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June 10, 2010

VIA OVERNIGHT DELIVERY

Florida Public Service Commission
Office of Commission Clerk
2540 Shumard Oak Blvd.
Tallahassee, Florida 32399-0850
(850) 413-6770

RECEIVED-FPSC
10 JUN 11 PM 2:38
COMMISSION
CLERK

Re: IBC Telecom Corp.

To Whom It May Concern:

Enclosed please find one original and one (1) copy of IBC Telecom Corp.'s Application for Authority to Provide Competitive Local Exchange Telecommunications Company Service Within the State of Florida. **The Applicant hereby requests confidential treatment for its financial information.**

I also have enclosed a check in the amount of \$400.00 payable to the Florida Public Service Commission to cover the cost of filing these documents.

Please return a stamped copy of the extra copy of this letter in the enclosed preaddressed prepaid envelope.

- COM _____
- APA _____
- ECR _____
- GCL _____
- RAD _____
- SSC _____
- ADM _____
- OPC _____
- CLK *Nomur* _____

If you have any questions regarding this matter, please do not hesitate to call me. Thank you for your attention to this matter.

Sincerely,


Lance J.M. Steinhart, Esq.
Attorney for IBC Telecom Corp.

Enclosures
cc: Rachel Bulman

DOCUMENT NUMBER-DATE
04854 JUN 11 2010
FPSC-COMMISSION CLERK

FLORIDA PUBLIC SERVICE COMMISSION
DIVISION OF REGULATORY ANALYSIS
APPLICATION FORM
for
AUTHORITY TO PROVIDE COMPETITIVE LOCAL EXCHANGE
TELECOMMUNICATIONS COMPANY SERVICE
WITHIN THE STATE OF FLORIDA

Instructions

- A. This form is used as an application for an original certificate and for approval of sale, assignment or transfer of an existing certificate. In the case of a sale, assignment or transfer, the information provided shall be for the purchaser, assignee or transferee (See Page 8).
- B. Print or type all responses to each item requested in the application. If an item is not applicable, please explain.
- C. Use a separate sheet for each answer which will not fit the allotted space.
- D. Once completed, submit the original and one copy of this form along with a non-refundable application fee of **\$400.00** to:

**Florida Public Service Commission
Office of Commission Clerk
2540 Shumard Oak Blvd.
Tallahassee, Florida 32399-0850
(850) 413-6770**

- E. A filing fee of **\$400.00** is required for the sale, assignment or transfer of an existing certificate to another company (Chapter 25-24.815, F.A.C.).
- F. If you have questions about completing the form, contact:

**Florida Public Service Commission
Division of Regulatory Analysis
2540 Shumard Oak Blvd.
Tallahassee, Florida 32399-0850
(850) 413-6600**

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 rather than apply for a new certificate.

Approval of assignment of existing Certificate: Example, a certificated company purchases an existing company and desires to retain the existing certificate of authority and tariff.

2. Name of company: IBC Telecom Corp.

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

4. Official mailing address:

Street/Post Office Box: 26 Firemens Memorial Drive, Ste. 107
City: Pomona
State: New York
Zip: 10970

5. Florida address:

Street/Post Office Box:
City:
State:
Zip:

6. Structure of organization:

Individual
 Foreign Corporation
 General Partnership
 Other,

Corporation
 Foreign Partnership
 Limited Partnership

7. **If individual**, provide:

Name:
Title:
Street/Post Office Box:
City:
State:
Zip:
Telephone No.:
Fax No.:
E-Mail Address:
Website Address:

8. **If incorporated in Florida**, provide proof of authority to operate in Florida. The Florida Secretary of State corporate registration number is:

9. **If foreign corporation**, provide proof of authority to operate in Florida. The Florida Secretary of State corporate registration number is: F10000002244

10. **If using fictitious name (d/b/a)**, provide proof of compliance with fictitious name statute (Chapter 865.09, FS) to operate in Florida. The Florida Secretary of State fictitious name registration number is:

11. **If a limited liability partnership**, please proof of registration to operate in Florida. The Florida Secretary of State registration number is:

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

Name:
Title:
Street/Post Office Box:
City:
State:
Zip:
Telephone No.:
Fax No.:
E-Mail Address:
Website Address:

