

SEP 20 1996

Decision 96-09-063 September 20, 1996

BY Decision (D) 96-09-063 (D) 96-09-063 (D) 96-09-063
BEFORE THE PUBLIC UTILITIES COMMISSION OF THE STATE OF CALIFORNIA

In the Matter of the Application of)
GTN Corp. d/b/a Global Telecom)
Network for a Certificate of Public)
Convenience and Necessity to Provide)
InterLATA and IntraLATA Telecom-)
munications Services Within the)
State of California)

ORIGINAL
(Filed April 29, 1996)

The Commission has established two major criteria for determining whether a CPCN should be granted. First, an applicant must demonstrate that it has a

O P I N I O N

GTN Corp. d/b/a Global Telecom Network (applicant), a Florida corporation qualified to transact business in California, seeks a certificate of public convenience and necessity (CPCN) under Public Utilities (PU) Code § 1001 to permit it to resell interLATA and intraLATA telephone services in California via prepaid calling cards. Applicant states that it will operate as a switchless reseller and does not propose to acquire, own, construct, or extend any telecommunications facilities. Applicant also requests a waiver of Rule 18(b) of the Commission's Rules of Practice and Procedure regarding service of its application upon cities and counties.

California is divided into ten Local Access and Transport Areas (LATAs) of various sizes, each containing numerous local telephone exchanges. InterLATA describes services, revenues, and functions that relate to telecommunications originating in one LATA and terminating in another. IntraLATA describes services, revenues, and functions that relate to telecommunications originating and terminating within a single LATA.

08/05/98

Decision 84-01-037 (14 CPUC2d 317 (1984)) and later decisions, we authorized interLATA entry generally. However, we limited the authority conferred to interLATA service, and we subjected the applicants to the condition that they not hold themselves out to the public to provide intraLATA service. Subsequently, by D.94-09-065, we authorized competitive intraLATA services effective January 1, 1995, for carriers meeting specified criteria.

The Commission has established two major criteria for determining whether a CPCN should be granted. First, an applicant who is a switchless reseller² must demonstrate that it has a minimum of \$25,000 of cash or cash equivalent (as described in D.91-10-041, 41 CPUC2d 505 at 520 (1991)) that is reasonably liquid and readily available to meet the firm's start-up expenses. As part of this showing, an applicant must also document any deposits required by local exchange companies (LECs) or interexchange carriers (IECs) and demonstrate that it has additional resources to cover all such deposits. (D.93-05-010, 49 CPUC2d 197 at 208 (1993)).

As part of its application (including amendments to its application ordered by assigned Administrative Law Judge Kenney), applicant provided a copy of a bank statement for the period of May 31, 1996, through June 28, 1996. This bank statement indicates

² D.93-05-010 defines a switchless reseller as a nondominant interexchange carrier (NDIEC) with the following characteristics: it uses the switch of another carrier; it usually, but not always, uses access circuits that the underlying carrier purchases from an LEC; it provides service in its own name, and its customers view it as their telephone company for interLATA and interstate calls. Areas D.92-06-069 noted that it is possible to control, operate, or manage telephone lines without owning them. The decision also notes that resellers which do not own or directly operate their own telephone wires may still have plant which is owned, controlled, operated, and/or managed in order to facilitate communication by telephone.

that applicant has more than \$25,000 in cash. Applicant also stated that it was not required to pay deposits to any LEC or IEC for the services which the applicant proposes to offer. Applicant has thus satisfied our requirement that it possess sufficient financial assets which are reasonably liquid and readily available to meet the applicant's needs.

The second major criterion for determining whether to grant a CPCN is that the applicant must demonstrate a reasonable level of technical expertise in telecommunications or a related business. To satisfy this criterion, applicant provided the following information, summarized below, concerning the qualifications of its key personnel:

Gerald M. Dunne, President: Gerald Dunne founded GTN Corp. d/g/a Global Global Telecom Network (GTN) in June 1993. Prior to GTN, Gerald Dunne founded Group Long Distance in 1989, a national reseller of telephone services. Gerald Dunne is a Certified Financial Analyst with a B.A. in economics obtained from Iona College in 1960. Gerald Dunne also received graduate school training in finance from New York University.

