

BEFORE THE STATE CORPORATION COMMISSION
OF THE STATE OF KANSAS

In the Matter of the Application of)
Ezee Fiber Texas, LLC,)
for a Certificate of Convenience and) Docket No _____
Authority to Provide Local Exchange)
Services Within the State of Kansas.)
)

**APPLICATION OF EZEE FIBER TEXAS, LLC
FOR A CERTIFICATE OF CONVENIENCE AND AUTHORITY TO PROVIDE
COMPETITIVE LOCAL EXCHANGE SERVICES WITHIN THE STATE OF KANSAS**

Comes now Jason Danowsky, representing Ezee Fiber Texas, LLC. (“Ezee Fiber,” the “Company,” or “Applicant”), a Delaware limited liability company, and files this Application for a certificate of convenience and authority to provide competitive local exchange and exchange access (“CLEC”) services the State of Kansas in the service territory described specifically herein (collectively, the “CLEC License”), and hereby makes the claim that the public convenience will be thereby promoted. Ezee Fiber respectfully requests that expedited consideration be given to this Application. Ezee Fiber, for purposes of verification and in evidence of fitness to operate, offers the following information in support of this Application:

I. APPLICATION REQUIREMENTS

1. Full, correct name (including d/b/a) of company, firm, association or corporation making this filing:

Ezee Fiber Texas, LLC

2. Federal Identification Number:

86-3056834

3. Type of Certification requested by applicant:

(Please provide a separate application for each type of certification. The requisite \$250.00 filing fee per service must accompany each application.)

- Competitive Local Exchange Service
 Interexchange (long distance or toll) Service Operator
 Services and Interexchange (toll) Service
 Resale
 Facilities-based
 Combined Resale and Facilities-based

- 4. Address:**
14850 Woodham Dr.
Suite B-105
Houston, TX 77073
- 5. If individually owned, name of individual doing business under above name:**

N/A
- 6. Requested serving territory (statewide for toll service; local service may be limited to specific exchange areas due to rural exemption guidelines; and operator services may be limited to specific institutions):**

Ezee Fiber requests a requests authority to provide CLEC services within the service territories of AT&T of Kansas and Brightspeed.
- 7. Name, title, address telephone number and email address of person preparing this application.**
Jason Danowsky
FosterDanowsky LLP
904 West Avenue, Suite 107
Austin, TX 78701
(512) 708-8700
(512) 697-0058 fax
jdанowsky@fosterdanowsky.com
- 8. Name, title, address, telephone number and email address of Commission/Industry Relations contact**
Ken Bonvillian
14850 Woodham Dr.
Suite B-105
Houston, TX 77073
(713) 405-1082
Ken.Bonvillian@ezeefiber.com
- 9. Organizational Information**

A corporate organizational chart of Ezee Fiber and its certificated affiliates' ownership structure is provided in Confidential Exhibit 1. Ezee Fiber's Officers are as follows:

OFFICERS

Name	Title
Christine Scott	VP, Marketing
Floyd Armstead	EVP, Chief Technology Officer
Garner Duncan	VP, Sales
Josh Schlensker	VP, Residential Sales
Ken Bonvillian	VP, Sales Operations & External Affairs
Matt Burleyson	VP, Network Engineering & Operations
Matt Demuro	VP, Construction
Matt Marino	CEO
Patrick Hilderbrand	EVP, Customer Operations
Pedro Checo	EVP, Business Services
Rachelle Etheridge	VP, Finance & Administration
Tracey Rivers	VP, People

If incorporated, list information concerning company directors:

LIST OF DIRECTORS

Andrew Crouch
Arvind Krishnamurthy
Carl Merzi
Matthew Marino
Ronald Schweizer
Thomas W. Sammons

