

CK# 2292  
\$ 500.00  
4-7-15  
RR

# FLORIDA PUBLIC SERVICE COMMISSION

## DATE DEPOSIT OFFICE OF TELECOMMUNICATIONS

APR 13 2015 5 36 -

### APPLICATION FORM FOR AUTHORITY TO PROVIDE 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 transfer of an existing certificate. In the case of a transfer, the information provided shall be for the 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 **\$500.00** 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 **\$500.00** is required for the transfer of an existing certificate to another company.
- F. If you have questions about completing the form, contact:

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

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COMMISSION CLERK

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.

2. Name of company: INNOVATIVE TECH PROS, CORP

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

INNOVATIVE TECH PROS

4. Official mailing address:

Street/Post Office Box: 192 MINORCA AVE

City: CORAL GABLES

State: FLORIDA

Zip: 33134

5. Florida address:

Street/Post Office Box: 192 MINORCA AVE

City: CORAL GABLES

State: FLORIDA

Zip: 33134

6. Structure of organization:

- Individual
- Foreign Corporation
- General Partnership
- Other, please specify:

- Corporation
- Foreign Partnership
- Limited Partnership

**If individual**, provide:

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

7. **If incorporated in Florida**, provide proof of authority to operate in Florida. The Florida Secretary of State corporate registration number is: P04000155842
8. **If foreign corporation**, provide proof of authority to operate in Florida. The Florida Secretary of State corporate registration number is:
9. **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:
10. **If a limited liability partnership**, please proof of registration to operate in Florida. The Florida Secretary of State registration number is:
11. **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: \_\_\_\_\_

12. **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:

13. Provide **F.E.I. Number**: 202369054

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

(a) The application:

Name: CAESAR ENGROBA  
Title: PRESIDENT  
Street Name & Number: 192 MINORCA AVE  
Post Office Box:  
City: CORAL GABLES  
State: FLORIDA  
Zip: 33134  
Telephone No.: 786-382-0528 X6001  
Fax No.: 305-441-0191  
E-Mail Address: [CAESAR@ITPSCORP.COM](mailto:CAESAR@ITPSCORP.COM)  
Website Address: [WWW.ITPSCORP.COM](http://WWW.ITPSCORP.COM)

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

Name: CAESAR ENGROBA  
Title: PRESIDENT  
Street Name & Number: 192 MINORCA AVE  
Post Office Box:  
City: CORAL GABLES  
State: FLORIDA  
Zip: 33134  
Telephone No.: 786-382-0528 X6001  
Fax No.: 305-441-0191  
E-Mail Address: [CAESAR@ITPSCORP.COM](mailto:CAESAR@ITPSCORP.COM)  
Website Address: [WWW.ITPSCORP.COM](http://WWW.ITPSCORP.COM)

(c) Where will you officially designate as your place of publicly publishing your schedule (a/k/a tariffs or price lists)?

- Florida Public Service Commission
- Website – *Website address*:
- Other – *Please provide address*:

15. List the states in which the applicant:

(a) has operated as a telecommunications company.

(b) has applications pending to be certificated as a telecommunications company.

(c) is certificated to operate as a telecommunications company.

(d) has been denied authority to operate as a telecommunications company and the circumstances involved.

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

(f) has been involved in civil court proceedings with another telecommunications entity, and the circumstances involved.

16. Have any of the officers, directors, or any of the ten largest stockholders 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.  Yes  No

If yes, provide explanation.

(b) granted or denied a certificate in the State of Florida (this includes active and canceled certificates).  Yes  No

If yes, provide explanation and list the certificate holder and certificate number.

(c) an officer, director, partner or stockholder in any other Florida certificated or registered telephone company.  Yes  No

If yes, give name of company and relationship. If no longer associated with company, give reason why not.

**17. Submit the following:**

(a) **Managerial capability:** resumes of employees/officers of the company that would indicate sufficient managerial experiences of each. Please explain if a resume represents an individual that is not employed with the company and provide proof that the individual authorizes the use of the resume.

(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. Please explain if a resume represents an individual that is not employed with the company and provide proof that the individual authorizes the use of the resume.

(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:** *It is the applicant's burden to demonstrate that it possesses adequate managerial capability, technical capability, and financial capability. Additional supporting information can be supplied at the discretion of the applicant.*

**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 telecommunications company 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 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.**"

I understand that any false statements can result in being denied a certificate of authority in Florida.