Edward P. Dunne, Vice President: The record does not indicate when Edward Dunne joined GTN. Prior to joining GTN, Edward Dunne worked in the insurance industry. Edward Dunne obtained a B.B.A. in marketing from the University of Florida on 1987.

William Eric Ottens, Chief Financial Officer (CFO): Williams has been the CFO of GTN since the firm's inception in 1993. Prior to joining GTN, Williams held increasingly responsible positions at various companies in the fields of auditing, accounting, and finance.

To further demonstrate its qualifications to operate as a NDIEC in California, applicant states it has been providing prepaid calling card telecommunications services in other jurisdictions since the inception of GTN on June 1, 1993. Applicant also states that it is currently authorized to resell

telecommunications services pursuant to registration and certification or on an unregulated basis in approximately 35 states. The experience of applicant and its personnel satisfies our requirement that applicant possess a reasonable level of technical expertise in telecommunications.

We will authorize the interLATA and intralATA services that applicant seeks to provide.

Findings of Fact

Applicant served a copy of the application upon telephone corporations with which it is likely to compete. A notice of the filing of the application appeared in the Daily Calendar on April 30, 1996. Notice of the filing of the amended application appeared in the Daily Calendar on July 24, 1996.

3. No protests have been filed.
4. A hearing is not required.
5. By prior Commission decisions, we authorized competition in providing interLATA telecommunications service but generally barred those offering such service from holding out to the public the provision of intralATA service.
6. By D/94-09-065 we authorized competitive intralATA services effective January 1, 1995, for carriers meeting specified criteria.
7. Applicant has represented that it has more than \$25,000 of cash readily available to meet its start-up expenses.
8. Applicant has represented that no deposits are required by any local exchange carrier or interexchange carrier.
9. Applicant's technical experience consists of two employees with a combined experience of over 10 years in managing and operating companies engaged in the resale of telecommunications services.
10. Applicant has submitted with its application a complete draft of applicant's initial tariff which complies with the

requirements established by the Commission including prohibitions of unreasonable deposit requirements.

11. Applicant has represented that no one associated with or employed by applicant was previously associated with a nondominant interexchange carrier that filed for bankruptcy or went out of business.

12. Since no facilities are to be constructed, it can be seen with certainty that the proposed operation will not have a significant effect upon the environment.

13. The Commission has routinely granted nondominant interexchange carriers, such as applicant, an exemption from Rule 18(b) to the extent that the rule requires applicant to serve a copy of its application (on cities and counties) in the proposed service area.

14. Exemption from the provisions of PU Code §§ 816-830 has been granted to other resellers. (See, for example, D.86-10-007 and D.88-12-076.)

15. The transfer or encumbrance of property of nondominant carriers has been exempted from the requirements of PU Code § 851 whenever such transfer or encumbrance serves to secure debt. (See D.85-11-044.)

Conclusions of Law

1. Applicant has the financial ability to provide the proposed service.

2. Applicant has made a reasonable showing of technical expertise in telecommunications.

3. Public convenience and necessity require the interLATA and intraLATA services to be offered by applicant.

4. Applicant is subject to:

- a. The current 3.2% surcharge applicable to all intrastate services except for those excluded by D.94A09,065 as modified by D.95-02-050, to fund the Universal Lifeline Telephone Service (PU Code § 879; (ATA) Resolution T-15799, November 21, 1995).

b. The current 0.36% surcharge applicable to all intrastate services except for those excluded by D.94-09-065, as modified by D.95-02-050, to fund the California Relay Service and Communications Devices Fund, (PU Code § 2881, Resolution T-15801, October 5, 1995);

c. The user fee provided in PU Code §§431-435, which is 0.11% of gross intrastate revenue for the 1996-1997 fiscal year (Resolution M-4778); and

d. The current 0.27% surcharge applicable to all intrastate services except for those excluded by D.94-09-065, as modified by D.95-02-050, to fund the California High Cost Fund (PU Code § 739.30, Resolution T-15826, December 20, 1995);

5. Applicant should be exempted from Rule 18(b)'s requirement of service of the application on cities and counties in the proposed service area.

