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COMMISSION
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VIA USPS PRIORITY MAIL

June 11, 2008

080498

Ms. Blanca Bayo
Florida Public Service Commission
Division of Communications
Certificate of Compliance Section
2540 Shumard Oak Boulevard
Tallahassee, Florida 32399-0866

Re: ExcelaCom Light, LLC. - Application for Resale/Facility Based ALEC Authority

Dear Ms. Bayo,

Enclosed please find an original and six (6) copies of Excelacom's Application for Authority to provide Local Exchange Service throughout the State of Florida ("Application"), including the companies proposed Price List and the required \$250.00 filing fee. This Application is filed in accordance with the Rules of the Florida Public Service Commission, Chapter 25-24, Section 25-24.810, and PSC/CMU 8 (11/95).

Please acknowledge receipt of this filing by file stamping and returning a copy of this letter to the address below.

Questions concerning this Application may be addressed directly to me.

Sincerely,

Joseph Isaacs
VP Regulatory Affairs
ExcelaCom Light, LLC.

RCP *

* All-copies of price list
forwarded to RCP.
R.V.N.

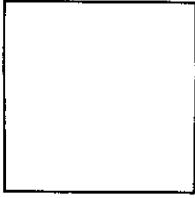
DOCUMENT NUMBER DATE

06055 JUL 14 08

FPSC-COMMISSION CLERK

4274 Enfield Court, Suite 1600, Palm Harbor, Florida 34683
Telephone: 727-738-5553 Facsimile: 727-939-2672
<http://www.isg-telecom.com> isaacs@isg-telecom.com

CLL 1



RECEIVED-FPSC
08 JUL 14 AM 11:57
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RECEIVED CENTER
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VIA USPS PRIORITY MAIL

June 11, 2008

Ms. Blanca Bayo
Florida Public Service Commission
Division of Communications
Certificate of Compliance Section
2540 Shumard Oak Boulevard
Tallahassee, Florida 32399-0866

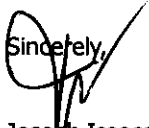
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Joseph Isaacs
VP Regulatory Affairs
ExcelaCom Light, LLC.

Check received with filing and forwarded
to Fiscal for deposit. Fiscal to forward
deposit information to Records.

Initials of person who forwarded check



4274 Enfield Court, Suite 1600, Palm Harbor, Florida 34683
Telephone: 727-738-5553 Facsimile: 727-939-2672
<http://www.isg-telecom.com> isaacs@isg-telecom.com

**** FLORIDA PUBLIC SERVICE COMMISSION ****

DIVISION OF COMPETITIVE MARKETS AND ENFORCEMENT
CERTIFICATION

APPLICATION FORM
for
AUTHORITY TO PROVIDE
ALTERNATIVE LOCAL EXCHANGE SERVICE
WITHIN THE STATE OF FLORIDA

Instructions

This form is used as an application for an original certificate and for approval of the assignment or transfer of an existing certificate. In the case of an assignment or transfer, the information provided shall be for the assignee or transferee (See Page 12).

Print or type all responses to each item requested in the application and appendices. If an item is not applicable, please explain why.

Use a separate sheet for each answer which will not fit the allotted space.

Once completed, submit the original and six (6) copies of this form along with a non-refundable application fee of **\$250.00** to:

Florida Public Service Commission
Division of the Commission Clerk and Administrative Services
2540 Shumard Oak Blvd.
Tallahassee, Florida 32399-0850
(850) 413-6770

If you have questions about completing the form, contact:

Florida Public Service Commission
Division of Competitive Markets and Enforcement
Certification
2540 Shumard Oak Blvd.
Tallahassee, Florida 32399-0850
(850) 413-6600

DOCUMENT NUMBER-DATE

06055 JUL 14 88

FPSC-COMMISSION CLERK

APPLICATION

1. This is an application for (check one):

- Original certificate** (new company).
- Approval of transfer of existing certificate:** Example, a non-certificated company purchases an existing company and desires to retain the original certificate of authority.
- Approval of assignment of existing certificate:** Example, a certificated company purchases an existing company and desires to retain the certificate of authority of that company.
- Approval of transfer of control:** Example, a company purchases 51% of a certificated company. The Commission must approve the new controlling entity.

2. Name of company:

EXCELACOM LIGHT, LLC.

