EXHIBIT B

Description of Services

Applicant will be providing services only on a wholesale basis to other telecommunications providers. Applicant has no current plans to offer or provide any dial-tone services or to provide any services to residential or business end users.

B-1 How Service is Provisioned

VITCOM will initially operate in Ohio as a wholesale carrier offering transport services to other providers. To support these services, VITCOM is currently constructing a nation-wide network, which includes a core structure of transport circuits connected to high-capacity soft switches and media gateways in carrier hotels in New York.

1. Location and description of facilities used to serve Ohio customers

VITCOM will receive and send traffic for Ohio customers from providers and will route that traffic to its switch and media gateway located in New York. VITCOM will utilize high capacity trunks between ILEC and VITCOM as well as obtaining backhaul facilities from other carriers to connect to ILEC access tandems or other points of interconnection in order to route traffic to and from Ohio end users of VITCOM's carrier customers. VITCOM will monitor its network serving customers in Ohio from a network operation center.

2. Description of plans to build, locate, acquire or expand facilities in Ohio

VITCOM initially will purchase or lease network facilities from the ILEC or other carriers in Ohio, so it does not anticipate engaging in any construction for its initial network deployment. If VITCOM anticipates the need to engage in construction of facilities at a later date, it will obtain all necessary permits and regulatory approval prior to such construction.

B-2 Description of Proposed Services

Vitcom proposes to provide its wholesale long distance services state-wide in Ohio, and local exchange services in AT&T, Verizon and CenturyLink territories. All services provided by Applicant will be facilities-based or resale. These facilities will use existing structures and as such will not result in any environmental damage. Services to be provided include:

Wholesale Transit Services
Wholesale Local Loop Services
IntraLATA toll voice services
InterLATA toll voice services
High capacity circuits: T-1s, DS1, DS3, OC 3, OC12, OC48, OC192

B-3 Statement about Provision of CTS Services

VITCOM does not currently offer CTS services under separate CTS authority, and will be including those services within its CLEC filing.

B-4 Description of Proposed Market Area

VITCOM plans to provide local exchange service in all areas in Ohio currently serviced by AT&T Ohio, Cincinnati Bell, CenturyLink (formerly Embarq) and Frontier North (formerly Verizon) where customer demand arises.

B-5 Explanation of How Proposed Market Area is in the Public Interest

The Commission has determined that the public interest would be served by ensuring competition in the local exchange, intraLATA toll and interLATA markets. VITCOM proposes to compete with the incumbent LECs, other competitive local carriers, and providers of long distance services by providing high quality, fairly-priced, innovative telecommunications services. VITCOM's entry into the market will make efficient use of existing communications resources and increase diversification and reliability in the supply of communications services.

B-6 Description of Class of Customers Served

VITCOM intends to provide wholesale local exchange and interexchange services to other telecommunications providers in the state of Ohio.

EXHIBIT C

Business Requirements

C-1 Certification registration from Ohio Secretary of State

DATE	DOCUMENT ID	DESCRIPTION	FILING	EXPED	PENALTY	CERT	COPY
08/14/2014	201422501709	REG. OF FOR. PROFIT LIM. LIAB. CO. (LFP)	125.00	0.00	0.00	0.00	0.00

Receipt

This is not a bill. Please do not remit payment.

MORDY GROSS
221 PINE ST
LAKEWOOD, NJ 08701

STATE OF OHIO
CERTIFICATE

Ohio Secretary of State, Jon Husted

2318269

It is hereby certified that the Secretary of State of Ohio has custody of the business records for

VITCOM OHIO LLC (VITCOM LLC)

and, that said business records show the filing and recording of:

Document(s)	Document No(s):
REG. OF FOR. PROFIT LIM. LIAB. CO.	**201422501709**

Effective Date: *08/11/2014*

United States of America
State of Ohio
Office of the Secretary of State

Witness my hand and the seal of the Secretary of State at Columbus, Ohio this 14th day of August, A.D. 2014.