13. **If a foreign limited partnership**, provide proof of compliance with the foreign limited partnership statute (Chapter 620.169, FS), if applicable. The Florida registration number is:

14. Provide **F.E.I. Number** (if applicable): 27-2114416

15. Who will serve as liaison to the Commission in regard to the following?

(a) The application:

Name: Lance J.M. Steinhart
Title: Regulatory Counsel
Street name & number: 1720 Windward Concourse, Suite 115
Post office box:
City: Alpharetta
State: Georgia
Zip: 30005
Telephone No.: 770-232-9200
Fax No.: 770-232-9208
E-Mail Address: lsteinhart@telecomcounsel.com
Website Address: www.telecomcounsel.com

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

Name: Rachel Bulman
Title: Project Manager
Street name & number: 26 Firemens Memorial Drive, Ste. 107
Post office box:
City: Pomona
State: New York
Zip: 10970
Telephone No.: (845) 678-8100
Fax No.: (845) 678-8101
E-Mail Address: r.bulman@ibctelecom.com
Website Address:

(c) Complaints/Inquiries from customers:

Name: Rachel Bulman
Title: Project Manager
Street/Post Office Box: 26 Firemens Memorial Drive, Ste. 107
City: Pomona
State: New York
Zip: 10970
Telephone No.: (888) 778-3314
Fax No.: (845) 678-8101
E-Mail Address: r.bulman@ibctelecom.com
Website Address:

16. List the states in which the applicant:

(a) has operated as a Competitive Local Exchange Telecommunications Company.

None

(b) has applications pending to be certificated as a Competitive Local Exchange Telecommunications Company.

None

(c) is certificated to operate as a Competitive Local Exchange Telecommunications Company.

None

(d) has been denied authority to operate as a Competitive Local Exchange Telecommunications 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

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

(a) adjudged bankrupt, mentally incompetent (and not had his or her competency restored), or found guilty of any felony or of any crime, or whether such actions may result from pending proceedings. If so, provide explanation.

None

(b) granted or denied a competitive local exchange certificate in the State of Florida (this includes active and canceled competitive local exchange certificates). If yes, provide explanation and list the certificate holder and certificate number.

None

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

None

18. Submit the following:

(a) Managerial capability: resumes of employees/officers of the company that would indicate sufficient managerial experiences of each.

(b) Technical capability: resumes of employees/officers of the company that would indicate sufficient technical experiences or indicate what company has been contracted to conduct technical maintenance.

(c) Financial Capability: applicant's audited financial statements for the most recent three (3) years. If the applicant does not have audited financial statements, it shall so be stated. 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,
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.

THIS PAGE MUST BE COMPLETED AND SIGNED

REGULATORY ASSESSMENT FEE: I understand that all telephone companies must pay a regulatory assessment fee. Regardless of the gross operating revenue of a company, a minimum annual assessment fee, as defined by the Commission, is required.

RECEIPT AND UNDERSTANDING OF RULES: I acknowledge receipt and understanding of the Florida Public Service Commission's rules and orders relating to the provisioning of competitive local exchange telecommunications company (CLEC) service in Florida.

APPLICANT ACKNOWLEDGEMENT: 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 competitive local exchange telecommunications 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."**

Company Owner or Officer

Print Name: Moshe Gutman
Title: President
Telephone No.: (845) 678-8100
E-Mail Address: m.gutman@ibctelecom.com

Signature:  _____

Date: 4/23/10

LIST OF ATTACHMENTS

FINANCIAL INFORMATION

MANAGEMENT INFORMATION

STATEMENT OF FINANCIAL CAPABILITY

FINANCIAL INFORMATION

The Applicant hereby requests confidential treatment for its financial information.

MANAGEMENT INFORMATION

MOSHE GUTMAN

Business Analyst

Business and Financial Analyst with strong creative problem-solving skills and over 10 years of experience designing and managing projects, from concept through execution, to cut costs, optimize efficiencies, and maximize profitability. Detail-oriented and organized professional with strong Excel and Hyperion/Brio skills who thrives on preparing complex reports and providing in-depth analysis. Works well both individually and with teams, and always strives to provide quick turnaround on all projects.

