

ORIGINAL

*Dial-Around Telecom, Inc.*  
200 S. Biscayne Blvd, Suite 2790, Miami, Florida 33131  
1075 Rosewood Drive, Grapevine, TX 76051



0000011327

JDR

August 25, 2004

Arizona Corporation Commission  
Docket Control  
1200 West Washington Street  
Phoenix, AZ 85007

AZ CORP COMMISSION  
DOCUMENT CONTROL

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Re: **Dial-Around Telecom, Inc. – Docket No. T-04240A-04-0115**

Dear Docket Control:

Pursuant to your Procedural Order Dial-Around Telecom, Inc. is filing the Data Request from Staff dated 2/27/04. Enclosed is an original and 13 copies.

If there are any questions regarding the worksheet please contact Mark Angell @ 817-3229-7424 or Email [m.angell@comcast.net](mailto:m.angell@comcast.net).

Thank you,

Mark J. Angell  
Secretary and General Counsel

Arizona Corporation Commission

DOCKETED

AUG 26 2004

DOCKETED BY	
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**COMMISSIONERS**  
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Executive Secretary

ARIZONA CORPORATION COMMISSION

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2004 FEB 27 P 2: 45

February 26, 2004

AZ CORP COMMISSION  
DOCUMENT CONTROL

Mr. Mark Angell  
Dial-Around Telecom, Inc.  
1075 Rosewood Drive  
Grapevine, Texas 76051

RE: Staff's Letter Of Insufficiency And First Set of Data Requests to Dial-Around Telecom, Inc.  
Docket No. T-04240A-04-0115

Dear Mr. Angell:

On February 18, 2004, Dial-Around Telecom, Inc. ("Dial-Around") filed an application for a CC&N to provide telecommunication services in the State of Arizona. The application is not yet sufficient. This data request lists the information Staff needs to complete its analysis of your application. Please treat this, as Staff's first set of data requests to Dial-Around in the above-referenced matter.

For purposes of this data request set, the words "Dial-Around", "Applicant", "the Company", "you", and "your" refer to Dial-Around Telecom, Inc. and any representative, including every person and/or entity acting with, under the control of, or on behalf of Dial-Around Telecom, Inc. For each answer, please identify by name, title, and address each person providing information that forms the basis for the response provided.

These data requests are continuing, and your answers or any documents supplied in response to these data requests should be supplemented with any additional information or documents that come to your attention after you have provided your initial responses.

Please provide Docket Control with the information being requested within **60 days** of the date of this letter. Mail an original plus 13 copies to Docket Control, Arizona Corporation Commission, 1200 W. Washington Street, Phoenix, AZ 85007-2927. If no response is received or all deficiencies are not remedied within 60 days, Staff will recommend that the application be terminated as per Rule R14-2-1103(B)3 and R14-2-510(E)3. If the application is terminated, the Applicant cannot provide the same telecommunications services in Arizona for which it is currently applying, until such time as a new application is filed with and approved by the Commission.

February 26, 2004

Page 3

STAFFS FIRST SET OF DATA REQUESTS FOR  
DIAL-AROUND TELECOM, INC.  
DOCKET NO. T-04240A-04-0115

Please make sure each numbered item and each part of the item is answered completely. In order for Staff to continue with its review of this application, the following information must be submitted:

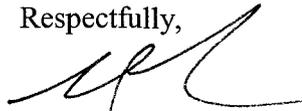
1. Please indicate if Dial-Around is an Arizona or Foreign Corporation. Refer to item (A-7) of the application form.
2. Please provide a copy of Dial-Around's Certificate of Good Standing. Refer to item (A-8) of the application form.
3. Please list the states which Dial-Around currently OFFERS facilities-based long distance service in. If less than 6 states, please indicate Dial-Around's total number of employees and their total combined years of experience in the telecom industry. Refer to item (A-19) of the application form.
4. Please indicate the timeframe associated with the balance sheet submitted as (B-2) of the application form. Also, please indicate what Dial-Around's net income was for this time period.
5. Please submit item (B-4) of the application form.

February 26, 2004

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Remember that information submitted for a CC&N will be made a part of the public record (including financial statements). Any information designated as confidential will not be accepted by Docket Control. If you have any questions, please contact me at (602) 364-0235. Thank you for your prompt response to this request.

