



February 24, 2009  
*Via Electronic Delivery*

2600 Maitland Center Pkwy.  
Suite 300  
Maitland, FL 32751  
P.O. Drawer 200  
Winter Park, FL  
32790-0200  
Tel: 407-740-8575  
Fax: 407-740-0613  
www.tminc.com

Ms. Patricia Van Gerpen  
Executive Director  
South Dakota Public Utilities Commission  
Capitol Building, 1<sup>st</sup> Floor  
500 East Capitol  
Pierre, SD 57501

**Re: Application of EnTelegent Solutions, Inc.**

Dear Ms. Van Gerpen:

Enclosed for filing please find the Application of EnTelegent Solutions, Inc. Financials are being filed separately with the application as Confidential. Please handle in accordance with your procedures on Confidential Treatment. A check in the amount of \$250 representing the filing fee has been sent in overnight mail.

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

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

Thank you for your assistance.

Sincerely,

Carey Roesel  
Consultant to EnTelegent Solutions, Inc.

*CR/gs*  
*Attachments*

cc: Dave Gibson - EnTelegent  
file: EnTelegent - SD Local  
tns: SDL0900

**BEFORE THE SOUTH DAKOTA PUBLIC SERVICE COMMISSION**

**APPLICATION OF  
ENTELEGENT SOLUTIONS, INC.**

Pursuant to Rule 20:10:32:03 of the Commission's Telecommunications Services Rules, EnTelegent Solutions, Inc. ("EnTelegent Solutions") submits the following application information:

- 1. The applicant's name, address, telephone number, facsimile number, E-mail address and whether the applicant is a sole proprietorship, partnership, corporation, limited liability corporation, or limited liability partnership.**

EnTelegent Solutions, Inc.  
3800 Arco Corporate Drive, Suite 310  
Charlotte, North Carolina 28273  
Telephone: (704) 936-2365  
Facsimile: (866) 295-0471  
Web site: www.entelegent.com

EnTelegent Solutions, Inc. is a North Carolina corporation incorporated on November 6, 2008.

- 2. If sole proprietorship, the full name and business address of its owner; if a partnership, the full name and business address of each partner; if a corporation, a listing of the full name and business address of each corporate officer and director; if a limited liability corporation, the full name and business address of each partner.**

A listing of the corporate officers, and respective addresses, for EnTelegent Solutions can be found in **Attachment I**.

- 3. The name under which the applicant will provide local exchange services if different than in question (1) of this section:**

Not applicable

- 4. If a corporation:**

- (a) The location of its principal office, if any, in this state and the name and address of its current registered agent.**

EnTelegent Solutions has no principal offices in South Dakota.

Registered Agent:  
Corporation Service Company  
503 South Pierre Street  
Pierre, SD 57501

- (b) **A list of shareholders owning twenty (20) percent or more of the interest in the business.**

Mr. Tom Turpin owns 100% of EnTelegent Solutions' stock.

- (c) **The state in which the applicant is incorporated, the date of incorporation and a copy of its certificate of incorporation.**

EnTelegent Solutions, Inc. is a North Carolina corporation incorporated on November 6, 2008. A copy of Applicant's Certificate of Incorporation from the State of North Carolina is provided in **Attachment II**.

- (d) **If it is an out-of-state corporation, a copy of its certificate of authority to transact business in South Dakota from the Secretary of State.**

A copy of EnTelegent Solutions' Certificate of Good Standing in South Dakota is included as **Attachment III**.

5. **A description of the applicant's experience providing any telecommunications services in South Dakota or in other jurisdictions, including the types of services provided, and the dates and nature of state or federal authorization to provide the services.**

EnTelegent Solutions is a start-up company and is in the process of applying for local and interexchange authority on a near-nationwide basis.

6. **Names and addresses of applicant's affiliates, subsidiaries, and parent organizations, if any.**

EnTelegent Solutions does not have any affiliates, subsidiaries or parent organizations.

7. **A list and specific description of the types of services the applicant seeks to offer and the means by which the services will be provided including:**

**(a) Information indicating the class of customers the applicant intends to serve.**

EnTelegent Solutions, Inc., will provide service primarily to business end users.

