

DEPOSIT DATE

September 23, 1998 Via Overnight Delivery

D012* SEP 2 5 1998

Ms. Blanca S. Bayo
Director, Division of Records and Reporting
Florida Public Service Commission
2540 Shumard Oak Boulevard
Tallahassee, Florida 32399-0870

Application of UniDial Communications, Inc. for authority to provide Alternative RE: Local Exchange Service within the State of Florida

Tel: 407-740-8575 Fax: 407-740-0613 tmi@tminc.com

Dear Ms. Bayo:

Enclosed for filing are the original and six (6) copies of the initial local resale application of UniDial Telecommunications, Inc.

Also enclosed is our firm's check in the amount of \$250 for the filing fee.

Attachment E to this application contains the financial statements of UniDial Communications, Inc., which have been filed under separate cover with a claim of confidentiality, as provided for under Chapter 364.183(1), Florida Statutes.

Please acknowledge receipt of this filing by date-stamping the extra copy of this cover letter and returning it to me in the self-addressed, stamped envelope provided for that purpose. Questions regarding this filing may be directed to my attention at (407) 740-3004.

Sincerely,

Robin Nort

Robin Norton Consultant to UniDial Communications, Inc.

cc: John Greive, Heather Bogaty

file: UniDial - FL Local FLL9800 tms:

RECEIVED & FILED OF RECORDS

MODALIAM 12 1 Hd 17 d35 86 NOISSIMMOD BOMDOCUMENT NUMBER-DATE 0 3/130 3 2 10642 SEP 25 8

FPSC-RECORDS/REPORTING



DEPOSIT

DATE

September 23, 1998 Via Overnight Delivery

D012* SEP 2 5 1998

210 N. Park Ave. Ms. Blanca S. Bayo Winter Park, FL Director, Division of Records and Reporting 32789 Florida Public Service Commission 2540 Shumard Oak Boulevard Tallahassee, Florida 32399-0870 P.O. Drawer 200 Winter Park, FL 32790-0200

Tel: 407-740-8575 Fax: 407-740-0613 tmi@tminc.com

RE: Application of UniDial Communications, Inc. for authority to provide Alternative Local Exchange Service within the State of Florida

Dear Ms. Bayo:

Enclosed for filing are the original and six (6) copies of the initial local resale application of UniDial Telecommunications, Inc.

Also enclosed is our firm's check in the amount of \$250 for the filing fee.

Attachment E to this application contains the financial statements of UniDial Communications, Inc., which have been filed under separate cover with a claim of confidentiality, as provided for under Chapter 364.183(1), Florida Statutes.

Please acknowledge receipt of this filing by date-stamping the extra copy of this cover letter and returning it to me in the self-addressed, stamped envelope provided for that purpose. Questions regarding this filing may be directed to my attention at (407) 740-3004.

Sincerely,

Robin Nort

Robin Norton Consultant to UniDial Communications, Inc.

cc: John Greive, Heather Bogaty

file: UniDial - FL Local FLL9800 tms:

RECEIVED & FILED AU OF RECORDS

38 2Eb 5t bil # 34

MODULIAN

NOISSUMNOD BONDOCUMENT NUMBER-DATE anana Maisonu ロヨハロのヨン**i 0642 SEP 25** 常

FPSC-RECORDS/REPORTING

FLORIDA PUBLIC SERVICE COMMISSION CAPITAL CIRCLE OFFICE CENTER - 2450 SHUMARD OAK BOULEVARD TALLAHASSEE, FLORIDA 32399-0850

APPLICATION FORM

for

AUTHORITY TO PROVIDE (ALEC) ALTERNATIVE LOCAL EXCHANGE SERVICE WITHIN THE STATE OF FLORIDA

INSTRUCTIONS

- This form is used for an original application for a certificate and for approval of sale, assignment or transfer of an existing alternative local exchange certificate. In case of a sale, assignment or transfer, the information provided shall be for the purchaser, assignee or transferee.
- Respond to each item requested in the application and appendices. If an item is not applicable, please explain why.
- Use a separate sheet f or each answer which will not fit the allotted space.
 - If you have questions about completing the form, contact:

Florida Public Service Commission Division of Communications Certification & Compliance Section 2450 Shumard Oak Boulevard Tallahassee, Florida 32399-0866 (850) 413-6600

Once completed, submit the original and six (6) copies of this form along with a non-refundable application fee of \$250 made payable to the Florida Public Service Commission at the above address.