COMPANY OWNER OR OFFICER

Print Name: CAESAR ENGROBA  
Title: PRESIDENT  
Telephone No.: 786-382-0528 X6001  
E-Mail Address: CAESAR@ITPSCORP.COM

Signature: \_\_\_\_\_



Date: \_\_\_\_\_

4/8/15

## CERTIFICATE TRANSFER

As current holder of Florida Public Service Commission Certificate Number \_\_\_\_\_, I have reviewed this application and join in the petitioner's request for a transfer of the certificate.

### COMPANY OWNER OR OFFICER

Print Name: \_\_\_\_\_

Title: \_\_\_\_\_

Street/Post Office Box: \_\_\_\_\_

City: \_\_\_\_\_

State: \_\_\_\_\_

Zip: \_\_\_\_\_

Telephone No.: \_\_\_\_\_

Fax No.: \_\_\_\_\_

E-Mail Address: \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_



# JUAN CAMILO PEREZ, M.P.A.

192 MINORCA AVE • CORAL GABLES, FL 33134

786-382-0528 X6010 • JUAN@ITPSCORP.COM

## OVERVIEW

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Experienced business owner and entrepreneur with exceptional skills in administration, project management, personnel management, customer service, communications, leadership, finance, and technology. Extensive research at graduate level looking to transition from private to public sector in order to fulfill goal of being a public servant.

## EDUCATION

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<b>Masters in Public Administration (M.P.A)</b>	<i>Florida International University</i>	2010
<b>Bachelors in Public Administration (B.A.)</b>	<i>Florida International University</i>	2009
<b>Liberal Arts (A.A.)</b>	<i>Miami Dade College</i>	2008

- Graduated *cum laude* in both bachelors and masters programs.
- Accelerated degree completion; gained knowledge in the political, social, and economic context of public administration; policy analysis; program planning; human resources management; public finance and the budgetary process; leadership and decision making; information technology and e-government; financial management; applied research methods; and the practice of public management.
- Member, Delta Epsilon Iota Academic Honor Society and Phi Alpha Delta Pre-Law Society
- Founder of numerous and ongoing systematic study groups. Organized classes and took initiative to form and lead student teams for collective success.

## SKILLS PORTFOLIO

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<b>Services Management</b>	Hands-on administration, operations, and human resources management of a successful commercial janitorial service. Managing partner with co-responsibilities for market penetration and new business development; customer service; quality assurance; contract management; staff recruiting, training, supervision, and retention; scheduling and logistics; purchasing; and ensuring employee safety and policy compliance. Notable success in customer retention and loyalty, employee retention and loyalty, and word-of-mouth expansion through satisfied clientele.
<b>Public Administration &amp; Project Management</b>	Skilled in program planning, budgeting, management, and implementation. Actively working with a not-for-profit organization with a vision for providing global sustainable drinking water and housing solutions. Masters level coursework in wide-ranging aspects of public administration. Extremely organized and detail oriented. Consistently meet deadlines ahead of schedule and within cost constraints.
<b>Leadership &amp; Management</b>	Natural and practiced abilities in “rallying the troops” to reach organizational goals. Exceptional skills in motivating team members and employees to exceed performance expectations. Retain low turnover and high morale among staff members.
<b>Business &amp; Financial Administration</b>	Skilled in business and financial practices and principles including sales, marketing, budgeting, forecasting, reporting, database management, customer service, and daily operations. Gained experience in multiple successful entrepreneurial ventures.
<b>Communications &amp; Soft Skills</b>	Exceptional communicator, motivator, and encourager. Outstanding people skills with an extensive and growing network of resources in building trades, business, and government. Positive outlook with strong relationship-building skills and a high-energy work ethic.
<b>Technology</b>	Adept in business technology including Microsoft Word, PowerPoint, Excel, Outlook; Adobe Photoshop and Illustrator; and social networking.

## EXPERIENCE

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**Managing Partner/Founder** *High Maintenance Services – Miami, FL* 2004 – Present

New business development, account management, and daily operations for a multi-account commercial janitorial service. Achieved 600% growth rate from 2010 to present. Exemplary leadership and hands-on managerial style resulting in client and employee loyalty, low employee turnover, and increased customer satisfaction. Continually assessing processes and procedures to improve productivity and provide excellent quality assurance. Keen attention to OSHA compliance and safety issues.

**Director of Business Development** *Innovative Tech Pros, Corp – Coral Gables, FL* 2008 – Present

New business development, account management and daily operations for enterprise accounts. Responsible for ensuring customer satisfaction and consulting on new projects. Also responsible for transitioning from our business development team to our managed services team in ensuring no loss of communication.

