SWIDLER BERLIN SHEREFF FRIEDMAN, LLP ORIGINAL

3000 K STREET, NW, SUITE 300 Washington, DC 20007-5116 Telephone (202)424-7500 Facsimile (202) 424-7647

NEW YORK OFFICE THE CHRYSLER BUILDING 405 LEXINGTON AVENUE NEW YORK, NY 10174

September 18, 2000

VIA OVERNIGHT MAIL

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

001432-TX

Re: Application of DLC Enterprises, Inc. d/b/a Direct Link Communications, Inc. for Authority to Provide Alternative Local Exchange Service in Florida

Dear Ms. Bayo:

Enclosed for filing on behalf of DLC Enterprises, Inc. d/b/a Direct Link Communications, Inc. ("DLC") please find an original and five (5) copies of DLC's application for authority to provide alternative local exchange service in Florida. Also enclosed is a check in the amount of \$250.00 to cover the requisite application filing fee.

Pursuant to Section 364.183 of the Florida Statutes and Section 22.006 of the Commission's Rules of Practice and Procedure, DLC is requesting confidential treatment of its financial statements which are attached as Exhibit A to its application. DLC is filing one copy of its financial statements in a sealed envelope marked "Confidential." The financial statements contain proprietary, commercially sensitive information that, if disseminated, could be used to the DLC's detriment by competitors. DLC therefore respectfully requests that the Commission treat its financial statements as sensitive and proprietary data and not disclose them to the public.

Please date-stamp the enclosed extra copy of this filing and return in the self-addressed, stamped envelope provided. Should you have any questions concerning this filing, please do not hesitate to contact Brett P. Ferenchak at (202) 424-7697.

Respectfully yours,

Butt PFerendere

Rachel D. Flam Brett P. Ferenchak

Counsel for DLC Enterprises, Inc. d/b/a Direct Link Communications, Inc.

Enclosures

cc: Walker D'Haeseleer, Director Communications Division Art Garcia, DLC This staim of confidentiality was filed by or on behalf of a "teleo"

This claim of confidentiality was filed by or on behalf of a "telco" for Confidential DN _______A _____. The document is in locked storage pending advice on handling. To access the material, your name must be on the CASR. If undocketed, your division director must obtain written EXD/Tech permission before you can access it.

DOCUMENT NUMBER-DATE

340243.1

FPSC-RECORDS/REPORTING

11753 SEP 198

SWIDLER BERLIN SHEREFF FRIEDMAN, LLP

3000 K STREET, NW, SUITE 300 Washington, DC 20007-5116 Telephone (202)424-7500 Facsimile (202) 424-7647

NEW YORK OFFICE THE CHRYSLER BUILDING 405 LEXINGTON AVENUE NEW YORK, NY 10174

September 18, 2000

VIA OVERNIGHT MAIL

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

001432-TX

Re: Application of DLC Enterprises, Inc. d/b/a Direct Link Communications, Inc. for Authority to Provide Alternative Local Exchange Service in Florida

Dear Ms. Bayo:

Enclosed for filing on behalf of DLC Enterprises, Inc. d/b/a Direct Link Communications, Inc. ("DLC") please find an original and five (5) copies of DLC's application for authority to provide alternative local exchange service in Florida. Also enclosed is a check in the amount of \$250.00 to cover the requisite application filing fee.

Pursuant to Section 364.183 of the Florida Statutes and Section 22.006 of the Commission's Rules of Practice and Procedure, DLC is requesting confidential treatment of its financial statements which are attached as Exhibit A to its application. DLC is filing one copy of its financial statements in a sealed envelope marked "Confidential." The financial statements contain proprietary, commercially sensitive information that, if disseminated, could be used to the DLC's detriment by competitors. DLC therefore respectfully requests that the Commission treat its financial statements as sensitive and proprietary data and not disclose them to the public.

Please date-stamp the enclosed extra copy of this filing and return in the self-addressed, stamped envelope provided. Should you have any questions concerning this filing, please do not hesitate to contact Brett P. Ferenchak at (202) 424-7697.

