

The Public Utilities Commission of Ohio
TELECOMMUNICATIONS SUPPLEMENTAL APPLICATION FORM
for CARRIER CERTIFICATION

(Effective: 01/20/2011)

(Pursuant to Case No. 10-1010-TP-ORD)

NOTE: This SUPPLEMENTAL form must be used WITH the
TELECOMMUNICATIONS FILING FORM for ROUTINE PROCEEDINGS.

In the Matter of the Application of Neon Phone Services)
to provide Resale Long Distance)
)
)

Case No. 16 - 1931 - TP - ACE

Name of Registrant(s) Neon Phone Service, Inc.

DBA(s) of Registrant(s) _____

Address of Registrant(s) 3810 Murrell Road, Suite 272, Rockledge, FL 32955

Motion for protective order included with filing? ☐ Yes ☒ No

Motion for waiver(s) filed affecting this case? ☐ Yes ☒ No [Note: waiver(s) tolls any automatic timeframe]

List of Required Exhibits

Tariffs: (Include all that apply)

☒ Interexchange Tariff

☐ Local Tariff

☐ CESTC Tariff

☐ Carrier-to-Carrier (Access) Tariff

NOTE: All Facilities-Based carriers must file an Access Tariff

Description of Services

☒ Service provisioned via Resale

☐ Service provisioned via Facilities

☐ Both Resold and Facilities-based

☒ Description of Proposed Services

☒ Statement about the provision of
CTS services

☒ Description of the general
geographic area served

☒ Explanation of how the proposed
services in the proposed market
area are in the public interest.

☒ Description of the class of customers (e.g., residence, business) that the
applicant intends to serve

Business Requirements

Evidence of Registration with:

☒ Ohio Department of Taxation N/A

☒ Ohio Secretary of State¹ &
Certificate of Good Standing

Documentation attesting to the applicant's financial viability, including the following:

- ☒ An executive Summary describing the applicant's current financial condition, liquidity, and capital resources. Describe internally generated sources of cash and external funds available to support the applicant's operations that are the subject of this certification application.
- ☒ Copy of financial statements (actual and pro forma income statement and a balance sheet). Indicate if financial statements are based on a certain geographical area(s) or information in other jurisdictions
- ☒ Documentation to support the applicant's cash and funding sources.

Documentation attesting to the applicant's managerial ability and corporate structure, including the following:

- ☒ Documentation attesting to the applicant's technical and managerial expertise relative to the proposed service offering(s) and proposed service area
- ☒ List of names, addresses, and phone numbers of officers and directors, or partners.
- ☒ Documentation indicating the applicant's corporate structure and ownership
- ☒ Information regarding any similar operations in other states.
If this company has been previously certified in the State of Ohio, include that certification number _____
- ☒ Verification that the applicant will follow federal communications commission (FCC) accounting requirements, if applicable.

¹ Certification from Ohio Secretary of State (domestic or foreign corporation, authorized use of fictitious name, etc.), and Certificate of Good Standing is required.

Documentation attesting to the applicant's proposed interactions with other Carriers

- ☒ Explanation as to whether rates are derived through (check all applicable):
☐ interconnection agreement ☐ retail tariffs ☒ resale tariffs
- ☒ Explanation as to which service areas company currently has an approved interconnection or resale agreement.
- ☐ A notarized affidavit accompanied by bona fide letters requesting negotiation pursuant to Sections 251 and 252 of the Telecommunications Act of 1996 and a proposed timeline for construction, interconnection, and offering of services to end users. N/A

Documentation attesting to the applicant's proposed interactions with Customers

- ☐ A sample copy of the customer bill and disconnection notice the applicant plans to utilize. N/A
- ☐ Provide a copy of any customer application form required in order to establish residential service, if applicable. N/A
- ☐ For CLECs, List of Ohio ILEC Exchanges the applicant intends to serve
(Use spreadsheet from: http://www.puc.state.oh.us/puco/forms/form.cfm?doc_id=357) N/A
- ☐ If Mirroring the entire ILEC local service areas, tariffs may incorporate by reference. If not mirroring the entire ILEC local exchange areas, the CLEC shall specifically define its local service areas in the tariff. N/A

Affidavit

I am an authorized representative of the applicant corporation Marcela Getman
(Name)

and I am authorized to make this statement on its behalf. I attest that I have utilized the Telecommunications Supplemental Application Form for Carrier Certification provided by the Commission, and that all of the information submitted here, and all additional information submitted in connection with this case, is true and correct.