Jon Husted

Ohio Secretary of State

EXHIBIT D

Documentation Attesting to Financial Viability

VITCOM's financial statements (including balance sheets and income statements are provided in Confidential Exhibit D. This information demonstrates that VITCOM has sufficient financial resources to fund the Applicant's operations fully, and is committed to do so.

VITCOM requests confidential treatment of its financial information. VITCOM is a privately-held company and therefore its financial information is not publicly available. VITCOM takes all reasonable steps to protect the privacy of its financial information. In situations where VITCOM must provide its financial information to other public utilities commissions or governmental entities, it does so under seal and requests confidential treatment. Therefore, RLEC is submitting a Motion for a Protective Order and submitting the financial statements under seal.

D-1 Executive Summary of Financial Condition, Liquidity, and Capital Resources

VITCOM is well-qualified financially to operate within the State of Ohio. As outlined in more detail in Exhibits D-2 and D-3, the Applicant has demonstrated that it possesses the requisite financial, technical, and managerial resources and abilities to provide all forms of resold and facilities-based local exchange telecommunications service.

BEFORE THE PUBLIC UTILITIES COMMISSION
OF THE STATE OF OHIO

DECLARATION OF ZALMEN ASHKENAZI IN SUPPORT OF VITCOM LLC'S APPLICATION FOR CERTIFICATE OF PUBLIC CONVENIENCE AND NECESSITY

1. My name is Zalmen Ashkenazi, President for Vitcom LLC. I am an authorized representative and duly appointed officer of Vitcom. My business address is 1425 37th St., Suite 209, Brooklyn, NY 11218
2. Vitcom was formed in the state of New York on June 7, 2006. Vitcom operates on a calendar year basis, and its financial statements, which are attached to this application, are prepared in accordance with generally accepted accounting principles in the United States ("US GAAP"), except that they do not include the footnotes required under GAAP.
3. Vitcom currently provides service in New York, New Jersey, Florida, Washington, Oregon, Michigan, Utah and Illinois
4. Vitcom has sufficient financial resources to fund its operations as well as its ongoing operations

I declare under penalty of perjury under the laws of the State of Ohio that the above information is true and correct to the best of my knowledge and belief.

Zalmen Ashkenazi,
President

3/10/15 Date

On the 10 day of March 2015, before me appeared Zalmen Ashkenazi, personally known to me, and he did sign and declare the above affirmation.

Notary Public

Mordechai Gross
Attorney and Counselor at Law
No. 02GR6221050
Qualified in Kings County
Commission expires April 26, 2018

D-2 Financial Statements

PUBLIC COPY

D-3 Documentation to Support Cash and Funding Sources

PUBLIC COPY

EXHIBIT E

Managerial Ability and Corporate Structure

E-1 Technical and Managerial Expertise

The management team of VITCOM has extensive experience in providing telecommunications services and has, by its successful operation in other states, demonstrated its ability to provide high-quality, reliable and reasonably-priced services.

Zalmen Ashkenazi

Zalmen@vitcom.net

President,

- Industry recognized professional with 22 years of experience in telecommunications focusing on revenue assurance, cost optimization and profitability.
- Respected leader of technical teams, back office operations and corporate communications departments. Design and orchestrate network deployment that effectively promotes product growth and profitability.
- Expert in the technical, conceptual and content development of network planning. Proven ability to drive and deliver planned deployment of network interconnects.

Skills

- Network Planning and forecast
- Creative Team Leadership
- Contract Negotiations
- Best cost routing
- New Product Planning & execution
- Technical Development of Training Materials
- Cost audit and analysis

Recent Accomplishments

Planed & Deployed Nationwide VoIP platform for Transit network 2009-2013
Planed & Deployed New York Interconnect Network with Verizon, *2005 - 2010*
Planed & deployed Transition from TDM to VoIP for SMB and enterprise, 2002-2005

Professional Experience

Tandem Transit LLC– Brooklyn, NY

CTO , 11/2009 to 12/2013

Directly responsible for defining and executing detailed regular cost and performance analysis and recommendation along the optimization process chain, the functional service units and vendor types.