Check received with filing and forwarded to Fiscal for deposit. Fiscal to forward a copy of check PRAR Droof of deposit.

on who forwarded oneck:

Respectfully yours,

Butt PFerenchie

Rachel D. Flam Brett P. Ferenchak

Counsel for DLC Enterprises, Inc. d/b/a Direct Link Communications, Inc.

Enclosures

cc: Walker D'Haeseleer, Director Communications Division Art Garcia, DLC

> DOCUMENT NUMBER-DATE 1 1 7 5 3 SEP 19 8 FPSC-RECORDS/REPORTING

340243.1

** FLORIDA PUBLIC SERVICE COMMISSION **

DIVISION OF TELECOMMUNICATIONS BUREAU OF CERTIFICATION AND SERVICE EVALUATION

APPLICATION FORM

for <u>AUTHORITY TO PROVIDE</u> <u>ALTERNATIVE LOCAL EXCHANGE SERVICE</u> <u>WITHIN THE STATE OF FLORIDA</u>

001432-TX

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 Appendix A).
- 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 <u>\$250.00</u> to:

Florida Public Service Commission Division of <u>Records and Reporting</u> 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 Telecommunications Bureau of Certification and Service Evaluation 2540 Shumard Oak Blvd. Tallahassee, Florida 32399-0850 (850) 413-6600

FORM PSC/CMU 8 (11/95) Required by Commission Rule Nos. 25-24.805, 25-24.810, and 25-24.815

APPLICATION

- 1. This is an application for \checkmark (check one):
 - (✓) Original certificate (new company).
 - () Approval of transfer of existing certificate: <u>Example</u>, 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: <u>Example</u>, a company purchases 51% of a certificated company. The Commission must approve the new controlling entity.
- 2. Name of company:

DLC Enterprises, Inc. d/b/a Direct Link Communications, Inc. ("DLC" or "Applicant")

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

DLC Enterprises, Inc. d/b/a Direct Link Communications, Inc.

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

5071 Broadway, Second Floor

New York, New York 10034

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

DLC's Florida office is located at 444 Brickle Avenue, 4th Floor, Miami,

Florida, 33131

- 6. Structure of organization:) Corporation () Individual ((\checkmark) Foreign Corporation () Foreign Partnership () General Partnership () Limited Partnership) Other (7. If individual, provide: Name: Not Applicable Title: Address: City/State/Zip: Telephone No.: Fax No.: Internet E-Mail Address: Internet Web site Address:
- 8. If <u>incorporated in Florida</u>, provide proof of authority to operate in Florida:
 - (a) The Florida Secretary of State corporate registration number:

Not Applicable

- 9. <u>If foreign corporation</u>, provide proof of authority to operate in Florida:
 - (a) The Florida Secretary of State corporate registration number:

F0000000306

- 10. <u>If using fictitious name-d/b/a</u>, 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:

F0000000306

- 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. <u>If a partnership</u>, provide name, title and address of all partners and a copy of the partnership agreement.

Name: Not Applicable	
Title:	
Address:	
City/State/Zip:	
Telephone No.:	_ Fax No.:
Internet E-Mail Address:	
Internet Web site Address:	

- 13. <u>If a foreign limited partnership</u>, provide proof of compliance with the foreign limited partnership statute (Chapter 620.169, FS), if applicable.
 - (a) The Florida registration number: Not Applicable
- 14. Provide F.E.I. Number (if applicable):13402 4999
- 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. <u>Provide explanation</u>.

None of DLC's officers, directors, or ten largest stockholders of DLC have previously been adjudged mentally incompetent or found guilty of any felony or of any crime, nor will any such actions result from pending proceedings. Gordon Cook, one of DLC's officers, directors and ten largest stockholders filed for personal bankruptcy in 1990.

(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.

None of the officers, directors, or ten largest stockholders of Applicant have previously been an officer, director, partner, or stockholder in any other Florida certificated telephone company.