**(b) Information indicating the extent to and time-frame by which applicant will provide service through the use of its own facilities, the purchase of unbundled network elements, or resale.**

The Company intends to provide service in South Dakota utilizing service provider facilities in combination with Unbundled Network Elements purchased from other entities and the resale of telecommunications services of other carriers. The Company intends to initiate service upon approval of this application and all filed agreements.

**(c) A description of all facilities that the applicant will utilize to furnish the proposed local exchange services, including any facilities of underlying carriers.**

The Company will offer service through interconnection and commercial agreements utilizing the facilities of Qwest Corporation ("Qwest"), the incumbent local exchange company. EnTelegent Solutions will rely on its facilities-based underlying carrier for the operation and maintenance of the local exchange network.

**(d) Information identifying the types of services it seeks authority to provide by reference to the general nature of the service.**

EnTelegent Solutions will provide local telephone exchange service and interexchange long distance service to business.

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

EnTelegent Solutions intends to offer its services initially in the territory now served by Qwest. The Company will adhere to the service area maps defined by Qwest. The Company requests a waiver of the requirement to provide maps since it mirrors the Qwest maps.

**9. Information regarding the technical competence of the applicant to provide its proposed local exchange services including:**

**(a) A description of the education and experience of the applicant's management personnel who will oversee the proposed local exchange services.**

A copy of current resumes of EnTelegent Solutions' management personnel is attached at **Attachment IV**.

**(b) Information regarding policies, personnel, or arrangements made by the applicant which demonstrates the applicant's ability to respond to customer complaints and inquiries promptly and to perform facility and equipment maintenance necessary to ensure compliance with any commission quality of service requirements.**

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 third-party providers of similar service to other carriers. The Company's toll free telephone number for customer inquiries, complaints and repair is 800-975-7192. Customers may contact the company in writing at the headquarters address indicated below.

The contact for resolution of customer complaints with the Commission is:

David Gibson  
VP of Operations / Secretary  
EnTelegent Solutions, Inc.  
3800 Arco Corporate Drive, Suite 310  
Charlotte, NC 28273  
Telephone: 704-936-2365  
Facsimile: 866-295-0471  
Toll Free: 800-975-7192  
Email: [Dave.gibson@entelegent.com](mailto:Dave.gibson@entelegent.com)

10. **Information explaining how the applicant will provide customers with access to emergency services such as 911 or enhanced 911, operator services, interexchange services, directory assistance, and telecommunications relay services.**

EnTelegent Solutions will enter into resale, interconnection and commercial agreements with Qwest and other certificated LECs. Under such an agreements, EnTelegent Solutions customers will be able to access emergency services such as 911 or enhanced 911. Such calls will be routed through the underlying carrier to the appropriate emergency agency serving the originating location. Access to local operator services, directory assistance and telecommunications relay services will also be made available.

11. **Financial information including:**

- (a) **For the most recent 12 month period, financial statements consisting of balance sheets, income statements, and cash flow statements.**

The requested financial information is provided in **Attachment V**.

- (b) **If a public corporation, the applicant's latest annual report and report to stockholders.**

Not Applicable.

12. **Information detailing the following matters associated with interconnection to provide proposed local exchange services:**

- (a) **The identity of all local exchange carriers with which the applicant plans to interconnect**

EnTelegent Solutions plans to sign resale, interconnection and commercial agreements with Qwest initially and with other certificated LECs as Customer demand warrants.

- (b) **The likely timing of initiation of interconnection service and a statement as to when negotiations for interconnection started or when negotiations are likely to start.**

EnTelegent Solutions anticipates negotiating the resale, interconnection and commercial agreements concurrent with the processing of this application.

- (c) **A copy of any request for interconnection made by the applicant to any local exchange carrier.**

EnTelegent will initiate interconnection negotiations upon obtaining certification in South Dakota.

13. **A tariff or price list indicating the prices, terms and conditions of each contemplated local service offering.**

The Company will provide an Access Tariff before offering services within the State, but the tariff is not being filed jointly with this application.

14. **Cost support for rates shown in the Company's tariff or price list for rate or price regulated noncompetitive or emerging competitive services.**

The Company requests a waiver of ARSD 20:10:32:03(14) requiring cost support. The Company has not yet determined final prices for its noncompetitive or emerging competitive services and will be unable to do so until an interconnection and/or commercial agreements are signed.