- 10. Description of Applicant's operations (provide as Exhibits): SEE EXHIBIT 2**
- 11. Applicant's Managerial Qualifications (provide as Exhibits): SEE EXHIBIT 3**
 - A. Description of applicant's actual experience in the telecommunications business, specifically that represented in this application.
 - B. Managerial qualification of your company's key personnel (copies of resumes are appropriate).
- 12. Is your company currently providing telecommunications service in any other state? If so, in an Exhibit, please name the state(s), provide a description of your company's operations therein and list the approximate number of customers in each state.** Applicant is certificated as a local exchange carrier in Colorado, Massachusetts, New Mexico, Oregon, Pennsylvania, Texas, and Washington. For customer counts, SEE CONFIDENTIAL EXHIBIT 4.
- 13. Financial Information:** SEE CONFIDENTIAL EXHIBIT 1
- 14. Applicant's Financial Qualifications (provide as Exhibits):** SEE CONFIDENTIAL EXHIBIT 5

- A. Comparative Income Statements for the immediately preceding three (3) year period (audited positive statements preferred).
 - B. Balance Sheets for the immediately preceding three (3) year period (audited positive statements preferred).
 - C. A forward-looking management narrative discussing any significant activity that may impact either the Income Statement or Balance Sheet provided.
15. **As an attachment, please provide state of incorporation and proof of incorporation in that state. SEE EXHIBIT 6**
16. **As an attachment, please provide proof of registration with the Kansas Secretary of State (must maintain registry and remain in good standing). SEE EXHIBIT 7**
17. **Name and telephone number of the contact person for customer service.**
Ken Bonvillian, (713) 405-1082
18. **Competitive Local Exchange (CLEC) applicants need to provide an interconnection or resale agreement with the incumbent local exchange carrier(s) for the service territory designated above, if consummated. Please indicate the docket number(s) and Commission approval date(s) for each. (Local operations may not begin until such agreements have been approved by the KCC.)**
- At this time, Ezee Fiber seeks a CLEC License to provide CLEC services that do not require an interconnection agreement in the State of Kansas. To the extent Ezee Fiber seeks to provide services in the future that require an interconnection agreement, Ezee Fiber shall not provide such services until an interconnection agreement has been approved by the Commission.
19. CLEC Applicants must provide a copy of the Company's proposed Intrastate Access tariff. (Operations may not begin until a tariff has been filed with and approved by the KCC.)
- The Company does not intend to provide switched access services in Kansas at this time, but to the extent the Company plans to in the future, it will not do so without first filing an intrastate access tariff with the Commission and obtains approval of the same.
20. **Complete, sign and attach the KCC Telecommunications Carrier Code of Conduct form as part of this application.** A copy of the KCC Telecommunications Carrier Code of Conduct, executed on behalf of Ezee Fiber, is appended as Exhibit 8.

Notice: Kansas Supreme Court Rule 116 requires attorneys who are not admitted to practice in Kansas to associate with an attorney "who is a resident of Kansas, regularly engaged in the practice of law in Kansas, and who is in good standing under all of the applicable rules of the Supreme Court of Kansas." The Kansas attorney must "sign all pleadings, documents, and briefs, and shall be present throughout all court or administrative appearances." Attorneys licensed in Kansas, but not residents of Kansas may appear without local counsel. Any party may appear personally on his or her own behalf.

II. PUBLIC INTEREST STATEMENT

Granting this Application will promote the public interest by increasing competition in the provision of telecommunications services in Kansas. As evidenced herein, Ezee Fiber has vast experience in providing such services in many other states. Ezee Fiber has the technical and managerial expertise and the financial resources to bring competitive telecommunications services to the residents and businesses in Kansas in an efficient and cost-effective manner, which is indeed in the public interest.

III. CONCLUSION

In conclusion, as described above, Ezee Fiber satisfies all requirements for a CLEC License to provide both CLEC and IXC services. Furthermore, granting Ezee Fiber a CLEC License is in the public interest because it will enable Ezee Fiber to facilitate deployment of voice, broadband and competitive telecommunications services in Kansas. As such, Ezee Fiber respectfully requests that the Commission grant this Application expeditiously.

