



**APPLICATION FOR A CERTIFICATE OF TERRITORIAL AUTHORITY FOR
COMMUNICATIONS SERVICE PROVIDERS**
State Form 52648 (R5 / 8-11)
INDIANA UTILITY REGULATORY COMMISSION

FILED

December 01, 2017

INDIANA UTILITY
REGULATORY COMMISSION

Applicants are required to file an original and five (5) paper copies.

Cause No. 45017 (IURC use only)

PURSUANT TO IC 8-1-32.5-4, A **COMMUNICATIONS SERVICE PROVIDER** ("CSP") MEANS A PERSON OR ENTITY THAT OFFERS COMMUNICATIONS SERVICE TO CUSTOMERS IN INDIANA, WITHOUT REGARD TO THE TECHNOLOGY OR MEDIUM USED BY THE PERSON OR ENTITY TO PROVIDE THE COMMUNICATIONS SERVICE. THE TERM INCLUDES A PROVIDER OF COMMERCIAL MOBILE RADIO SERVICE (AS DEFINED IN 47 U.S.C. 332).

List each type of Communications Service which applicant proposes to offer in Indiana:

☒ **TELECOMMUNICATIONS SERVICE AS DEFINED IN 47 U.S.C. 153(46)**

The Applicant proposes to offer data-only Interexchange circuits on a retail and wholesale basis including private line circuits to business-class entities.

Please list each type of service, such as facilities-based local exchange; bundled resale of local exchange; commercial mobile radio service; interexchange; operator services or other.

☒ **INFORMATION SERVICE AS DEFINED IN 153(20), WITHOUT REGARD TO THE TECHNOLOGY OR MEDIUM USED TO PROVIDE THE COMMUNICATIONS SERVICE.**

The Applicants seeks authority to provide retail Interconnected fixed and nomadic Voice over Internet Protocol communications services to business-class entities.

Please list each type of service, such as internet protocol enabled services; broadband service; advanced service (as defined in 47 CFR 51.5); or other.

☐ **VIDEO SERVICE AS DEFINED IN IC 8-1-34-14 (Note: A Video Service Provider which does not currently have a video franchise (local or state) for the service area described above must obtain a state issued video franchise as specified in IC 8-1-34-16)**

Please list any service areas in Indiana where Applicant offers service under a local franchise.

PURSUANT TO I.C. 8-1-32.5-6(e), A CSP THAT IS **ONLY** OFFERING A SERVICE(S) DESCRIBED IN I.C. 8-1-2.6-1.1 IS ONLY REQUIRED TO REPORT AND CERTIFY THE ACCURACY OF SOME OF THE INFORMATION REQUESTED IN THIS FORM. NOT ALL PORTIONS OF THE FORM ARE APPLICABLE TO SUCH A CSP. *SEE PAGE 2 FOR INSTRUCTIONS.

The following services are "described in I.C. 8-1-2.6-1.1":

- (1) advanced services (as defined in 47 CFR 51.5);
- (2) broadband service, however defined or classified by the Federal Communications Commission;
- (3) information service (as defined in 47 U.S.C. 153(20));
- (4) Internet Protocol enabled retail services:
 - (A) regardless of how the service is classified by the Federal Communications Commission;
- and
- (B) except as expressly permitted under I.C. 8-1-2.8;
- (5) commercial mobile service (as defined in 47 U.S.C. 332); or
- (6) any service not commercially available on March 28, 2006.

In Indiana, will Applicant **ONLY** offer services described in I.C. 8-1-2.6-1.1?

Check one: ☐ YES ☒ NO

Please list the specific services, as described in I.C. 8-1-2.6-1.1, the Applicant proposes to offer:
Applicant intends to offer retail Interconnected fixed and nomadic Voice over Internet Protocol communications services to business-class entities.

PLEASE NOTE: All CSPs *must complete* a Verified Notice of Change form if the answer to this question changes at any time subsequent to completing this application form. The Notice of Change form is currently available on the Commission's website: www.in.gov/iurc.