FORM PSC/CMU 8 (11/95) Required by Chapter 364.337 F.S. DOCUMENT NUMBER-DATE 10642 SEP 25 8 FPSC-RECORDS/REPORTING

APPLICATION FORM

- This is an application for √ (check one):
 - (X) Original Authority (new company)
 - Approval of transfer (to another certificated company)
 <u>Example</u>, a certificated company purchases an existing company and desires
 to retain the original certificate authority.
 - Approval for transfer of control (to another certificated company) Example, a company purchases 51% of a certificated company. The Commission must approve the new controlling entity.
- 2. Name of applicant: UniDial Communications, Inc.
- Name under which the applicant will do business (d/b/a): UniDial Communications, Inc.
- 4. If applicable, please provide proof of fictitious name (d/b/a) registration.

Fictitious name registration number:

Not applicable.



5. A. National mailing address including street name, number, post office box, city, state, zip code, and phone number.

One Corporate Center
9931 Corporate Campus Drive
Louisville
Kentucky
40223
(502) 244-6666

B. Florida mailing address including street name, number, post office box, city, state, zip code, and phone number.

Street: Not applicable. P.O. Box: City: State: Zip Code: Phone No.:

6. Structure of organization: √ Check appropriate box(s)

()	Individual	()	Corporation
(X)	Foreign Corporation	()	Foreign Partnership
()	General Partnership	()	Limited Partnership
()	Joint Venture	()	Other, Please explain :

7. If applicant is an individual, partnership, or joint venture, please give name, title and address of each legal entity.

Not applicable.

FORM PSC/CMU 8 (11/95) Required by Chapter 364.337 F.S.

3

• APPLICATION FORM

8. State whether any of the officers, directors, or any of the ten largest stockholders have previously been adjudged bankrupt, mentally incompetent, or found guilty of any felony of any felony or of any crime, or whether such actions may result from pending proceedings. If so, please explain.

> No officer, director or any of the ten largest stockholders have previously been adjudged bankrupt, mentally incompetent, or found guilty of any felony or of any crime. No such action may result from a pending proceeding.

 If incorporated, please provide proof from the Florida Secretary of State that the applicant has authority to operate in Florida.

Corporate charter number: F93000003664

Please see Exhibit I for a copy of UniDial's Certificate of Authority to Transact Business in Florida.

 Please provide the name, title, address, telephone number, Internet address, and facsimile number for the person serving as ongoing liaison with the Commission, and if different, the liaison responsible for this application.

On-going LiasionName:J. Sherman Henderson, IIITitle:President and CEOAddress:One Corporate Center9931 Corporate Campus DriveLouisville, Ky 40223Phone No.:(502) 244-6666Internet Address:Fax No.:(502) 426-2257

Fax No.: Name: Title:

Address:

Phone:

Fax:

Internet Address:

Application Contact Robin Norton Consultant P.O. Drawer 200 (407) 740-8575 (407) 740-0613 cwightman@tminc.com

 Please list other states in which the applicant is currently providing or has applied to provide local exchange or alternative local exchange service.

> UniDial Communications, Inc. is authorized to provide resold local service in California and Kentucky. UniDial has applications either in preparation or pending in Alabama, Delaware, Georgia, Illinois, Indiana, Louisiana, Maryland, Michigan, Mississippi, New Jersey, North Carolina, Ohio, Pennsylvania, South Carolina, Tennessee, Vermont, Virginia, West Virginia, and Wisconsin.

 Has the applicant been denied certification in any other state? If so, please list the state and reason for denial.

No application has been denied.

 Have penalties been imposed against the applicant in any other state? If so, please list the state and reason for penalty.

No.

Please indicate how a customer can file a service complaint with your company.