Befort Law Firm, LLC
by: /s/ Jeffrey A. Befort
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by: /s/ Jason Danowsky
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OATH

State of Texas

County of Harris

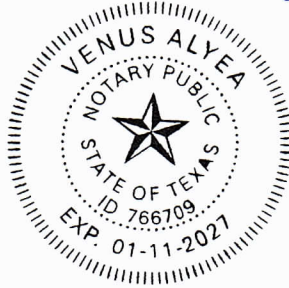
Ken Bonvillian, being duly sworn, deposes and says that he is the Vice President of Ezee Fiber Texas, LLC, and that the facts set forth in the foregoing application have been prepared under his direction, from the original books, papers and records of said company, that he examined same, and declares same to be true and correct to the best of his/her knowledge and belief.

Further, that applicant has full knowledge of the Kansas Corporation Commission's jurisdiction affecting local service providers and will comply with the applicable requirements of this Commission.

Ken Bonvillian

Ken Bonvillian
VP – External Affairs

SWORN TO AND SUBSCRIBED before me on the 4 day of Sept, 2024.



Venus Alyea
Notary Public

My commission expires: 01-11-2027

Exhibit 1
Company Structure
CONFIDENTIAL

The accompanying Company Structure of Ezee Fiber Texas, LLC is submitted as confidential and proprietary under seal. Applicant states that the information contained in the accompanying exhibit is of such competitive sensitivity that its disclosure to any person other than the carrier, the Commission, and Staff is prohibited by K.S.A. 66-1220(a). Disclosure of trade secrets and confidential information to any person, including parties to this proceeding, is prohibited unless the Commission finds the disclosure is warranted after considering all of the factors under that statute. Applicant believes that disclosure of such information would have a significant and adverse impact on its competitive stance regarding existing or potential competition entities including, but not limited to: wireless carriers, competitive local exchange carriers, and incumbent local exchange carriers. Mandated disclosure of any or all of the subject information would create a competitive bias in favor of any actual or potential competitor not required to provide comparable information – thereby reducing or eliminating any benefit to consumers otherwise resulting from unbiased competition, and damaging Applicant’s ability to engage in fair competition. Accordingly, confidential treatment of the accompanying information is appropriate.

Exhibit 2
Description of Applicant's Operations

A. Applicant's short run and long run growth plans for providing intrastate telecommunication service in Kansas (i.e. What services will be provided and how quickly? Will service be offered statewide to residential, business or residential and business? Are specific local exchanges, localities or the service area(s) of specific companies included in these plans? If local service, how many exchanges will be served and which of those will be served first? What are the general characteristics of those exchanges?).

Applicant seeks authority to provide facilities-based and resold local exchange and exchange access telecommunications services throughout the state of Kansas. Applicant plans to provide facilities-based point-to-point telecommunications services, such as Ethernet and other similar high-bandwidth services, for high-speed data transport. Applicant proposes to build a fiber-based network in Kansas, which Applicant plans to construct, to customer locations, or to utilize existing fiber networks for resale. Applicant will provide services to enterprise customers and to other communications providers on a wholesale basis and intends to serve residential customers as well. Applicant concurs with the maps and exchange boundaries filed with the Commission by the incumbent local exchange providers, including AT&T and CenturyLink. Accordingly, a map of Applicant's proposed service area is not attached. Applicant will perform network and equipment maintenance necessary to ensure compliance with any quality-of-service requirements. Applicant will comply with all applicable Commission rules, regulations, and standards, and will provide safe, reliable, and high-quality telecommunications services in Kansas.

B. Estimated number of company service personnel assigned to telephone service who will be located in Kansas during the time periods mentioned above?

At this time, Applicant does not intend to have personnel located in Kansas. Responsibility for Kansas operations will be handled by Applicant's current management team from its Houston, Texas locations.

C. What telecommunications equipment will be deployed in the state and where will it be deployed over the period of time mentioned above?

As discussed above, Applicant proposes to build and/or lease fiber-based networks in Kansas, which Applicant plans to construct to customer locations. Applicant does not currently own or lease facilities in Kansas but plans to construct facilities and/or lease existing facilities to provide its services. Applicant intends to provide its services using fiber optic cable along with other equipment and facilities to originate, terminate, and amplify signals.

