundred local, regional, and national ISPs, as well as other enhanced service provider end users. CoreTel provides these business customers tailored telecommunications services to suit their specific needs. CoreTel's network runs from New York to Philadelphia to Baltimore to Richmond, and currently as far west as Pittsburgh and Erie. Core Communications, a CoreTel affiliate, has been certificated in Maryland since July 1999 and has gradually expanded its network and its business to meet the needs of its expanding customer base.

CoreTel affiliates are currently operating in four states, Maryland, Pennsylvania, New York, and Virginia. CoreTel affiliates are certificated to provide service in a total of fourteen states, the four operational states, as well as Massachusetts, Delaware, Kentucky, West Virginia, Florida, Kansas, Georgia, Alabama, Wisconsin, and New Jersey.

The Core management team is therefore well qualified to construct, operate and manage the expansion of its local exchange network in Tennessee. Specific details of the business and technical experience of Applicant's management team are provided below.

#### Bret Mingo, President & CEO

Mr. Mingo has extensive experience managing and consulting with respect to telecommunications provisioning on behalf of leading IT companies in the northeastern United States. His services proved essential to IT industry success stories, including ISPs, as these companies cannot succeed without a firm grip of the technical and financial aspects of provisioning high volume telecommunications facilities from local and long distance carriers.

As CEO, Mr. Mingo has capitalized on his experience as a manager and consultant, by directing Core Communications, Inc.'s ("Core") facilities-based interconnection with the ILECs in Maryland, Pennsylvania, Virginia, and New York, and Core's subsequent rollout of local exchange services in those states.

Prior to founding Core in 1997, Mr. Mingo performed consulting work for an ISP, Toad Computers, Inc., assisting with the implementation of a data collection system, as well as telecommunications consulting, both technical and administrative. Between 1992 and 1997, Mr. Mingo formed and headed Syzygy Electronics, Inc., a computer component export company. Among his other managerial and technical achievements, Mr. Mingo wrote custom telecommunications switch software for the purpose of efficiently queuing and switching inbound calls to Syzygy operators, using a combination of digital and analog interfaces.

Mr. Mingo is a graduate of the University of Maryland with a B.A. in Economics.

#### Chris Van de Verg, General Counsel

Mr. Van de Verg is an attorney and member of the Maryland and New York bars. He has extensive experience with governmental affairs at the federal and state levels, and also with regulatory law, litigation, and rulemaking proceedings. He has served as General Counsel of Core Communications, Inc., and CoreTel's other affiliates, since January 1998.

In his capacity as General Counsel, Mr. Van de Verg has monitored the status of key telecommunications regulatory initiatives, counseled the Company on issues important to the successful functioning of a competitive local exchange carrier, and been instrumental in negotiating interconnection agreements with ILECs. He has also coordinated the work of outside corporate and telecommunications counsel.

Prior to working for CoreTel, Mr. Van de Verg was a consultant to ISPs, negotiating corporate structuring, employment, and other commercial agreements. He holds a B.A., with Distinction, in History from the University of Virginia and a J.D. from the University of Maryland Law School.

#### **Douglas Osborne, Vice President of Area Operations**

As Vice President of Area Operations, Mr. Osborne oversees CoreTel's Mid-Atlantic operations, including staff management, equipment installation, budgetary control, network monitoring, and network recovery. He brings to Core over 23 years of experience in the areas of network and data center operations and management.

Before joining CoreTel, Mr. Osborne was Director, CTE Network Management and CLEC Central Office Operations at Commonwealth Telephone Enterprises, Inc., which is now Frontier Communications Solutions, a Citizens Communications Company. Since 1996, he has held a series of positions of increasing responsibility with Commonwealth Telephone. Prior to that, Mr. Osborne was with Telemedia Cable Company.

Mr. Osborne started his career in the U.S. Navy where he held supervisory roles in electronics and the Radio Control Center. He has completed Leadership Training at Penn State, as well as several technical and supervisory programs.

#### James Falvey, Vice President, Regulatory

Mr. Falvey is responsible for assisting CoreTel in meeting its state and federal regulatory objectives, including interconnection, certification, and state and federal regulatory proceedings. He has been involved with telecom legal and regulatory issues for over 16 years.