UniDial provides comprehensive customer service to its customers. Its customer service representatives are available to assist customers 24 hours per day, seven days per week. Customers can contact UniDial Customer Services by calling (800) 393-7300. The toll free number is printed on customers' monthly billing statement. Alternatively, customers wishing to communicate with a UniDial customer service representative in writing may send written correspondence to Unidial at:

> Unidial Communications, Inc. One Corporate Center 9931 Corporate Campus Drive Louisville, Ky 40223

 Please complete and file a price list in accordance with Commission Rule 25-24.825. (Rule attached)

> Per the requirements of Rule 25-24.825, UniDial will file a current price list prior to providing service, which will set forth its prices for all services offered, including service connection charges, payment arrangements, and levels of service quality, in appropriate format.

APPLICATION FORM

- Please provide all available documentation demonstrating that the applicant has the following capabilities to provide alternative local exchange service in Florida.
 - A. Financial capability. See Exhibit II.

Regarding the showing of financial capability, the following applies:

The application <u>should contain</u> the applicant's financial statements for the most recent 3 years, including:

- 1. The balance sheet
- 2. Income statement
- 3. Statement of retained earnings

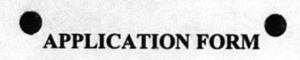
Further, a written explanation, which can include supporting documentation regarding the following should be provided to show financial capability.

- Please provide documentation that the applicant has sufficient financial capability to provide the requested service in the geographic area proposed to be served.
- Please provide documentation that the applicant has sufficient financial capability maintain the requested service.
- Please provide documentation that the applicant has sufficient financial capability to meet its lease or ownership obligations.

NOTE: This documentation may include, but is not limited to, financial statements, a projected profit and loss statement, credit references, credit bureau reports, and descriptions of business relationships with financial institutions.

If available, the financial statements should be audited financial statements.

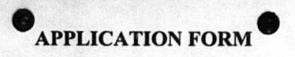
If the applicant does not have audited financial statements, it shall be so stated. The unaudited financial statements should then be signed by the applicant's chief executive officer and chief financial officer. The signatures should attest that the financial statements are true and correct.



16. (Con't.)

Β.	Managerial capability.	See Exhibit III.	
C.	Technical capability.	See Exhibit IV.	

(If you will be providing local intra-exchange switched telecommunications service, then state how you will provide access to 911 emergency service. If the nature of the emergency 911 service access and funding mechanism is not equivalent to that provided by the local exchange companies in the areas to be served, describe in detail the difference.)



AFFIDAVIT

By my signature below, I, the undersigned officer, attest to the accuracy of the information contained in this application and attached documents and that the applicant has the technical expertise, managerial ability, and financial capability to provide alternative local exchange service in the State of Florida. I have read the foregoing and declare that to the best of my knowledge and belief, the information is true and correct. I attest that I have the authority to sign on behalf of my company and agree to comply, now and in the future, with all applicable Commission rules and orders.

Further, I am aware that pursuant to Chapter 837.06, Florida Statutes, "Whoever knowingly makes a false statement in writing with the intent to mislead a public servant in the performance of his official duty shall be guilty of a misdemeanor of the second degree, punishable as provided in s.775.082 and s. 775.083".

Official:

S. Andrew McKay

Chief Operating Officer

Date: 9/18/98

Phone No.: (502) 244-6666

Address: One Corporate Center 9931 Corporate Campus Drive Louisville, Ky 40223

25-24.825 Price List.

- (1) Prior to providing service, each company subject to these rules shall file and maintain with the Commission a current price list which clearly sets forth the following information for basic local telecommunications services, as defined in s. 364.02(2), F.S. If basic local telecommunications service is offered on a package basis, the following information must be provided for the package:
 - (a) current prices,
 - (b) customer connection charges,
 - (c) billing and payment arrangements, and
 - (d) levels of service quality which the company holds itself out to provide for each service.
- (2) At the company's option, price list information in paragraph (1) above and other information concerning the terms and conditions of service may be filed for services other than basic local telecommunication services.
- (3) A price list revision must be physically received by the Commission's Division of Communications at least one day prior to its effective date.
- (4) Price lists must be on 8 ½ by 11 inch paper in loose-leaf form and must utilize an ongoing page identification system which will allow for the identification of inserted and removed pages. The color of paper on which price lists are filed must be amenable to being clearly photocopied on standard photocopy equipment.
- (5) Complete information concerning a company's service offerings, rates and charges, conditions of service, service quality, terms and conditions, service area, and subscribership information identified by local exchange company exchange must be made available to Commission staff upon request.