3. Name under which the applicant will do business (fictitious name, etc.):

NONE

4. Official mailing address (including street name & number, post office box, city, state, zip code):

11710 Plaza America Drive
Suite 1002
Reston, VA 20190

5. Florida address (including street name & number, post office box, city, state, zip code):

4274 Enfield Court
Suite 1600
Palm Harbor, Florida 34685

6. Structure of organization:

- | | |
|---|--|
| <input type="checkbox"/> Individual | <input type="checkbox"/> Corporation |
| <input checked="" type="checkbox"/> Foreign Corporation | <input type="checkbox"/> Foreign Partnership |
| <input type="checkbox"/> General Partnership | <input type="checkbox"/> Limited Partnership |
| <input type="checkbox"/> Other _____ | |

7. If individual, provide:

Name: _____

Title: _____

Address: _____

City/State/Zip: _____

Telephone No.: _____ Fax No.: _____

Internet E-Mail Address: _____

Internet Website Address: _____

8. If incorporated in Florida, provide proof of authority to operate in Florida:

(a) The Florida Secretary of State corporate registration number:

9. If foreign corporation, provide proof of authority to operate in Florida:

(a) The Florida Secretary of State corporate registration number:

M08000002780

10. If using fictitious name-d/b/a, provide proof of compliance with fictitious name statute (Chapter 865.09, FS) to operate in Florida:

(a) The Florida Secretary of State fictitious name registration number:

Not applicable

11. If a limited liability partnership, provide proof of registration to operate in Florida:

(a) The Florida Secretary of State registration number:

Not applicable

12. If a partnership, provide name, title and address of all partners and a copy of the partnership agreement.

Name: _____

Title: _____

Address: _____

City/State/Zip: _____

Telephone No.: _____ Fax No.: _____

Internet E-Mail Address: _____

Internet Website Address: _____

13. If a foreign limited partnership, provide proof of compliance with the foreign limited partnership statute (Chapter 620.169, FS), if applicable.

(a) The Florida registration number: _____ n/a _____

14. Provide F.E.I. Number(if applicable): _____ **26-2684405 _____**

15. Indicate if any of the officers, directors, or any of the ten largest stockholders have previously been:

(a) adjudged bankrupt, mentally incompetent, or found guilty of any felony or of any crime, or whether such actions may result from pending proceedings. Provide explanation.

NO

(b) an officer, director, partner or stockholder in any other Florida certificated telephone company. If yes, give name of company and relationship. If no longer associated with company, give reason why not.

NO

16. Who will serve as liaison to the Commission with regard to the following?

(a) The application:

Name: JOSEPH ISAACS % ISG-TELECOM CONSULTANTS

Title: VP OF REGULATORY AFFAIRS

Address: 4274 ENFIELD COURT, SUITE 1600

City/State/Zip: PALM HARBOR, FLORIDA 34685

Telephone No.: 727-738-5553 Fax No.: 727-939-2672

Internet E-Mail Address: isaacs@isg-telecom.com

Internet Website Address: http://www.isg-telecom.com

(b) Official point of contact for the ongoing operations of the company:

Name: JOSEPH ISAACS % ISG-TELECOM CONSULTANTS

Title: VP OF REGULATORY AFFAIRS

Address: 4274 ENFIELD COURT, SUITE 1600

City/State/Zip: PALM HARBOR, FLORIDA 34685

Telephone No.: 727-738-5553 Fax No.: 727-939-2672

Internet E-Mail Address: Isaacs@isg-telecom.com

Internet Website Address: http://www.isg-telecom.com

(c) Complaints/Inquiries from customers:

Name: Matthew Michaels

Title: CFO

Address: 11710 Plaza America Drive, Suite 1002

City/State/Zip: Reston, VA 20190

Telephone No.: 703-787-7500 Fax No.: 703-787-7500

Internet E-Mail Address: mmichaels@excelacom.com

Internet Website Address: N/a

17. List the states in which the applicant:

- (a) has operated as an alternative local exchange company.

NONE

- (b) has applications pending to be certificated as an alternative local exchange company.

Applicant has pending applications as a CLEC in New Mexico.

- (c) is certificated to operate as an alternative local exchange company.

New York and New Hampshire

- (d) has been denied authority to operate as an alternative local exchange company and the circumstances involved.

NONE

- (e) has had regulatory penalties imposed for violations of telecommunications statutes and the circumstances involved.

NONE

- (f) has been involved in civil court proceedings with an interexchange carrier, local exchange company or other telecommunications entity, and the circumstances involved.

NONE

18. Submit the following:

- A. Managerial capability: give resumes of employees/officers of the company that would indicate sufficient managerial experiences of each.**

See attached

- B. Technical capability: give resumes of employees/officers of the company that would indicate sufficient technical experiences or indicate what company has been contracted to conduct technical maintenance.**

See attached

C. Financial capability.

The application **should contain** the applicant's audited financial statements for the most recent 3 years. If the applicant does not have audited financial statements, it shall so be stated.

