# BINGHAM

Andrew D. Lipman Danielle Burt Phone: (202) 373-6000 Fax: (202) 373-6001 danielle.burt@bingham.com

June 23, 2008

### **By Overnight Mail**

Patricia Van Gerpen, Executive Director South Dakota Public Utilities Commission 500 E. Capitol Avenue State Capitol Building, 1st Floor Pierre, SD 57501

### Re: Application of NexUSTel, LLC for a Certificate of Authority to Provide Resold Interexchange Telecommunications Services in the State of South Dakota

Dear Ms. Van Gerpen:

On behalf of NexUSTel, LLC ("NexUSTel"), enclosed for filing are an original and ten (10) copies of the above-referenced Application. Also enclosed is a check in the amount of \$250 to cover the filing fee.

Applicant requests confidential treatment of Exhibit C. The information submitted as Exhibit C constitutes commercially sensitive and competitively significant financial information that is not otherwise released to the public. Unrestricted availability of this information would provide competitors with knowledge that would be otherwise unavailable and could place the Applicant at a competitive disadvantage. Confidential and confidential treatment is therefore required to avoid commercial and competitive injury.

Please date-stamp the enclosed extra copy of this filing and return it in the self-addressed, postage paid envelope provided. Should you have any questions concerning this filing, please do not hesitate to contact Danielle Burt at (202) 373-6039.

Respectfully submitted,

Burt Andrew D. Lipman

Andrew D. Lipma Danielle Burt

Counsel for NexUSTel, LLC

Hartford Hong Kong London Los Angeles New York Orange County San Francisco Santa Monica Silicon Valley Tokyo Walnut Creek Washington

Boston

Bingham McCutchen LLP 2020 K Street NW Washington, DC 20006-1806

3 202.373.6000
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A/72561702.1

### BEFORE THE SOUTH DAKOTA PUBLIC UTILITIES COMMISSION

Application of

NexUSTel, LLC

For a Certificate of Authority to Provide Resold Interexchange Intrastate Telecommunications Services in the State of South Dakota Docket No. \_\_\_\_\_

### **APPLICATION FOR CERTIFICATE OF AUTHORITY**

NexUSTel, LLC ("NexUSTel" or "Applicant"), by its undersigned counsel, hereby submits its Application for a Certificate of Authority to provide resold interexchange telecommunications services pursuant to Section 49–31–3 of the South Dakota Codified Laws and the Rules of the Public Utilities Commission. In support of this Application, and pursuant to Section 20:10:24:02 of the Administrative Rules of South Dakota, NexUSTel provides the following information:

 1.
 20:10:24:02(1).
 Name, Address, and Telephone Number, Facsimile Number,

 Web Page and E-Mail Address of Applicant.

Applicant's legal name is NexUSTel, LLC. NexUSTel will not use an assumed or fictitious name in South Dakota. NexUSTel may be reached at its principal place of business:

NexUSTel, LLC 9700 S. Dixie Highway, Suite 550 Miami, FL 33156 (786) 220-3720 (Telephone) (585) 720-1790 (Facsimile) (877) 639-8775 (Toll-free number) Web Page: <u>www.nexustel.net</u> E-Mail: info@nexustel.net

Correspondence or communications pertaining to this Application should be directed to:

Andrew D. Lipman Danielle C. Burt Bingham McCutchen LLP 2020 K Street, N.W. Washington, D.C. 20006 (202) 373-6000 (Telephone) (202) 373-6001 (Facsimile) danielle.burt@bingham.com

2. <u>20:10:24:02(2) Legal and Organizational Structure of the Applicant.</u>

NexUSTel is a Delaware limited liability company formed on January 22, 2008. A copy of its incorporation documents are attached hereto as **Exhibit A**. NexUSTel has no parent or subsidiary. The major stockholder of NexUSTel, LLC is:

Cassara Acquisition Group, LLC - Managing Member, 100% common stock 125 Canal Landing Blvd. Rochester, NY 14626

3. 20:10:24:02(4) Certificate of Authority to Transact Business.

A copy of NexUSTel's Certificate of Authority to Transact Business as a foreign

corporation in South Dakota is attached hereto as **Exhibit B**.

4. 20:10:24:02(5). Location of Principal Office in South Dakota and Registered

Agent.

Applicant does not currently have an office within South Dakota. NexUSTel's registered

agent in South Dakota is:

Capitol Corporate Services, Inc. 300 South Phillips Ave. Sioux Falls, SD 57104

5. 20:10:24:02(6) and 20:10:24:02(7). Description of Services.