***INSTRUCTIONS for providers offering ONLY a service(s) described in I.C. 8-1-2.6-1.1:**

You **DO NOT** have to complete the following sections:

- Part II •Part IV.2.a •Part IV.2.b
- Some portions of Part VI may also not apply.

The following sections **are required**, unless otherwise noted:

- Part I.A •Part I.D •Part IV.1
- Part I.B •Part I.E. •Part IV.3
- Part I.C •Part III •Part V
- Selected portions of Part VI

I. APPLICANT CONTACT INFORMATION

A. Legal Name of Company: Intellextrace, Inc.

B. Name(s) under which the company will be marketing services in Indiana:

(Company names, including any "doing business as" names, must be registered with Indiana Secretary of State)

No additional trade names will be used

C. Company Address:

936 B 7th St., #122

Novato, CA 94945

Main Telephone Number: 415-493-2200

FAX Number: 415-598-2108

E-mail Address: cfoster@intellextrace.com

Website Address: http://www.intellextrace.com

D. Name, title, and other contact information of company's contact person for ongoing communications with the commission *(including regulatory affairs and/or customer service information)*:

Name and Title Cindy Foster, Accounting Manager

Telephone Number: 415-493-2200

FAX Number: 415-598-2108

Mailing Address: 936 B 7th St., #122, Novato, CA 94945

Email Address: cfoster@intellextrace.com

E. Name, title, and other contact information of attorney or contact person for this application, if different from D. above:

Name and Title Matt W. Dean, Regulatory Agent

Telephone Number: 405-755-8177 x103

FAX Number: 405-755-8377

Mailing Address: PO Box 720128, Oklahoma City, OK 73172-0128

E-mail Address: mdean@telecompliance.net

F. Parent Company's Legal Name, Address, and Telephone Number (if applicable):
Applicant has no parent company.

(CSPs that will only offer a service(s) described in I.C. 8-1-2.6-1.1 are not required to provide their parent company information.)

II. Service Information

(Add additional sheets if necessary.)

A. Please describe the geographic area(s) for which the applicant seeks authority.
Applicant seeks statewide authority.

B. Please provide a description of each service area in Indiana in which the applicant initially proposes to offer communications service (i.e., county, city, or rate center). If the applicant is proposing to offer Video Service, will the service be authorized through a State or local franchise? If the applicant is a Video Service provider authorized through a local franchise authority, please provide the issuing franchise authority and expiration date.

Initial operations would be in Johnson County. No video services will be offered.

C. Please provide a description of each type of communications service that the provider proposes to offer in each of the service areas identified in II B. above. The services listed should be consistent with the services marked at the top of Page 1.

Initially, the Applicant proposes to offer data circuits and Interconnected VoIP services in Johnson County.

D. For each type of service identified in C, please list whether the communications service will be offered only to residential customers, only to business customers or to both residential and business customers.

The services will be offered to business-class subscribers only.

E. Please provide an estimated date of deployment (year and quarter) for each service area and each service type within that area for which the applicant seeks authority. The services listed should be consistent with the services marked at the top of Page 1.

The Applicant intends to offer resold data-only and VoIP services on or around the first quarter of 2018.

F. Will applicant offer stand alone basic telecommunications service for a flat monthly rate pursuant to I.C. 8-1-2.6-0.1?

No.

G. Does the applicant seek authorization to provide facilities-based local exchange? No.

H. Does the applicant seek authorization to offer interexchange services only? No.

I. Is applicant offering wholesale communications services, retail communications services, or both?

Applicant would offer both retail and wholesale services.

J. Will the applicant operate as a Local Cooperative Corporation pursuant to I.C. 8-1-17-3?

No.

If yes, please submit three (3) original articles of incorporation as required by I.C. 8-1-17-5 et seq.¹

¹ The Commission is required to provide notice of CTA applications of local cooperative corporations to each facilities-based local exchange carrier operating in territory contiguous to the area in which the cooperative corporation proposes to render telephone service pursuant to IC 8-1-17-5(d).

K. Please list other states in which applicant is authorized to provide communications services and the types of services offered.

Applicant is authorized for VoIP in CA & IL. Applicant is authorized for Interexchange in CA CO CT GA IL KS KY LA MA MN MO NC ND NV NY OH OK OR TX & VT. Applicant is authorized for Local Exchange in IL MD NC OK & WA.