15. **A description of how the applicant intends to market its local exchange target market, whether the applicant engages in multilevel marketing, and copies of any company brochures that will be used to assist in the sale of the services.**

The primary marketing channel for EnTelegent Solutions, Inc. will be Agents and VAR's leveraging several existing relationships. A secondary channel is a white label/wholesale type of offering.

16. **If the applicant is seeking authority to provide local exchange service in the service area of a rural telephone company, the date by which the applicant expects to meet the service obligation imposed pursuant to §20:10:32:15 and applicant's plan for meeting the service obligations.**

EnTelegent Solutions is not seeking authority to provide local exchange service in the service area of rural telephone companies. The Company may, upon receipt of a request from service from a prospective customer, enter into interconnection and/or commercial agreements with a rural telephone company. The Company has no such requests at the present time.

17. **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.**

The Company is a start-up company and in the process of applying for local facilities based and interexchange authority on a near-nationwide basis.

- 18. The names, addresses, telephone numbers, E-mail addresses, and facsimile numbers of the applicant's representatives to whom all inquires must be made regarding customer complaints and other regulatory matters.**

Customer Complaints:

David Gibson  
VP of Operations / Secretary  
EnTelegent Solutions, Inc.  
3800 Arco Corporate Drive, Suite 310  
Charlotte, NC 28273  
Telephone: 704-936-2365  
Facsimile: 866-295-0471  
Toll Free: 800-975-7192  
Email: [Dave.gibson@entelegent.com](mailto:Dave.gibson@entelegent.com)

General Regulatory Matters:

David Gibson  
VP of Operations / Secretary  
EnTelegent Solutions, Inc.  
3800 Arco Corporate Drive, Suite 310  
Charlotte, NC 28273  
Telephone: 704-936-2365  
Facsimile: 866-295-0471  
Toll Free: 800-975-7192  
Email: [Dave.gibson@entelegent.com](mailto:Dave.gibson@entelegent.com)

- 19. Information concerning how the applicant plans to bill and collect charges from customers who subscribe to its proposed local exchange services.**

EnTelegent Solutions will bill customers directly. Customer payments will be made directly to the Company and the Company will have no payment centers in South Dakota.

- 20. 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 local service customers by the applicant, its employees, or agents.**

EnTelegent Solutions utilizes a direct sales approach to its marketing efforts. The Company does not utilize any form of multilevel marketing in the sale of its services. The Company uses a written LOA to prevent the unauthorized switching of local service customers.



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

EnTelegent Solutions has never had a complaint filed against it for the unauthorized switching of a customer's local exchange service.

- 22. A written request for waiver of those rules believed to be inapplicable.**

EnTelegent Solutions requests a waiver from ARSD 20:10:32:03(14) requiring cost support. The Company has addressed these issues in items 11 and 14.

Additionally, EnTelegent Solutions will not be collecting deposits for service within South Dakota. The company will post a surety bond payable to the Consumers of the State of South Dakota should they change their deposit policy in the future.

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

EnTelegent will notify customers directly or via bill insert, thirty days in advance of the change, as warranted by the nature of the change.

**24. Federal Tax Identification Number.**

EnTelegent Solutions' Federal Tax Identification Number is 26-3715190.

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

EnTelegent Solutions has experience operating as a telecommunications provider as provided in Attachment III. EnTelegent Solutions will rely on its facilities-based underlying carrier for the operation and maintenance of the local exchange network. EnTelegent Solutions is technically, financially and managerially qualified to provide local and interexchange services in South Dakota based on the Company's experience and manner of provision services with South Dakota.

Submitted by:



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David Gibson  
Vice President of Operations and Secretary  
EnTelegent Solutions, Inc.

Date: 2/18/09

**ATTACHMENT I**

Corporate Officers

**ENTELEGENT SOLUTIONS, INC.**  
**NAME AND ADDRESS OF ENTELEGENT SOLUTIONS, INC. OFFICERS**

The key management personnel of EnTelegent Solutions, Inc. have many years of relevant experience in the telecommunications industry, as evidenced by the attached resumes. Backgrounds cover all aspects of Operations, Product Cost, Product Delivery and Support, Technology, Switching, LEC Interconnection, IT and Customer Support.