D. Has any state or federal entity denied certification to your company or taken any enforcement action against your company's service operations (such as a fine or a Cease and Desist action)? If so, please explain.

Applicant has not been denied requested certification in any jurisdiction, nor has any permit, license, or certificate been permanently revoked by any authority.

E. Provide a list of enforcement proceedings or criminal charges involving applicant or its principals in connection with the provision of

telecommunications services within the last five (5) years anywhere in the United States including, but not limited to:

injunctions

cease and desist orders

civil lawsuits

consent decrees

assurances of voluntary compliance

civil investigative demands (CID's)

subpoenas

Not applicable.

Identify the office or administrative agency that instituted each action, the date it was instituted, and the outcome thereof. Provide a copy of the final order or judgment. (This does not include actions for the collection of debts or domestic matters.) If no actions apply please indicate none.

Not applicable.

Exhibit 3
Applicant's Managerial Qualifications

Ken Bonvillian

V.P. of Business Operations and Product Development

Contact Information

Primary Phone: +1 713-405-1082
ken.bonvillian@ezeefiber.com

Overview

Executive focused on Business and Product Development, Sales, OPS and Marketing

Experience Overview:

Ken has many years of telecommunications management experience that range from technical, sales, legal and financial background. Ken throughout his career has overseen long distance, toll-free, international operational network procurement, vendor contract management, vendor negotiations, Marketing and mapping skills to present strategies for investment, sales strategies and forecasting. Analyzed company products for competition and pricing to maintain executive driven margins. Excellent Excel, Visio, Geocode Mapping software and Presentation software skills.

Job Positions

VP of Sales Operations and External Affairs

August 2021 to Present

Ezee Fiber Texas, LLC-Houston, TX 77073

My duties range from contract procurement, Legal, Compliance and Regulatory filings, Commercial Sales support, Process development, Network mapping, KPI reporting and Technical Sales Support.

V.P. of Product Development and Pricing

Jul 2016 to Dec 2016

Logix Astra Capital – Houston, TX, 77092

Product and Pricing support for sales staff. Priced multi and individual location sales prospect products. Worked with new management during transition.

V.P. of Network Economics

Jun 2001 to Jul 2016

Logix Communications – Houston, TX, 77092

My duties ranged from technical to financial. Directed the company's long distance, toll-free, international operational and network procurement, vendor contract management, vendor negotiations, bill payment, product development, marketing strategy and analysis, along with and other business process management.

V.P. of Network Operations

Apr 1999 to Jun 2001

Plexnet Communications – Irving, TX, 75061

I designed and directed the launch of telephony voice mail services over digital facilities in six markets targeting wholesale companies reselling AT&T products.

V.P. of Network Operations

Jun 1995 to Apr 1999

CapRock Communications – Dallas, Texas, 75240

I procured and managed all operations of IT and Telecommunications networks. Within 4 years was responsible for over \$60m of annual revenue growth from the sales technical support perspective along with building and managing the operational processes of the company.

MATTHEW MARINO

Houston, TX | (917) 414 9161 | Matthew.Marino@ezeefiber.com | [Linkedin.com/in/matthewrobertmarino](https://www.linkedin.com/in/matthewrobertmarino)

ACCOMPLISHED TELECOMMUNICATIONS LEADER WITH 18 YEARS EXPERIENCE IN OPERATIONS AND FINANCE
Specialize in driving growth strategies while bringing operational rigor and financial accountability to an organization

Operations | Finance | Sales | Go-To-Market | Customer Experience | Business Transformation | Market Expansion Strategy

PROFESSIONAL EXPERIENCE

EZEE FIBER – Houston, TX

April 2023 – Present

Chief Executive Officer Member, Board of Directors

Founded in 2021, Ezee Fiber is a rapidly growing Houston-based fiber telecommunications company that provides affordable and reliable multi-gig internet service to residential, business and government customers through its 100 percent fiber-optic network. Ezee Fiber is built upon a foundation of exceptional customer service, lightning-fast internet speeds, and straightforward, transparent pricing. The company operates a carrier-grade network, where its customers are supported by local teams that live and work in the communities they serve.