Before joining CoreTel, Mr. Falvey was Senior Vice President, Regulatory Affairs for Xspedius Communications, from 2002 to 2006. He held similar positions with e.spire Communications from 1996 to 2002. At both Xspedius and e.spire, he was responsible for handling state, federal and local regulatory issues, including testifying before 16 state regulatory commissions. Prior to 1996, he practiced law as an associate with the D.C. offices of Johnson & Gibbs and Swidler & Berlin, and was a legislative assistant for Senator Harry Reid. He is a member of the D.C. bar and an inactive member of the Virginia Bar.

Mr. Falvey holds a B.A., *cum laude*, from Cornell University and a J.D. from the University of Virginia School of Law.

#### B. <u>Technical Ability</u>

The Applicant possesses the technical qualifications to provide data and voice telecommunications services in Tennessee. As described above, key technical individuals with the Company have over ten 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 in other states.

CoreTel is currently offering service in four states, Maryland, Pennsylvania, New York, and Virginia. CoreTel markets in these four states vary from very large cities to medium and

smaller cities, including: Baltimore, Annapolis, Salisbury, Easton, Mount Airy, and Damascus in Maryland; Philadelphia, Harrisburg, Pittsburg, Erie, Altoona, and Wilkes-Barre in Pennsylvania; Norfolk, Richmond, and Ashburn in Virginia; and New York, New York. The CoreTel services offered in these states are also the same services, and the same customer base, that CoreTel will offer and develop in Tennessee.

In its current four states, CoreTel Tennessee offers a variety of dedicated and switched services including, but not limited to: 1) Local Exchange Service, providing a managed port interface for businesses to place and receive local telephone calls; and 2) Switched Access Service, originating and terminating traffic between a Customer premise and an interexchange carrier point of presence via shared local trunks using a local switch.

CoreTel's primary product offering, managed port service, provides managed ports that allow Internet service providers (ISPs) to expand their service offerings to new markets with no telecommunications infrastructure investment on their part. CoreTel's facilities-based managed port infrastructure meets the specialized telecommunications needs of its ISP and other enhanced service provider (ESP) customers. CoreTel allows ISPs and ESPs to port their existing numbers and offers billing on a per port or per hour basis. As a result, ISP and ESP customers can manage their requirements more cost effectively and focus on other business challenges.

CoreTel also seeks authority to provide exchange access services, including dedicated and switched point-to-point services over a variety of transmission protocols, including ATM and IP protocol.

In each of the four states where CoreTel now offers these services, CoreTel has approximately 100 Internet service provider and enhanced service provider customers.

#### C. Financial Ability

CoreTel is affiliated with Core Communications, Inc., the company that has been operating in Maryland and Pennsylvania for the last several years. Applicant files as part of confidential <u>Exhibit D</u> the financial statements of its affiliate Core Communications, Inc. as evidence of its financial qualifications to provide service in Tennessee. As such, the attached financial statements are statements relating to Core Communications, Inc. A letter of credit is included in **Exhibit D** as required by T.C.A. § 65-4-125.

#### III. Service Offerings

CoreTel intends to offer a variety of dedicated and switched services including, but not limited to: 1) Local Exchange Service, providing a managed port interface for businesses to place and receive local telephone calls; and 2) Switched Access Service, originating and terminating traffic between a Customer premise and an interexchange carrier point of presence via shared local trunks using a local switch.

CoreTel's primary product offering, managed port service, provides managed ports that allow Internet service providers (ISPs) to expand their service offerings to new markets with no telecommunications infrastructure investment on their part. CoreTel's facilities-based managed port infrastructure meets the specialized telecommunications needs of its ISP and other enhanced service provider (ESP) customers. CoreTel allows ISPs and ESPs to port their existing numbers and offers billing on a per port or per hour basis. As a result, ISP and ESP customers can manage their requirements more cost effectively and focus on other business challenges.

CoreTel also seeks authority to provide exchange access services, including dedicated and switched point-to-point services over a variety of transmission protocols, including ATM and IP

protocol.

#### IV. Small and Minority-Owned Telecommunications Business Participation Plan

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

#### V. Notice to Incumbent Providers

**Exhibit F** is the list of incumbent providers to whom notice has been provided.

#### VI. Toll Dialing Parity Plan

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

#### VII. Numbering Issues

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

#### VIII. Tennessee-Specific Operational Issues

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

#### IX. Prefiled Testimony

CoreTel has provided prefiled testimony in **Exhibit J.** 

#### X. Miscellaneous

#### A. Authority in Other States

As described above, CoreTel has authority to provide telecommunications services in thirteen other states. The Company has not been denied authority in any state.