 Specific Authority:
 350.127(2)

 Law Implemented:
 364.337(5),F.S.

 History:
 New 12/26/95.





Unidial Communications, Inc.

Exhibit I

CERTIFICATE OF AUTHORITY



FLORIDA DEPARTMENT OF STATE Sandra B. Mortham Secretary of State

March 18, 1998

C T CORPORATION SYSTEM

TALLAHASSEE, FL

Re: Document Number F93000003664

The Amendment to the Application of a Foreign Corporation for UNIDIAL INCORPORATED which changed its name to UNIDIAL COMMUNICATIONS, INC., a Kentucky corporation authorized to transact business in Florida, was filed on March 18, 1998.

Should you have any questions regarding this matter, please telephone (850) 487-6050, the Amendment Filing Section.

Joy Moon-French Corporate Specialist Division of Corporation

Letter Number: 898A00014676

Division of Corporations - P.O. BOX 6327 -Tallahassee, Florida 32314

APPLICATION BY FOREIGN CORPORATION TO FILE AMENDMENT TO **APPLICATION FOR AUTHORIZATION TO TRANSACT BUSINESS IN** FLORIDA

SECRE	S8 MAR	
3	81	-
4	PH	Ξ
59	မ္မာ	0
	F	

SECTION I (1-3 must be completed)

1. UniDial Incorporated Name of corporation as it appears within the records of the Department of State.

2. Incorporated under laws of: Kentucky

3. Date authorized to do business in Florida: August 11, 1993

SECTION II (4-7 complete only the applicable changes)

4. If the amendment changes the name of the corporation, when was the change effected under the laws of its jurisdiction of incorporation?

March 3, 1998

5. Name of corporation after the amendment, adding suffix "corporation," "company," "incorporated," or appropriate abbreviation, if not contained in new name of the corporation:

UniDial Communications, Inc.

6. If the amendment changes the period of duration, indicate new period of duration.

No Change

7. If the amendment changes the jurisdiction of incorporation, indicate new jurisdiction.

Signature Name and Title T. Douglas Webb, V.P.

-4-98

(FLA.- 2251 - 3/19/93)



•

Unidial Communications, Inc.

Exhibit II

FINANCIAL CAPABILITY

The Company's financial statements covering the company's existence are submitted separately and under seal in support of the Applicant's financial ability to provide the proposed service. UniDial Communications, Inc. Supplemental Financial Information

 Please provide documentation that the applicant has sufficient financial capability to provide the requested service in the geographic area proposed to be served.

UniDial Communications, Inc. has marshalled sufficient financial resources to enable the company to effectively provide the proposed services, the financial capability to maintain these services, and the financial capability to meet its lease and ownership obligations. Please see the accompanying balance sheet and income statement as of December 31, 1997, which have been filed separately under seal with this application.

UniDial has incurred the normal start-up costs of entering the local exchange telecommunications market. As with most ventures, UniDial expects profitability to be achieved within 12-18 months on entering a new market. UniDial has the financial strength from its existing long distance operations to absorb start-up costs. Moreover, as a switchless reseller of local services, UniDial is able to offer service in a new state with minimal cost. The company proposes to offer its services at rates which recover the cost of resold services obtained from its underlying carriers.

As can be determined by the financial information submitted with this application, the Company has established a base to support its venture into the Florida market. The Company has prepared prudently for its venture into the resold local exchange services market. The Company is experiencing significant amounts of revenue growth while keeping expenses under control. The Company has sufficient financial capability to provide the requested telecommunication services, sufficient financial capability to meet all lease and ownership obligations, and sufficient financial capability to maintain a large customer base.

As demonstrated herein, UniDial has the financial resources and financial management skills to provide Alternative Local Exchange Service in Florida.

Please provide documentation that the applicant has sufficient financial capability to maintain the requested service.