NexUSTel seeks to provide resold interexchange telecommunications services to and

from all points in the State of South Dakota. NexUSTel intends to offer retail voice services on A/72558081.1

a prepaid and presubscribed basis, including inter-LATA and intra-LATA toll service. NexUSTel intends to use Global Crossing and Verizon as its underlying providers.

### 6. <u>20:10:32:03(8). Geographic Area to be Served.</u>

NexUSTel seeks authority to provide resold interexchange telecommunications services to and from all points in the State of South Dakota. Therefore, NexUSTel seeks statewide authority.

### 7. <u>20:10:24:02(9)</u>. Financial Qualifications.

NexUSTel, LLC was formed on January 22, 2008, and therefore does not yet have financial statements for a twelve month period, nor does Applicant have audited financial statements. NexUSTel provides a current balance sheet and a statement of profit and loss, attached hereto as **Exhibit C**. This information is Confidential and is being filed under seal.

<u>20:10:24:02(10). Complaint Contact, Regulatory Contact, and Customer Service</u>
 <u>Matters.</u>

Questions concerning the ongoing operations and regulatory issues of NexUSTel, including annual reports and fees, following certification should be directed to:

Regulatory and Annual Reports Contact

Jorge Asecio, President 9700 S. Dixie Highway Miami, FL 33156 Tel: (786) 521-6074 Fax: (585) 220-1720

Fees and Assessments Contact

Robert DePalma, Chief Financial Officer 125 Canal Landing Blvd. Rochester, NY 14626 Tel: (585) 720-1700 Ext. 108 Fax: (585) 720-1790

Questions concerning customer service matters, such as complaints and billing, should be directed to:

Sonia Varas, Director of Customer Service 9700 S. Dixie Highway Suite 550 Miami, FL 33156 Telephone: (786) 220-3720 Toll Free: (877) 639-8775

9. <u>20:10:24:02(11)</u>. Billing.

NexUSTel will directly bill and collect charges from its customers.

10. 20:10:24:02(12). Solicitation of New Customers; Slamming.

NexUSTel intends to directly market its services to customers in the State of South Dakota. In addition, NexUSTel will comply with South Dakota law and the Federal Communications Commission's ("FCC") regulations governing changing a customer's primary interexchange carrier. A sample Letter of Agency is attached hereto as <u>Exhibit D.</u>

11. <u>20:10:24:02(13)</u>. Availability of Information on Rates, Terms and Conditions of Service.

NexUSTel will make its telecommunication rates, terms and conditions available at its office or by email to any person upon request.

12. <u>20:10:24:02(14)</u>. Customer Notification.

NexUSTel will provide notice to customers of any adverse changes to its rates, terms and conditions of service. The notice will be made by bill insert or direct mailing at least thirty (30) days in advance of the change.

13. 20:10:24:02(15). Current Authority to Provide Service.

NexUSTel is in the process of obtaining authority to provide resold interexchange services in all states with the exception of Alaska and Hawaii. NexUSTel is currently authorized to provide A/72558081.1

telecommunications services in Colorado, Florida, Georgia, Indiana, Iowa, Michigan, Montana, New Jersey, New York, North Carolina, Texas, Utah, Virginia, Washington and Wisconsin. NexUSTel has applications to provide telecommunications services pending in Alabama, Arizona, Arkansas, California, Connecticut, Delaware, Idaho, Illinois, Massachusetts, Minnesota, Missouri, New Mexico, Oklahoma, Oregon and Pennsylvania. NexUSTel is also authorized by the Federal Communications Commission. NexUSTel has not been denied requested certification in any jurisdiction, nor has any permit, license, or certificate been revoked by any authority.

### 14. <u>20:10:24:02(16)</u>. Marketing.

NexUSTel intends to market its services to residential and business customers in the State of South Dakota. Applicant plans to market its services through the use of direct marketing and sales.

15. <u>20:10:24:02(17)</u>. Federal Tax Identification Number and South Dakota Sale Tax
 Number.

Applicant's federal tax identification number is 26-1802267. Applicant's has applied for but not yet received its South Dakota sales tax number. Applicant will provide a supplement to this application upon receipt of a sales tax number.

### 16. 20:10:24:02(18). Complaints Against Applicant.

There are no pending complaints against Applicant in any jurisdiction regarding the unauthorized switching of a customer's telecommunications provider or the act of charging customers for services that have not been ordered.

17. <u>20:10:24:02(19)</u>. Waivers.

NexUSTel request all waivers routinely granted to providers of resold interexchange services, including prepaid calling services.

