



VantagePoint
Customer Focused. Technology Driven.

April 10, 2008

Via Electronic Filing

Patricia Van Gerpen, Executive Director
South Dakota Public Utilities Commission
500 East Capitol Ave.
Pierre, SD 57501-5070

RE: SANCOM, INC APPLICATION FOR A CERTIFICATE OF AUTHORITY TO
PROVIDE INTEREXCHANGE SERVICE IN THE EXCHANGES SERVED BY
QWEST THROUGHOUT SOUTH DAKOTA

Dear Ms. Van Gerpen,

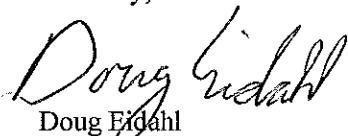
Enclosed please find for filing with the South Dakota Public Utilities Commission (Commission) Sancom, Inc (Sancom) d/b/a Mitchell Telecom's *Application for a Certificate of Authority to Provide Interexchange Service in the Exchanges Served by Qwest throughout South Dakota* (Application), which is submitted for Commission approval. A \$250.00 Commission filing fee has been forwarded with a copy of this Transmittal letter, via overnight delivery.

As required by Commission rules, the Application contains a copy of confidential financial information (balance sheet, income statement, and cash flow for 2007). This information is provided in the attached CONFIDENTIAL Exhibit B (stamped accordingly), therefore Sancom requests that the Commission treat CONFIDENTIAL Exhibit B as confidential information, to be reviewed by Commission staff only and not to be released to the public.

Please acknowledge receipt of this filing via electronic mail.

If you have any questions regarding this filing, please contact me at (605) 995-1750. Thank you in advance for your consideration of this request.

Sincerely,


Doug Eidahl
Vantage Point Solutions

Enclosures

Cc: Ryan Thompson, Sancom, Inc.

**BEFORE THE PUBLIC UTILITIES COMMISSION
OF THE STATE OF SOUTH DAKOTA**

**IN THE MATTER OF THE APPLICATION OF)
SANCOM, INC. FOR A CERTIFICATE OF)
AUTHORITY TO PROVIDE INTEREXCHANGE)
SERVICE IN THE EXCHANGES SERVED)
BY QWEST THROUGHOUT SOUTH DAKOTA)**

Docket No. _____

APPLICATION FOR CERTIFICATE OF AUTHORITY

Pursuant to the provisions of SDCL 49-31-3 and ARSD 20:10:24:02, Sancom, Inc. (Sancom) hereby applies for a Certificate of Authority to provide interexchange services in South Dakota exchanges served by Qwest.

1. The applicant's name, address, telephone number, facsimile number, web page URL, and E-mail address.

Sancom, Inc. (D/B/A Mitchell Telecom)
1801 North Main Street
Mitchell, SD 57301
Phone: (605) 990-1000
Fax: (605) 990-1010
Web Site: www.mitchelltelecom.com
Email: rthompson@santel.net

2. A description of the legal and organizational structure of the applicant's company.

Sancom is a South Dakota corporation and a wholly owned subsidiary of Santel Communications Cooperative, Inc. (Santel). Sancom has no subsidiaries or affiliates. Santel's address is:

Santel Communications Cooperative, Inc.
308 S. Dumont Ave.
PO Box 67
Woonsocket, SD 57385-0067

3. **The name under which the applicant will provide interexchange services if different than in subdivision (1) of this section.**

Sancom will provide interexchange services under Mitchell Telecom.

4. **A copy of the applicant's certificate of authority to transact business in South Dakota from the Secretary of State.**

A copy of Sancom's certificate of authority to transact business in South Dakota is attached to this application as Exhibit A.

5. **The location of the applicant's principal office, if any, in this state and the name and address of its current registered agent, if applicable.**

Sancom's principal office is stated in subdivision (1). Sancom's current registered agent is Jeff Larson whose business address is PO Box 277, Woonsocket, SD 57385.

6. **A list and specific description of the telecommunications services the applicant intends to offer.**

Sancom provides the following services:

- access to operator services
- access to interexchange services
- access to directory assistance
- access to Telecommunications Relay Service
- toll and 900 number blocking
- special circuits

7. **A detailed statement of how the applicant will provide its services.**

Sancom provides service by their facilities that they overbuilt in Mitchell, South Dakota (Qwest exchange). Sancom constructed and uses its own facilities (started in 2004) and may colocate or lease additional facilities as necessary to provide services to residential and business customers. Sancom's Mitchell local exchange network is connected with the SDN Communications SONET Ring and Sioux Falls tandem. Sancom installed a new state of art switch in Mitchell that provides LNP. Sancom will purchase wholesale long distance minutes of use from interexchange carrier vendors interconnected to

South Dakota Network (SDN) where SDN will pass the traffic for origination and termination of the calls.