Please see response to question #1.

Please provide documentation that the applicant has sufficient financial capability to meet its lease or ownership obligations.

Please see response to question #1.

NOTE: This documentation may include, but is not limited to, financial statements, a projected profit and loss statement, credit references, credit bureau reports, and descriptions of business relationships with financial institutions.





Unidial Communications, Inc.

Exhibit III

MANAGERIAL CAPABILITIES

UNIDIAL COMMUNICATIONS, INC. Profiles of Key Personnel

J. Sherman Henderson, III - President & Chief Executive Officer

Mr. Henderson has over twenty-five years of business experience, including sales, marketing and management. Mr. Henderson was instrumental in the growth and success of Charter Network, a long distance carrier serving five Midwestern states. He was associated with Charter from 1986 until its sale to Litel in 1990. Under Mr. Henderson's guidance, Charter grew from \$9 million in annual revenues to \$50 million in four years. Directly prior to founding UniDial, he served as an officer for Turbo Consulting Enterprises, Inc. located in Louisville, Kentucky, which provides a wide range of consulting services to the telecommunications industry. Mr. Henderson is a graduate of Florida State University, with a B.A. degree in Business Administration. Mr. Henderson currently serves as Chairman of the Telecommunications Resellers Association.

S. Andrew McKay - Chief Operating Officer

Andy McKay, Chief Operating Officer, joined UniDial Communications, Inc. in January 1996, after spending 14 years practicing corporate and finance law with an Atlanta-based law firm. He represented institutional and corporate clients, including Charter Network, and his firm was very active in national and local telecommunications matters. McKay's main responsibility at UniDial is to manage the company on a day-to-day basis. He received a B.S.in Systems Engineering from Georgia Tech, honors from the University of Georgia School of Law, is a member of the Georgia Bar Association, and holds a CPS certificate from the State of Illinois.

Doug Webb - Senior Vice-President Finance and Administration

Doug Webb, Senior Vice-President Finance and Administration, joined UniDial Communications, Inc. in November of 1996, after serving as Vice-President of Finance/Administration and CFO for Res-Care, Incorporated. Webb played a major role in the Initial Public Offering of Res-Care in 1992. His additional experience includes serving as Division Controller, Regional Controller, and finally Corporate Controller for Dairymen, Incorporated, a \$1 billion dollar-per-year marketing cooperative. At UniDial, Webb is responsible for all financial areas, as well as Human Resources. He received his B.S. in Accounting from Tennessee Technological University and is a Certified Public Accountant.

Jim Petrie - Senior Vice President of Sales and Marketing

Mr. Petrie joined UniDial, incorporated as Vice President in July 1994 after serving as Regional Marketing Manager for Valvoline. At Valvoline, Mr. Petrie was responsible for developing marketing strategies, as well as developing, implementing and monitoring the sales-planning process. Mr. Petrie's additional experience includes serving as Director of Marketing at Charter Network and Director of Advertising and Promotions at LCI International At UniDial, Mr. Petrie is responsible for Agency development and recruitment and marketing communications. Mr. Petrie earned his B.S. in Marketing at Ball State University.

John E. (Jack) Roth. Jr. - Senior Vice President of Planning and Development

Jack Roth joined UniDial in March 1997 as Senior Vice President of Planning and Development after serving as Director of Business Development and Mergers and Acquisitions for BellSouth. Prior to BellSouth, Roth began Integrated Communications Systems, a telecommunications software company. His company was later acquired by BellSouth as a marketing subsidiary and renamed Bell Information Networks, Inc. where he was president. At UniDial, Roth is responsible for business development, mergers and acquisitions, vendor negotiations, strategic alliances and new channel development. Roth is currently spearheading UniDial's Local Service Division as well as the Company's new efforts with Sprint PCS. Roth earned his B.A. in Architecture, B.S. in Industrial Administrations and Masters in Architecture and Computer Science from Carnegie-Mellon University. He also has a strong community involvement with the United Way, Cystic Fibrosis and various special interest groups for the homeless and hungry.