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

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

President

David L. Gibson

Vice President of Operations

**ATTACHMENT II**

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: 1670812  
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

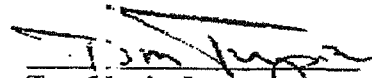
5. The name and address of the individuals, who are to serve as the initial director(s) on the initial Board of Directors of the corporation who shall serve as director(s) until the first meeting of shareholders, or until their successors are elected and qualified, is as follows:

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 5<sup>th</sup> day of November, 2008.

  
Tom Turpin, Incorporator

**ATTACHMENT III**

Secretary of State Certificate of Good Standing



# State of South Dakota



## OFFICE OF THE SECRETARY OF STATE

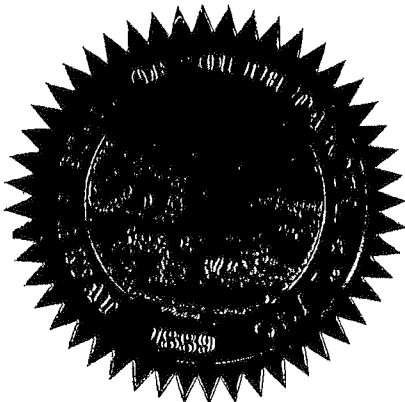
### Certificate of Authority

ORGANIZATIONAL ID #: FB033206

I, **Chris Nelson**, Secretary of State of the State of South Dakota, hereby certify that the Application for a Certificate of Authority of **ENTELEGENT SOLUTIONS, INC. (NC)** to transact business in this state 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 Authority and attach hereto a duplicate of the application to transact business in this state.

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 January 20, 2009.



*Chris Nelson*

Chris Nelson  
Secretary of State

Secretary of State Office  
500 E Capitol Ave  
Pierre, SD 57501  
(605)773-4845

# APPLICATION FOR CERTIFICATE OF AUTHORITY FOREIGN BUSINESS CORPORATION

Please Type or Print Clearly in Ink

Please submit one Original and one Photocopy

**FILING FEE: \$550** payable to SECRETARY OF STATE

RECEIVED  
JAN 20 2009  
S.D. SEC. OF STATE

Filed this 20th day of Jan, 2009  
*Chris Nelson*  
SECRETARY OF STATE

Telephone # \_\_\_\_\_  
FAX # \_\_\_\_\_

Application must be accompanied by a one page original certificate of existence issued by the Secretary of State or other official having custody of the corporate records in the state or country under whose law it is incorporated.

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

Note: The name must include the term corporation, incorporated, company, limited or the applicable abbreviation.

2. State where incorporated NORTH CAROLINA

3. Date of its incorporation is 11-6-2008

4. The period of its duration PERPETUAL

5. The address of its principal office (this is the address of the executive offices of the corporation),

<u>3800 Arco Corporate Drive, Suite 310,</u>	<u>Charlotte,</u>	<u>NC</u>	<u>28273</u>
Street Address	City	State	ZIP+4
<u>3800 Arco Corporate Drive, Suite 310,</u>	<u>Charlotte,</u>	<u>NC</u>	<u>28273</u>
Mailing Address (Optional)	City	State	ZIP+4

6. The South Dakota Registered Agent name Corporation Service Company

<u>503 South Pierre Street, Pierre, SD 57501</u>			
Street Address (Required to be a South Dakota Address)	City	State	ZIP+4
<u></u>	<u></u>	<u></u>	<u></u>
Mailing Address (Optional - Required to be a South Dakota Address)	City	State	ZIP+4

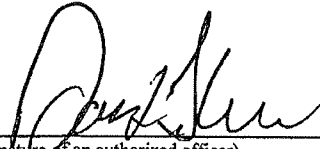
When listing a Commercial Registered Agent, please state their CRA #. This number can be obtained from the Commercial Registered Agent.	CR000003
--	----------

7. The names and business addresses of its principal officers and directors. Please place a check mark next to the name if the principal officer serves as a director.