#### B. <u>Customer Complaints</u>

At this time, CoreTel has no pending customer complaints.

#### C. <u>Maintenance Information</u>

David Dombek will possess ultimate responsibility for monitoring and overseeing the Applicant's maintenance and repair systems. He may be contacted at 866-744-3652.

#### D. Policies, Rules, and Orders

CoreTel 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 CoreTel to provide 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. The foregoing demonstrates that the Company's Application is in the public interest.

#### CONCLUSION

CoreTel 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,

BRADLEY ARANT BOULT CUMMINGS LLP

By:

Henry Walker

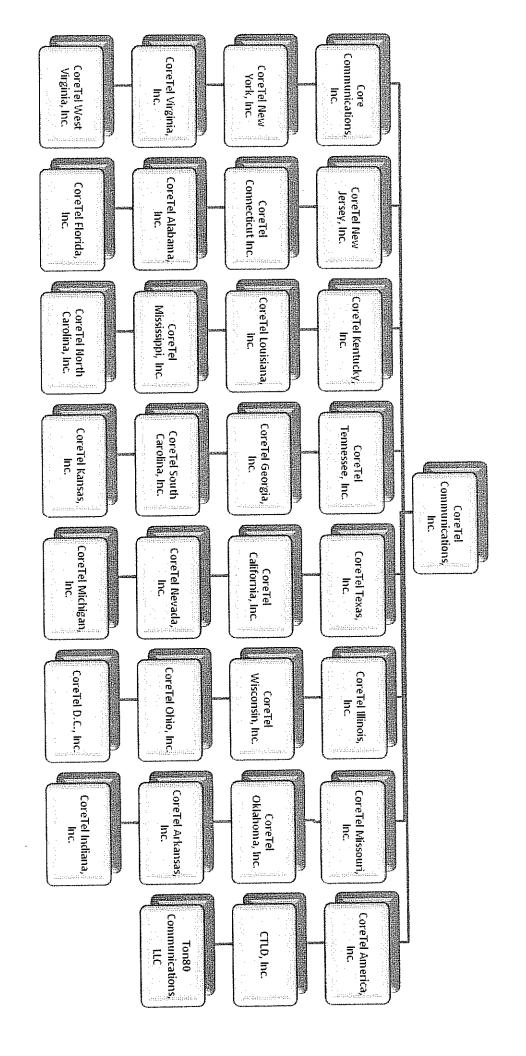
1600 Division Street, Suite 700

P.O. Box 340025

Nashville, Tennessee 37203

(615) 252-2363

### EXHIBIT A CORPORATE ORGANIZATION CHART



Subsidiaries are stacked in columns for display purposes only, and not to show additional parent subsidiary relationships. \* All affiliates are subsidiaries of the single parent company CoreTel Communications, Inc.

# EXHIBIT B AUTHORITY TO TRANSACT BUSINESS IN TENNESSEE

Secretary of State
Division of Business Services
312 Eighth Avenue North
5th Floor, William R. Snodgrass Tower
Nashville, Tennessee 37243

DATE: 04/26/05 REQUEST NUMBER: 5441-1206 TELEPHONE CONTACT: (615) 741-2286 FILE DATE/TIME: 04/25/05 0930 EFFECTIVE DATE/TIME: 04/25/05 0930 CONTROL NUMBER: 0492435

O: IFTH FLOOR PARTNERS, LLC 300 MONTGOMERY AVE UITE 305 ETHESDA, MD 20814

E: CORETEL TENNESSEE, INC. CHARTER - FOR PROFIT

CONGRATULATIONS UPON THE INCORPORATION OF THE ABOVE ENTITY IN THE STATE OF TENNESSEE, WHICH IS EFFECTIVE AS INDICATED.

CORPORATION ANNUAL REPORT MUST BE FILED WITH THE SECRETARY OF STATE IN OR BEFORE THE FIRST DAY OF THE FOURTH MONTH FOLLOWING THE CLOSE OF THE CORPORATION'S FISCAL YEAR. ONCE THE FISCAL YEAR HAS BEEN ESTABLISHED, LEASE PROVIDE THIS OFFICE WITH THE WRITTEN NOTIFICATION. 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 DISSOLUTION.