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

(a) The application:

Name: Rachel D. Flam and Brett P. Ferenchak Swidler Berlin Shereff Friedman, LLP

Title: Counsel

Address: 3000 K St., N.W., Suite 300

City/State/Zip: Washington, D.C. 20007-5116

Telephone No.: (202) 424-7500 Fax No.: (202) 424-7645

Internet E-Mail Address: rdflam@swidlaw.com, bpferenchak@swidlaw.com

Internet Web site Address: http://www.swidlaw.com

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

Name: Art Garcia

Title: President

Address: 5071 Broadway, Second Floor

City/State/Zip: New York, New York 10034

Telephone No.: (212) 569-4279 Fax No.: (212) 569-4325

Internet E-Mail Address: telcodlc@aol.com

Internet Web site Address: Not Applicable

FORM PSC/CMU 8 (11/95) Required by Commission Rule Nos. 25-24.805, 25-24.810, and 25-24.815 (c) Complaints/Inquiries from customers:

Name: Art Garcia	
Title: President	
Address: 5071 Broadway, Second Floor	
City (Dista / Zime Manue Manue Manue Manue 10024	
City/State/Zip: New York, New York 10034	
Telephone No.: (212) 569-4279 Fax No.: (212) 569-4325	
Internet E-Mail Address: telcodlc@aol.com	
Internet Mich eite Addresse Net Applicable	
Internet Web site Address: Not Applicable	

- 17. List the states in which the applicant:
 - (a) has operated as an alternative local exchange company.

DLC has not y	vet operated	as an alternate	local exchange company in
any state.	-		

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

DLC currently has pending applications for authority to provide local exchange telecommunications services in California and New York and intends to apply for similar authority in certain additional states.

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

DLC has not yet been certificated as an alternative local exchange company in any state.

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

DLC has not been denied authority to offer service in any state.

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

No regulatory agency has imposed any penalties on DLC for any violations of telecommunications statutes.

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

DLC has not been involved in civil court proceedings with an IXC, LEC, or other telecommunications entity.

- 18. Submit the following:
- A. 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;
- 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. <u>written explanation</u> that the applicant has sufficient financial capability to provide the requested service in the geographic area proposed to be served.
- 2. <u>written explanation</u> that the applicant has sufficient financial capability to maintain the requested service.
- 3. <u>written explanation</u> that the applicant has sufficient financial capability to meet its lease or ownership obligations.

Please see Exhibit A.

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

Please see Exhibit B.

C. 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.

Please see Exhibit B.

** APPLICANT ACKNOWLEDGMENT STATEMENT **

- 1. **REGULATORY ASSESSMENT FEE:** I understand that all telephone companies must pay a regulatory assessment fee in the amount of <u>.15 of one percent</u> 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. GROSS RECEIPTS TAX: I understand that all telephone companies must pay a gross receipts tax of two and one-half percent on all intra and interstate business.
- 3. SALES TAX: I understand that a seven percent sales tax must be paid on intra and interstate revenues.
- **4. APPLICATION FEE:** I understand that a non-refundable application fee of \$250.00 must be submitted with the application.

UTILITY OFFIC Signature

Date

_____ President

(212) 569-4279 Telephone No.

Address: 5071 Broadway, Second Floor

(212) 569-4325 Fax No.

New York, New York 10034

ATTACHMENTS:

A - CERTIFICATE SALE, TRANSFER, OR ASSIGNMENT STATEMENT

- **B INTRASTATE NETWORK**
- C AFFIDAVIT

** APPENDIX B **

INTRASTATE NETWORK (if available)

Chapter 25-24.825 (5), Florida Administrative Code, requires the company to make available to staff the alternative local exchange service areas only upon request.

1. POP: Addresses where located. and indicate if owned or leased.

1) 100 N. Biscayne Blvd.	2)
Miami, FL (Lease Partition)	
3)	4)

2. SWITCHES: Address where located, by type of switch, and indicate if owned or leased.

1) EWSD Class 4-5 Switch	2)
100 N. Biscayne Blvd.	
Miami, FL (Lease Partition)	
3)	4)

3. TRANSMISSION FACILITIES: POP-to-POP facilities by type of facilities (microwave, fiber, copper, satellite, etc.) and indicate if owned or leased.

POP-to-POP	OWNERSHIP
1) Fiber	Leased
2) Microwave	Leased
3) Satellite	Leased
4)	

FORM PSC/CMU 8 (11/95) Required by Commission Rule Nos. 25-24.805, 25-24.810, and 25-24.815

.