<input checked="" type="checkbox"/>	William Bradford Wheeler Jr.	3800 Arco Corporate Drive, Suite 310, Charlotte, NC 28273		
	President	Street Address	City	State ZIP+4
<input checked="" type="checkbox"/>	David Leslie Gibson	3800 Arco Corporate Drive, Suite 310, Charlotte, NC 28273		
	Vice President	Street Address	City	State ZIP+4
<input checked="" type="checkbox"/>	David Leslie Gibson	3800 Arco Corporate Drive, Suite 310, Charlotte, NC 28273		
	Secretary	Street Address	City	State ZIP+4
<input type="checkbox"/>				
	Treasurer	Street Address	City	State ZIP+4
<input checked="" type="checkbox"/>	Tom Turpin	3800 Arco Corporate Drive, Suite 310, Charlotte, NC 28273		
	Director	Street Address	City	State ZIP+4
<input type="checkbox"/>				
	Director	Street Address	City	State ZIP+4
<input type="checkbox"/>				
	Director	Street Address	City	State ZIP+4

The application must be signed by an authorized officer of the corporation.

Dated 1/16/09

  
 \_\_\_\_\_  
 (Signature of an authorized officer)  
 David L Gibson  
 \_\_\_\_\_  
 (Printed Name)  
 Secretary  
 \_\_\_\_\_  
 (Title)

SOUTH DAKOTA SECRETARY OF STATE

OFFICIAL RECEIPT

NUMBER 1869928

FORM OF PAYMENT CHECK  
CHECK NBR 200188075

DATE 01/22/2009  
AMOUNT \$ 550.00  
BY STMAHEI

THE COMPANY CORPORATION  
SUITE 400  
2711 CENTERVILLE ROAD  
WILMINGTON DE 19808-1645

THIS RECEIPT IS IN REFERENCE TO:  
ENTELEGENT SOLUTIONS, INC.

TRANSACTION DESCRIPTION	AMOUNT
CERTIFICATE OF AUTHORITY.....\$	550.00

# SECRETARY OF STATE

State Capitol, Suite 204  
500 East Capitol Avenue  
Pierre, South Dakota  
57501-5070  
sdsos@state.sd.us  
www.sdsos.gov



**Chris Nelson**  
Secretary of State

Teresa J. Bray  
Deputy

**To:** CORPORATION SERVICE COMPANY  
SHERIESE COY  
2711 CENTERVILLE ROAD STE 400  
WILMINGTON DE 19808

**From:** Secretary of State Chris Nelson  
Corporations Division

**Date:** January 22, 2009

**Re:** ENTELEAGENT SOLUTIONS, INC. (NC)  
Foreign Certificate of Authority

The application for certificate of authority has been received and filed for the **ENTELEAGENT SOLUTIONS, INC. (NC)**.

Enclosed is the Certificate attached to the duplicate application along with a receipt for the filing fee of \$550.00.

South Dakota law requires the filing of a corporate annual report with our office between the anniversary date of qualification and prior to the first day of the second month following. The report is due the year following qualification. An annual report form will be mailed to the corporate address listed on the application for timely filing. Please contact our office if the corporate address changes or if the form is not received.

If your registered agent or agent's address changes you **must** file a Statement of Change which is available at <http://www.sdsos.gov> or by calling this office.

Thank you.

Memo2  
Administration  
(605) 773-3537  
Fax (605) 773-6580

Corporations  
(605) 773-4845  
Fax (605) 773-4550

Uniform Commercial Code  
(605) 773-4422  
Fax (605) 773-4550

**ATTACHMENT IV**

Resumes of Management

**W. B. Wheeler, Jr. (Bo)**  
113 Mayfair Rd.  
Mooresville, NC 28117  
CELL: (704) 231-6288 WK: (704) 409-2687  
[bo.wheeler@entelegent.com](mailto: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**  
President

**November 08 – Present**

- 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**  
Global Accounts Sales Manager

**November 07 – November 08**

- 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 Company; 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 Company (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**  
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## **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  
Integral 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

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### **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:**

<b>Sales and Marketing</b>	<b>Management</b>	<b>Strategy and Growth</b>
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 compafywide. 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**  
Director of Sales – Southeast Region (1999)

**1993 – 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** **1989 – 1993**  
General Manager (Wireless Division) (1992 – 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** **1987 – 1989**  
Owner / Operator

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** **1986 – 1987**  
Account Executive

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

**ATTACHMENT V**

Financial Information

*Financials will be filed under separate seal as Confidential concurrently with this application.*