### 18. <u>20:10:24:02(20)</u>. Other information.

NexUSTel is well qualified to provide telecommunications services in South Dakota. NexUSTel's management team has over 20 years experience in the telecommunications industry and is well equipped to manage the Applicant's provision of services in South Dakota. The officers of Applicant are as follows:

Jorge Asecio, President and Chief Executive Officer Robert DePalma, Chief Financial Officer Gonzalo Alvarez, Vice President, Information Technology Manuel Molina, Vice President of Operations Anthony Cassara, Treasurer

A copy of the biographies of Applicant's key management personnel is provided as **Exhibit E**.

### 19. Public Interest Considerations.

Granting this Application will promote the public interest by increasing competition in the provision of telecommunications services in South Dakota. NexUSTel will deploy and expand a competitive telecommunications infrastructure in the State. NexUSTel will provide customers high quality, cost effective telecommunications services, with an emphasis on customer service. In addition to driving prices closer to costs, thereby ensuring just and reasonable rates, competition also promotes efficiency in the delivery of services and in the development of new services. These benefits work to maximize the public interest by providing continuing incentives for carriers to reduce costs while, simultaneously, promoting the availability of potentially desirable services. For the reasons stated above, Applicant respectfully submits that the public interest, convenience, and necessity would be furthered by a grant of this Application for the authority to provide resold interexchange telecommunications services.

Respectfully submitted,

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Andrew D. Lipman Danielle C. Burt Bingham McCutchen LLP 2020 K Street, N.W. Washington, D.C. 20006 (202) 373,6000 (Telephone) (202) 373-6001 (Facsimile) danielle.burt@bingham.com

Counsel for NexUSTel, LLC

Dated: June 23, 2008

## LIST OF EXHIBITS

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EXHIBIT A	Certificate of Formation
EXHIBIT B	Certificate of Authority to Transact Business
EXHIBIT C	Financial Statements -CONFIDENTIAL
EXHIBIT D	Sample Letter of Agency
EXHIBIT E	Management Biographies

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VERIFICATION

# EXHIBIT A

# **Certificate of Formation**

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State of Delaware Secretary of State Division of Corporations ivered 11:59 AM 01/22/2008 FILED 11:22 AM 01/22/2008 7 080066603 - 4490662 FILE

### CERTIFICATE OF FORMATION

#### OF

### NEXUSTEL LLC

1 The name of the limited liability company is NEXUSTEL LLC.

2 The address of its registered office in the State of Delaware is: Corporation Trust Center, 1209 Orange Street, in the City of Wilmington, Delaware 19801. The name of its registered agent at such address is The Corporation Trust Company.

IN WITNESS WHEREOF, the undersigned have executed this Certificate of Formation of NEXUSTEL LLC this 17<sup>th</sup> day of January, 2008

Keith Kuder AUTHORIZED

DE053 - 2020/07 CT System Online

Delaware

PAGE 1

The First State

I, HARRIET SMITH WINDSOR, SECRETARY OF STATE OF THE STATE OF DELAWARE, DO HEREBY CERTIFY THE ATTACHED IS A TRUE AND CORRECT COPY OF THE CERTIFICATE OF FORMATION OF "NEXUSTEL LLC", FILED IN THIS OFFICE ON THE TWENTY-SECOND DAY OF JANUARY, A.D. 2008, AT 11:22 O'CLOCK A.M.



arriet Smith the

Harriet Smith Windsor, Secretary of State AUTHENTICATION: 6326345

DATE: 01-22-08

**4490662** 8100

080066603 You may verify this certificate online at corp.delaware.gov/authver.shtml



PAGE 1

The First State

I, HARRIET SMITH WINDSOR, SECRETARY OF STATE OF THE STATE OF DELAWARE, DO HEREBY CERTIFY "NEXUSTEL LLC" IS DULY FORMED UNDER THE LAWS OF THE STATE OF DELAWARE AND IS IN GOOD STANDING AND HAS A LEGAL EXISTENCE SO FAR AS THE RECORDS OF THIS OFFICE SHOW, AS OF THE THIRTY-FIRST DAY OF JANUARY, A.D. 2008.

AND I DO HEREBY FURTHER CERTIFY THAT THE ANNUAL TAXES HAVE NOT BEEN ASSESSED TO DATE.

4490662 8300

080105469

You may verify this certificate online at corp.delaware.gov/authver.shtml

Harnet Smith Windson

Harriet Smith Windsor, Secretary of State AUTHENTICATION: 6352235

DATE: 01-31-08

# EXHIBIT B

Certificate of Authority to Transact Business

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ii.