ALTICE USA – New York, NY (\$10B Annual Revenue, 5M Customers)

Jan 2017 – Jan 2023

EVP, Strategic Initiatives

May 2022 – Jan 2023

Led M&A process to sell Suddenlink division of Altice USA with CFO and EVP Corporate Development. Report to CEO.

- Transaction Scope: 2M customers across 17 states, \$3B annual revenue.
- FTTH Expansion Strategy: Assessed footprint expansion opportunity and built plan to construct an incremental 4M FTTH homes in adjacent markets for private equity / infrastructure fund buyers looking for a multi-year FTTH growth platform.
- Deal Execution: Developed transaction structure, financial models and marketing materials tailored to financial sponsors and strategic cable buyers. Led expert session management meetings throughout process.

EVP, Consumer Services

Jan 2021 – May 2022

Promoted for the third time in 6 years to lead the Residential Division of Altice USA. Responsible for the Sales, Marketing, Product, Digital and Go-To-Market teams supporting the Optimum and Suddenlink-branded internet, TV, phone, and wireless businesses. Additionally, assumed responsibility for the Care and Customer Experience organizations with a mandate to improve operational performance and overall customer satisfaction. Reported to CEO and worked closely with key investment partners/shareholders including Altice's Chairman and majority owner.

- P&L Responsibility: \$7.8B annual revenue, \$750M operating budget, 4.6M customers in 21 states, 6,000 employees/contractors.
- FTTH Construction, Commercialization & CX: Led multi-year FTTH strategy to build 6.5M FTTH homes by 2025. Completed 1.5M FTTH homes across the NY metro area and grew new FTTH customers by over 100K. Delivered a 5 percentage point churn improvement, 8% ARPU lift and over 40% NPS improvement vs. comparable cable subscribers.
- New Build Footprint Expansion & Penetration: Successfully advocated for and maximized capital allocations to new construction builds, market edge outs, and public grant co-funded builds – 150K+ new homes annually. Selected areas to expand footprint based on competition, density, demographics, cost per home passed, and factors impacting construction. Drove sales and marketing strategy to generate 45%+ penetrations on released homes after 12 months, exceeding ROI thresholds.
- Customer Service Operations Improvement: Developed and implemented a “Customer First” operations plan to improve service delivery, lower aggregate customer contact rate, reduce cost to serve and reset customer expectations across all care channels.
 - Care Contact Center Improvement: Over 18 months, improved NPS +40 points (to positive NPS), Voice of the Customer +30% and 7-Day First Call Resolution +15% representing an +8 percentage point absolute improvement.
 - Redesigned contact center workforce management operation to deliver a consistent 30 second ASA.
 - Delivered 4 American Customer Satisfaction Index (ACSI) #1 rankings for the Optimum Mobile wireless service in 2022: #1 Overall Customer Satisfaction, #1 Call Center Satisfaction, #1 Website Satisfaction, and #1 Retail Courtesy and Helpfulness.
- Sales Growth & Go-To-Market Strategy: Streamlined marketing message, simplified offers, removed fees, and packaged compelling product value at all tiers of service. Developed logical upsell paths that support long-term ARPU growth. Orchestrated direct marketing and direct sales blitzes targeting DSL prospects & fiber winbacks.
- Rebrand Strategy: Led rebrand strategy to unify all of Altice USA's customer-facing brands to Optimum creating a powerful national brand, brought to life locally. The Rebrand provided a platform to reconnect with customers, communities, and employees while delivering a clear value proposition, operational efficiencies, and a unified customer experience.