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 OFFICIA Signature

President Title

Address: 5071 Broadway, Second Floor

New York, New York 10034

Date

(212) 569-4279 Telephone No.

<u>(212) 569-4325</u> Fax No.

281636.1

FORM PSC/CMU 8 (11/95) Required by Commission Rule Nos. 25-24.805, 25-24.810, and 25-24.815

EXHIBITS

 $\overline{}$

Exhibit A	Financial Qualifications
Exhibit B	Managerial and Technical Qualifications

<u>Exhibit A</u>

Financial Qualifications

DLC has sufficient financial capability to provide and maintain its interexchange and local exchange telecommunications services throughout the State of Florida and sufficient financial capability to meet any lease or ownership obligations it may incur. DLC will rely upon its existing personnel and technological and financial resources to provide intrastate services. In support of its application, DLC submits its unaudited financial statements — consisting of an accountant's report, balance sheet, statement of income, change in financial position, cash flows, notes to financial statements and notarized statement from the applicant — attached hereto. The financial statements cover the period April 1, 2000 through June 30, 2000 and the period ending December 31, 1999.

Please note that DLC is a privately held company whose financial statements are not generally available to the public. Therefore, DLC has submitted its financial statements in a separately sealed envelope. DLC respectfully requests that, pursuant to Section 25-22.006 of the Commission Rules of Practice and Procedures and Section 364.183 of the Florida Statutes, these documents be given confidential treatment and not be made part of the public record or otherwise be released to the public. DLC Enterprises, Inc. 5071 Broadway, Second Floor New York, New York 10034

Re: Unaudited Financial Statements

To whom it may concern:

DLC Enterprises, Inc. ("DLC") has access to the financing and capital necessary to provide the requested service in the geographic area proposed to be served, to maintain the requested service, and to meet its lease or ownership obligations. DLC does not have audited financial statements. DLC, however, is providing its current unaudited financial statements to demonstrate its financial ability.

By my signature below, I attest to the accuracy of DLC's unaudited financial statements filed with DLC's Application for Authority to Provide Alternative Local Exchange Service within the State of Florida. I declare that to the best of my knowledge and belief the information is true and correct.

Executed on this <u>22</u> day of August, 2000

Gordon L. Cook, III Chief Executive Officer/Chief Financial Officer DLC Enterprises, Inc.

day of August, 2000. Subscribed to and sworn before mothing Notary Public My Commission Expire

<u>Exhibit B</u>

· ·

Managerial and Technical Qualifications

Gordon L. Cook III Chief Executive Officer

Mr. Cook has 26 years experience in management and administration in high-risk ventures in the Oil Exploration and Production, Nuclear, and Heavy Construction industries. His experience has taught him an aggressive "hands on" management style with a keen attention to the details of a business and a personal commitment to follow through each and every phase of a project to its successful completion. His success has placed him in a position provided the initial financing and, along with the other principals, to found DLC Enterprises, Inc. d/b/a Direct Link Communications. At DLC, he will be full-time, active Chief Executive Officer and leader of the organization.

Mr. Cook is skilled in project management and administration, cost estimating/analysis, project planning/development/control, bid preparation, company reports, personnel and training. Senior management positions have included Division Manager-Steel, Project Manager, Superintendent, and Director of Training. The companies Mr. Cook has worked for have been leaders and innovators in their respective fields and DLC will strive to meet the same high standards of excellence. These companies included Sub-Sea International, General Electric, Oceaneering International, ABBNetco Grey/RIS, Boswell Engineering, and Future Tech Consultants. Oilfield related projects included the installation and repair of offshore oil production platforms and pipelines including 5 World or US record setting projects.

These and other projects were for companies such as Shell-Auger Tension Leg Platform (WR), Mobil-Green Canyon Platform Repair (WR), Texaco-Harvest Platform Repair (WR), Exxon-Heritage, Chevron-Ninian Northern, Shell- Pipeline Hot Tap (WR), Union Oil-Pipeline Hot Tap (USR), and British Petroleum- Forties Field Alpha Platform. Work has taken him to South America, the North Sea, the Texas/Louisiana Gulf Coast, California, the NY/NJ Metropolitan Harbor Area, and a wide variety of inland projects.