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# State of South Bakota



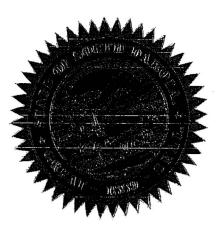
# OFFICE OF THE SECRETARY OF STATE

# Certificate of Authority Limited Liability Company

### **ORGANIZATIONAL ID #: FL004030**

I, Chris Nelson, Secretary of State of the State of South Dakota, hereby certify that duplicate of the Application for a Certificate of Authority of NEXUSTEL LLC (DE) to transact business in this state duly signed and verified pursuant to the provisions of the South Dakota Limited Liability Company Act, have been received in this office and are found to conform to law.

**ACCORDINGLY** and by virtue of the authority vested in me by law, I hereby issue this Certificate of Authority and attach hereto a duplicate of the application for certificate of authority.



IN TESTIMONY WHEREOF, I have hereunto set my hand and affixed the Great Seal of the State of South Dakota, at Pierre, the Capital, this April 16, 2008.

Chi Melan

Chris Nelson Secretary of State

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1. <b>T</b>	he name of the foreight miled japar AST ho SECRETARY	any is:								
	SECRETARI	NexUStel	LLC							
2. T	he name of the state or country under whose law	ws it is organized is:	De	aware	·····					
3. T	he street address of its principal office is:				A - LAND WATER AND A					
91	00 S Dadeland Blvd, Suite 1500	Miami	Florida	33156						
4. T	he address of its initial designated office in Sou	th Dakota is:								
30	) South Phillips Avenue, Suite 300	Sioux Fails	South Dakota	57104	······					
	he name and street address of its initial agent fo apitol Corporate Services, Inc.	r service of process in Son	th Dakota is:							
_3	00 South Phillips Avenue, Suite 300	Sioux Falls	South Dakota	57104						
6. T	te date of organization is 01/22/2008	, and the	period of duration is: Perpet	lau						
8. W	the company is manager-managed, rather than Cassara Acquisition Group, LLC hether one or more of the members of the com; IO	125 Canal Landing	Blvd Rochester	NY	14626 L 47-34A-303 (c).					
	application must be signed by a member if t	he company is member-s	PA Bathering and Title)	's a manager-managed Manager	company.					
	The Consent of Ap	pointment below <u>m</u>	ust be signed by the r	egistered agent.						
	CONSENT OF APPOINTMENT BY THE REGISTERED AGENT									
	I, <u>Capitol Corporate Services, Inc.</u> , hereby give my consent to serve as the (name of registered agent)									
	registered agent for Dated 4 15 08	ed liability company nan	thaillaio	attanguis	4					
			(signature)		Sec.					

### FILING INSTRUCTIONS:

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- FILING FEE \$550
- One original and one exact or conformed copy must be submitted
- The application must be accompanied by an original, currently dated *Certificate of Good Standing* or *Existence* from the Secretary of State in the state where it is organized.

foreignilecertificateofauthority july 2006

# EXHIBIT C

### **Financial Statements – CONFIDENTIAL**

(Filed Under Seal)

# EXHIBIT D

Sample Letter of Agency

### SAMPLE LETTER OF AUTHORIZATION

#### Dear NexUSTel Customer:

Thank you for choosing NexUSTel, LLC ("NexUSTel") as your long distance telephone service provider. Government regulations require that you explicitly authorize and request that your service be transferred to NexUSTel.com. The process may take up to fifteen business days to complete. NexUSTel will notify you when your services are transferred, and we will notify you if there are unexpected delays.

By filling in all fields below and signing and dating this letter you authorize NexUSTel to begin transferring your long distance services to NexUSTel.

#### Service Address: (no P.O. Boxes)

Billing Address: (if different from Service Address)

Customer Name				Billing Name	×			
Address				Address				
City	State	Zip		City	State	Zip		
Main Billing Telephone Number:	(	)						
Additional Telephone Number(s) Associated with this Billing Addre	ess:	)		-				
Selected Service Type(s):       □       IntraLATA Toll (Local Toll) Service         □       InterLATA Long Distance Service         □       International Long Distance Service         Note: We list these choices separately because for a single telephone number you have the option to select different providers for each type of service. You may not have more than one provider for each TYPE of service.								
Current Service Provider(s): IntraLATA Toll (Local Toll):								
InterLATA Long Distance	-				·			
International Long Distance	e: _							
PLEASE DO NOT PLACE ANY NEW SERVICE ORDERS WITH YOUR CURRENT SERVICE PROVIDER ON THIS ACCOUNT, AS THIS WILL CAUSE DELAY IN TRANSFERRING YOUR SERVICE.								
Authorization to Switch IntraLA	FA Toll, I	nterLATA Long	Distanc	e, and/or Internation	onal Long Distance: H	By signing below I		