- **Regional Sales Channel Expansion:** Over 12 months, opened 65 new retail experience center locations and doubled direct sales headcount, hiring over 250 new door-to-door salespeople, net of attrition. This expansion contributes over 75,000 incremental customer relationship sales annually and increases Altice's local presence in communities served.
- **Product:** Led Internet + WiFi + Mobile offer, positioning and bundling strategy. Developed multi-year product roadmap and launched multi-gig speed tiers, WiFi 6, WiFi Extenders, Internet Security, and the Optimum TV App on Apple TV.
- **Strategy & Execution:** Implemented a top 20 program management office to prioritize top initiatives, define the KPIs that measure success, focus the organization, drive operational accountability, and instill an execution mindset.
- **Customer Experience & Digital Transformation:** Led digital investments with deeper back-end systems integrations of troubleshooting guides to create an ecosystem for self-help and to reduce the overall customer contact rate and cost to serve.
 - Led program to redesign customer web portal from ground up and to develop new iOS and Android customer app.
 - Simplified IVR self-help and payment flows so customers can more easily self-service or reach an agent.
 - Drove billing project to simplify customer bill presentation and eliminate confusing and inconsistent charges.

SVP, Sales & Customer Acquisition Strategy

Apr 2019 – Dec 2020

SVP, Sales

Mar 2018 – Apr 2019

SVP, Inbound Sales & Retention

Jan 2017 – Mar 2018

Responsible for Altice USA's residential sales department including oversight of sales strategy and front-line execution. Inbound Sales, E-Commerce, Direct Sales, Retail (140+ locations), MDU, Partner Sales, and Sales Ops. Assumed responsibilities for offers, value proposition, and go-to-market in 2019. Played key role driving 10% internet customer growth 2017 – 2020, 400K net adds.

- **P&L Responsibility:** 1M customer relationship sales annually, \$350M operating budget, 3,000 employees/contractors.
- **Sales Growth:** Delivered a 2.5% internet customer relationship sales CAGR 2017 – 2020 across highly competitive footprint.
- **New Sales Channel:** Launched Partner Sales channel in 2019, growing from zero to over 40,000 sales annually.
- **Sales Performance & Efficiency Improvement:** Keeping expenses flat, drove sales productivity increases every year.
 - Inbound Sales customer relationship sales yield improvement: 6% CAGR 2017-2020.
 - E-commerce Sales customer relationship sales yield improvement: 16% CAGR 2017-2020.
 - Direct Sales customer relationship sales productivity-per-day improvement: 4% CAGR 2017-2020.
 - Retail Sales customer relationship sales yield Improvement: 7% CAGR 2017-2020.
- **Cost to Serve Reduction:** Eliminated millions of dollars in truck rolls by driving a 25 percentage point increase in self install sell-in over 12 months. Partnered with Field Operations to ensure jobs got installed the first time, driving higher completion rates.
- **Acquisition Offer Strategy:** Standardized offers, prices, tiers, and go-to-market strategy across footprint. Developed offer segmentation strategy based on two market profiles – fiber competition or no fiber competition.
- **E-Commerce Website & Buyflow Redesign:** Redesigned both the fixed and mobile websites from the ground up – technical architecture, front end user experience, buy flow funnel and back-end operation/integrations. Generated double digit gains in browsing time, click through and conversion rates from web visitor -> shopper -> confirmed order.
- **Retail Transformation:** Transformed Retail footprint from service-center style locations to retail experience stores that provide top-tier sales and customer service while evoking a positive direct relationship with the Optimum brand. Renovated 30+ locations to new design standards and for mobile phone presentation in 2019.

CHARTER COMMUNICATIONS – Stamford, CT (\$40B Annual Revenue, 27M Customers)

2016 – 2017

VP, Sales Support

- Led sales back-office integration efforts following the Charter Communications / Time Warner Cable / Bright House merger.
- Managed teams from 3 different legacy organizations, rationalizing roles and aligning functions. Standardized sales back-office call center operations, reorganizing 300 employees and eliminating ~\$15M of expenses in the first 120 days.
- Responsible for 1,800 contact center sales and back-office employees, 6 sites and 3 external BPO partners.