*Help House Humanity (H3) – Miami, FL* 2010 – 2012

**Administrator**

With a team of visionary professionals, assisting in the startup and launch of a non-profit 501(c)(3) organization committed to providing clean drinking water and housing for those living in impoverished and unhealthy environments. Collaborating with engineers and architects to provide innovative water filters and housing built from recycled materials. See [www.H3Now.org](http://www.H3Now.org). Brandon Brugal 305-491-3537

**Consulate Intern** *General Consulate of Colombia in Miami – Coral Gables, FL* 2008 – present

Served the Colombian consulate general first as an intern and now on a volunteer consulting basis. As intern, added efficiencies and saved consulate thousands of dollars through executive budgeting, recommending process changes, and resolving difficult issues on behalf of consulate staff and family members. Analyzed contracts and provided translation services. Currently provide janitorial and security services under contract through High Maintenance Services, and provide ongoing consulting and assistance on a volunteer basis in a diversity of subjects including payroll administration, compliance, and other administrative duties. Edith Salamanca 786-879-2444

**Entrepreneur/Founder** *All Star Vending Services – Miami, FL* 2007 – 2009

Planned, implemented, and successfully ran a multi-account vending service. Managed purchasing, inventory control, machine relocation, and finances. Sold business at a profit to focus on other endeavors.

**Entrepreneur** *Youth car wash services – Miami, FL* 2001 – 2006

Developed natural leadership and entrepreneurial abilities since childhood. Beginning at age 12, organized a weekend car wash business targeting 600 neighborhood units. Hired neighborhood children to meet the demand. Landlord saw reduction in youth vandalism because kids were occupied; subsequently invested in the business by providing supplies.

## COMMUNITY SERVICE

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- Habitat for Humanity volunteer
- Volunteer for the Nasdaq 100 / Sony Ericsson Open tennis tournaments
- Help House Humanity founding member and volunteer

# Caesar Andrew Engroba

786-382-0528 Ext: 6001 | caesar@itpscorp.com | www.itpscorp.com  
192 Minorca Ave Coral Gables, FL 33134

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## PROFESSIONAL SUMMARY

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Immediately after graduating high school I knew I was destined to become an entrepreneur. With a deep passion in the technology field, I opened my own IT consulting firm at the ripe age of 18. After 10 years of experience, I have a profound understanding of how a company functions. I developed expertise in resolving customer issues with efficiency and developed competencies in many technologies. I excel in various fields including: Project management, communications, customer service, personnel management, leadership and finance management.

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## EDUCATION

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### MIAMI DADE COLLEGE

*Associates in arts*

Miami, FL  
March 2006 – September 2008

### ACADEMY OF SOUTH FLORIDA

*Technology certifications*

Miami, FL  
March 2006 – December 2008

A+, NET+, MCSA, MCSE, MCSE: Messaging, dCAP, VoIP, CCNA, VMWare

Fluent in English and Spanish

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## EXPERIENCE

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### INNOVATIVE TECH PROS, CORP

*Director of Managed Services*

Miami, FL  
2004 - Present

- Efficiently manage customer service departments, project management and consulting
- Innovate open-source infrastructures utilizing open source technologies such as Asterisk, Linux, MySQL and Apache
- Enterprise Network management using BGP, OSPF and other routing protocols
- Network design and implementation
- Fiber Optic installation and management
- Software Development
- Voice over IP integration and deployment
- Datacenter management and implementation
- Line of Business Application consulting and implementation
- Server infrastructure management and implementation
- Cloud services development, management and deployment
- Develop streamline solutions for customer service operations to improve customer response times

### CONQUEST BUSINESS GROUP

*Network Engineer*

Miami, FL  
2005 - 2007

- Systems management and deployment
- Network design and implementation
- Quickly communicate enabled technology and turnkey leadership skills
- Quickly analyzed business operations and developed streamlined solutions

### AICE INVESTMENTS

*Investor*

Miami, FL  
2014 - Present

- Quickly analyze and determine real estate market conditions
- Responsible for projecting financial outcome in simulations of property purchases
- Management of large construction projects; rehabilitation of multiple real estate properties
- Management of funds and analysis of cash flow

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## TECHNICAL EXPERTISE

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**Telephony:** Asterisk PBX, Telephony integration, VoIP (SIP, RTP), SS7 Routing, ISDN/PRI Interface technology, FXO/FXS