Executed on October 3rd, 2016

at 10:37 am

Rockledge, FL

Marcela Getman
(Signature and Title)

10/03/2016
(Date)

The Public Utilities Commission of Ohio
TELECOMMUNICATIONS RETAIL SERVICE OFFERING FORM
For Non-BLES Carriers

Per the Commission's 01/19/2011 "Implementation Order" in Case No. 10-1010-TP-ORD
(Effective: 01/20/2011)

Company Name Neon Phone Service, Inc.

Company Address 3810 Murrell Road, Suite 272, Rockledge, FL 32955

Company Web Address www.neonphoneserviceinc.com

Regulatory Contact Person Lisa Evans Phone 855-431-0253 ext. 205 Fax 770-635-7257

Regulatory Contact Person's Email Address levansregulatory@gmail.com

Contact Person for Annual Report Marcela Gelman Phone 855-431-0253 ext. 201 Fax 770-635-7257

Consumer Contact Information Marge Brown Phone 855-431-0253 Fax 770-635-7257

TRF Docket No. 90-6420 TP-TRF

I. Company Type (Check all applicable):

☐ Non-BLES CLEC ☒ IXC ☐ Other (explain) _____

II. Services offered (Check all applicable):

- ☒ Toll services (intrastate)
- ☐ Local Exchange Service (i.e., residential or business bundles)
- ☐ Other (explain) _____

III. Tariffed Provisions/Services (To the extent offered, check all applicable and attach tariff pages):

- ☒ Toll Presubscription
- ☐ Intrastate Special and Switched Access Services to Carriers (facilities-based local carriers only)*
- ☐ N-1-1 Service
- ☐ Pole Attachment and Conduit Occupancy
- ☐ Pay Telephone Access Lines
- ☐ Inmate Operator Service
- ☐ Telephone Relay Service

*Access service tariffs shall be maintained separately and are subject to the Commission's carrier-to-carrier rules found in Chapter 4901:1-7, Ohio Administrative Code.

Part IV. – Attestation

Carrier hereby attests to its compliance with pertinent entries and orders issued by the Commission.

I am an officer/agent of the carrier/telephone company, Neon Phone Service, Inc., and am authorized to make statements on it behalf.
(Name)

I understand that Telephone companies have certain responsibilities to its customers under the Telecommunications Rules (Ohio Adm. Code 4901:1-6). These responsibilities include: warm line service; not committing unfair or deceptive acts and practices; truth in billing requirements; and slamming and preferred carrier freeze requirements. We will comply with the rules of the state of Ohio and understand that non-compliance can result in various penalties, including the suspension of our certificate to operate within the state of Ohio.

I declare under penalty of perjury that the foregoing is true and correct.

Marcus Setman, President
(Signature and Title)

10/03/2016

(Date)

Interexchange Tariff

Neon Phone Service's tariff are posted on our website at www.neonphoneserviceinc.com

Description of Proposed Services

Neon Phone Service offers affordable long distance and international rates to meet your needs. Call 855-431-0253 to talk to a knowledgeable rep today.

International rates may be found under the "International Rates" section of the website. International rates will be charged, plus a Federal Universal Service fund fee at the rate mandated by the FCC and a Federal Administrative fee of \$3.50 along with a monthly fee of \$4.50 for the service.

Our international rates can be found at <http://www.neonphoneserviceinc.com/our-international-rates.html>

Explanation of how the proposed services in the proposed market area are in the public interest

Applicant's services will provide alternative intrastate long distance/interexchange phone service at attractive rates, increasing consumer choice for such services and increasing competition in the state of Ohio for such services. Increased competition in telecommunications services has long been recognized by state and Federal regulatory authorities as in the public interest in maintaining lower prices and increasing the diversity of service offerings beneficial to the public.

Documentation attesting to the applicant's proposed interactions with Customers

The Company does not have a billing form. The Company's services are billed on the bills of the local exchange carriers servicing each customer's premises with local exchange services. Given the nature of interexchange resale services, the Company does not anticipate disconnecting any customer and therefore does and does not have a form disconnect notice. The reason for this is the well-established fact of "customer churn" in resale operations, meaning simply that due to intense competition, customers routinely switch service providers and must be replaced.*

Explanation as to which service areas company currently has an approved interconnection or resale agreement

The Company's rates are derived from contracts with its underlying carrier. Such contract serves as a tariff allowing the Company to resell its services based on volume and time commitments set forth in such contract

OHIO DEPARTMENT OF TAXATION

Neon Phone Service, Inc. is not subject to registering with the Ohio Department of Taxation until such time as the taxable gross receipts crosses the \$150,000 mark according to the Ohio Department of Taxation Commercial Activity Tax Department.