ADDITIONAL EXPERIENCE

VP, Sales Operations & Director, Finance at Time Warner Cable (<i>Acquired by Charter Communications – May 2016</i>)	2012 – 2016
Director, Operational Finance at Insight Communications (<i>Acquired by Time Warner Cable – Feb 2012</i>)	2009 – 2012
Associate, Investment Analyst at Ramius LLC (<i>\$12B+ AUM Multi-strategy Hedge Fund</i>)	2007 – 2008
Investment Banking Analyst at Robert W. Baird & Co. (<i>Middle Market Investment Bank</i>)	2005 – 2007

VOLUNTEER EXPERIENCE & BOARD MEMBERSHIPS

WICT Prime Access Mentor – WICT Mentorship	2020 – 2023
CTAM Board of Directors (<i>Cable & Telecommunications Association for Marketing</i>)	2019 – 2022
CTAM Educational Foundation Board of Directors (<i>Harvard Business School Cable Executive Management Program</i>)	2019 – 2022

HONORS & EDUCATION

2022 Cablefax 100 Top Power Players Honoree – 2022 Cablefax 100	2022
Harvard Business School Cable Executive Management Program	2018
B.S., Business Administration, Washington & Lee University – Lexington, VA	2001 – 2005

PROFESSIONAL EXPERIENCE

March 2023 – Present

Ezee Fiber, Houston, TX
Chief Development Officer

Dec. 2021 – March 2023 **Intrepid Fiber, Boulder, CO**
Business Development Lead

- Created a fiber to the home start-up backed by Brookfield Infrastructure Fund (BIF)
- Negotiated framework agreement with the first ISP customer (Fortune 50 company) to offer a Wholesale Fiber to the Home arrangement
- Lead on market expansion decisions including market competition, existing fiber, market demographics, capital assumptions, build ease (aerial vs. underground), and return on invested capital
- Primary lead on government funding including RDOF, ARPA, BEAD planning, determination of underserved/unserved markets, Grant submittals and responses, and partnerships with Co-op consultants
- Lead on MDU penetration plan including building access agreements and new building access technologies,
- Primary lead on securing CPCN licenses in over 20 States, obtaining ROW/Franchise agreements in municipalities, and responding to citywide RFP's for FTTH
- Worked closely with Engineering & Construction groups to negotiation lump sum turn key market specific construction agreements driving down the cost of fiber builds
- Developed SMB and Wholesale strategy for future revenue growth within the FTTH communities
- Worked with City Managers, Mayors, and City Planners within Municipal governments for opportunities to exchange fiber and conduit assets to reduce the cost of market builds
- Primary lead along with CEO in creating Logo, Website, and presentation material
- Developed Large Deal review and market fund requests to approve over \$100 million in new market expansion analyzing MOIC, Build Multiples, IRR, EBIDTA while including financial drivers such as inflation, contingency, penetration rates, etc
- Key decision maker on M&A analysis

Apr. 2020 – Aug. 2021 **Unitek Global Services, Irving, TX**
Executive Vice President – Commercial Operations

- Led the Business Development, Supply Chain, Bid Management, and FP&A organization for one of the largest Telecom Engineering and Construction Corporations in the United States
- Implemented new CRM system to track Activity, Pipeline/Funnel, and Results
- Created new Business Development team who had sold over \$23 Million in Telecom Construction to the largest Wireless, MSO's, and Wholesale Providers
- Led cost saving Programs which had reduced \$1.3 Million in CAPEX/NETEX annually
- Implemented Account Development Plans for our Sales Organization which included customer penetration strategies, driving new markets for UniTek, and led to new logo's within our corporation
- Led our corporate strategy in attacking new Rural Broadband markets based off to the Federal Funding through RDOF that subsidized Rural Broadband Construction throughout the Southeast
- Led UniTek's annual budgeting initiatives which incorporated Revenue Trends, Active Funnel, Cost Saving initiatives, and current operating expenses
- Key Decision Maker on new Capital Projects which included working with the Board of Directors on approving any large Capital Projects ranging from \$5 million to \$100 million
- Contributed to monthly Board Meetings discussing Company wide Pipeline/Funnel, Budget Forecasting, new sales initiatives, and Rural Broadband Projects
- Key decision maker on M&A analysis

