

**TENNESSEE REGULATORY AUTHORITY**

460 JAMES ROBERTSON PARKWAY  
NASHVILLE, TENNESSEE 37243-0505

H. LYNN GREER, JR., CHAIRMAN  
SARA KYLE, DIRECTOR  
MELVIN J. MALONE, DIRECTOR



DAVID WADDELL, EXECUTIVE SECRETARY

Company ID: 00124899  
Least Cost Routing, Inc.  
2944 Heather Trail  
Clearwater, FL 34621

BEFORE THE TENNESSEE REGULATORY AUTHORITY  
Nashville, Tennessee November 27, 1996




IN RE: CASE NUMBER: 96-01603

Application for Authority for Operator Services and/or Resell  
Telecommunications Service and/or Telecommunications Operator Services  
Services in Tennessee Pursuant to Rule 1220-4-2-.57.  
---ORDER---

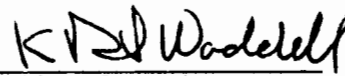
This matter is before the Tennessee Regulatory Authority upon the application of the above-mentioned company for certification as a reseller or telecommunication operator service provider in Tennessee. The TRA considered this application at its regularly scheduled Commission Conference held on November 26, 1996 and concluded that the applicant has met all the requirements for certification and should be authorized to provide the resell of telecommunications service and/or an operator service on an intrastate basis.

IT IS THEREFORE ORDERED:

1. That the above-mentioned company is issued a Certificate of Convenience and Necessity as a telecommunications reseller and/or an operator service provider for state-wide service in Tennessee as specified in its application on file with the Commission.
2. That said company shall comply with all applicable TRA rules and regulations.
3. That this order shall be retained as proof of certification with this Commission, and may be used to obtain appropriately tariffed access service and billing arrangements from Commission authorized telecommunications service providers.
4. That any party aggrieved with the TRA's decision in this matter may file a Petition for Reconsideration with the Commission within ten (10) days from and after the date of this Order.
5. That any Party aggrieved with the TRA's decision in this matter has the right of judicial review by filing a petition with the Tennessee Court of Appeals, Middle Section within sixty (60) days from and after the date of this Order.

  
Chairman  
  
Director  
  
Director

ATTEST:

  
Executive Secretary

**TENNESSEE PUBLIC SERVICE COMMISSION**

460 JAMES ROBERTSON PARKWAY  
NASHVILLE, TENNESSEE 37243-0505

KEITH BISSELL, CHAIRMAN  
STEVE HEWLETT, COMMISSIONER  
SARA KYLE, COMMISSIONER

APPLICATION FOR CERTIFICATE  
TO PROVIDE OPERATOR SERVICES AND/OR  
RESELL INTEREXCHANGE  
TELECOMMUNICATION SERVICES IN TENNESSEE  
[RULE 1220-4-2-.57]

SECTION A

Part 1: General Information

A. Name of Applicant: Least Cost Routing, Inc. d/b/a  
Least Cost Routing for Small Businesses, Inc.  
Address 2944 Heather Trail, Clearwater  
State: Florida Zip Code: 34621 Phone No. (813) 797-7858

B. Owner, Partners, or Corporate Officer

NAME	ADDRESS	CITY	STATE	ZIP CODE
Herb Zerden, President	2944 Heather Trail	Clearwater	FL	34621
Patrick Clouden, Vice President / Secretary	2944 Heather Trail	Clearwater	FL	34621

C. Name and telephone number of Tennessee contact person authorized to respond to Commission inquiries Monday through Friday.

Name: Herb Zerden, President  
Phone No. (813) 797-7858 Fax No. (813) 797-9121

D. List a toll-free telephone number that consumers can call to report service problems and/or request refunds or adjustments.

1-800-780-7858

(To be filled out by PSC)

Company ID Number \_\_\_\_\_

Date Approved \_\_\_\_\_

Evaluator \_\_\_\_\_

Mail the completed application and a check for \$50.00 to: Tennessee Public Service Commission, P.O. Box 3412, Nashville, TN 37219-0412. Should you have any questions, call (615) 741-3939.

Mail the completed application and a check for \$50.00 to: Tennessee Public Service Commission, P.O. Box 3412, Nashville, TN 37219-0412. Should you have any questions, call (615) 741-3939.

T. Applicant has the ability and agrees to honor the form of call blocking that the consumer has subscribed to with their local telephone company.

Yes  X  No \_\_\_\_\_

U. Applicant gives permission to the local telephone company to provide the Commission a periodic sample of the reseller's intrastate toll calls. The purpose of this analysis is to audit the reseller's rates to assure they are at or below the dominant carrier's tariffed rates.

Yes  X  No \_\_\_\_\_

## Part II: Organization Structure

### A. Type of Organization

\_\_\_\_\_ Individual       X  Corporation

\_\_\_\_\_ Partnership      \_\_\_\_\_ Other (Explain on separate sheet)

### B. If partnership and/or Non-resident

- (1) Attach a copy of Articles of Incorporation and current by-laws.
- (2) Attach a copy of Certification of Authority issued by Tennessee Secretary of State showing corporation's authority to engage in business in Tennessee.

## Part III: Financial Information

A. Attach a current financial statement showing in detail the applicant's financial condition, including balance sheet and income statement, or a copy of IRS form 1120 or 1065 filed by your business for the previous year. Attach, if available, a copy of your company's 10K and/or stockholder reports.

## Part IV: Display Card

Attach a copy of the display card to be placed on the aggregators telephone which shows what operator services are to be provided. The card must contain all required information listed in the attached Rule (1220-4-2-.57,B)<sup>3</sup>, which includes a toll-free number consumers can call for service problems and refunds.

Not applicable - Least Cost Routing for Small Businesses, Inc. does not offer operator services.