Respectfully,



Adam Lebrecht  
Executive Consultant I  
Utilities Division

Enclosure(s)

CC: Docket Control Center (Original and Sixteen Copies)

**Response to Question 1 of the Data Request**

**See Attached**

(A-3) The d/b/a ("Doing Business As") name if the Applicant is doing business under a name different from that listed in Item (A-2):

(A-4) The name, address, telephone number (including area code), facsimile number (including area code), and E-mail address of the Applicant's Management Contact:

Mark J. Angell  
1075 Rosewood Drive  
Grapevine, TX 76051  
817-329-7424 (t) 817-421-4789 (f)  
m.angell@comcast.net

(A-5) The name, address, telephone number (including area code), facsimile number (including area code), and E-mail address of the Applicant's Attorney and/or Consultant:

Mark J. Angell  
1075 Rosewood Drive  
Grapevine, TX 76051  
817-329-7424 (t) 817-421-4789 (f)  
m.angell@comcast.net

(A-6) The name, address, telephone number (including area code), facsimile number (including area code), E-mail address of the Applicant's Complaint Contact Person:

Consumer Affairs Dept.  
1075 Rosewood Drive  
Grapevine, TX 76051  
877-212-9865  
Contact person: Dept. Manager

(A-7) What type of legal entity is the Applicant?

- Sole proprietorship
- Partnership: \_\_\_ Limited, \_\_\_ General, \_\_\_ Arizona,  Foreign
- Limited Liability Company: \_\_\_ Arizona, \_\_\_ Foreign
- Corporation: \_\_\_ "S", \_\_\_ "C", \_\_\_ Non-profit
- Domicile: \_\_\_ Arizona, \_\_\_ Foreign
- Other, specify: \_\_\_\_\_

**COMMISSIONERS**  
MARC SPITZER - Chairman  
JIM IRVIN  
WILLIAM A. MUNDELL  
JEFF HATCH-MILLER  
MIKE GLEASON



**ARIZONA CORPORATION COMMISSION**

JAMES G. JAYNE  
Interim Executive Secretary  
JOANNE C. MACDONNELL  
Director, Corporations Division

August 11, 2003

MARK J. ANGELL  
1075 ROSEWOOD DR.  
GRAPEVINE, TX 76051

RE: DIAL-AROUND TELECOM, INC.  
File Number: F-1066683-0

We are pleased to notify you that your Application for Authority to transact business in Arizona was approved and filed on August 11, 2003.

You must publish a copy of your Application for Authority. The publication must be in a newspaper of general circulation in the county of the known place of business in Arizona, as filed with the Commission for three (3) consecutive publications. An affidavit from the newspaper, evidencing such publication, must be delivered to the Commission for filing WITHIN NINETY (90) DAYS from the date of this letter.

All corporations transacting business in Arizona are required to file an Annual Report with the Commission, on the anniversary of the E date of incorporation. Each year, a preprinted Annual Report form will be mailed to the corporation's known place of business approximately two months prior to the due date of the report. Should the report fail to arrive, contact the Commission. It is imperative that corporations notify the Commission immediately (in writing) if they change their corporate address, statutory agent or agent address. Address change orders must be executed (signed) by a corporate officer. Postal forwarding orders are not sufficient.

The Commission strongly recommends that you periodically check Commission records regarding the corporation. The Commission web site [www.cc.state.az.us/corp](http://www.cc.state.az.us/corp) contains information specific to each corporation of record and is a good general source of information.

If you have any questions or need further information, please contact us at (602) 542-3135 in Phoenix, (520) 628-6560 in Tucson, or Toll Free (Arizona residents only) at 1-800-345-5819.

Sincerely,  
SANDY RAEBIG  
Examiner  
Corporations Division

CF:07, Rev: 01/2003

AZ. CORP. COMMISSION  
DELIVERED

JUN 25 2003

APPR. *[Signature]*

TERM \_\_\_\_\_

DATE 8-11-2003

F-1066683-0

APPLICATION FOR AUTHORITY  
TO DO BUSINESS

FOR

DIAL-AROUND TELECOM, INC.

**Response to Question 2 of the Data Request**

**See Attached**

# *State of Florida*

## *Department of State*

I certify from the records of this office that DIAL-AROUND TELECOM, INC. is a corporation organized under the laws of the State of Florida, filed on September 17, 2002.

The document number of this corporation is P02000100462.

I further certify that said corporation has paid all fees due this office through December 31, 2004, that its most recent annual report/uniform business report was filed on July 7, 2004, and its status is active.