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

PLEASE BE ADVISED THAT THIS DOCUMENT MUST ALSO BE FILED IN THE OFFICE OF THE REGISTER OF DEEDS IN THE COUNTY WHEREIN A CORPORATION HAS ITS PRINCIPAL OFFICE IS IN TENNESSEE.

FOR: CHARTER - FOR PROFIT

ON DATE: 04/25/05

FROM: FIFTH FLOOR PARTNERS LLC 4300 MONTGOMERY AVE SUITE-305 BETHESDA, MD 20814-0000 RECEIVED: \$100.00 \$0.00

TOTAL PAYMENT RECEIVED: \$100.00

RECEIPT NUMBER: 00003712556 ACCOUNT NUMBER: 00442829

Rely C Darnell

RILEY C. DARNELL SECRETARY OF STATE



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For Office Use Only



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### CHARTER

(For-Profit Corporation)

Bepariment of State Corporate Filings 312 Eighth Avenue North 6<sup>th</sup> Floor, William R. Snodgrass Tower Nashville, TN 37243

The undersigned acting as incorporator(s) of a for-profit corporation under the p

Corporation Act adopts the following	Articles of Incorporation.	rovisions of the Tennessee Business
1 The name of the corporation is:		
CoreTel Tennessee, Inc.		
[NOTE: Pursuant to Tennessee Co corporation, incorporated, or company	ode Annotated § 48–14–101(a)(1), each corpo	pration name must contain the words
<ol><li>The number of shares of stock the stoc</li></ol>	he corporation is authorized to issue is: 1.00	0 shares, par value \$0,01/share
3. The name and complete address State of Tennessee is:	of the corporation's initial registered agent a	and office located in the
CT Corporation System		
( Name )		
530 Gay Street (Sireel Address)	Knoxville	TN 37902
Knox	(City)	(State/Zip Code)
( County )		
4. List the name and complete addi	ress of each incorporator	
bret L. Mingo 209 West Street	, Suite 302, Annapolis, MD 21401	
(Name)	(Include: Street Address: City, State a	nd Zin Code \
		·
( Name )	( Street Address, City, State and Zip Co	orte 1
	, <u>-</u>	,
(Nama)	( Street Address, City, State and Zip Co	ode )
t the		
5. The complete address of the corp	poration's principal office is:	
(Street Address)	2, Annapolis, MD, Anne Aruno	del County, 21401
( )	( City )	( State/County/Zip Code )
<ol><li>The corporation is for profit.</li></ol>		
7. If the document is not to be effecti	ive upon filing by the Secretary of State, the	doloved offertive data and time
	to the state of the state, the	delayed effective date and time are:
Date	, Time	(Not to exceed 90 days)
8. Other provisions:		(
	1	
Ullalac		
Signature Date		
orginature Date	Incorporator's Signature	
	Bret L. Mingo	<u> </u>
	Incorporator's Name (typed or	r printed)
5S-4417 (Rev. 9/04)	Filing Fee: \$100	RDA 1678

# EXHIBIT C CORPORATE OFFICERS

# EXHIBIT & Corporate officer Organizational-Chart

**OFFICERS** 

Line	Title	Name	Address
No.	(a)	(b)	(c)
1	Chief Executive Officer	Bret Mingo	CoreTel Communications,
			Inc.
			209 West St., Ste. 302
			Annapolis, MD 21401
2	General Counsel	Chris Van de Verg	CoreTel Communications,
			Inc.
			209 West St., Ste. 302
			Annapolis, MD 21401
3	Executive Vice President	Paul Pickett	CoreTel Communications,
			Inc.
	•		209 West St., Ste. 302
			Annapolis, MD 21401

	If incorporated, list information concerning company directors:						
7	<u> </u>		LIST OF DIRECTOR		_		
	Line No.	Name of	Address	Term	Ferm	Shares	
	(a)	Director	(c)	Began	Expires	of	
		(b)		(d)	(e)	Commb	
J		<b>/</b> /				n	
4					ノ	Stock	
	1				**************************************	(f) /	
		Bret Mingo	CoreTel Communications, Inc.	6/13/08	YDSERT	[INSER	
	(		209 West St., Ste. 3θ2		] \		
			Annapolis, MD 21401				
1							
		<u> </u>			-		

# EXHIBIT D CONFIDENTIAL FINANCIAL EXHIBITS AND LETTER OF CREDIT

### EXHIBIT E SMALL AND MINORITY BUSINESS PLAN

#### **EXHIBIT E**

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

Pursuant to T.C.A. §65-5-112, as amended, CoreTel Tennessee, Inc. ("CoreTel") submits this small and minority-owned Telecommunications business participation plan (the "Plan") along with its Application for a Certificate of Public Convenience and Necessity to provide competing intrastate and local exchange services in Tennessee.