Mr. Cook has also worked on civil projects for the USCG, US DOT, the ABS, Houston and New York, and New York State. In the Nuclear field he has worked at such facilities as LaSalle and Byron Generating Stations of Commonwealth Edison - in Illinois, the Limerick Generating Station for PECO, and the Millstone Station in Connecticut.

Of equal importance with the administrative skills he has developed are the abilities Mr. Cook has developed in working with people. Mr. Cook's career has required the ability to work in close cooperation with diverse groups of people in extraordinarily high-pressure situations to bring projects to successful fruition. As a result, he knows that a successful company is the result of the combined efforts of many people. Mr. Cook is dedicated to creating a corporate environment that maximizes the potential of the people charged with carrying out the corporate mission.

Art Garcia President

Mr. Garcia brings a broad range of business experience to DLC. He has experience in several industries: Securities, Insurance, Computer, Consulting, and Telecommunications. Mr Garcia has five years of Telecommunications experience in sales, management, and consulting with a diverse Telecommunications background. He started his carrier in the industry with Telco Communications Group as an Account Representative. After being part of the intensive training program in Long Distance, he took on the position of Major Account Representative and surpassed his quota by 200 percent and 300 percent for the first two quarters at Telco. After a year of selling commercial long distance services to businesses, he left his position at Telco for a carrier opportunity with Frontier Communications, Inc.

At Frontier, Mr. Garcia started his career as a District Sales Manager. He was responsible for creating a Commercial Sales Department that could be competitive with the other Long Distance companies. After one year, Mr. Garcia had developed a Sales Department with 22 Account Executives, 6 Major Account Executives, and 4 Senior Account Managers. He hired, trained and managed all of his personnel. From going out on appointments with them, to following up the entire order process. He became Frontier's top District Sales Manager by reaching the Presidents Club in his first year. In addition, he became Frontier's biggest regional producer by turning up more ANIs than anyone before him.

After his success in the Long Distance industry, Mr. Garcia accepted an opportunity to work with ACC Telecom, a Local and Long Distance Company as a Major Account Executive. He was responsible for selling both Local and Long Distance Commercial Accounts. At ACC, he gained valuable training and experience in the Local area of Telecommunications. Here, he excelled in selling to the Local Market the different services that ACC had to offer. At ACC he was always at least 200 percent of quota.

After reaching success in the Local side of Telecommunications, Mr. Garcia decided to leave ACC Telecom to go back to Long Distance. He accepted the opportunity to work for American International Telephone, Inc., an Emerging International Carrier. He became part of company management as the new Director of International Markets at AIT. After a short introduction to the International Markets of Long Distance communications, he was promoted to Director of Carrier Sales. His responsibilities were to establish relationships with the best Tier One Carriers, as well as Secondary Tier Carriers, deal with international private lines, and to Buy/Sell Carrier rates. At AIT he hired, trained, and managed 17 full-time employees.

Today, Mr. Garcia enjoys the privilege of being the President of DLC. At DLC he contributes to many of the corporate responsibilities, in addition to handling many of the day to day negotiations and issues that arise from the companies that AIT has acquired. He is one of the integral pieces that make the DLC machine go forward, coupled with a seasoned management team with more than 60 years of combined experience.

Mr. Garcia graduated from Syracuse University. He has a Bachelor of Science in Political Science, and a Bachelor of Science in Marketing. Mr. Garcia attended the University of California at Los Angeles where he pursued a Masters in Business Administration.

Jeff Cook Executive Vice-President

Mr. Cook has experience in sales, management, administration, and training. He began his carrier in Telecommunications with Business Consultants & Resource Agents, Inc. in New York as a Sales Representative. While with BC & RA Mr. Cook underwent intensive training in all aspects of telecommunications. This training included many different agent programs covering Local, Debit, Commercial, and Carrier Sales. In addition to Sales, Mr. Cook's responsibilities included the hiring, training, and management of 9 Sales Representatives to aggressively serve the commercial Telecommunications Market in the Greater New York area. While at BC & RA Mr. Cook excelled at representing the communications interests of many commercial accounts throughout the New York City Area. Mr. Cook has developed many lasting relationships with clients that he still services today.