Edward J. Wampler - Senior Vice President of Operations

Since August 1993, Mr. Wampler has served as Vice President of Operations of UniDial, Incorporated. Previously, he served as Operations Manager for Charter Network, where he directed marketing projects, implemented productivity reporting, created an operations manual and played a major role in developing Charter's customer service department. Mr. Wampler also served as the manager for LCI International's customer service department after Charter Network was purchased. His UniDial responsibilities include overseeing customer service, order entry, dedicated services and daily operations. Mr. Wampler received a B.A. in Economics from the University of Louisville.

Elaine G. Bush - Vice President of Finance

Elaine G. Bush began her career with UniDial in 1996 as Controller. She has since moved up to head the company's finance department as Vice President of Finance. Before coming to UniDial, Bush operated her own accounting consultancy, JG Enterprises, where she worked to set up accounting systems for UniDial, her biggest client. Her background in accounting management is quite diverse, with her career spanning positions as Controller at Centran Corporation, Manager of Accounting Operations for Android Corporation, and Accounting Supervisor of NTS Corporation. She received her B.S. in Accounting at the University of Louisville and is a Certified Public Accountant.

Al Smith - Senior Vice President of Information Services

Al Smith, UniDial's Senior Vice President of Information Services, has a long and varied history in the Information Management field. Smith comes to UniDial from the accounting firm Eskew & Gresham, where he served as manager of systems consulting. Smith began his systems career in the Army as a finance and data processing officer. He worked for much of his career in the Maryland University system, where he served as a professor of business and data processing, academic dean and director of data processing. He also was proprietor of his own computer consulting firm, Smith Associations in La Plata, Maryland. Smith holds a Bachelor of Science in Accounting and Management from Murray State University and a Master of Science in Financial Management from George Washington University.

G. Henry Hunt - Vice President of Marketing

Henry Hunt is Vice President of Marketing and has been with UniDial since January 1996. Hunt previously served as UniDial's Director of Strategic Planning. Before joining UniDial, he was president of Babcock-Rickert Advertising; worked in Marketing with Chi-Chi's Restaurants Inc.; and served as a consultant for national retail, product and business-to business marketing companies. Hunt manages UniDial's Marketing and Brand Management departments, and is responsible for the introduction of new products and programs to UniDial's 400+ Authorized Agencies. Since joining UniDial, Hunt has made significant contributions in Agency recruitment, product marketing, business planning and systems development. Hunt is a graduate of the University of Kentucky School of Journalism with additional study in marketing.

Mary Beth Regan - Vice Prc. ident of Human Resources and Administration

Mary Beth Regan, Vice President of Human Resources and Administration, joined UniDial in June 1997 after serving as director of Human Resources for LG&E Energy Corp. Regan has also held management positions with Pepsico, Inc. and National Corporate Consultants, and has extensive experience in strategic staffing, leadership development, total quality management, training and employee relations. At UniDial, Regan is responsible for developing and implementing corporate strategies in staffing, employee development, compensation and facilities. She also oversees UniDial's Corporate Training Center. Regan received a B.A. in both Business Administration and Communications from Pennsylvania State University.

Lee Wilson - Vice President of Sales, Western Division

Mr. Lee Wilson is Vice President of Sales for the Western Division. Prior to joining UniDial Communications in December 1994, Wilson was a Sub-Agent for one of UniDial's most successful West Coast agents. He also served as Division Sales Manager at Boise Cascade Corporation. Wilson's extensive background in sales and sales management assisted him in overseeing the opening of UniDial's Western Regional Office in Newport Beach, CA, in July 1995. At UniDial, Wilson is responsible for Network Marketing support and training, and sales support. He received his B.A. in Business Administration at California State University, Fullerton.

Stuart Johnson - Vice President of Sales, Eastern Division

A long-term veteran of telecom sales, Stuart Johnson joined UniDial in May 1997 as Regional Manager and has since become Vice President of the Eastern Division. His primary responsibility is working with UniDial's Authorized Agents in the division to help them grow their business. He cam to UniDial from Quality Communications of Louisville, Kentucky, where he served as Director os Sales. Previously he worked as Regional Sales Manger for LCI International, and has held numerous sales and marketing positions for companies such as Philip Morris USA, Americare Corp. and Advest, Inc., to name a few. He received his B.S.B.A. in Finance from Ohio State University.

