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ORIGINAL

June 4, 2014

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

Arizona Corporation Commission
DOCKETED

JUN 06 2014

DOCKETED BY 

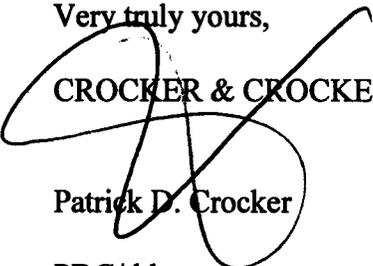
RE: Staff's First Set of Data Requests to BCN Telecom, Inc.
Docket No. T-04057A-130270

Dear Sir or Madam:

In accordance with Staff Member, Lori Morrison's request, please find an original and thirteen (13) copies of Staff's First Set of Data Requests in the above-referenced docket.

Should you have any questions concerning this filing, please contact the undersigned.

Very truly yours,


CROCKER & CROCKER

Patrick D. Crocker

PDC/tld

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2014 JUN -6 A 9:52
AZ CORP COMMISSION
DOCKET CONTROL

STAFF'S FIRST SET OF DATA REQUESTS TO
BCN TELECOM, INC. ("BCN" OR THE "COMPANY")
DOCKET NO. T-04057A-13-0270
MAY 13, 2014

All information responses should be provided in searchable PDF, DOC or EXCEL files via email or electronic media.

For each answer, please identify by name, title, and address each person providing information that forms the basis for the response provided.

Please make sure each numbered item and each part of the item is answered completely

STF 1.1 Please provide the telephone number and the location of the customer service call center that will provide assistance to Arizona customers.

Customer Call Center

Telephone: (800) 768-2852

Location: Bedminster, New Jersey

STF 1.2 Does BCN currently have any employees located in Arizona in its provision of resold long distance telecommunications services? If yes, how many? If not, why not?

No.

STF 1.3 Will BCN have any employees located in Arizona should this application be granted approval? If yes, how many? If not, please explain why not.

No. BCN intends to service local customers in Arizona utilizing employees located in New Jersey and Florida.

STF 1.4 Will BCN have any investments and/or assets located in Arizona? If yes, please specify those investments and/or assets. If no, why not?

No. We do not believe BCN service offerings will require investment or deployment of equipment in Arizona.

STF 1.5 How will BCN market their local service in the Arizona market? Please provide any marketing material the Company will be using.

BCN will market service in Arizona as a complimentary service offered in other jurisdictions. No marketing materials have been created specifically for Arizona.

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STF 1.6 Please provide a list of the key personnel employed by the Company. Indicate each employee's name, title, position, description of their work experience, and total years of service in the telecommunications service industry.

Attached as Exhibit A, please find a list of key personnel employed by BCN.

STF 1.7 Please specify the class of customers to whom BCN will be providing local exchange services:

- | | | |
|----|-----------------------------------|-----|
| a. | Residential (yes or no) | No |
| b. | Small Business (yes or no) | Yes |
| c. | Medium sized Business (yes or no) | Yes |
| d. | Enterprise (yes or no) | Yes |

STF 1.8 In Attachment C-3 of the amended application filed on April 25, 2014, the Company included a list of 28 states where the Company is authorized to provide long distance and local exchange telecommunications services. However, Staff's research of jurisdictions where the Company is authorized to provide long distance and local exchange telecommunications services leads Staff to believe the list provided is out of date. For example, the Wyoming Public Service Commission's ("WY PSC") November 14, 2013 Minutes of Regular Open Meeting, Page 2 indicates that BCN represented to the WY PSC that it provides service in 35 states and had applications pending in 15 other states. Please provide Staff with a complete and up to date list of all jurisdictions where BCN is currently authorized to provide telecommunications services and specify on that list what authority has been granted in each jurisdiction, i.e. long distance only, long distance and local exchange, local exchange only. On a separate list, please provide a list of jurisdictions where BCN has an application pending and specify the authority being sought in each jurisdiction, i.e. long distance only, long distance and local exchange, local exchange only.