#### I. PURPOSE

The purpose of §65-5-112 is to provide opportunities for small and minority-owned businesses to provide goods and services to Telecommunications service providers. CoreTel is committed to the goals of §65-5-112 and to taking steps to support the participation of small and minority-owned Telecommunications businesses in the Telecommunications industry. CoreTel 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, CoreTel will make efforts to identify and inform minority-owned and small businesses that are qualified and capable of providing goods and services to CoreTel of such opportunities. CoreTel's representatives have already contacted 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, CoreTel 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 §65-5-112.

Minority-Owned Business. Minority-owned business shall mean a business which is solely owned, or at lease 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).

#### III. ADMINISTRATION

CoreTel'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 CoreTel's full efforts to provide equal opportunities for small and minority-owned

businesses. The Administrator of the Plan will be:

Norman Trace CoreTel, Inc. 7500 Lakewood Drive Riverton, Wyoming 47600-0700 Telephone: 304-777-1026 Facisimile: 304-777-1030

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

CoreTel will maintain records of qualified small and minority-owned business and efforts

to use the goods and services of such businesses. In addition, CoreTel will maintain records of

educational and training activities conducted or attended and of the internal procurement

procedures adopted to support this plan.

CoreTel will submit records and reports required by the Tennessee Regulatory Authority

concerning the Plan. Moreover, CoreTel will cooperate fully with any surveys and studies

required by the Tennessee Regulatory Authority.

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	Core i ei, inc.	
	Ву:	
Dated:		

# EXHIBIT F NOTICE TO INCUMBENT PROVIDERS

#### **NOTICE**

The following carriers have been provided a copy of the filing of an Application for a Certificate of Convenience and Necessity by CoreTel. 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

Century Telephone of Adamsville

P.O. Box 405

116 N. Oak Street

Adamsville, Tennessee 38310

Century Telephone of Ooltewah-Collegedale, Inc.

P.O. Box 782

5616 Main Street

Ooltewah, Tennessee 37363

Citizens Communications Company

of The Volunteer State

P.O. Box 770

300 Bland Street

Bluefield, West Virginia 24701

Millington Telephone Company, Inc.

P.O. Box 429

4880 Navy Road

Millington, Tennessee 38083-0429

TDS Telecom-Concord Telephone Exchange, Inc.

P.O. Box 22610

701 Concord Road

Knoxville, Tennessee 37933-0610

TDS Telecom-Tellico Telephone Company, Inc.

P.O. Box 9

102 Spence Street

Tellico Plains, Tennessee 37385-0009

BellSouth

333 Commerce Street

Nashville, Tennessee 37201-3300

Century Telephone of Claiborne

P.O. Box 100

507 Main Street

New Tazewell, Tennessee 37825

Citizens Communications Company of Tennessee

P.O. Box 770

300 Bland Street

Bluefield, West Virginia 24701

Loretto Telephone Company, Inc.

P.O. Box 130

Loretto, Tennessee 38469

Sprint-United
112 Sixth Street

Bristol, Tennessee 37620

TDS Telecom-Humphreys County

Telephone Company

P.O. Box 552

203 Long Street

New Johnsonville, Tennessee 37134-0552

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

United Telephone Company P.O. Box 38 120 Taylor Street Chapel Hill, Tennessee 37034 TEC-West Tennessee Telephone Company, Inc. P.O. Box 10 244 E. Main Street Bradford, Tennessee 38316

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

This	day of	, 2008.	
		Henry Walker	

# EXHIBIT G 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) CoreTel, LLC ("CoreTel" or the "Company") hereby submits its IntraLATA Toll Dialing Parity (1+ presubscription) Implementation Plan ("Plan").

#### I. Objective/Purpose

CoreTel 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 CoreTel 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 CoreTel provides local resale, facilities-based and UNE based services.

#### III. Implementation Schedule

CoreTel 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. CoreTel 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

CoreTel 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.

CoreTel 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

CoreTel has no existing local exchange customers in Tennessee.

#### B. New Customers

A new customer contacting CoreTel 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, CoreTel 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 (101XXXXX) 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 CoreTel directly if an end-user using the Company's resold or UNE based services desires to change to that IXC. CoreTel 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 CoreTel 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 H NUMBERING ISSUES

#### **Numbering Issues**

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

CoreTel 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?

