# BEFORE THE PUBLIC SERVICE COMMISSION OF THE STATE OF MISSOURI

In the Matter of the Application of	)	
Onvoy, Inc., d/b/a Onvoy Voice Services, fo	or )	
Certificate of Service Authority to Provide	)	
Basic Local Exchange, Non-Switched Local	)	Case No. LA-2014-0182
Exchange and Interexchange	)	
Telecommunications Services in the	)	
State of Missouri and to Classify Said	)	
Services and the Company as Competitive	)	

#### <u>APPLICATION</u>

COMES NOW Onvoy, Inc., d/b/a Onvoy Voice Services ("Applicant" or "Onvoy"), by its undersigned counsel, pursuant to sections 392.361, 392.410, 392.420, 392.430, 392.440 and 392.450 RSMo., the Federal Telecommunications Act of 1996, 4 CSR 240-2.060 and 4 CSR 240-3.510, and files this verified Application requesting that the Missouri Public Service Commission (hereinafter, "the Commission") issue an order that:

- (a) grants Applicant certificate of service authority to provide basic local exchange, non-switched local exchange and interexchange telecommunications services, pursuant to Chapter 392 RSMo;
- (b) grants competitive status to Applicant and Applicant's requested services; and
- (c) waives certain Commission rules and statutory provisions pursuant to Sections 392.420, 392.361 and 392.245.5(8), RSMo, consistent with the Commission's past treatment of other certificated providers of competitive telecommunications services.

In support of its Application, Onvoy states as follows:

1. Onvoy is a corporation duly organized and existing under and by virtue of the laws of the State of Minnesota, and is duly authorized to conduct business in Missouri. The nature of Applicant's business is telecommunications. Applicant's principal place of business is 10300 6<sup>th</sup> Avenue North, Plymouth, Minnesota 55441. Its telephone number is 763-230-2036 and its toll-free customer service number is 1-800-933-1224. Pursuant to 4 CSR 240-2.060(1)(C), a Certificate of Authority to transact business in Missouri, issued by the Missouri Secretary of State, and Onvoy's Registration of Fictitious Name filed with the Missouri Secretary of State, are attached hereto as **Exhibit A**.

2. All correspondence, communications, pleadings, notices, order, and decisions relating to this Application should be addressed to:

William D. Steinmeier
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With a copy to:

Carey Roesel Consultant to Onvoy, Inc. Technologies Management, Inc. 2600 Maitland Center Parkway, Suite 300 Maitland, Florida (FL) 32751

Telephone: (407) 740-3006 Facsimile: (407) 740-0613 Email: croesel@tminc.com All inquiries or communications regarding the ongoing operations of Onvoy should be addressed to:

Scott Sawyer General Counsel

Onvoy, Inc.

10300 6<sup>th</sup> Avenue North

Plymouth, Minnesota 55441

Telephone: 763-230-4660 Facsimile: 763-230-4200

Email: scott.sawyer@onvoy.com

3. By this Application, Onvoy requests a certificate of service authority to provide competitive basic local exchange services to business customers throughout all exchanges in the state of Missouri of all incumbent local exchange companies (ILECs). The exchanges in which Onvoy seeks authority are listed in the approved tariffs of the ILECs, and will be listed in Applicant's basic local service tariff, which will be posted on the Company's website. Onvoy's proposed service areas will follow the respective exchange boundaries of each incumbent LEC and shall be no smaller than an exchange as required by Section 392.455(3) RSMo.

4. Upon certification, the Company will provide wholesale local exchange and long distance services, as well as local transit services to LECs, CLECs, ISPs, wireless providers, and VoIP providers and switched access services to carriers. The Company will provide these services using SONUS switches and leased fiber. Eventually, the Company will provide retail services to enterprise customers. Onvoy will, through interconnection with other carriers or resale of other carriers' services, provide access to 911 and enhanced 911 emergency services and provide directory assistance and operator assisted calling, and dual party relay services. Onvoy plans to commence offering basic local

service upon receiving Commission approval of its interconnection agreement(s) and access tariff.