UNITED STATES OF AMERICA
STATE OF OHIO
OFFICE OF THE SECRETARY OF STATE

I, Jon Husted, do hereby certify that I am the duly elected, qualified and present acting Secretary of State for the State of Ohio, and as such have custody of the records of Ohio and Foreign business entities; that said records show NEON PHONE SERVICE, INC., a Nevada corporation, having qualified to do business within the State of Ohio on August 26, 2016 under License No. 3935529 is currently in GOOD STANDING upon the records of this office.



Witness my hand and the seal of the Secretary of State at Columbus, Ohio this 30th day of September, A.D. 2016.

Jon Husted

Ohio Secretary of State

Validation Number: 201627401472

Copy of financial statements

The Company's financial statements are and will be based on the states in which it offers its services. In those states, its services are not limited to any portion of the state, but in all cases are offered on a state wide basis.

Documentation attesting to the applicant's financial viability, including the following

An executive Summary describing the applicant's current financial condition, liquidity, and capital resources. Describe internally generated sources of cash and external funds available to support the applicant's operations that are the subject of this certification application.

Executive Summary on Financial Status

Currently the company maintains a positive cash flow that will increase as its current operations in Texas and Florida continue to increase their penetration of those markets. The Company's business plan calls for rapid expansion in several states, e.g., Ohio, Colorado, Illinois, Nevada, North Carolina, etc.) with population demographics carefully targeted to be highly receptive to the services offered by the Company. The demographic developed and used by the Company is a trade secret the Company carefully protects in order to maintain and increase its competitive position. Similarly, the Company's specific sources of cash and external funds that support its operations are trade secrets. However, it can be disclosed that funds are available from individuals with extensive experience in telecommunications service offerings like those offered by the Company, from its use of factoring, its low overhead made possible by its lack of need for obtaining and maintaining equipment and facilities, and the ability to operate efficiently and professionally without a large staff, and the cash flow generated by its expanding operations.

Documentation to support the applicant's cash and funding services

See the two immediately preceding responses and their attachments.

Documentation attesting to the applicant's managerial ability and corporate structure:

Applicant's owner and chief executive officer has 33-years-experience working for Lewis Marine Supply, Inc., a company started in 1956 offering over 25,000 marine products obtained from 600 different suppliers. In her position, Applicant's principal's experience and current duties with the company include management and oversight of internal operations, credit policies and oversight, payroll, accounts receivable, accounts payable and Human Resources. Her multi-disciplinary experience and expertise uniquely qualifies her to successfully manage the customer-centric, sales and marketing and cost control demands inherent in the resale of communications services and oversight and management of the company's customer service and human resources to ensure its customers satisfaction.

Marcela Getman

3810 Murrell Road #272 Rockledge, FL 32955

SUMMARY

I have over 35 years of experience working for Lewis Marine Supply Inc. a company that started in 1956 offering over 25,000 marine products obtained from 600 different suppliers.

CORE COMPETENCIES

- Customer Service
- Detailed and Organized
- Bilingual Spanish and English
- Work well under pressure

PROFESSIONAL EXPERIENCE

Lewis Marine Supply 1981-present

- Office/Credit Manager
- Management
- Oversight of internal operations
- Credit policies
- Accounts Receivable
- Accounts Payable
- Human Resources

EDUCATION

- Broward Community College 1979-1981
- Associates Degree in Business

Documentation indicating the applicant's corporate structure and ownership

Applicant is a Nevada C corporation. It is solely owned by Marcela Getman, who is also its sole officer and director.

Information Regarding Similar Operations in Other States:

Applicant [Neon] [Company] is currently providing the same long distance telephone services it will provide in Ohio in Texas and Florida and will be offering those same services in other states such as Colorado, Illinois and North Carolina

Applicant [Neon Phone Service, Inc.] [Company] is currently providing the same long distance telephone services it will provide in Ohio, in Texas, and Florida and will be offering those same services in other states such as Colorado, Illinois, and North Carolina.

Applicant (Neon Phone Service, Inc.) hereby verifies that the Federal Communications Commission accounting requirement is not applicable to its operations or services.

Date: 10/05/2016

Marcela Getman – President

Marcela Getman

This foregoing document was electronically filed with the Public Utilities

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in

Case No(s). 16-1931-TP-ACE

Summary: Application Application for Carrier Certification for Neon Phone Service, Inc.
electronically filed by Mrs. Jane Scott on behalf of NEON PHONE SERVICE, INC.