The unaudited financial statements should be signed by the applicant's chief executive officer and chief financial officer **affirming that the financial statements are true and correct** and should include:

1. the balance sheet: see attached
2. income statement: and
3. statement of retained earnings.

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.*

Further, the following (which includes supporting documentation) should be provided:

1. **written explanation** that the applicant has sufficient financial capability to provide the requested service in the geographic area proposed to be served.
2. **written explanation** that the applicant has sufficient financial capability to maintain the requested service.
3. **written explanation** that the applicant has sufficient financial capability to meet its lease or ownership obligations.

Attached also please find a copy of a credit facility from the principle to the corporation.

Applicant does not have 3 years of financial statements but has attached statements for 2006 and 2007.

APPLICANT ACKNOWLEDGMENT STATEMENT

- 1. **REGULATORY ASSESSMENT FEE:** I understand that all telephone companies must pay a regulatory assessment fee in the amount of .15 of one percent of gross operating revenue derived from intrastate business. Regardless of the gross operating revenue of a company, a minimum annual assessment fee of \$50 is required.

- 2. **APPLICATION FEE:** I understand that a non-refundable application fee of \$250.00 must be submitted with the application.

UTILITY OFFICIAL:

Joseph Isaacs
Print Name


Signature

VP Regulatory
Title

7/11/08
Date

727-738-5553
Telephone No.

727-939-2672
Fax No.

Address: 4274 Enfield Court, Suite 1600

Palm Harbor, FL 34685

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 company 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."

UTILITY OFFICIAL:

Joseph Isaacs

Print Name

Signature

VP Regulatory

Title

Date

727-738-5553

Telephone No.

727-939-2672

Fax No.

Address: 4274 Enfield Court, Suite 1600

Palm Harbor, FL 34685

EXCELACOM, INC.

BALANCE SHEETS
(REVIEWED)

FOR THE QUARTER ENDED MARCH 31, 2008 AND YEARS ENDED DECEMBER 31, 2007,
2006

ASSETS

	<u>2008 Q1</u>	<u>2007</u>	<u>2006</u>
<u>CURRENT ASSETS</u>			
Cash	\$ 6,921,773	\$ 6,075,785	\$ 9,123,986
Accounts receivable	6,374,549	6,434,750	3,495,513
Employee advances	4,280	4,280	4,280
Income tax receivable	62,880	230,720	293,586
Prepaid expenses	-	-	-
TOTAL CURRENT ASSETS	13,363,482	12,745,535	12,917,365
<u>PROPERTY AND EQUIPMENT</u>			
Books	12,939	12,939	7,116
Computers	640,456	602,900	524,746
Equipment	76,612	76,166	67,578
Office furniture and fixtures	99,434	99,434	96,351
Software	38,883	38,883	36,438
	868,324	830,322	732,229
Less accumulated depreciation and amortization	580,126	540,126	383,961
	288,198	290,196	348,268
<u>OTHER ASSETS</u>			
Investments	525,833	525,833	-
Security deposit	56,354	56,354	59,251
	582,187	582,187	59,251
<u>TOTAL ASSETS</u>	<u>\$ 14,233,867</u>	<u>\$ 13,617,918</u>	<u>\$ 13,324,884</u>

EXCELACOM, INC.

BALANCE SHEETS (CONTINUED)
(REVIEWED)

FOR THE QUARTER ENDED MARCH 31, 2008 AND YEARS ENDED DECEMBER 31, 2007,
2006

LIABILITIES AND STOCKHOLDER'S EQUITY

	<u>2008 Q1</u>	<u>2007</u>	<u>2006</u>
<u>CURRENT LIABILITIES</u>			
Accounts payable	\$ 2,104,819	\$ 1,613,170	\$ 2,743,904
Accrued expenses	480,878	625,058	422,345
Income taxes payable	-	-	-
Deferred revenue	150,000	363,570	262,500
Deferred income taxes	<u>80,431</u>	<u>80,431</u>	<u>78,294</u>
TOTAL CURRENT LIABILITIES	2,816,128	2,682,229	3,507,043
<u>STOCKHOLDER'S EQUITY</u>			
Common stock, \$.001 par value 10,000,000 shares authorized, 1,000 shares issued and outstanding	1	1	1
Additional paid-in capital	-	-	-
Retained earnings	<u>11,417,738</u>	<u>10,935,688</u>	<u>9,817,840</u>
	<u>11,417,739</u>	<u>10,935,689</u>	<u>9,817,841</u>
<u>TOTAL LIABILITIES AND</u> <u>STOCKHOLDER'S EQUITY</u>	<u>\$ 14,233,867</u>	<u>\$ 13,617,918</u>	<u>\$ 13,324,884</u>

EXCELACOM, INC.