Mr. Cook then accepted an opportunity to work for AIT, American International Telephone, Inc., an emerging international carrier. Mr. Cook started with AIT in Carrier Sales and Agent Marketing where he sold to small to mid sized carriers, large calling center chains, debit card producers, and agents. After 6 months he assumed the responsibility of District Sales Manager of NYC which included hiring and training 15 sales representatives with experience ranging from entry level Account Executive's with no telecommunications experience to Senior Carrier Account Managers with 15-20 years of telecommunications Experience.

Mr. Cook organized and participated in training sessions covering Data Communications, Internet Service Providers, ATM Frame Relay, and Ascend products. He worked with his sales representatives in the field teaching them how to prospect, qualify, satisfy a need, and close the accounts in the real world. Mr. Cook also helped representatives negotiate Buy and Sell rates with the major carriers. In addition he helped design two extensive training manuals. The first manual was an entry-level introduction to the Telecommunications Industry and the second manual was an Advanced Telecommunications manual.

Mr. Cook was responsible, on a regular basis, for the processing of Contracts and orders from the credit check through the provisioning. He also worked with senior management during re-organization to streamline operations and achieve more efficient, effective internal procedures.

Robert Keller Vice-President - MIS

Mr. Keller brings over two decades of information systems experience to DLC. He has a track record of developing solutions where resources are optimized to produce maximum returns. Mr. Keller is versed in all phases of the project life cycle. His systems experience spans from legacy mainframe systems to the networked personal workstations.

As a consultant for more than 15 years, he has been involved in systems for communications, financial, publishing, shipping, and technology companies. He has worked on projects for Fortune 500 companies, such as General Electric, IBM, MCI, and Pepsi, developing billing, order entry, customer service, market analysis, and financial systems. Mr. Keller has also worked for small firms in his career including several startup concerns. His work has resulted in solutions that fit the current business needs with the flexibility for expansion to meet tomorrow's requirements.

Efficiency, reliability and an intuitive interface are common characteristics of Mr. Keller's prior projects. A six-hour database process reduced to thirty-five minutes reflects efficiency in his work. Reliability is demonstrated by another application that was re-written by Mr. Keller generating one trouble ticket for the subsequent year after implementation. The ability to create an intuitive interface is shown when he developed the training materials for a million-dollar software package to explain its tools and methodology and conducted training sessions for the new licensees.

Recently in the capacity of a Year2000 specialist, Mr. Keller has addressed system issues spanning multiple business functions and areas with a cohesive solution for their millennium concerns. His diverse applications and systems knowledge provided valuable insight to the "how" and "why" that uncovered problems overlooked by others.

As part of the DLC team, he directs the MIS Division towards an efficient, cohesive information system that will facilitate the company's goals.

SWIDLER BERLIN SHEREFF FRIEDMAN, LLP

3000 K Street, NW, Suite 300 Washington, DC 20007-5116 Telephone (202)424-7500 Facsimile (202) 424-7647

September 18, 2000

NEW YORK OFFICE THE CHRYSLER BUILDING 405 LEXINGTON AVENUE NEW YORK, NY 10174

VIA OVERNIGHT MAIL

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

DEPOSIT

D364 .

SEP 2 0 2000

DATE

001432-TX

Re: Application of DLC Enterprises, Inc. d/b/a Direct Link Communications, Inc. for Authority to Provide Alternative Local Exchange Service in Florida

Dear Ms. Bayo:

Enclosed for filing on behalf of DLC Enterprises, Inc. d/b/a Direct Link Communications, Inc. ("DLC") please find an original and five (5) copies of DLC's application for authority to provide alternative local exchange service in Florida. Also enclosed is a check in the amount of \$250.00 to cover the requisite application filing fee.

Pursuant to Section 364.183 of the Florida Statutes and Section 22.006 of the Commission's Rules of Practice and Procedure, DLC is requesting confidential treatment of its financial statements which are attached as Exhibit A to its application. DLC is filing one copy of its financial statements in a sealed envelope marked "Confidential." The financial statements contain proprietary, commercially sensitive information that, if disseminated, could be used to the DLC's detriment by competitors. DLC therefore respectfully requests that the Commission treat its financial statements as sensitive and proprietary data and not disclose them to the public.