- 5. Pursuant to this Application, Onvoy seeks authority to offer and provide all forms of facilities-based and resold basic local telecommunications service to business customers within Missouri as defined in 386.020(4) RSMo.
- 6. By this Application, Onvoy also requests a certificate of service authority to provide competitive intrastate interexchange and non-switched local exchange (dedicated private line) telecommunications services throughout the state of Missouri. Onvoy's interexchange and non-switched local exchange tariff will be posted on the Company's website.
- 7. Applicant possesses the technical and managerial expertise and experience necessary to provide the services it proposes as required by Section 392.455(1), RSMo. Information concerning Applicant's principal management employees and their qualifications is attached hereto and incorporated herein as **Exhibit B**.
- 8. Applicant possesses the necessary financial resources and abilities to provide the services it proposes as required by Section 392.455(1), RSMo and has the necessary capital to conduct its proposed operations in Missouri. Onvoy has been providing wholesale telecommunications to wireless, wireline, cable and broadband telephone companies since 1992.
- 9. Onvoy seeks classification of itself and its services as competitive, with accompanying reduced regulation pursuant to Section 392.361 and 392.245.5(8), RSMo and 4 CSR 240-3.510(1)(A). Applicant believes that its proposed services will be subject to sufficient competition to justify a lesser degree of regulation and that granting this request

will allow greater price and service options for telephone users.

- 10. Onvoy will offer basic local telecommunications services as a separate and distinct service in accordance with applicable law. Onvoy will give consideration to equitable access for all Missourians, regardless of where they might reside or their income, to affordable telecommunications services in Onvoy's proposed service areas in accordance with applicable law.
- 11. Applicant is willing to, and will, comply with all applicable Commission rules. Additionally, Onvoy agrees that, pursuant to Section 392.455(3) and (4), RSMo, its service area will follow exchange boundaries of the incumbent local exchange telecommunications company(ies) and will be no smaller than an exchange, and its basic local exchange service will be offered as a separate and distinct service. Consistent with the Commission's of other certificated competitive treatment local exchange telecommunications companies, Applicant requests that the Commission grant Staff's recommended waivers of statutes and regulations.
- 12. Applicant acknowledges 4 CSR 240-3.510(1)(C), which requires that a tariff and any applicable interconnection agreements must be filed with the Commission and approved before service can be provided. Contemporaneously with this Application, Applicant is filing a proposed access services tariff with a forty-five (45) day effective date. The Company will post its basic local, non-switched local exchange and interexchange services tariff on its website as soon as the application is approved.
- 13. Applicant submits that the public interest will be served by Commission approval of this Application because Applicant's proposed service will create and enhance competition and expand customer service options, consistent with the legislative goals set

forth in the Telecommunications Act of 1996 and Chapter 392, RSMo. Prompt approval of

this Application also will expand the availability of innovative, high quality and reliable

telecommunications services within the State of Missouri.

14. Onvoy has no pending or final judgments or decisions against it from any

state or federal agency or court that involves customer rates or service.

15. Onvoy has no annual report or assessment fees that are overdue.

WHEREFORE, Applicant, Onvoy, Inc., d/b/a Onvoy Voice Services, respectfully

requests that the Commission grant it certificate of service authority to provide basic local

exchange, non-switched local exchange and interexchange telecommunications services

as herein requested, classify Applicant and Applicant's proposed services as competitive,

and grant the waivers of statutes and regulations recommended by Staff.

Respectfully submitted,

/s/ William D. Steinmeier

MoBar #25689

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ATTORNEY FOR APPLICANT

Onvoy, Inc.

Dated: December 9, 2013

Missouri Local Application of Onvoy, Inc.

## **CERTIFICATE OF SERVICE**

I do hereby certify that a true and correct copy of the foregoing document has been served electronically on the Office of Public Counsel at opcservice@ded.mo.gov and on the General Counsel's office at gencounsel@psc.mo.gov this 9<sup>th</sup> day of December 2013.

/s/ William D. Steinmeier

William D. Steinmeier

## **VERIFICATION**

(Filed as a separate pdf document)

# ONVOY, INC.

### **EXHIBIT A**

Certificate of Authority
from
Missouri Secretary of State
And
Registration of Fictitious Name

(Filed as a separate pdf document)

ONVOY, INC.

# **EXHIBIT B**

Profiles of Key Management Employees

#### **Onvoy Management Biographies**

#### Fritz Hendricks President

Fritz Hendricks has more than 27 years of experience in the telecommunications industry. Fritz was COO prior to becoming the president of Onvoy, Inc. As COO of Onvoy he was responsible for Engineering, Operations, Information Technology, Product Innovations, Product Management, Market Development and Customer Care.

Fritz started his career working at Cox Communications delivering competitive telecom services using a hybrid fiber coax system. After Cox, he had a 17 year career with US WEST/Qwest (now CenturyLink) where he held leadership positions in center and field operations, next generation business and technology planning, engineering, and systems automation culminating as the Vice President of Operations for Qwest Global Services.