Exhibit B includes a current list of where the Company is authorized for telecommunications service. Separately, Exhibit C includes a list of jurisdictions where BCN has applications pending for authority to provide telecommunication service.

STF 1.9 Please explain how BCN calculated the rates that are contained in your tariffs for each of your services.

BCN calculates rates for services using general market analysis and experience.

ATTACHMENT A

The Name, Address, and Telephone Number of Each Owner, Officer and/or Director:

<u>Name</u>	<u>Title/position</u>	<u>Total years of telecom experience</u>
Richard M. Boudria 550 Hills Drive, Suite 110, 1 st Floor Bedminster, NJ 07921	CEO/Director – Chairman	30
John Kean Jr. <i>(same as above)</i>	President/Director	25
Julian Jacquez, Jr. <i>(same as above)</i>	Executive Vice President	16
Claudia K. Tiger <i>(same as above)</i>	Secretary	10
Richard G. Schmeling <i>(same as above)</i>	Treasurer	10
Thomas McCrosson <i>(same as above)</i>	Director	25

Richard M. Boudria - President/CEO

Founder, Chairman/CEO and strategist. An entrepreneur who understands business aspirations and sees creative solutions to business constraints. He has led BCN since its inception in 1994.

Boudria worked for Merrill Lynch, Xerox and GTE (now Verizon) over a span of 20 years, gaining insight into finance, sales, marketing and strategic planning.

Prior to his business career, Boudria served honorably in the United States Marine Corps as an airborne qualified infantry officer, posting in Cuba, Panama and the Mediterranean. He was awarded the Vietnam Service Medal with campaign star and other citations for service in the Vietnam War. He left the Marine Corps at the rank of Captain.

Julian Jacquez, Jr - Vice President Business and Product Development

Jacquez provides BCN Telecom with more than 10 years of telecommunications industry experience, having served in senior management roles at Procom, Network One, Norcom and Norcom Agency Services. At BCN Telecom he focuses on business development, distribution channel management, product development and merger & acquisition projects.

A CPA who served with PriceWaterhouse, LLC, for seven years, Jacquez provided auditing, business advisory and merger/acquisition support for a client portfolio that ranged from privately held companies to multi-national corporations.

Jacquez holds a bachelor's degree in accounting from West Virginia University.

Tom McCrosson - President & CEO BCN Solutions Express

BCN Solutions Express is a strategic partner of BCN Telecom. The Solutions Express Agency Program creates distributor-based revenue-generating programs utilizing BCN's products and services. These include affinity marketing, dealer development and product implementation with a particular emphasis on customer retention. McCrosson also is a principal of BCN Telecom with a relationship of more than 10 years.

Prior to joining BCN, McCrosson was a founder and principal of LDM Systems, a multi-faceted telecommunications firm that offered local and long distance voice and data products within the United States. At LDM and then RSL Communications (after its acquisition of LDM), Tom served in senior positions in retail markets, business development – including key acquisitions within the U.S. – and integration of global marketing strategies.

He also has served at Allnet Communications, MCI Communications and Rochester Telephone, as well as on the Mayor's task force for telecommunications and energy for New York City.

William P. Mulcahy - Chief Operations Officer

After more than 20 years developing and managing real-time information systems and networks within the global financial community – including at Citicorp, JJ Kenny & Reuters – Mulcahy was founder/co-founder in the start-up and sale of a number of Internet companies that provided advanced services based on multimedia technology, with clients that included AT&T, Boeing, WorldCom, Goldman Sachs, Reuters and Polygram. He also provided consulting services on transactional services to the healthcare community.

Mulcahy joined BCN Telecom as a consultant in March of 2000, was made VP of Technology/New Ventures in January 2001 and was promoted to Chief Operating Officer in late 2002. Mulcahy is responsible for all aspects of planning and managing BCN's current and future operations.