Please date-stamp the enclosed extra copy of this filing and return in the self-addressed, stamped envelope provided. Should you have any questions concerning this filing, please do not hesitate to contact Brett P. Ferenchak at (202) 424-7697.

1012 DLC ENTERPRISES, INC. 5071 BROADWAY, 2ND FLR. NEW YORK, NY 10034 1-8 210 98 ic Service Commission \$ 250.00 DOLLARS A tibank

Respectfully yours,

SWIDLER BERLIN SHEREFF FRIEDMAN, LLP

3000 K STREET, NW, SUITE 300 WASHINGTON, DC 20007-5116 TELEPHONE (202) 424-7500 FACSIMILE (202) 424-7647

NEW YORK OFFICE THE CHRYSLER BUILDING 405 LEXINGTON AVENUE NEW YORK, NY 10174

September 18, 2000

VIA OVERNIGHT MAIL

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

DEPOSIT D 3 64 SEP 2 0 2000

DATE

Application of DLC Enterprises, Inc. d/b/a Direct Link Communications, Inc. for Re: Authority to Provide Alternative Local Exchange Service in Florida

Dear Ms. Bayo:

Enclosed for filing on behalf of DLC Enterprises, Inc. d/b/a Direct Link Communications, Inc. ("DLC") please find an original and five (5) copies of DLC's application for authority to provide alternative local exchange service in Florida. Also enclosed is a check in the amount of \$250.00 to cover the requisite application filing fee.

Pursuant to Section 364.183 of the Florida Statutes and Section 22.006 of the Commission's Rules of Practice and Procedure, DLC is requesting confidential treatment of its financial statements which are attached as Exhibit A to its application. DLC is filing one copy of its financial statements in a sealed envelope marked "Confidential." The financial statements contain proprietary, commercially sensitive information that, if disseminated, could be used to the DLC's detriment by competitors. DLC therefore respectfully requests that the Commission treat its financial statements as sensitive and proprietary data and not disclose them to the public.

Please date-stamp the enclosed extra copy of this filing and return in the self-addressed, stamped envelope provided. Should you have any questions concerning this filing, please do not hesitate to contact Brett P. Ferenchak at (202) 424-7697.

Respectfully yours,

Butt PFerenchie

Rachel D. Flam Brett P. Ferenchak

Counsel for DLC Enterprises, Inc. d/b/a Direct Link Communications, Inc.

.

Enclosures

Walker D'Haeseleer, Director Communications Division cc: Art Garcia, DLC

340243 1

STATE OF FLORIDA

Commissioners: J. TERRY DEASON, CHAIRMAN E. LEON JACOBS, JR. LILA A. JABER BRAULIO L. BAEZ



DIVISION OF RECORDS & REPORTING BLANCA S. BAYÓ DIRECTOR (850) 413-6770

Public Service Commission

September 19, 2000

Brett P. Ferenchak, Esquire Swidler Berlin Shereff Friedman, LLP 3000 K Street, Northwest Suite 300 Washington, D.C. 20007-5116

Re: Docket No. 001432-TX

Dear Mr. Ferenchak:

This will acknowledge receipt of an application for certificate to provide alternative local exchange telecommunications service by DLC Enterprises, Inc., d/b/a Direct Link Communications, Inc., which was filed in this office on September 19, 2000, and assigned the above-referenced docket number. Appropriate staff members will be advised.

Mediation may be available to resolve any dispute in this docket. If mediation is conducted, it does not affect a substantially interested person's right to an administrative hearing. For more information, contact the Office of General Counsel at (850) 413-6248 or FAX (850) 413-7180.

Please make notes as well that Commission Rule 25-22.005(7), F.A.C., requires certificated companies to notify the Commission of any changes in name, telephone, address, or contact person. Should your application be granted by the Commission, you will be expected to comply with this rule by advising us of any changes as they occur.

Division of Records and Reporting Florida Public Service Commission