CoreTel 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, CoreTel 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, CoreTel 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? CoreTel 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, CoreTel will sequentially assign telephone numbers with NXXs; however in instances when a customer initiates the selection of non-sequential numbers, CoreTel will evaluate the request on a case-by-case basis. If CoreTel 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?

CoreTel intends to take the following steps to conserve Tennessee numbering resources:

a. Local Number Portability (LNP). CoreTel 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. CoreTel 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.

- <u>b. Advanced Inventory Management Systems</u>. Pursuant to CoreTel internal numbering policy, CoreTel 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. CoreTel will support Number Pooling where available. CoreTel will initially check with the internal inventory management system before using new numbering resources. In addition, CoreTel will return those blocks of NXXs that are not used by CoreTel 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, CoreTel intends to use 70% fill of an existing NXX to determine when a request for new NXXs will be initiated. The CoreTel algorithm used to calculate the percentage-fill trigger for ordering new NXXs is a function of current CoreTel consumption rates, future market projections for that region and estimated timeframes for obtaining new NXXs. CoreTel 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 I 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 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
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 J PRE-FILED TESTIMONY

1		Testimony of
2		Chris Van de Verg, General Counsel
3		
4		on behalf of CoreTel Tennessee, Inc.
5 6		,
7		
8	Q.	Please state your name, title and business address.
9	A.	Chris Van de Verg, General Counsel, CoreTel Tennessee, Inc., 209 West Street, Suite
10		302, Annapolis, MD 21401.
11	Q.	On whose behalf are you testifying in this proceeding?
12	A.	I am testifying on behalf of CoreTel Tennessee, Inc. ("CoreTel").
13	Q.	What is your position and responsibilities with CoreTel Tennessee, Inc.?
14	A.	I am General Counsel of CoreTel Tennessee, Inc. I am responsible for all legal and
15		regulatory matters for the Company.
16	Q.	Please describe your previous professional experience.
17	A.	As described in the Application, I have been General Counsel of Core Communications,
18		Inc. ("Core"), an affiliate of CoreTel Tennessee operating in four states, since January
19		1998.
20	Q.	What is the purpose of your testimony?
21	A.	The purpose of my testimony is to present evidence describing the technical, managerial
22		and financial fitness of CoreTel to provide telecommunications services in Tennessee.
23		This testimony will also describe the services proposed by the Company. Finally, the
24		purpose of my testimony is to show that the public interest will be served by approval of
25		the application of CoreTel for a certificate of public convenience and necessity.
26	Q.	Are all Statements in CoreTel's application true and correct to the best of your
27		knowledge, information and belief?

- 1 A. Yes. I have reviewed the complete application package and believe it to be true and correct to the best of my knowledge, information and belief.
- 3 Q. Is CoreTel Tennessee, Inc. authorized to do business in Tennessee?
- 4 A. Yes. CoreTel Tennessee, Inc. was incorporated in Tennessee in 2005. A copy of the Certificate of Incorporation is included in the Company's application.
- 6 Q. Please describe the authority for which CoreTel has applied in Tennessee.
- 7 A. CoreTel is asking that the Authority issue a Certificate of Public Convenience and
- 8 Necessity authorizing the Company to provide telecommunications services, including
- 9 local exchange and exchange access services in Tennessee.
- 10 Q. In what geographic area does CoreTel request authority to provide local exchange services?
- 12 A. CoreTel requests authority to offer statewide service subject to rural service area 13 limitations as described in the Application.
- 14 Q. Please describe CoreTel's managerial qualifications.
- 15 A. As described in the Application, the members of the Company's senior management team 16 have extensive management and telecommunications experience.
- 17 Q. Please describe CoreTel's technical qualifications.
- A. As described in the Application, CoreTel affiliates are currently providing service in four states to several hundred ISP customers.
- Q. Is CoreTel financially qualified to provide the local exchange services it proposes within Tennessee?
- 22 A. Yes. CoreTel Tennessee, Inc. has ample capital to provide the services for which 23 authority is requested. This information is attached to the Company's Application.
- 24 Q. Please describe the types of services that CoreTel will offer in Tennessee.