Richard Schmeling - Chief Financial Officer

Schmeling joined BCN Telecom in 2003 as Chief Financial Officer. Before coming to BCN he worked for GetzlerHenrich Associates, LLC, a management consulting firm specializing in turnaround management services to middle market companies. He also served in senior management at Environmental Technologies Corp. and was an investment banker for Investcorp International Inc. and Bear, Stearns & Co., Inc., responsible for general investment banking assignments, including private placements, mergers and acquisitions and corporate development.

Schmeling received his bachelor of arts degree in economics from Columbia College and his MBA in finance and accounting from the Graduate School of Business at Columbia University.

Claudia K. Tiger
11 Cider Mill Lane
Port Murray, N.J. 07865
908 852 2910
ctiger4u@hotmail.com

SUMMARY OF QUALIFICATIONS

Finance Trading and Operations Professional. Earned reputation for leading and directing key projects which streamlined trading operations, cash management, compliance reporting and client communications to meet corporate and regulatory objectives. Directed and supervised trading of a multi-client based short-term portfolio as well as supported portfolio managers of a multi-billion dollar fixed income property and casualty insurance portfolio. Highly dedicated, client focused, team oriented executive.

PROFESSIONAL EXPERIENCE

The Mendham Spa, Mendham N.J.
Guest Care Relations Associate

Current

- Maintaining Client Scheduling for Spa Technicians
- Responsible for cash drawer and general guest care administrative functions.

Washington Township School System, Long Valley, N.J.
Substitute Teacher K-8th

2002-current

- Implemented instruction plans for absent teacher(s) for all grade levels & varied subjects.

American Re Asset Management, Inc., Florham Park, N.J.

1996 to 2000

Vice President Operations

1998 to 2000

Compliance Officer

1998 to 2000

Vice President Operations & Technology

1996 to 1998

- Administered and directed short-term trading for a client base that reached \$5 billion in assets under management.
- Directed implementation and maintenance of technical applications as well as trading applications. Supervised a direct reporting staff of 5+ in combination with multiple vendors to support the 30 investment professionals within the company. The heart of the operation was not only trading but an on-line client accessed database.
- Prepared the Securities and Exchange Commissions ADV regulatory reports required to be a registered investment adviser.
- Reviewed employee personal trading accounts and maintained compliance records to meet SEC rules and regulations. Developed an automated process with a consultant to streamline the process.
- Monitored the integrity and accuracy of the clients' monthly and quarterly investment operations reports. Reviewed accounting results with the Chief Financial Officer and investment results with portfolio managers.

- Developed collaboratively a Request for Proposal (RFP) for a major client regarding selection of a custodian bank. Tailored and designed the document for final submission. Navigated the client through all action steps from start to finish. Orchestrated the move to the new custodian. Initiated templates to assist other clients in the same process.
- Formulated with the President, Managing Directors, and CFO the annual business plans outlining the future direction of the company. Participated in formal presentation of plans to the staff.

Seneca, Inc., Florham Park, N.J.

1992 to 1996

Managing Director Short-Term and Operations

1992 to 1996

Compliance Officer

1992 to 1996

- Participated in the formation of a women-owned enterprise.
- Directed the trade flow processes for equity and debt instruments.
- Traded short-term securities for major property and casualty clients and pension clients.
- Performed as point-person for all trading operations, troubleshooting of trades and reporting.
- Prepared Security and Exchange Commission's required reporting. Monitored changes in regulations and advised the staff accordingly. Lead contact for audit.
- Assisted in the research of qualifications for a Women Owned Enterprise and worked with the general counsel on various issues that needed to be resolved.
- Managed a staff of 3 investment professionals who worked in equity trading, performance reporting, cash management and client reporting.
- Designed the trading desk and coordinated the technical move for all the system support and phone systems for the entire operation.
- Worked on the due diligence team for the sale of Seneca, Inc. to American Re which evolved to American Re Asset Management (ARAM).