STATEMENTS OF INCOME AND RETAINED EARNINGS
(REVIEWED)

FOR THE QUARTER ENDED MARCH 31, 2008 AND YEARS ENDED DECEMBER 31, 2007,
2006

	<u>2008 Q1</u>	<u>2007</u>	<u>2006</u>
Consulting income	\$ 5,965,349	\$23,487,780	\$25,425,479
<u>Less returns and allowances</u>	<u>-</u>	<u>-</u>	<u>-</u>
Net revenue	5,965,349	23,487,780	25,425,479
 <u>OPERATING EXPENSES</u>	 <u>5,124,815</u>	 <u>20,575,764</u>	 <u>20,921,444</u>
Income from operations	840,534	2,912,016	4,504,035
 <u>OTHER INCOME</u>	 <u>62,883</u>	 <u>246,356</u>	 <u>191,145</u>
Income before officer's salary and income taxes	903,417	3,158,372	4,695,180
 <u>OFFICER'S SALARY</u>	 <u>100,000</u>	 <u>1,300,000</u>	 <u>1,300,000</u>
Income before taxes	803,417	1,858,372	3,395,180
 <u>PROVISION FOR INCOME TAXES</u>	 <u>321,367</u>	 <u>740,524</u>	 <u>1,370,105</u>
Net income	482,050	1,117,848	2,025,075
 <u>RETAINED EARNINGS - BEGINNING OF YEAR</u>	 <u>10,935,688</u>	 <u>9,817,840</u>	 <u>7,792,765</u>
 <u>Less: Dividend</u>	 <u>-</u>	 <u>-</u>	 <u>-</u>
 <u>RETAINED EARNINGS - END OF YEAR</u>	 <u>\$ 11,417,738</u>	 <u>\$ 10,935,688</u>	 <u>\$ 9,817,840</u>

Mr. Majid Naderkhani

President, Chief Executive Officer and founder of ExcelsCom, brings over 20 years of experience in information technology business process and technology development, implementation, integration, and operation. Prior to his current position, Mr. Naderkhani was president of Telecom Group Systems, and CIO of Verizon Corporation. He held this position, based in Arlington, Virginia, from August 1997 to June 2000.

From June 1996 to August 1997, Mr. Naderkhani served as Vice President, Information Systems, and Chief Information Officer of Bell Atlantic Corporation. His organization was responsible for providing information technology for all business functions and developing and deploying leading-edge enterprise automation systems, technologies and services for the diversified Communications Company.

Mr. Naderkhani joined Bell Atlantic in April 1994 and served as Vice President for Strategic systems, where he was implementing re-engineered business processes and supporting applications for billing, customer care and network OSS.

During the previous 12 years, Mr. Naderkhani worked with Sprint Corporation in Dallas and Kansas City. His positions included Vice President of Advanced Software Delivery. Additionally, he worked in areas such as business system development and strategic planning. Among his accomplishments at Sprint, Mr. Naderkhani successfully implemented an integrated environment combining corporate strategy, technology and service delivery among the company's lines of business.

Mr. Naderkhani spent more than 20 years in the information technology industry. He earned a bachelor's degree in business administration from the College of Mass Communication in Tehran, and a master's degree in computer science from Texas A&M Commerce in Texas.

References

- Shaygan Kheradpir – CIO – Verizon Communications
- Eric Fremont – Senior Vice President – Verizon IT
- Tony Dragoni – Vice President – Verizon IT
- Joe Rostock – Executive Director – Verizon Partner Solutions
- Glenda Smith - Executive Director – Verizon Partner Solutions

NAME: Jim Porter
LEVEL: Vice President of Operations
START DATE: April, 2003
LOCATION: Washington, DC
SUMMARY: Mr. Porter has 19 years of experience providing IT solutions to enable telecommunications companies to meet strategic, tactical and operational business objectives. He has a diverse range of IT implementation and consulting experience ranging from deploying a broadband high-speed data messaging portal for the largest US Broadband ISP to implementing custom J2EE CRM solutions for a Caribbean ILEC to IT systems and planning for the largest US based ILEC. In his current capacity, Mr. Porter oversees a global client delivery model supporting over a dozen clients in multiple countries and oversees over 200 consulting personnel. His current client teams are helping deploy Voice over IP nationally for a cable company expanding into voice service, building and supporting a J2EE LSR/ASR ordering systems for an ILEC, IT planning & strategy for a mid-sized Canadian communications company, and onshore/offshore testing and development for a media firm.