Authorization to Switch IntraLATA Toil, interLATA Long Distance, and/or international Long Distance: By signing below I designate NexUSTel to act as my agent for the preferred carrier change(s) for the service type(s) selected above. By signing below, I also authorize NexUSTel or its designated agent to obtain billing information, customer service records and other network information required to provide me with NexUSTel services. I understand that only one service provider may be designated as my interstate or interLATA long distance carrier for any one telephone number. I also understand that I may consult with NexUSTel as to whether a fee will apply to the changes resulting from the completion of this form. By signing below I verify that I am authorized, as the subscriber, to make changes to the lines/numbers listed above, or on any attached sheet.

Customer Signature

Date

Name/Title

### EXHIBIT E

### **Key Management Biographies**

### Jorge Asecio – President and CEO

In his position as President of NexUSTel, Asecio presides over the business development, sales and operations functions of NexUSTel from the offices in Miami, Florida.General Manager with over 20 years of diversified management experience in different industries, including the last 12 years in senior management positions in the telecommunications industry. Most recently, served for 7 years as CEO of Americatel Corporation, a \$200M long distance Telecommunications Company based in Miami, oriented to the fast-growing Hispanic market in the United States. Has served as CEO and Board Member of several companies and has hands-on experience in senior sales and marketing positions, both in public and private companies, with retail product offerings, marketing, budgeting and forecasting and customer care and CRM procedures. Started his professional career as Under-Secretary of Economy in the Chilean government and worked with six different Secretaries between 1983 and 1989. Also worked in senior management positions for a private retirement fund and one of the largest insurance companies in Chile. Served as Professor of Economics, Business and Social Science in several universities and received the 2002 Award of Excellence - USA, from the magazine America Economía. Mr. Asecio holds a bachelor of Business Administration and Economics degree from the Universidad de Concepción, Concepción, Chile.

### **Gonzalo Alvarez – Vice President Information Technology**

In his position as Vice President of Information Technology, Alvarez is responsible for all IT/IS initiatives to build and support NexUSTel's operations. Alvarez is the principle responsible for selecting and contracting for all underlying platforms and systems necessary to support NexUSTel's products and its billing and customer service functions. Alvarez is an International executive manager with 14 years of multidisciplinary experience in Information Systems, Information Technology, software definition, strategy, business development, and project management. Key accomplishments include the successful development and management of the Americatel IT department. In this role he created a billing process and software application to process \$300M in annual sales. In addition he also defined and coordinated the implementation of a redundant EMC platform, a Business Intelligence solution and a Customer Resource Management solution which integrated customer information from multiple legacy applications. Mr. Alvarez is a 1991 graduate of Pontificia Universidad Católica de Chile, School of Engineering, Santiago, Chile.

### Manuel Molina – Vice President of Operations

In his position as Vice President of Operations, Molina is responsible for the specification, implementation, and management of the voice access and termination networks, and voice switching systems for NexUSTel LLC. Molina has more than 15 years of professional experience in engineering and operations in telecommunications, including voice and data communications over diverse transport media. Molina has experience with optical and satellite A/72558081.1

communications, IP networking, network security and Internet communications. Mr. Molina progressed through a variety of management positions at Americatel from 1995 through 2007. As Director of Engineering at Americatel, he was responsible for network optimization and system evaluation and purchase for all network elements. Mr. Molina began his career at Entel Chile as a Data Network Engineer. Mr. Molina holds a BS degree in Electrical Engineering from Federico Santa Maria Technical University in Valparaiso, Chile.

### **VERIFICATION**

I, Jorge Asecio, state that I am President of NexUSTel, LLC, the Applicant to the foregoing Application; that I am authorized to make this Verification on behalf of NexUSTel, LLC; that the foregoing filing was prepared under my direction and supervision; and that the contents are true and correct to the best of my knowledge, information, and belief.

Jorge A President NexUSTel, LLC

Sworn and subscribed before me this <u>WTH</u> day of 2008.

Notary Public

March 21, 2010 My commission expires

A.Lun Conucira Commission #DD531358 Expires: MAR. 21, 2010 www.AARONNOTARY.com