- 1 A. CoreTel's primary product offering, managed port service, provides managed ports that
- 2 allow Internet service providers (ISPs) to expand their service offerings to new markets with no
- 3 telecommunications infrastructure investment on their part. CoreTel's facilities-based managed
- 4 port infrastructure meets the specialized telecommunications needs of its ISP and other enhanced
- 5 service provider (ESP) customers. CoreTel allows ISPs and ESPs to port their existing numbers
- and offers billing on a per port or per hour basis. As a result, ISP and ESP customers can
- 7 manage their requirements more cost effectively and focus on other business challenges.
- 8 CoreTel also seeks authority to provide exchange access services, including dedicated and
- 9 switched point-to-point services over a variety of transmission protocols, including ATM and IP
- 10 protocol. These services may become a more integral part of the CoreTel Tennessee business
- plan as CoreTel develops its VOIP network.

12

- 13 Q. Will CoreTel offer service to all consumers within its service area?
- 14 A. The Company will primarily serve internet service providers and other enhanced service 15 providers.
- 16 Q. Will CoreTel's proposed local exchange tariff contain all material terms and conditions applicable to its provisioning of local exchange services?
- Yes. All applicable terms, including those required by the Authority, will be set forth in the Company's tariff. CoreTel understands that it will be necessary for it to obtain Authority approval of its local exchange tariff prior to providing such services in Tennessee.
- 22 Q. What facilities will CoreTel use to provide its proposed services?
- 23 A. CoreTel services will offer services through its own equipment and through agreements 24 with other competitive and incumbent local and interexchange carriers.
- 25 Q. Does CoreTel currently offer service in Tennessee?

- 1 A. No.
- 2 Q. How will CoreTel handle customer service matters?
- 3 A. The Company will provide comprehensive support services to its customers. Customer
- service is available 24 hours a day, 7 days per week through trained representatives. The
- 5 toll free telephone number is 1-866-744-3652.
- 6 Q. Does CoreTel currently offer service in other jurisdictions?
- 7 A. Yes. As described in the Application, CoreTel's affiliates hold certificates in fourteen states.
- 9 Q. Does CoreTel plan to offer local exchange telecommunications services in areas served by any incumbent local exchange telephone company with fewer than 100,000 access lines?
- 12 A. Not at this time.
- 13 Q. Briefly describe how approval of this Application is in the public interest.
- A. Granting CoreTel's application will introduce a telecommunications service provider committed to providing high quality, innovative, and technologically advanced services that will further increase telecommunications competition within the State of Tennessee
- that will further increase telecommunications competition within the State of Tennessee.

  CoreTel will utilize state-of-the art technology. The Company's service offerings will
- increase consumer choice, improve the quality and efficiency in telecommunications
- services and will likely lead to the reduction of consumer costs, as well as stimulate
- 20 development of additional services by providing competitive incentives to other
- providers. Thus, granting the Company's application is in the public interest.
- Q. Has any state ever denied or revoked CoreTel's authorization to provide intrastate service?
- 24 A. No.
- Q. Has CoreTel ever been investigated or sanctioned by any regulatory authority for service or billing irregularities?

- 1 A. No.
- Q. Does CoreTel intend to comply with all TRA rules, statutes, and orders pertaining to the provision of telecommunications services in Tennessee, including those for
- 4 disconnection and reconnection of service?
- Yes. The Company intends to comply with all TRA rules, statutes and orders pertaining to the provisioning of telecommunications services in Tennessee, including those for disconnection and reconnection of service.
- Q. Who is knowledgeable about CoreTel's operations and will serve as the company's
   regulatory contact?
- 10 A. I will.
- 11 Q. Does this conclude your testimony at this time?
- 12 A. Yes.

	Chris Van de Verg, General Counsel CoreTel Tennessee, Inc.
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ubscribed and sworn to before me,	
is day of	

### EXHIBIT C CORPORATE OFFICERS

#### **EXHIBIT C**

### **Corporate Officers**

### **OFFICERS**

Line	Title	Name	Address
No.	(a)	(b)	(c)
1	Chief Executive Officer	Bret Mingo	CoreTel Communications,
!	_		Inc.
			209 West St., Ste. 302
			Annapolis, MD 21401
2	General Counsel	Chris Van de Verg	CoreTel Communications,
			Inc.
			209 West St., Ste. 302
			Annapolis, MD 21401
3	Executive Vice President	Paul Pickett	CoreTel Communications,
			Inc.
			209 West St., Ste. 302
			Annapolis, MD 21401