III. Additional Requirements²

Applicant further represents that it will:

- Comply with Indiana law (including but not limited to Title 8 of the Indiana Code) and IURC regulations (170 IAC 7) and applicable current and future Orders of the IURC.³
- Notify the Commission of any change in the legal name, address, control or status of the CTA, or service area (if applicable), pursuant to I.C. 8-1-32.5-12, using the CSP Notice of Change Form prescribed by the Commission. Such notification of change shall be provided to the Commission thirty (30) days prior to the occurrence of the change.
- Upon request, provide any other information the Commission is authorized to collect from a communications service provider under state or federal law pursuant to I.C. 8-1-2.6-13-9(E).
- Applicant represents that it will, at the time requested by the Commission, provide an annual report concerning communications services offered in each service area (county and ZIP code) in Indiana as required by I.C. 8-1-2.6-13(d)(9)(C) **Note:** This does not apply to CMRS providers.
- If applicable, file intrastate access tariffs, concurrences, and exceptions pursuant to the Commission's filing procedures and provide informational copies of interstate access tariffs.
- If applicable, provide the Commission with current and updated/corrected hyperlinks to the company's intrastate and interstate access tariffs, concurrences, and exceptions, consistent with the IURC's General Administrative Order (GAO) 1998-2.

IV. Attachments

The following information must be included with this application:

1. A copy of the Applicant's Certificate of Authority from the Indiana Secretary of State, authorizing the applicant to do business within the State of Indiana. (A tax statement or other documentation from the Indiana Department of Revenue **is not acceptable**.)
 - a. Applicants that are units of a municipal government, or are owned by a municipal government entity, may submit their local authorizing ordinance in lieu of the Secretary of State Certificate of Authority.
2. Information demonstrating the financial, managerial and technical ability to provide each communication service identified in the application.
 - a. The applicant's most recent financial statement or balance sheet or that of the parent company if separate Indiana operations have not yet been established. Applicants that are municipalities may submit their local budget.
 - b. Biographies of the applicant's corporate officers responsible for Indiana indicating managerial and technical qualifications.
(Attachment 2a and 2b are not required for CSPs that will "only offer a service(s) described in IC 8-1-2.6-1.1.")
3. A statement signed under penalty of perjury by an officer or another person authorized to bind the applicant (see attached affidavit).

Although an evidentiary hearing before the Commission is not required, the Commission shall hold an evidentiary hearing, if one is requested pursuant to IC 8-1-32.5-9(a). Any hearing shall follow the statutory provisions of IC 8-1-32.5-9(b).⁴

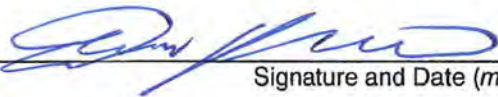
² Part III applies to all communications service providers, unless explicitly exempted pursuant to Indiana law and as otherwise noted herein.

³ Telecommunications Service Providers and Video Service Providers are subject to enforcement remedies for prohibited actions pursuant to IC 8-1-29.5.

⁴ The FCC determines market entry of CMRS providers pursuant to 47 CFR Chapter 1 Part 13.

V. Application Verification

I affirm under the penalties of perjury that the above representations made in this application are true.
(Must be signed by an officer of the company.)

 11/15/2017

Signature and Date (month, day, year)

David Ranghiasi, Treasurer

Name and Title (printed or typed)

AFFIDAVIT⁵

I, David Ranghiasi (*print name*), as an authorized corporate officer or person authorized to bind Inteltrace, Inc. (*company name*), affirm under penalty of perjury that:

a) the applicant has filed or will timely file with the Federal Communications Commission ("FCC") all forms required by the FCC;

b) the applicant agrees to comply with customer notification requirements of the Commission pursuant to I.C. 8-1-32.5-6(b)(3)(B) and 8-1-32.5-11(b) (not applicable to CMRS providers per I.C. 8-1-32.5-11(b));

c) the applicant (including CMRS providers⁶) agrees to update the information provided in the application on a regular basis pursuant to I.C. 8-1-32.5-12;


d) the applicant agrees to notify the Commission when the applicant commences offering communications service in each service area identified in the application (Pursuant to I.C. 8-1-32.5-6(e), this requirement is not applicable to CSPs that only offer a service(s) described in I.C. 8-1-2.6-1.1.);

e) the applicant agrees to pay any lawful rate or charge for switched and special access services, as required under any:

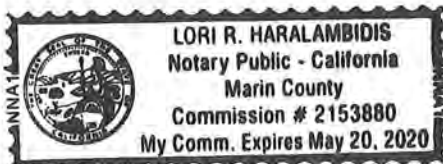
- applicable interconnection agreement; or
- lawful tariff or order approved or issued by a regulatory body having jurisdiction.

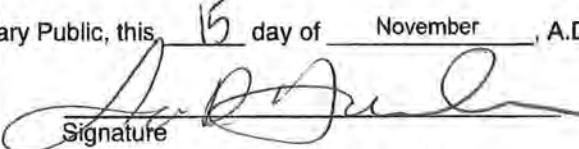
f) the applicant agrees to report, at the time requested by the Commission, information required under I.C. 8-1-2.6-13(d)(9) *et seq.* (This requirement is not applicable to CMRS providers, per I.C. 8-1-2.6-13(d)(9).); and

g) applicant further represents that it will provide an annual report concerning communications services offered in each service area (county, ZIP code and census tract) in Indiana as required by I.C. 8-1-2.6-13(d)(9)(C). (Not applicable to CMRS providers, per I.C. 8-1-2.6-13(d)(9).)


Signature
Treasurer
Title
11/15/2017
Date (month, day, year)

Subscribed and Sworn to before me, a Notary Public, this 15 day of November, A.D. 20 17




Signature
Lori Haralambidis
Printed Name

My Commission Expires: May 20, 2020
My County of Residence: Marin

⁵See IC 8-1-32.5-6(b)(3).

⁶There is an exception in IC 8-1-32.5-12-6 to the information that CMRS providers must provide. This exception does not apply to the other subsections in IC 8-1-32.5-12.

LIST OF ATTACHMENTS

ATTACHMENT 1	Indiana Secretary of State Authority
ATTACHMENT 2	Redacted Financial Statements
ATTACHMENT 3	Biographies of Key Personnel
ATTACHMENT 4	Motion for Confidential Treatment

ATTACHMENT 1

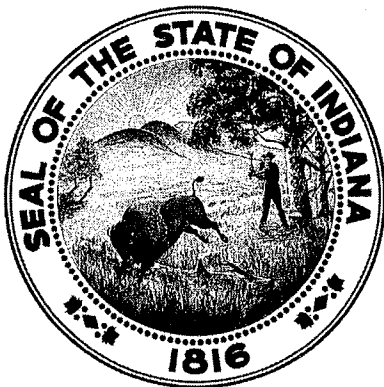
Indiana Secretary of State Authority

**State of Indiana
Office of the Secretary of State**

**Certificate of Authority
of
INTELLETRACE, INC.**

I, CONNIE LAWSON, Secretary of State, hereby certify that an Application for Certificate of Authority of the above Foreign For-Profit Corporation has been presented to me at my office, accompanied by the fees prescribed by law and that the documentation presented conforms to law as prescribed by the provisions of the Indiana Business Corporation Law.

NOW, THEREFORE, with this document I certify that said transaction will become effective Monday, November 13, 2017.



In Witness Whereof, I have caused to be affixed my signature and the seal of the State of Indiana, at the City of Indianapolis, November 14, 2017

Connie Lawson

CONNIE LAWSON
SECRETARY OF STATE

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To ensure the certificate's validity, go to <https://bsd.sos.in.gov/PublicBusinessSearch>