EXPERTISE:

Functional	Telecommunications Ordering, Billing, and Provisioning, Operations Support, BSS/OSS, CRM, Program/Project Management, QA, Order Management
Technical	Technical Architecture, Performance Modeling/Tuning, Product Development, Product Design
Operating Systems	Windows 98, XP, Unix
Office Tools	MS Office Tools, Lotus Notes
Systems/Languages	Solaris, Unix, J2EE Systems, WebLogic, C/C++
Databases	Oracle, Sybase
Language	English

EDUCATION: **Gannon University**
BS Electrical Engineering, 1988

EXCELACOM EXPERIENCE**April 2003 -Present**
Vice President of Operation

Mr. Porter is responsible for both selling and delivering complex statements of work to large fortune 500 clients. He has helped build the ExcelaCom consulting practice significantly and grow the consulting business from \$1M to over \$28M dollars per year. Significant accomplishments include:

- Sold and delivered \$3.5M of IT development and testing across 4 client projects at core client in 2003.
- Sold and delivered \$9.5M of IT development and testing across six client project at two core clients in 2004.
- Sold and delivered \$15M of IT projects at 5 clients in 2005
- Sold and delivered \$18-25M of IT projects in 2006, and 2007

- Responsible for personnel decisions and building the company from 20 employees to over 100 full-time employees.
- Manage vendor relationships for subcontracting, outsourcing, and delivery.
- Responsible for multiple clients and for sales to break into new markets.
- Built the ExcelaCom delivery methodology, leveraging both on-shore and off-shore team members. Projects supported are development (e.g. J2EE based), testing, project management, and product rollout.

OTHER PROFESSIONAL EXPERIENCE

1992 – 2003

Accenture

Senior Manager – Technology Competency Group, Communications & High Tech

Mr. Porter was responsible for both selling and delivering statements of work to clients that average approximately \$3M per annum for the past 4 years in our Communications Market Unit. I've led two major Accenture product development efforts in web hosting and web services technologies.

My responsibilities at Accenture include:

- Manage all phases of project lifecycle from system concept through project delivery and maintenance.
- Responsible for all aspects of program management ranging from staffing, systems architecture, workplan development, level of effort estimating.
- Manage multiple projects, deliverables and teams simultaneously.
- Expertise in software & systems delivery & product test/support/operations for large, complex systems.
- Expertise with Customer Relationship Management (CRM) and all aspects of customer value creation, including, customer sales, service and marketing performance.
- Manage all areas of project financials: cost estimates, proposal development, and client invoicing.
- Lead efforts to respond to RFPs and present/support senior level customer sales presentations (C-level, SVP, VP for large communications companies).
- Oversee project teams ranging in size from 10 to 65 members.
- Provide career counseling for 7 individuals, including all promotion, compensation and improvement plan decisions, hiring and termination.

The following project details provide more information on my accomplishments at Accenture:

Broadband (Cable) ISP Buildout and Operations (10/01 - Present)

Internal Web Services Software Development Initiative (02/01 – 10/01)

Large Network Products Company – ASP Product Strategy (10/00- 01/01)

Large ISP - Web Hosting Strategy and Integrated Sales Channel (02/00 – 10/00)

Global Operations Framework for ISP (11/99 – 02/00)**Wireless Company - Care & Billing System Performance Analysis (7/99-11/99)****Large RBOC – Customer Care and Billing Systems (11/93-7/99)**

- 12/98 – 05/99 – SSNS Production Support Manager
- 07/98 – 11/98 – SSNS AOM Performance Tuning
- 03/98 – 06/98 – SSNS Account Development Manager
- 12/97 – 03/98 – SSNS AOM Development Manager
- 09/97 – 12/97 – SSNS Long Distance Development Manager
- 04/97 – 09/97 – QuickStart Development Co-Manager
- 11/94 – 09/97 – SSNS 2.0 User Layer Team Leader
- 09/93 – 11/94 – SSNS System Test Support

1989 – 1992**E-System (Raytheon)
Software Engineer****1988****Columbia Research Corporation
Software Engineer**

Mr. Porter was a Software Engineer. I was responsible for relational database programming using dBase, DBXL and C on IBM PCs.