Selected Accomplishments:

- Identified the network frameworks and requirements, defined and aligned requirements with the corporate efforts and oversaw the system related realization and implementation. Responsible for forecast, negotiation and deployment of Interconnect Networks with other Tandem carriers to establish a facility-based network.
- Deployed a full redundant VoIP network to operate as a TANDEM nationwide.
- Proactively drove the improvement of efficiency and effectiveness of internal provisioning process to deliver timely and fulfill customers' expectation.
- Leveraged strengths in cost-effective network re-design and vendor negotiations to end each year an average of 15% under-budget (without compromising business growth goals). Work directly with finance for monthly Cost of Goods Sold & Margin reporting.

XCHANGE TELECOM CORP – Brooklyn, NY
Vice President, Network Operations, 9/2005 to 11/2009

Developed and implemented plans for UNE-L and CLEC facilitis based, for cost reductions, revenue assurance and profitability.

- Audited and groomed voice network to optimize and cut cost by approximately 40%.
- Implemented best cost routing for quality and cost reduction.
- Implemented process and policy surrounding pricing. Responsible for all tariff filings.
- Responsible for all products margin reporting to demonstrate profitability of the various business units. Provided guidance to maximize profitability.
- Build and developed the migration for resale to facilities based.

Vitcom Corporation – New York, NY
CEO , 6/1996 to 6/2001

Advanced through a series of promotions, primarily responsible for company's profitability through detailed product margin reporting, pricing analysis, least cost routing, network planning and contract negotiations.

- Planned and deployed First Voice Over IP network nationwide serviced through 6 switches in the United States. Responsible for least cost routing in a 14-switches fully ubiquitous network (6 in USA, 1 in Canada, 7 in Europe).
- Accountable for all audits/verification of vendor invoices including filing disputes and handling dispute resolutions & settlements.
- Provided detailed margin reporting. All Business units were held responsible for profitable contribution to the growth of the company. The monthly management margin report was an instrumental tool utilized for operations. It provided a comprehensive view of entire business operations.

Boro Tel – New York, NY
President , 2/1992 to 5/1996

Built and developed Payphone Coin operated phones, throughout the city of New York

- Managed a team of installers and repair crew of over 1000 payphones.
- Install over 1000 phones in a period pf 16 month's.
- Sold with great success

Technology

Software: Equinox, Routing Translation DMS250, DMS500, MetaSwitch, MS Office (Word, Access, Excel, PowerPoint), SMS/800 Database, HP-12C

Education

Untied Talmudical academy – Monroe , NY

30 Avenida D, 14-45
Ciudad de Plata II, Zona 7
Guatemala, Guatemala

Mobil +011 (502) 2473 8903
E-mail juan@vitcom.net

Juan Carlos Quan

Objective

Senior *Management Position in an Industry where I can contribute with my wide experience in sales, consulting, business development in emerging markets and profit developing strategies.*

Professional experience

2013 – To date **Vitcom Corp** Florida

Chief Financial Officer

- Responsible for the Accounting department
- Set up Treasury, budgeting and Cash flow

2009 – To date **TandemTransit LLC** New York

Chief Financial Officer

- Responsible for the Accounting department
- Set up Treasury, budgeting and Cash flow

2005 – 2009 **Fusion Telecom (VoIP Division)** Fort Lauderdale, Florida

Regional Director Latin America, VoIP Division

- *Developed and manage Sales and Support channels through models* of profit sharing deals, Joint Ventures and Services for Cable operators, ISPs, Private Labels, Resellers and Direct Sales.
- Created VoIP services business models for sales to Ex Pats, *Residential, SoHo, Corporate, Call shops, With solutions from* Softphones, ATAs and specialized billing services.
- *Implemented Call Center VoIP services with an array of solutions from* Sip Trunking, Hosted IP PBX and Asterisk options among others, with specialized Call Center requirement features.
- Organized the Latin America division for Sales and Support channels
- Obtained a full Telecommunications License in the Dominican Republic

2004 – 2005 **Fusion Telecom (Carrier Division)** Fort Lauderdale, Florida

Manager Latin America, Business Dev. Carrier Division

- Negotiated Interconnection contracts for Central America, Mexico and Cuba
- Created a business model for corporate sales for VoIP services