**Programming Languages:** Bash Shell Scripting, Powershell Scripting, C#, PHP, HTML, CSS, Javascript

**Operating Systems:** Windows, Windows Server, Linux (CentOS, Ubuntu RedHat), FreeBSD, MAC OS (Unix)

**Networking Protocols:** Ethernet, TCP/IP, AppleTalk, NetBIOS, BGP, OSPF, SS7, IEEE 802.11, IPX, Frame Relay, ATM FDDI


# Balance Sheet

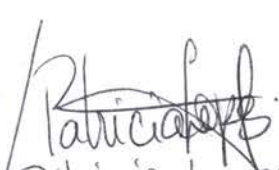
	FY-2012	FY-2013	FY-2014
<b>Current Assets</b>			
Cash	14104	1331	17000
Investments	0	0	0
Inventories	98	1047	2340
Accounts receivable	2750	5020	8829
Pre-paid expenses	0	0	
Other	0	0	
<b>Total</b>	<b>16952</b>	<b>7398</b>	<b>28169</b>
<b>Fixed Assets</b>			
Property and equipment	0	0	
Leasehold improvements	0	0	
Equity and other investments	0	0	
Less accumulated depreciation (Negative Value)	0	0	0
<b>Total</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Other Assets</b>			
Charity	0		
<b>Total</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Total Assets</b>	<b>16952</b>	<b>7398</b>	<b>28169</b>
<b>Current Liabilities</b>			
Accounts payable	0	700	650
Accrued wages	0	0	0
Accrued compensation	0	0	0
Income taxes payable	0	0	0
Unearned revenue	0	0	0
Other	0	0	0
<b>Total</b>	<b>0</b>	<b>700</b>	<b>650</b>
<b>Long-term Liabilities</b>			
Mortgage payable	0	0	0
<b>Total</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Owner Equity</b>			

Cesar Engoba / President

Patricia Lopez  
Patricia Lopez  
Treasurer

	FY-2012	FY-2013	FY-2014
Investment capital	0	0	0
Accumulated retained earnings	0		0
<b>Total</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Total Liabilities &amp; Stockholder Equity</b>	<b>0</b>	<b>700</b>	<b>650</b>

  
 Caesar Engros  
 President

  
 Patricia Lopez  
 Treasurer

# Income Statement

**Innovative Tech Pros  
Year 2014**

Financial Statements in U.S. Dollars

**Revenue**  
 Gross Sales  
 Less: Sales Returns and Allowances  
**Net Sales**

240109	
240109	

**Cost of Goods Sold**  
 Beginning Inventory  
 Add: Purchases  
       Freight-in  
       Direct Labor  
       Indirect Expenses  
 Inventory Available  
 Less: Ending Inventory  
**Cost of Goods Sold**

87126	
87126	
87126	

**Gross Profit (Loss)**

	152983
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**Expenses**  
**Total Expenses**

	136158
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**Net Operating Income**

	16825
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**Gain (Loss) on Sale of Assets**  
**Interest Income**  
**Total Other Income**

0	

**Net Income (Loss)**

	16825
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*Caesar Engraba*  
 President

*Patricia Lopez*  
 Treasurer

# Income Statement

**Innovative Tech Pros  
Year 2013**

Financial Statements in U.S. Dollars

## Revenue

Gross Sales  
Less: Sales Returns and Allowances  
**Net Sales**

219163	
219163	

## Cost of Goods Sold

Beginning Inventory  
Add: Purchases  
Freight-in  
Direct Labor  
Indirect Expenses  
Inventory Available  
Less: Ending Inventory  
**Cost of Goods Sold**

49412	
49412	
49412	

**Gross Profit (Loss)**

	169751
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## Expenses

**Total Expenses**

	168459
--	--------

**Net Operating Income**

	1292
--	------

Gain (Loss) on Sale of Assets  
Interest Income  
**Total Other Income**

0	

**Net Income (Loss)**

	1292
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**Otr**

*Caesar Engorta*  
President

*Patricia Lopez*  
Treasurer

# Income Statement

**Innovative Tech Pros  
Year 2012**

Financial Statements in U.S. Dollars

## Revenue

Gross Sales  
Less: Sales Returns and Allowances  
**Net Sales**

213751	
	213751

## Cost of Goods Sold

Beginning Inventory  
Add: Purchases  
Freight-in  
Direct Labor  
Indirect Expenses  
Inventory Available  
Less: Ending Inventory  
**Cost of Goods Sold**

28080	
28080	
	28080

**Gross Profit (Loss)**

	185671
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## Expenses

**Total Expenses**

	174133
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**Net Operating Income**

	11538
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Gain (Loss) on Sale of Assets  
Interest Income  
**Total Other Income**

	0

**Net Income (Loss)**

	11538
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 **CE**

Caesar Engobay  
President

  
Patricia Lopez  
Treasurer