Kevin Shady - Vice President of Network Services

Kevin Shady joined UniDial in May 1994 as Product Manager, and worked his way up through many positions to become Vice President of Network Services. In this capacity, he works with UniDial's vendor partners to negotiate product packages and evaluate network capacity. He came to UniDial from Brown & Williamson, where he worked in a wide variety of sales and marketing positions. Before entering the marketing field, he was on-air correspondent at television stations in the Evansville, IN market. Mr. Shady earned his MBA from Indiana University.





UNIDIAL COMMUNICATIONS, INC.

EXHIBIT IV

TECHNICAL CAPABILITY

UNIDIAL COMMUNICATIONS, INC. TECHNICAL CAPABILITY

UniDial has the technical qualifications and experience that will allow it to be a successful competitive local exchange provider. UniDial is authorized to provide resold long distance services throughout the United States (except Alaska) and has been approved to provide resold local service in its home state of Kentucky and in California. The company is in the process of preparing and filing local applications throughout its existing service area. No application has been denied.

UniDial has been providing quality telecommunications services since 1993. The Company has a proven track record for providing high quality services and responsive customer service. UniDial possesses all the necessary capabilities to operate as a provider of resold services and unbundled elements.

Initially, the Company intends to provide local exchange service in Florida as a reseller of the incumbent local exchange company's facilities. Access to 911 emergency service will also be provided via the facilities of the underlying local exchange company. The Company will use only reputable underlying carriers to ensure that high quality service is provided to customers. In the future, UniDial may install and utilize its own switching facilities. Where economically prudent, Unidial may also install additional facilities where warranted by demand. UniDial, however, has no permanent plan for constructing facilities in the state at this time.

UniDial's services will satisfy the minimum standards established by the Commission. The Company will file and maintain tariffs in the manner prescribed by the Commission and will meet the minimum basis local standards, including quality of service and billing standards required of all LECs regulated by the Commission.

As the foregoing illustrates, UniDial possesses considerable telecommunications expertise and is well-qualified to provide local exchange service in Florida.



DEPOSIT

DATE

September 23, 1998 Via Overnight Delivery

FPSC-RECORDS/REPORTING

0642 SEP 258

D012# SEP 2 5 1998

210 N. Park Ave.	Ms. Blanca S. Bayo
Winter Park, FL	Director, Division of Records and Reporting
32789	Florida Public Service Commission
	2540 Shumard Oak Boulevard
P.O. Drawer 200	Tallahassee, Florida 32399-0870
Winter Park, FL	
32790-0200	RE: Application of UniDial Communications, Inc. for authority to provide Alternative
Tel: 407-740-8575	Local Exchange Service within the State of Florida
Fax: 407-740-0613 tmi@tminc.com	Dear Ms. Bayo:
	Enclosed for filing are the original and six (6) conies of the initial local resule application

Enclosed for filing are the original and six (6) copies of the initial local resale application of UniDial Telecommunications, Inc.

Also enclosed is our firm's check in the amount of \$250 for the filing fee.

Attachment E to this application contains the financial statements of UniDial Communications, Inc., which have been filed under separate cover with a claim of u confidentiality, as provided for under Chapter 364.183(1), Florida Statutes.

DOCUMENT NUMBER-Please acknowledge receipt of this filing by date-stamping the extra copy of this cover letter and returning it to me in the self-addressed, stamped envelope provided for that purpose. Questions regarding this filing may be directed to my attention at (407) 740-3004.

Sincerely,

TECHNOLOGIES MANAGEMENT, INC. P.O. BOX 200 210 N. PARK AVE. WINTER PARK, FL 32789-0200 (407) 740-8575	BARNETT BANK, N.A. WINTER PARK, FL 32789 63-319/631	20968 9/23/98
PAY TO THE Florida Public Service Commission		\$ ••250.00
Two Hundred Fifty and 00/100*********************************		
Florida Public Service Commission Records & Reporting 2540 Shumard Oaks Blvd.		DOLLARS Brouty Interes Design on back