

# TENNESSEE REGULATORY AUTHORITY



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460 James Robertson Parkway  
Nashville, Tennessee 37243-0505

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November 3, 2010

Lance J.M. Steinhart  
Lance J.M. Steinhart, P.C.  
1720 Windward Concourse  
Suite 115  
Alpharetta, Georgia 30005

RE: Docket No. 10-00187, *Application of Aegis Telecom, Inc. for a Certificate of Public Convenience and Necessity to Provide Competing Local Exchange and Interexchange Telecommunications Services in Tennessee*

Dear Mr. Steinhart:

CLEC applicants are required, by statute, to demonstrate their managerial, financial and technical abilities to provide the services for which they seek authority. To assist the Authority in its review of Aegis Telecom, Inc.'s application for Certificate of Convenience and Necessity to provide competing local exchange and interexchange telecommunications services in Tennessee, you are requested to provide the following information:

- 1) Provide a certificate of authority for Aegis Telecom, Inc. to transact business from the Tennessee Secretary of State's Office.
- 2) Provide proof of availability of future funding for Tennessee operations. Include loan commitments, lines of credit available to Aegis, vendor credits, letters of credit, cash availability, and sources of each with details regarding the terms of the commitments. Provide any additional information regarding funding that demonstrates Aegis Telecom, Inc. is a financially viable and stable entity, capable of maintaining its business operations while providing consistent telecommunications services in Tennessee.
- 3) What are the sources of the amounts listed on Exhibit C? Provide additional financial information for Aegis Telecom, Inc. from its inception in July 2009 up to the information provided for July and August 2010.
- 4) On what conditions and circumstances does Aegis Telecom, Inc. base the projection amounts listed in Exhibit C?
- 5) Tenn. Code Ann. § 65-4-201 requires that CLEC applicants demonstrate managerial abilities sufficient to provide the services for which they seek authority. The application lists only one officer, Robert Clark. What is Mr. Clark's title? Provide information on additional management positions within the company and include details for each individual regarding previous telecommunications education and experience.

- 6) Who will be responsible for technical issues within Aegis Telecom, Inc.? Provide the name, title, previous telecommunications experience and a description of the day to day responsibilities for Aegis Telecom, Inc.'s Tennessee operations.
- 7) Provide a sworn statement from an authorized officer of the company that all applicable state and federal laws and TRA rules will be adhered to by Aegis Telecom, Inc.
- 8) Identify by name and address all entities with which Aegis Telecom, Inc. is affiliated, shares common ownership, or operates under a pseudo or assumed name, including but not limited to any parent, subsidiary, affiliated or associate, sister, or holding company, and d/b/a or f/k/a designations.
- 9) Identify the address, contact information, name and title of all company owners, operators, principals, officers, directors, members, shareholders, or stakeholders, and others holding a management or executive position in relation to all entities identified in the response to question eight (8) above.
- 10) Have any of the entities and/or personnel identified in responses to questions 8 or 9 above been investigated, reviewed, or audited by any other state or federal agency following the filing of a complaint or in connection with litigation?

Please provide the above information by November 10, 2010 by 2:00 pm. In accordance with TRA Rules, please submit either (1) thirteen written copies of your response or (2) four written copies and an electronic version and reference Docket No. 10-00187 on the correspondence. If you have questions concerning this request or need additional information, please contact Lisa Foust at 615-741-2904 extension 220.

Sincerely,



David Foster  
Utilities Division Chief