6. Applicant should be exempted from PU Code §§ 816-830.

7. Applicant should be exempted from PU Code § 851 when the transfer or encumbrance serves to secure debt.

8. The application should be granted to the extent set forth below.

9. Because of the public interest in competitive interLATA and intralATA services, the following order should be effective immediately.

Applicant has made a reasonable showing of technical expertise in telecommunications.

ORDER

Public convenience and necessity require the interLATA and intralATA services to be offered by applicant.

IT IS ORDERED that:

1. A certificate of public convenience and necessity is granted to GTN Corp. d/b/a Global Telecom Network (applicant) to operate as a reseller of interLocal Access and Transport Area (interLATA) and, to the extent authorized by Decision (D.) 94-09-065, intraLocal Access and Transport Area (intraLATA)

telecommunication services offered by communication common carriers in California.

2. Applicant shall file a written acceptance of the certificate granted in this proceeding.

3. a. Applicant is authorized to file with this Commission tariff schedules for the provision of interLATA and intraLATA service. Applicant may not offer interLATA and/or intraLATA service until tariffs are on file. Applicant's initial filing shall be made in accordance with General Order (GO) 96-A, excluding Sections IV, V, and VI, and shall be effective not less than 1 day after filing. Applicant shall comply with the provisions in its tariffs.

b. Applicant is a nondominant interexchange carrier (NDIEC). The effectiveness of its future tariffs is subject to the schedules set forth in Ordering Paragraph 5 of D.90-08-032 (37 CPUC2d 130 at 158), as modified by D.91-12-013 (42 CPUC2d 220 at 231) and D.92-06-034 (44 CPUC2d 617 at 618).

5. All NDIECs are hereby placed on notice that their California tariff filings will be processed in accordance with the following effectiveness schedule:

a. Inclusion of FCC-approved rates for interstate services in California public utilities tariff schedules shall become effective on one (1) day's notice.

b. Uniform rate reductions for existing services shall become effective on five (5) days' notice.

c. Uniform rate increases, except for minor rate increases for existing services, shall become effective on thirty (30) days' notice, and shall require bill inserts in the bill itself, or first class mail notice to customers of the pending increased rates.

7. Applicant shall notify this Commission in writing of the date interLATA service is first rendered to the public within 2

"d. Uniform minor rate increases as defined in D.90-11-029; for existing services shall become effective on not less than 5 working days' notice. Customer notification is not required for such minor rate increases.

"e. Advice letter filings for new services and for all other types of tariff revisions, except changes in text not affecting rates or relocations of text in the tariff schedules, shall become effective on forty (40) days' notice.

"f. Advice letter filings merely revising the text or location of text material which do not cause an increase in any rate or charge shall become effective on not less than five (5) days' notice."

4. Applicant may deviate from the following provisions of GO 96-A: (a) paragraph II.C.(1)(b), which requires consecutive sheet numbering and prohibits the reuse of sheet numbers, and (b) paragraph II.C.(4), which requires that "a separate sheet or series of sheets should be used for each rule." Tariff filings incorporating these deviations shall be subject to the approval of the Commission's Telecommunications Division. Tariff filings shall reflect all fees and surcharges to which applicant is subject, as reflected in Conclusion of Law 4.

5. Applicant shall file as part of its initial tariff, after the effective date of this order, and consistent with Ordering Paragraph 3, a service area map.

6. Prior to initiating service, applicant shall provide the Commission's Consumer Services Division with the applicant's designated contact person(s) for purposes of resolving consumer complaints and the corresponding telephone number. This information shall be updated if the name or telephone number changes or at least annually.

7. Applicant shall notify this Commission in writing of the date interLATA service is first rendered to the public within 5

days after service begins and again within 5 days of when intraLATA service begins, whenever such transfer or change of property, whenever

8. Applicant shall keep its books and records in accordance with the Uniform System of Accounts specified in Title 47, Code of Federal Regulations, Part 32, (d) 18 of the Code of Federal Regulations

9. In the event the books and records of the applicant are required for inspection by the Commission or its staff, applicant shall either produce such records at the Commission's offices or reimburse the Commission for the reasonable costs incurred in having Commission staff travel to applicant's office, if it is proper

10. Applicant shall file an annual report, in compliance with GO 104-A on a calendar year basis using the information request form developed by the Commission Staff and contained in Attachment A. Applicant shall file the report with the Commission Staff and receive the written permission of the Telecommunications Division

11. Applicant shall ensure that its employees comply with the provisions of Public Utilities (PU) Code § 2889.5 regarding solicitation of customers

12. The certificate granted and the authority to render service under the rates, charges, and rules authorized will expire if not exercised within 12 months after the effective date of this order.