ATTACHMENT 2

Redacted Financial Statements

3:32 PM

03/07/17

Accrual Basis

Intellectrace
Balance Sheet
As of December 31, 2016

Dec 31, 16

ASSETS

Current Assets

Checking/Savings

REDACTED

Accounts Receivable

REDACTED

Other Current Assets

REDACTED

Total Current Assets

REDACTED

Fixed Assets

REDACTED

Other Assets

REDACTED
REDACTED

TOTAL ASSETS

REDACTED

LIABILITIES & EQUITY

REDACTED

Intellectrace
Profit & Loss
January through December 2016

Jan - Dec 16

Ordinary Income/Expense	
Income	REDACTED
Cost of Goods Sold	REDACTED
Gross Profit	REDACTED
Expense	REDACTED
Net Ordinary Income	REDACTED
Other Income/Expense	
Other Income	REDACTED
Other Expense	REDACTED
Net Other Income	REDACTED
Net Income	REDACTED

ATTACHMENT 3

Biographies of Key Personnel

Intellextrace Officer Bios

Marc Alciati- President

Marc began his career in telecommunications 1999 when he accepted a Sales Representative position with Sprint. In his position, Marc focused on providing Voice, Data, and Internet connectivity to businesses in the Sacramento area. In 2000, Marc and his family moved to San Francisco and Marc was hired by WorldCom in their Emerging Markets Division. In this position, Marc provided Data and Internet connectivity to ISP's, CLEC's, ASP's, and Carrier accounts. In 2002, Marc was promoted to the Wholesale Division for MCI. In this position, Marc provided Voice, Data, and Internet services to resellers, CLEC's, ISP's, and Carriers. Marc has a solid understanding of building carrier fiber optic networks to customer sites via Build-Out Requests.

Joining Intellextrace in 2004 as Sales Manager, Marc is responsible for driving sales and managing Intellextrace's Agent Program.

Dean Zerbe- Vice President

Dean started his career in the Internet Service Provider industry in 1995 with his first startup called Vsurf internet. Vsurf Internet was the ISP division of the Virtropolis Corp. Vsurf was built by Dean and evolved to a 20,000 user dial-up and hosting company that was later sold. In 1998 Dean joined Innocom Systems. Innocom Systems was a computer builder and had fifty percent ownership in Bay Area Info Serve (BAIS). Dean completely re-engineered BAIS to become compliant with 56K and V.90 dial-up requirements. In addition BAIS extended their product line to include frame relay and Co-Location services. By the time dean left Innocom Systems, Innocom was transformed from a computer builder into a consulting company that built high end servers and offered onsite and remote customer support. In January of 2000, Dean joined Masterlink. Masterlink was in the process of building a 10,000 server datacenter with requirements of wire speed network access inside the building, 20,000 Ethernet ports and a managed services division. Masterlink became NACIO Systems. For NACIO, Dean engineered the datacenter network and was in charge of the managed services division of NACIO. In 2001 NACIO filed for bankruptcy. Dean created Intellextrace as a partnership with Dave Ranghiasi in 2001. Intellextrace was originally created to offer high-end support to other consultants. In 2003 Intellextrace was transformed to an LLC and added another partner, with Darren Stich to start the Wholesale telecom division.

Dean has experience with Cisco switches routers and load balancers. Foundry switches, routers and load balancers, Extreme switches and routers, F5 BIG IP, and the Lucent Definity Phone Switch. Dean works well under pressure as shown by his license as a Paramedic.

David Ranghiasi- Treasurer

Dave's recent experience in the telecom and service provider industries include: Vice-President Network Services NACIO Systems Inc.. Dave has over 10 years experience in LAN, WAN, and MAN networking. 2 years experience in a customer technical support role, and 8 years in a customer support management role. Dave played a key role in converting MasterLink Inc (now NACIO Systems) from a software product company, to an Internet managed service and connectivity company providing services to commercial clients. Dave created Inteltrace as a partnership with Dean Zerbe in 2001. Inteltrace was originally created to offer high-end support to other consultants. In 2003 Inteltrace was transformed to an LLC and added another partner, with Darren Stich to start the Wholesale telecom division.

Dave has experience in system integration, network design and development including routing protocol configuration and design, customer support management, sales support, and Telecom provisioning. Dave has a BA degree from California State University, Sacramento in Communication Studies with an organizational communications concentration. Dave holds a CCNA, CCDA, and is a Cisco Certified Sales Associate. Dave is a trained SBC Sales Agent, and has 9 years of experience provisioning telecommunications data services including GigE, Frame, ATM, DS1, DS3, OCX for private WAN applications and public Internet applications.