8. A service area map or narrative description indicating with particularity the geographic area proposed to be served by the applicant.

Sancom currently serves within the boundaries of the Mitchell Qwest exchange consistent with the current exchange maps on file with the Commission. Sancom may expand its interexchange services to other Qwest exchanges in the future.

9. For the most recent 12 month period, financial statements of the applicant including a balance sheet, income statement, and cash flow statement. The applicant shall provide audited financial statements, if available.

See CONFIDENTIAL Exhibit B attached to this application.

10. The names, addresses, telephone number, facsimile number, E-mail address, and toll free number of the applicant's representatives to whom all inquiries must be made regarding complaints and regulatory matters and a description of how the applicant handles customer service matters.

Ryan Thompson, General Manager
Sancom, Inc. (D/B/A Mitchell Telecom)
1801 North Main Street
Mitchell, SD 57301
Phone: (605) 990-1000
Fax: (605) 990-1010
After Hours: (605) 990-1212
Email: rthompson@santel.net

Sancom established a customer service office in Mitchell or customer complaints can be sent to the Sancom address in subdivision (1), above. It has a full staff to handle all customer service issues or complaints. The office is open during normal business hours 8am to 5pm Monday-Friday (also open thru the lunch hour). Customers are given access to an after hour tech support call center number. Our

end users are currently all local; therefore a toll free number is not necessary at this time. The call center is able to contact and dispatch Sancom staff for any after hour emergencies as needed. Sancom staff performs all required maintenance and complies with the Commission's quality of service requirements.

11. Information concerning how the applicant plans to bill and collect charges from customers.

Sancom mails a monthly bill to its customers on the first of the month for all services. The bill requires payment within 30 days. Although exempt from them under SDCL 49-31-5.1, Sancom generally follows the Commission's billing, collections and credit rules.

12. Information concerning the applicant's policies relating to solicitation of new customers and a description of the efforts the applicant shall use to prevent the unauthorized switching of interexchange customers.

Sancom markets services directly to current and potential residential and business customers. Marketing includes a variety of methods, such as, direct mail, billboards, newspaper, direct sales, and radio. Sancom utilizes established customer authorization procedures in full compliance with the FCC rules and requirements for all new customers in order to prevent unauthorized switching of interexchange customers.

13. Information concerning how the applicant will make available to any person information concerning the applicant's current rates, terms, and conditions for all of its telecommunications services.

Sancom has a switched access tariff approved and on file for interstate usage with the Federal Communications Commission (FCC) and for intrastate switched access with the South Dakota Public Utilities Commission (SDPUC). For our end user customers, we have a pricing guide in place along

with customer brochures available at our office and our toll services and pricing information are also posted on our website at www.mitchelltelecom.com.

14. Information concerning how the applicant will notify a customer of any materially adverse change to any rate, term, or condition of any telecommunications service being provided to the customer. The notification must be made at least thirty days in advance of the change.

As rates are revised and approved for the interexchange carriers (IXCs), we will update the applicable switched access tariff(s) for interexchange transport on file with the applicable Commission(s) and send out a memo listing the new rates and effective dates with at least 30 days notice. If end user rates for toll services are adjusted, we will notify the customer in writing of the revisions at least 30 days prior to the change via billing notices such as bill messages or bill inserts and the rates will be posted on our website at www.mitchelltelecom.com.

15. A list of the states in which the applicant is registered or certified to provide telecommunications services, whether the applicant has ever been denied registration or certification in any state and the reasons for any such denial, a statement as to whether or not the applicant is in good standing with the appropriate regulatory agency in the states where it is registered or certified, and a detailed explanation of why the applicant is not in good standing in a given state, if applicable.

Sancom is not authorized to provide service in any other states. It provides service only in South Dakota. Sancom has never been denied certification in any state. Sancom is in good standing with the South Dakota Public Utilities Commission.

16. A description of how the applicant intends to market its services, its target market, whether the applicant engages in any multilevel marketing, and copies of any company brochures used to assist in the sale of services.

Sancom markets services directly to current and potential residential and business customers. Marketing includes a variety of methods, such as, direct mail, billboards, newspaper, and radio. Sancom does not engage in any multilevel marketing. Sancom does not utilize stand alone long distance brochures; however see Exhibit C attached to this application for a copy of a company brochure used to assist internal staff in the sale of services.

17. Federal tax identification number and South Dakota sales tax number.

Sancom's federal tax identification number is 46-0436289 and its South Dakota sales tax number is 17-002-460436289E-ST-001.