13. The corporate identification number assigned to applicant is U-5677-C, which shall be included in the caption of all original filings with this Commission, and in the titles of other pleadings filed in existing cases

14. Within 60 days of the effective date of this order, applicant shall comply with PU Code § 708, Employee Identification Cards, and notify the Director of the Telecommunications Division in writing of its compliance.

15. Applicant is exempted from the provisions of PU Code §§ 816-830.

16. Applicant is exempted from PU Code § 851 for the transfer or encumbrance of property, whenever such transfer or encumbrance serves to secure debt.

17. In response to the applicant's request for waiver, applicant is exempted from Rule 18(b) of the Commission's Rules of Practice and Procedure to the extent that the rule requires applicant to serve a copy of its application on the cities and counties in which it proposes to operate.

18. If applicant is 90 days or more late in filing an annual report or in remitting the fees listed in Conclusion of Law 4 of the Telecommunications Division shall prepare for Commission consideration a resolution that revokes the applicant's certificate of public convenience and necessity, unless the applicant has received the written permission of the Telecommunications Division to file or remit late.

19. The application is granted as set forth above.

20. Application 96-04-039 is closed.
This order is effective today.

Dated September 20, 1996, at San Francisco, California.
If not exercised within 18 months after the effective date of this order.

The corporate identification number assigned to applicant is U-5677-0-11. All of the following shall be included in the caption of all original filings and in the titles of other pleadings filed in existence:

- P. GREGORY CONLON, President
- DANIEL Wm. PESSLER
- JESSIE J. KNIGHT, JR.
- HENRY M. DUQUE
- JOSIAH L. NEPPER, Commissioners

14. Applicant shall comply with PU Code § 708. Employees Identification Cards, and notify the Director of the Telecommunications Division in writing of its compliance.

15. Applicant is exempted from the provisions of PU Code § 816-830.

A.96-04-039 ALJ/TIM/tcg

TO: ALL INTEREXCHANGE TELEPHONE UTILITIES

Article 5 of the Public Utilities Code grants authority to the California Public Utilities Commission to require all public utilities doing business in California to file reports as specified by the Commission on the utilities' California operations.

A specific annual report form has not yet been prescribed for the California interexchange telephone utilities. However, you are hereby directed to submit an original and two copies of the information requested in Attachment A no later than March 31st of the year following the calendar year for which the annual report is submitted.

Address your report to:

California Public Utilities Commission
Auditing and Compliance Branch, Room 3251
505 Van Ness Avenue
San Francisco, CA 94102-3298

Failure to file this information on time may result in a penalty as provided for in §§ 2107 and 2108 of the Public Utilities Code.

If you have any question concerning this matter, please call (415) 703-1961.

ATTACHMENT A

Information Requested of California Interexchange Telephone Utilities.

To be filed with the California Public Utilities Commission, 505 Van Ness Avenue, Room 3251, San Francisco, CA 94102-3298, no later than March 31st of the year following the calendar year for which the annual report is submitted.

1. Exact legal name and U # of reporting utility.
2. Address.
3. Name, title, address, and telephone number of the person to be contacted concerning the reported information.
4. Name and title of the officer having custody of the general books of account and the address of the office where such books are kept.
5. Type of organization (e.g., corporation, partnership, sole proprietorship, etc.).
If incorporated, specify:
 - a. Date of filing articles of incorporation with the Secretary of State.
 - b. State in which incorporated.
6. Commission decision number granting operating authority and the date of that decision.
7. Date operations were begun.
8. Description of other business activities in which the utility is engaged.
9. A list of all affiliated companies and their relationship to the utility. State if affiliate is a:
 - a. Regulated public utility.
 - b. Publicly held corporation.
10. Balance sheet as of December 31st of the year for which information is submitted.
11. Income statement for California operations for the calendar year for which information is submitted.

(END OF ATTACHMENT A)