ATTACHMENT 4

Motion for Confidential Treatment

BEFORE THE INDIANA UTILITY REGULATORY COMMISSION

Application of Inteltrace, Inc. for a)	
Certificate of Territorial Authority to Provide)	
Resold Data-only Interexchange and VoIP)	DOCKET _____
Services throughout the State of Indiana)	

MOTION FOR CONFIDENTIAL TREATMENT

Introduction

COMES NOW Inteltrace, Inc. ("Applicant"), pursuant to Ind. Code 5-14-3, hereby files this Motion for Confidential Treatment ("Motion") in the above-captioned proceeding. By this Motion, the Applicant seeks confidential treatment by the Indiana Utility Regulatory Commission ("Commission") of the commercially-sensitive financial statements attached as *Attachment 2* to the Application for Certificate of Territorial Authority of Inteltrace, Inc. to provide resold data-only interexchange and VoIP telecommunications services throughout the State of Indiana ("Application"). Because this Motion is an inseparable part of the Application, it is being filed concurrently herewith.

In support of this Motion, the Applicant provides the following:

1. The exact legal name, address and telephone number of the Applicant is:

Inteltrace, Inc. 936 B 7th St., #122 Novato, CA 94945 415-493-2200	Email: cfoster@inteltrace.com
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2. Correspondence or communications regarding this Motion should be addressed to:

Matt W. Dean, Regulatory Agent Telecom Professionals, Inc. P.O. Box 720128 Oklahoma City, OK 73172-0128 Telephone: 405-755-8177 x 103	Email: mdean@telecompliance.net Facsimile: 405-755-8377
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I. Description of Confidential Information.

1. The Application requires the Applicant to disclose evidence of financial fitness through the submission of documentation of its financial resources and ability to provide the requested service. In conformity with this requirement, the Applicant plans to submit copies of its financial statements. These documents contain highly confidential and strictly proprietary information, the public disclosure of which may result in direct, immediate and substantial harm to the competitive position of the Applicant in Indiana and elsewhere.

II. Grounds for Claim of Confidentiality.

1. The Applicant is presently immune from a legal obligation to prepare or submit projected financial statements, or any other financial information, to any public entity. As such, the financial statements attached as *Attachment 2* to the Application are not readily available to persons external to Applicant.

2. Because the financial statements submitted by the Applicant in support of the Application contain confidential and commercially-sensitive information from which its competitors may derive economic value, the Applicant seeks to protect such material from public disclosure. The Applicant derives independent economic value from the fact that significant, detailed and proprietary information regarding its financial structure and current financing activities is unknown to its competitors. Given this fact, the disclosure of this information could provide existing and potential competitors, including competing interexchange carriers in Indiana, as well as in other states in which the Applicant provides or intends to provide telecommunications service, with an unfair and undeserved competitive advantage.

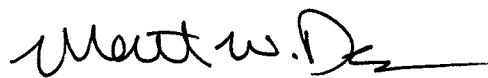
CONCLUSION

The financial information included in support of the Applicant's Application, for which Confidential Treatment is sought, is considered by the Applicant to be both proprietary and competitively-sensitive. The substantial and direct harm that could be caused to the Applicant as a result of any disclosure is real and not speculative. Moreover, to date, no other jurisdiction or governmental agency has required the Applicant to make this information available to the public. For all these reasons, the financial statements attached as *Attachment 2* to the Application is respectfully requested to be protected from public disclosure by the Commission.

WHEREFORE, the Applicant respectfully requests that the Indiana Utility Regulatory Commission grant this Motion for Confidential Treatment with respect to the financial statements attached as *Attachment 2* to the Application of Intellectrace, Inc. for a Certificate of Territorial Authority to provide resold data-only interexchange and VoIP telecommunications services throughout the State of Indiana in this proceeding.

Dated this 30th day of November, 2017

Respectfully submitted,



Matt W. Dean
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Oklahoma City, OK 73172-0128
Telephone: (405) 755-8177 x 103
Email: mdean@telecompliance.net