First Quadrant Corp., Basking Ridge and Florham Park, N.J.

1985 to 1992

Bond Trader

Chief Information Officer

- Established Chief Information Officer position for trading operations.
- Assisted portfolio managers in trading, trade in-put, and client reporting with regard to taxable and tax-exempt securities and equities.
- Maintained client contract records with the Legal staff.
- Selected as lead contact on all audits, external and internal as they pertained to investments.

Crum & Forster Investment Department, Morristown N.J.
Investment Clerk, Bond Trader

1974 to 1985

- Acted as communications liaison and trouble-shooter with the broker dealer community on all investment trades executed.
- Tabulated equity and fixed income trades then notified custodians of proper settlement.
- Developed trading account information in one centralized location and maintained these records for the investment department and for its supporting departments.

EDUCATION & PROFESSIONAL TRAINING

Centenary College, Associates Degree, Phi Theta Kappa
Series 65 NASD, Uniform Investment Adviser Law Exam
Series 2 NASD, Investment Adviser General Securities Representative

COMPUTER SKILLS

STX Spa Scheduling, Microsoft Officesuite, Word, Excel, Lotus Notes, Bloomberg, Princeton
Financial Accounting Management Systems, ITG/Posit Trading System, PowerPoint, ADV
Software and various banking systems software

ATTACHMENT B

AUTHORIZED

JURISDICTION	APPROVED APPLICATION
Alabama	Interexchange and Local Exchange
Arizona	Interexchange
Arkansas	Interexchange
California	Interexchange and Local Exchange
Colorado	Interexchange and Local Exchange
Connecticut	Interexchange and Local Exchange
Delaware	Interexchange and Local Exchange
District of Columbia	Interexchange and Local Exchange
Florida	Interexchange and Local Exchange
Georgia	Interexchange and Local Exchange
Hawaii	Interexchange
Idaho	Interexchange and Local Exchange
Illinois	Interexchange and Local Exchange
Indiana	Interexchange and Local Exchange
Iowa	Interexchange and Local Exchange
Kansas	Interexchange
Kentucky	Interexchange and Local Exchange
Louisiana	Interexchange
Maine	Interexchange and Local Exchange
Maryland	Interexchange and Local Exchange
Massachusetts	Interexchange and Local Exchange
Michigan	Interexchange and Local Exchange
Minnesota	Interexchange and Local Exchange
Mississippi	Interexchange
Missouri	Interexchange
Montana	Interexchange and Local Exchange
Nebraska	Interexchange and Local Exchange
Nevada	Interexchange and Local Exchange
New Hampshire	Interexchange and Local Exchange
New Jersey	Interexchange and Local Exchange
New Mexico	Interexchange and Local Exchange
New York	Interexchange and Local Exchange
North Carolina	Interexchange and Local Exchange
North Dakota	Interexchange and Local Exchange
Ohio	Interexchange and Local Exchange
Oklahoma	Interexchange
Oregon	Interexchange and Local Exchange
Pennsylvania	Interexchange and Local Exchange
Rhode Island	Interexchange and Local Exchange
South Carolina	Interexchange and Local Exchange
South Dakota	Interexchange and Local Exchange
Tennessee	Interexchange and Local Exchange
Texas	Interexchange and Local Exchange
Utah	Interexchange and Local Exchange
Vermont	Interexchange and Local Exchange
Virginia	Interexchange and Local Exchange
Washington	Interexchange and Local Exchange
West Virginia	Interexchange and Local Exchange
Wisconsin	Interexchange and Local Exchange
Wyoming	Interexchange and Local Exchange

ATTACHMENT C

PENDING

JURISDICTION	APPROVED APPLICATION
Arizona	Local Exchange
Arkansas	Local Exchange
Kansas	Local Exchange
Louisiana	Local Exchange
Mississippi	Local Exchange
Missouri	Local Exchange