Key Skills

- | | |
|-----------------------------------|------------------------------------|
| • Financial Planning and Analysis | • Profit Optimization |
| • Business Analysis | • Pricing |
| • Strategy | • Cost cutting |
| • Reporting | • Demographic mapping and analysis |
| • Systems Analysis | • LERG |
| • Project Management | • USA 800 and Term routing |
| • Risk Management | • MS Excel |

Software: MS Office (Excel, Word, Powerpoint), FoxPro, Hyperion/Brio, MS Mappoint

Work Experience

GANON CONSULTING GROUP LLC – Spring Valley, NY

July 2008–Present **Managing Partner / Consultant**

Consulting group specializing in management consulting for small to medium size businesses. Also focused on developing and executing business plans for new startups.

IDT CORP • - Newark, NJ (Ticker IDT; IDT.C)

January 2005–May 2008 **Director, Strategic Opportunities Analysis**

Analyzed internal and market factors impacting \$600MM/yr U.S. prepaid calling card business, and \$500MM/yr wholesale carrier business to devise creative solutions for growing market share and profitability. Projects included identifying demographic and market growth opportunities, evaluating marketing campaigns, new product development, creating insightful and analytical KPI reports for sales and management teams, analyzing foreign exchange impacts on margins, and developing product life cycle management plans to optimize profitability.

- Designed over 100 strategic analysis projects to lower costs and increase profitability
- Managed implementation of projects generating increased gross profit of approximately \$10MM/yr.
- Co-developed patented system for optimizing US traffic routing, saving additional \$5MM/yr.

June 2004–Dec 2004 Director, Global Wholesale Pricing

Set and implemented pricing policy to maximize sales and profitability for wholesale telecom products

- Managed global group responsible for creating customer specific pricing plans for all wholesale products sold to over 400 customers in 25 countries

July 2001–May 2004 Financial Analyst / Manager, COST Group

Analyzed business operations and identified ways to improve efficiencies and lower costs.

- Developed LERG-based reporting system to greatly enhance toll-free routing efficiency. Achieved over 30% decrease in costs in first three months for annual savings of over \$30MM.
- Coordinated multi-functional project to drive down domestic (U.S.) termination costs by nearly 50% in 8 months, for annual savings of over \$12MM, through improved internal efficiencies and vendor negotiations.
- Authored weekly report to keep executive management updated on project progress.

VIATEL INC • - New York, NY

January 2000– June 2001 Manager, Network Optimization Analysis

Analyzed and redesigned U.S. fiber and FGD network to eliminate inefficiencies and cut costs

- Achieved savings of over \$6MM/yr in fixed costs
- Designed new U.S. routing program to achieve additional \$6MM/yr savings in variable costs

July 1998 - December 1999 Margin Analyst

Margin analysis, price setting, and revenue assurance analysis for consumer voice products

- Designed new program to reduce the calculation of the average-weighted-costs of international voice termination from a lengthy monthly process to automatic and more accurate daily updates
- Used Fox Pro to analyze margins on prepaid calling services in greater detail and accuracy

Education

***NEW YORK UNIVERSITY*, New York, NY – September 2005**

MBA / Specializations in Finance, Accounting, Business Law, and Management

- ◆ Stern Scholar ◆ Graduated with Distinction ◆ Beta Gamma Sigma ◆ GPA: 3.86

***TOURO COLLEGE*, Brooklyn, NY – June 1999**

B.S. / Computer Science- Management Information Systems

- ◆ GPA: 4.0 ◆ Computer Science Award ◆ GMAT Score: 750 (99th percentile)
-

References available upon request

STATEMENT OF FINANCIAL CAPABILITY
IBC Telecom Corp.

Applicant has sufficient financial capability to provide the requested service in the State of Florida and has sufficient financial capability to maintain the requested service and to meet its lease or ownership obligations. Applicant does not have audited financial statements. In support of Applicant's stated financial capability, a copy of its balance sheet is being filed separately as confidential. Applicant intends to fund the provision of service through internally generated cash flow. Applicant also has the ability to borrow funds, if required, based upon its financial capabilities, to provide service in the State of Florida.