Fritz has served as the Chairman of the Minnesota Telecom Alliance Technology and Engineering Board and on the Best Prep Tech Corp Board of Directors, a non-profit organization that supports the advancement of technology education in public schools.

Fritz holds a Bachelor of Science degree from the University of Bellevue and is a graduate of the Carnegie Mellon Information Networking Institute for Advance Telecommunication Innovation.

#### Teri Asiala

#### Vice President of Sales and Marketing

Teri rejoined Onvoy in 2008 and runs Product Management, Sales and Sales Engineering. She has 20 years of experience in the telecommunications industry starting her telecom career as one of the founding employees of Onvoy (MEANS) in 1992. As Director of IT, Teri led the IT, Customer Care, ISP and Product Development organizations before leaving in 1998 to join Ovation Communications. Ovation was later purchased by McLeodUSA, where Teri became the VP of the IT organization and was a member of the Executive team.

After leaving McLeodUSA, she became an independent management consultant and assisted numerous CLECs and ILECs with all aspects of their business including regulatory and interconnection support, revenue assurance, operational processes and IT support.

#### Michael Donahue Chief Financial Officer

Michael Donahue has more than 23 years of experience in the telecommunications industry and been with Onvoy since 2008. Prior to joining Onvoy Voice Services, Mike was VP of Finance/Treasurer at Eschelon Telecom and was also VP of Accounting/Controller. Mike was one of the original employees at Eschelon and had at various times responsibilities over all aspects of Finance and Accounting including the company's Initial Public Offering and successful sale to Integra Telecom.

Prior to Eschelon, Mike worked at Enhanced TeleManagement and Frontier in various Accounting and Finance management roles.

Mike holds an MBA in Finance and BSB degree in Accounting – both from the Carlson School of Business at the University of Minnesota and is a Certified Public Accountant.

#### Scott Sawyer General Counsel

Scott joined Onvoy in 2009. He has over 20 years of experience representing telecommunications carriers in legal and regulatory matters. Before joining Onvoy, Mr. Sawyer was engaged in private practice, where he provided legal and regulatory advice to competitive local exchange carriers and network providers.

Before that, Scott served as Vice President of Regulatory Affairs and Counsel for Conversent Communications, where he was responsible for all advocacy before the FCC, Congress, and state public utility commissions; for compliance with laws, rules and regulations; for the negotiation and arbitration of interconnection agreements and other commercial contracts; and for supporting sales, engineering, customer care, and finance.

Scott has a law degree from Northeastern University, a Masters in Public Affairs from the University of Texas and a BA from Bowdoin College.

#### **Gary Kosin**

#### **Director - Engineering**

Gary is a 30 year industry veteran and has been with Onvoy since 1996. He held the Director of Engineering position since 1998 with responsibilities including Engineering Planning and Implementation for the Voice and Transport network infrastructure. Gary was also responsible for service activation and provisioning for all Onvoy services.

In his current role, Gary is responsible for all engineering, provisioning and operational support associated with Voice switching including LD, Operator Services, Directory Services, Database Services and SS7.

Prior to joining Onvoy, Gary held various engineering, process development and project management positions in US WEST (now CenturyLink).

#### John Hanna

#### **Director – Information Technology**

John Hanna has 20 years of experience in the IT field, 17 years of which are in the telecommunications industry.

John started his career at US West as a developer and worked his way up to Distinguished Principle Systems Architect where he designed and led the development of systems core to supporting Frame Relay, ATM, and DSL.

John is on the Steering Committee for the Minnesota Telecom Alliance IT Peering Group.

John holds a Bachelor of Science degree in Computer Science from the University of Minnesota - Twin Cities.

#### **Melody Varnum**

#### Call Center Manager and Product Manager of Call Center Services

Melody has 15 year experience in Call Center Services and has been with Onvoy since 1995. She has held several positions within the call centers including Call Center Supervisor, Call Center Manager and has taken on Call Center Product Manager responsibilities since 2008. Melody was also responsible for coordination and implementation of Onvoy's redundant Call Center in 2006.

In her current role, Melody is responsible for Call Center Development, Product Management, and Management of Onvoy's Call Centers providing Operator Services, Directory Assistance, After Hour Repair and Answering Service product lines.

Melody has a degree in Business Administration from MidAmerica Nazarene University.