2000 – 2004 Vitcom Corporation Miami, Florida

Central America and Caribbean Business Development Manager

- Negotiated Interconnection contracts in El Salvador, Guatemala, Nicaragua, Mexico and Cuba
- Negotiated, Implemented and managed POPs in El Salvador, Guatemala, Honduras, Mexico, Haiti, Jamaica, Colombia, Panama
- Personally generated sales of over US$ 20 Million with profits of over US$ 4 Million

1996 – 2000 Omega Group San Salvador, El Salvador

Chief Operating Officer

Holding company for Computer Sales and services stores in 3 countries

- Responsible for overall market strategy, as well as financial operations of the group.
- Responsible for international operations in Honduras, Guatemala and El Salvador
- Sales of US$ 11 Million per year

1984 – 1996 Omega Electrónica San Salvador, El Salvador

General Manager

Company dedicated to the sale of computer hardware, software, service contracts and training.

- Founder of the company
- Created specialized divisions for Networking, Microsoft Certified Training, Government Sales, Retail and Corporate Sales Divisions (75 employees)
- Negotiated distribution for IBM, Compaq, Acer, Microsoft, Novell
- Sales of US$ 7 Million per year

1983 – 1984 Omega Electrónica Guatemala, Guatemala

Sales Manager

- Co-founder of the company
- Responsible for sales of Personal Computers division

1982 -1983 Omega Data Center Guatemala, Guatemala

Sales Manager

- Co-Founder of the company
- Responsible for sales of Data Processing Services

Education

1978-1982 University Of Southern Mississippi Hattiesburg, MS

BS Business Administration

E-4 Similar Operations in Other States

VITCOM has been certified to provide telecom services in the following states:

1. Michigan
2. Florida
3. Rhode Island
4. Pennsylvania
5. Nevada
6. Utah
7. Indiana
8. New Jersey
9. Vermont
10. Washington
11. Oregon
12. Texas
13. New York

Its status is pending in Colorado, Massachusetts and Illinois

E-5 Verification that Vitcom will maintain local telephony records separate from other accounting records in accordance with GAAP

VITCOM hereby verifies that it will maintain local telephony records separate and apart from other accounting records in accordance with GAAP.

E-6 Compliance with Affiliate Transaction Requirements

VITCOM hereby verifies that it will comply with any affiliate transaction requirements.

EXHIBIT F

Documentation Attesting to Proposed Interactions with Carriers

The Company plans on offering services in all ILEC territories in Ohio as needed by potential customers and will submit requests for interconnection to each of the ILECs in Ohio within 30 days of receiving approval from the PUCO.

F-1 Rate Derivation

VITCOM will derive its rates from interconnection agreements, wholesale agreements, resale and other tariffs, and analysis of the costs of its own facilities.

F-2 Explanation of Service Areas with Approved Interconnection or Resale Agreement

VITCOM is in the process of seeking interconnection agreements with AT&T Ohio, Cincinnati Bell, CenturyLink Ohio (formerly Embarq) and Frontier (formerly Verizon), and will begin providing service as soon as practicable after interconnection.

VITCOM intends to simply adopt interconnection agreements already in place between these ILECs and other LECs.

VITCOM has no plans to construct facilities, but will utilize facilities of ILECs and other CLECs as needed.

EXHIBIT G

Documentation Attesting to Proposed Interactions with Customers

G-1 Statement Regarding No Advance Payment for Dial Tone

VITCOM does not intend to provide local services which require a customer to pay in advance of receiving dial tone.

G-2 Sample Bill and Disconnection Notice

VITCOM will not be providing residential service so disconnection notice is being submitted.

G-3 Customer Application to Establish Residential Service

Not applicable. VITCOM does not intend to offer residential service.

G-4 Mirroring Statement

VITCOM will mirror the entire ILEC exchanges for both serving area and local calling areas.

This foregoing document was electronically filed with the Public Utilities

Commission of Ohio Docketing Information System on

9/20/2017 10:43:16 AM

in

Case No(s). 17-1989-TP-ACE

Summary: Application electronically filed by Mr. Zalmen Ashkenazi on behalf of Vitcom LLC