

## **EXHIBIT C**

***(6) A DESCRIPTION OF THE APPLICANT'S EXPERIENCE PROVIDING ANY TELECOMMUNICATIONS SERVICES IN SOUTH DAKOTA OR IN OTHER JURISDICTIONS,***

**DETAILED DESCRIPTION OF APPLICANTS TELECOM SERVICES**

## **DETAILED DESCRIPTION OF BARR TELL USA TELECOM SERVICE(S)**

The Parent company of Barr Tell USA has been in business for over 25 years and has substantial revenue to expand its operations as well as support itself as it expands its operations in additional metropolitan areas.

In each state or other jurisdictions, where one of the subsidiaries of Barr Tell USA offers its telecom services the actual service is exactly the same as described herein.

The Parent company has no external sources of funds, no outside lenders nor any investors. In addition, Barr Tell USA also does not have any long term debt. The Parent stands behind each subsidiary as a guarantor for any and all matters that may occur.

Barr Tell USA has constantly provided five nines of reliable telephone service (99.999% availability) to business customers, large, small and in between for all its years of existence.

By providing telecommunication service in the State of South Dakota, Barr Tell's key assumptions are that it will have 300-500 business customers over the first three years; Its payroll costs will be minimal as well as the number of persons employed within the state, due to the fact that most of the services provided to customers are controlled remotely as well as the reselling the services of other telecom vendors, who have a presence within the state.

The Applicant has many subsidiaries, but no Affiliates. Each subsidiary is 100% wholly owned by the Parent and has never had any complaint from any Customer. In addition, Barr Tell has never been denied or penalized for slamming or for anything else negative. Barr Tell USA hasn't any Affiliates and each of the Barr Tell offices are owned, operated and managed by the same team located at the Parent Company Headquarters.

Barr Tell USA seeks CPCN authority to provide facilities-based and resold telephone services throughout the state of South Dakota,

although concentrating of the largest populated cities to deliver its voice and data services directly to business customers.

The specific and actual telecommunication services that Barr Tell provides begins with placing its switching equipment in various central office environments and/or a data center locations. This equipment is then connected to the major Incumbent through Interconnection Agreements and local voice traffic is exchanged with each other. From the Customer's perspective the telecom service consists of a detailed Hosted PBX Solution that's comprised of a multitude of features and characteristics including faxing, text messaging and real time reporting capabilities, all of which promote and support business productivity.

Specifically, this is a conglomeration of our custom software applications that integrates the phone system(s) with many popular software applications such as CRM (Customer Relationship Management), BPM (Business Process Management, BI (Business Intelligence) and ERP (Enterprise Resource Planning). Examples of these are: Microsoft Teams, Sales Force, Slack, Zapier, Zendesk and Zoho, etc.

The phone system also connects to a Management Dashboard, which can be accessed via the Desktop/Web or via Mobile app – Android and IOS.

Additionally, there are eight (8) Mobility features, seven (7) Business Identity features, seventeen (17) Productivity features, Eight (8) Inbound calling features; as well as Administration features: Advanced Analytics and Reports, Full ACD Control and PBX manager; Customer Service features: Customizable Wrap-Up Delay, Call-Waiting Cues, Transfer to Voicemail. Automatic Voicemail Archiving and Voicemail Pickup and Other Features such as Operator Extension Modification, PBX Calling Card and Virtual Fax Machine

Barr Tell's phone service is a multifaceted platform for all the business customer's communication needs that is a totally complete and an inclusive package. The monthly service sells for a flat price per telephone handset per month and includes each customer having their own telephone numbers (that can be located anywhere in the world for multiple locations). The service then enables the phones to transmit and receive local, long-distance and international voice services; as well as

sending and receiving Fax messages and SMS Text messages over a wireline connection.

In the case of multiple office locations the Hosted PBX solution invisibly connects each business location to one another, regardless of the distance and treats them all as internal extensions of the same service. Of course, the service includes all of the above software features and unlimited calling, faxing and text messaging as well as access to the public switched safety networks and emergency telephone services network and complies with all local exchange rules and regulations. Barr Tell is also directly connected to a National e911 network and has its own National Emergency Number Association ID (NENA ID of BAA1) meeting all carrier requirements.

Barr Tell's unrestricted and/or unbundled telecommunication service(s) are offered to any business customer that requests the service within its operating territory.

Barr Tell has also has established procedures that prevent deceptive and unfair marketing practices (since its services are sold at a flat price per month - inclusive of all features and unlimited calling and text messaging) and never asks or requires any financial deposit or any commitment from its Customers.

In other states, where Barr Tell is certified as a CLEC, it has existing Interconnection Agreements with every major Incumbent and is operable in the exchanging of local voice traffic. These Agreements include: AT&T, Brightspeed, Consolidated Communications, Frontier, Lumen (CenturyLink, Embarq & Qwest), TDS, Verizon, Windstream and Ziplly Fiber. There are additional Interconnection Agreements with smaller regional ILECs.