18. The number and nature of complaints filed against the applicant with any state or federal regulatory commission regarding the unauthorized switching of a customer's telecommunications provider and the act of charging customers for services that have not been ordered.

Sancom has never had any complaints filed against them in any state or federal agency for the unauthorized switching of carriers or for charging customers for services not ordered.

19. A written request for waiver of those rules the applicant believes to be inapplicable.

Sancom does not request any waivers.

20. Other information requested by the commission needed to demonstrate that the applicant has sufficient technical, financial, and managerial capabilities to provide the interexchange services it intends to offer consistent with the requirements of this chapter and other applicable rules and laws.

The information provided herein and all exhibits fully describe Sancom's ability to provide high quality telecommunications interexchange services to South Dakota consumers. Sancom

demonstrates herein that it has the technical, financial and managerial skills to offer interexchange services in South Dakota and that such services will be in the public interest.

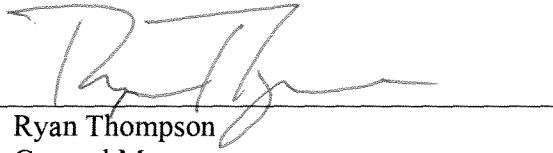
Sancom will notify the commission of any changes in subdivisions (1), (3), (5), and (10) if they occur.

WHEREFORE, Sancom hereby requests that the Public Utilities Commission enter an order granting a certificate of authority to Sancom to provide interexchange services in South Dakota exchanges served by Qwest.

Respectfully submitted this 10th day of April, 2008.

Sancom, Inc.

By: _____


Ryan Thompson
General Manager

State of South Dakota



OFFICE OF THE SECRETARY OF STATE

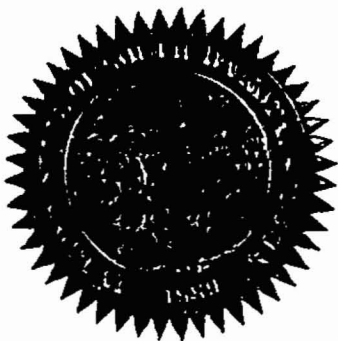
CERTIFICATE OF INCORPORATION

BUSINESS CORPORATION

I, JOYCE HAZELTINE, Secretary of State of the State of South Dakota, hereby certify that the Articles of Incorporation of SANCOM, INC. duly signed and verified, pursuant to the provisions of the South Dakota Business Corporation Act, have been received in this office and are found to conform to law.

ACCORDINGLY and by virtue of the authority vested in me by law, I hereby issued this Certificate of Incorporation and attach hereto a duplicate of the Articles of Incorporation of SANCOM, INC.

IN TESTIMONY WHEREOF, I have hereunto set my hand and affixed the Great Seal of the State of South Dakota, at Pierre, the Capital, this October 31, 1994.




JOYCE HAZELTINE
Secretary of State

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All Rights Reserved

State of South Dakota



OFFICE OF THE SECRETARY OF STATE

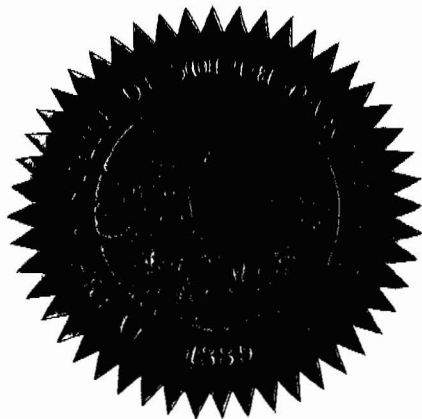
Certificate of Amendment

ORGANIZATIONAL ID #: DB034946

I, **Chris Nelson**, Secretary of State of the State of South Dakota, hereby certify that duplicate of the Articles of Amendment to the Articles of Incorporation of **SANCOM, INC.** duly signed and verified pursuant to the provisions of the South Dakota Corporation Acts, have been received in this office and are found to conform to law.

ACCORDINGLY and by virtue of the authority vested in me by law, I hereby issue this Certificate of Amendment to the Articles of Incorporation and attach hereto a duplicate of the Articles of Amendment.

IN TESTIMONY WHEREOF, I have hereunto set my hand and affixed the Great Seal of the State of South Dakota, at Pierre, the Capital, this February 17, 2005.



Chris Nelson
Chris Nelson
Secretary of State



PHONE SERVICE

MT Phone Package.....\$24.95

- FREE Caller ID, Call Waiting & Voice Mail

NEW Phone Smart.....\$33.95

- ANY FEATURES FREE
- Caller ID on TV, Voice Mail via E-Mail, Find Me

Basic Phone Line.....\$16.25

Long Distance Options

- Per Minute Long Distance.....\$0.08
- Unlimited Domestic Calling.....\$9.00