I further certify that said corporation has not filed Articles of Dissolution.

*Given under my hand and the Great Seal of Florida, at Tallahassee, the Capital, this the Eighth day of July, 2004*



*Glenda E. Hood*  
**Secretary of State**

Authentication ID: 000038898050-070804-P02000100462

To authenticate this certificate, visit the following site, enter this ID, and then follow the instructions displayed.

[www.sunbiz.org/auth.html](http://www.sunbiz.org/auth.html)

**Response to Question 3 of the Data Request**

**See Attached**

Division.

(A-17) Indicate if the Applicant is a switchless reseller of the type of telecommunications services that the Applicant will or intends to resell in the State of Arizona:

Yes

No

If "Yes", provide the name of the company or companies whose telecommunications services the Applicant resells.

(A-18) List the States in which the Applicant has had an application approved or denied to offer telecommunications services similar to those that the Applicant will or intends to offer in the State of Arizona:

Note: If the Applicant is currently approved to provide telecommunications services that the Applicant intends to provide in Arizona in less than six states, excluding Arizona, list the Public Utility Commission ("PUC") of each state that granted the authorization. For each PUC listed provide the name of the contact person, their phone number, mailing address including zip code, and e-mail address.

AL, CA, CO, FL, IA, MA, MI, MN, MO, NJ, NY, NC, OR, PA, TX, UT, VA, WA, DC, WS, WY – Authority has been granted.

No state has denied authority.

(see attached PUC listed above name of contact person, their phone number, mailing address and email if available)

(A-19) List the States in which the Applicant currently offers telecommunications services similar to those that the Applicant will or intends to offer in the State of Arizona.

The Applicant currently does not offer services at this time. The Applicant is still deploying its network design.

Note: If the Applicant currently provides telecommunication services that the Applicant intends to provide in Arizona in six or more states, excluding Arizona, list the states. If the Applicant does not currently provide telecommunications services that the Applicant intends to provide in Arizona in five or less states, list the key personnel employed by the Applicant. Indicate each employee's name, title, position, description of their work experience, and years of service in the telecommunications services industry.

(A-20) List the names and addresses of any alternative providers of the service that are also affiliates of the telecommunications company, as defined in R14-2-801.

None

## **Resume of Officers and Key Personnel**

Omer Varol – CEO & President

Mr. Varol has owned and operated several telecommunications since 1997 of which generated revenue over 156 million per year. His responsibilities covered overall corporate planning, managing department heads and overall operation of the firm from a financial overview.

Mark J. Angell – Secretary & General Counsel

Mr. Angell has performed IXC, CLEC, Operator Services and all related regulatory filings with all the Utility Commission's in the United States for the last 12 years and has supervised compliance with the Commission as well. Mr. Angell also has consulted with numerous telecommunications firms developing networking, facilities, customer service and billing systems.

Mr. Andraz Oblak – Director of Operation

Mr. Oblak, has for the last 5 years been associates with Mr. Varol as his operations manager overseeing the network design and analysis of projects to be implemented into the telecommunications service offering and oversees the main office personnel.

Mr. Mitja Pretnar – Director of Networking

Mr. Pretnar has been with Mr. Vaorl for 5 years overseeing the switches, collocation sites and all equipment and technicians. All the equipment vendors as to the operating systems, maintenance and all relative information concerning the equipment he oversees have trained Mr. Pretnar.

Mr. Hayri Barutcu – Customer Relations Manager

Mr. Barutcu has been in telecommunications customer relation's positions since 1995 with several firms. Mr. Barutcu has purchased media during this time to market telecommunications services to residential and business customers.

**Response to Question 4 of the Data Request**

**See Attached**

## BALANCE SHEET

Dial-Around Telecom, Inc.

7/30/2004

<u>Assets</u>		<u>Liabilities</u>	
Cash in Bank	\$ 157,423	Salaries/Wages Payable	\$5,000
Notes Receivable	0	Accounts Payable	0
Accounts Receivable	0	Notes Payable	0
Investments	0	Mortgages Payable	0
Other Current Assets	0	Contracts and Bonds Payable	0
Prepaid Expenses	\$ 158,000	TOTAL LIABILITIES	\$5,000
Land and Buildings	0	NET WORTH	
Office Furniture	0	Common Stock	0
Other Equipment	\$1,250,930	Retained Earnings	0
Other Assets	0	Capital	\$1,556,353
TOTAL ASSETS	\$1,566,353	TOTAL LIABILITIES	
		And	
		NETWORTH	\$1,566,353

Response to Question 4 of the Data Request

The Applicant does not have any income at this time because the Applicant is still deploying its network.