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<sup>3</sup>It is the responsibility of the reseller or operator service provider to assure that the appropriate display card is affixed to the aggregates telephones.

- K. Do you allow a property imposed fee (PIF) to be added to the price of intrastate telephone calls over your network? If yes, specify amount.

Not applicable.

- L. Are your prices for intrastate services plus any PIF equal to or less than the dominant carriers price for similar services?

Yes   X   No       

- M. Describe the type of services and price that the applicant will be offering in Tennessee on the Informational Tariff Form found in Appendix II<sup>1</sup>

- N. What is the applicant's 10XXX or 800 access code? n/a

- O. Does the applicant now have or plan to have any telecommunications facilities (e.g. switches, fiber lines) in Tennessee?

The Company's underlying carrier provides all aspects of call completion, including switching, routing and termination of calls.

- P. What facility-based network will the applicant be reselling?

BTI and/or GTE.

- Q. Will the applicant be utilizing the local telephone company's billing system or billing customers direct<sup>2</sup>?

99% of the billing will be LEC billed through Southern Bell.

- R. Describe briefly how the applicant plans to market their services in Tennessee. If an independent telemarketer is going to be used, state company name and address.

Direct marketing: mail, telemarketing, direct sales.

- S. Describe the procedures the applicant will use to switch a consumer's preferred interexchange service.

The company will adhere to prescribed FCC procedures for PIC changes, including signed LOA's and confirmed telemarketing sales.

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<sup>1</sup>Applicant is required to fill out an Informational Tariff form. Failure to fill out this form will cause the applicant's request to be rejected.

<sup>2</sup>A copy of a bill is required if the applicant is going to bill the customer direct.

Part V: Rule Compliance Agreement

- A. The Interexchange Reseller or Operator Service Provider applicant, hereby, affirms the following:
- Has received, read, and understand the Tennessee Public Service Commission's (TPSC) interexchange Reseller Rules and Regulations, (Appendix III)
  - Understands the penalties for non-compliance, and all associated fees to provide such service.
  - Will comply with the TPSC Interexchange Reseller Rules and all other applicable Commission Rules and state laws, including T.C.A. Section 65-5-206 (Appendix IV),
  - That all information provided in the attached registration document is true to the best of my knowledge.

Least Cost Routing, Inc. d/b/a  
Least Cost Routing for Small Businesses, Inc.

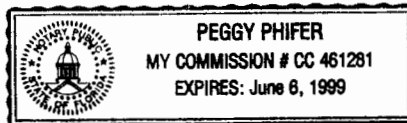
  
\_\_\_\_\_  
Herb Zerden, President

11-8-96  
\_\_\_\_\_  
Date

Subscribed and sworn  
before me this 8 day  
of Nov, 1996

  
\_\_\_\_\_  
Notary Public

seal



# Secretary of State

## Corporations Section

James K. Polk Building, Suite 1800

Nashville, Tennessee 37243-0306

DATE: 10/07/96  
REQUEST NUMBER: 3225-0400  
TELEPHONE CONTACT: (615) 741-0537  
FILE DATE/TIME: 10/07/96 0955  
EFFECTIVE DATE/TIME: 10/07/96 0955  
CONTROL NUMBER: 0318885

TO:  
CORP GUARANTEE & TRUST CO  
117 S 17TH ST  
SUITE 701  
PHILADELPHIA, PA 19103-5090

RE:  
LEAST COST ROUTING, 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: 10/07/96

FROM:  
CORPORATION GUARANTEE & TRUST CO  
117 S. 17TH ST  
SUITE 701  
PHILADELPHIA, PA 19103-0000

RECEIVED: FEES \$300.00 \$300.00  
TOTAL PAYMENT RECEIVED: \$600.00

RECEIPT NUMBER: 00002017087  
ACCOUNT NUMBER: 00073224



*Riley C. Darnell*

RILEY C. DARNELL  
SECRETARY OF STATE

Secretary of State

Corporations Section

James K. Polk Building, Suite 1800  
Nashville, Tennessee 37243-0306

DATE: 10/07/96  
REQUEST NUMBER: 3225-0403  
TELEPHONE CONTACT: (615) 741-0537  
FILE DATE/TIME: 10/07/96 0955  
EFFECTIVE DATE/TIME:  
CONTROL NUMBER: 0318885

TO:  
CORP GUARANTEE & TRUST CO  
117 S 17TH ST  
SUITE 701  
PHILADELPHIA, PA 19103-5090

RE:  
LEAST COST ROUTING FOR SMALL BUSINESSES, INC.  
ASSUMED NAME REGISTRATION

THIS WILL ACKNOWLEDGE THE FILING OF THE ATTACHED ASSUMED NAME  
REGISTRATION FOR A FIVE YEAR PERIOD BEGINNING WITH AN EFFECTIVE DATE AS  
INDICATED ABOVE.

THE CORPORATION MAY RENEW THE RIGHT TO USE THIS NAME WITHIN TWO  
(2) MONTHS PRECEDING THE EXPIRATION OF SUCH RIGHT, FOR A PERIOD OF FIVE (5)  
YEARS, BY FILING AN APPLICATION WITH THE SECRETARY OF STATE.

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

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FOR: ASSUMED NAME REGISTRATION

ON DATE: 10/07/96

FROM:  
CORPORATION GUARANTEE & TRUST CO  
117 S. 17TH ST  
SUITE 701  
PHILADELPHIA, PA 19103-0000

RECEIVED:	FEES	
	\$15.00	\$10.00
TOTAL PAYMENT RECEIVED:		\$25.00

RECEIPT NUMBER: 00002017098  
ACCOUNT NUMBER: 00073224



*Riley C. Darnell*

RILEY C. DARNELL  
SECRETARY OF STATE