Response to Question 5 of the Data Request

See Attached

**COPY**  
Question B-4

- 1 & 2. Arizona projected revenue and operating expenses  
(See attached Projected Income and Balance Sheet)
- 3. Book Value of Arizona assets – None
- 4. There will be no assets located within the state of Arizona.
- 5. Not Applicable.

**Projected  
Income and  
Balance  
Sheet**

Item	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Total	Total 6 mo.
# of Cust.	1,500	1,650	1,750	1,850	1,950	2,050	2,050	
Rev \$	67,500	74,250	78,750	83,250	87,750	92,250	483,750	
Cost	35,775	39,352	41,737	44,122	46,508	48,892	256,386	
Gross Profit	31,725	34,898	37,013	39,128	41,424	43,358	227,364	
Office Exp	5,000	5,000	5,000	5,750	6,000	6,000	32,750	
Net profit	26,725	29,898	32,013	33,378	35,242	37,358	194,614	194,614

Item	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	Total	Total 12 mo.
# of Cust.	2,200	2,400	2,550	2,650	2,800	2,900	2,900	
Rev \$	99,000	108,000	114,750	119,250	126,000	130,500	697,500	
Cost	52,470	57,240	60,818	63,206	66,780	69,165	369,679	
Gross Profit	46,530	50,760	53,932	56,044	59,220	61,335	327,821	
Office Exp	6,500	6,500	7,000	7,000	7,500	8,000	42,500	
Net profit	40,030	44,260	46,932	49,044	51,720	53,335	285,321	479,935

Item	Month 13	Month 14	Month 15	Month 16	Month 17	Month 18	Total	Total 18 mo.
# of Cust.	3,100	3,250	3,400	3,500	3,650	3,800	3,800	
Rev \$	139,500	146,250	153,000	157,500	164,250	171,000	931,500	
Cost	73,935	77,513	68,850	83,475	87,053	90,630	481,456	
Gross Profit	65,565	68,737	84,150	74,025	77,197	80,370	450,044	
Office Exp	8,500	8,500	9,000	9,000	9,500	9,500	54,000	
Net Profit	57,065	60,237	75,150	65,025	67,697	70,870	396,044	875,979

Item	Month 19	Month 20	Month 21	Month 22	Month 23	Month 24	Total	Total 24 mo.
# of Cust.	4,000	4,150	4,350	4,500	4,650	4,800	4,800	
Rev \$	180,000	186,750	195,750	202,500	209,250	216,000	1,190,250	
Cost	95,400	98,978	103,748	107,325	110,903	114,448	630,802	
Gross Profit	84,600	87,772	92,002	95,175	98,347	101,552	559,448	
Office Cost	10,000	10,000	10,500	10,500	11,000	11,000	63,000	
Net Profit	74,600	77,772	81,502	84,675	87,347	90,552	496,448	1,372,427

Item	Month 25	Month 26	Month 27	Month 28	Month 29	Month 30	Total	Total 30 mo.
# of Cust.	5,000	5,200	5,450	5,600	5,800	6,000	6,000	
Rev \$	225,000	234,000	245,250	252,000	261,000	270,000	1,487,250	
Cost	119,250	124,020	129,983	133,560	138,330	143,100	788,243	
Gross profit	105,750	109,980	115,267	118,440	122,670	126,900	699,007	
Office Exp	11,500	11,500	12,000	12,000	12,500	12,500	72,000	
Net Profit	94,250	98,480	103,267	106,440	110,170	114,400	627,007	1,999,434

Item	Month 31	Month 32	Month 33	Month 34	Month 35	Month 36	Total	Total 36 mo.
# of Cust	6,200	6,400	6,650	6,800	7,000	7,200	7,200	
Rev \$	279,000	288,000	299,250	306,000	315,000	324,000	1,811,250	
Cost	147,870	152,640	158,603	162,180	166,950	171,720	959,963	
Gross Profit	131,130	135,360	140,647	143,820	148,050	152,280	851,287	
Office Exp	13,000	13,000	13,500	13,500	14,000	14,000	81,000	
Net Profit	118,130	122,360	130,320	130,320	134,050	138,280	773,460	2,772,894