Oct. 2017 - Apr. 2020 **Zayo Group, Boulder, CO**
Vice President – Product, Business Development, and Solution Engineering

- Led a team that has Sales Responsibility for roughly \$1.7 million of average quarterly sales spanning Products such as Waves, Dark Fiber, Private Dedicated Networks, IP, and Collocation
- Managed the Solution Engineering (SE) team providing custom telecommunication solutions and designs for large customers
- Effectively led the Fiber Product organization with responsibility over development of new products and new

- product features such as Private Dedicated Networks
- Key decision maker on large projects with capital approval and/or influence of projects over \$50 million. Capital assessments range from simple payback, IRR, NPV, and includes decisions on future revenue growth, presales on speculative investments, and managing capital budgeted forecasts
- Maintained Capex, Netex, and Opex budget with objectives to decrease expenses which included commercial negotiations with equipment manufacturers, 3rd party Outside Plant organizations, and other Telecommunication Companies to realize expense saving opportunities
- Key decision maker on large Merger and Acquisitions analyzing future cash flows, enablement of new markets, and expense synergies
- Leads a team which pursues opportunities to partner with utility, government, and education groups who require significant infrastructure support including fiber construction support and fiber network operations
- Led initiatives to increase sales from mega verticals such as International Carriers, Webscalers, MSO's, Datacenters, Wireless, Large Enterprise, and Wholesale including insights into competitive landscape, pricing strategies, and optimal solution for customers
- Led the Business Development Organization which assisted the direct sales team in closing Complex Deals and Pursuit Support including identification of solutions, developing/supporting RFP response and proposals, and negotiating contracts with larger, complex deals.
- Created a Targeted Account Program which serves to focus our Business Development and Sales Organization on Accounts with telecom growth opportunities, growth in markets, likely winning price points, and preferred customer required products

Dec. 2010 – Oct. 2017 **LEVEL 3 Communications. London, England and Broomfield, Colorado**
Senior Director Commercial Services and Offer Management Europe (2016 to 2017)
Senior Director Commercial Services United States (2010 to 2016)

- Successfully led a Commercial Services organization which had responsibility for Global Solutions for European Customers, who's targeted customer base was Wholesale, Large Enterprise, Wireless, and Webscalers spanning the largest markets in Europe
- Led a team which had responsibility for contract negotiations with a goal of striking a balance between customer requested commercial terms and lessening negative contractual exposure to Level 3
- Offer Management team assisted in increasing sales 18% from 2016 to 2017 with Sales reaching \$13.7 Million monthly reoccurring in 2017
- Had decision authority and influence over \$100 Million of annual Capital Budget which was deployed on success based and speculative capital projects
- Team had authority over pricing and customer offers utilizing tools to reach a balance between competitive offers and gross margin, return on invested capital, EBITDA, NPV, and IRR
- International experience (2016-2017) leading Global teams tasked with Commercial decisions on new deals, contract negotiation, and RFP responses

July 2000 – Oct. 2010 **LEVEL 3 Communications. Broomfield, CO**
Senior Director – Wholesale Markets Group

- Lead a team that provides operational oversight for the Converged Carrier and Wireless, Foreign Carrier, and Government Sales channels generating \$1 B in annual revenue
- Lead the Order Entry, Service Delivery, and Program Management Orgs with oversight of \$9M budget and accountability for performance objectives, product quality, and account life cycle management
- Served as key integration leader in several M&A's including; WiTel, Broadwing, Telcove and Progress affecting 1,000 + employees, meeting budget and headcount goals by assisting in the consolidation of legacy teams, manage OPEX initiatives, and executing on synergies between organizations
- Team established and maintained operational ownership and relationships for Level (3)'s top customers including Verizon, T-Mobile, France Telecom, British Telecom, and AT&T
- Coordinated service improvement plans, operational reviews, and customer scorecards

EDUCATION

Bachelors Degree in Business Management from the University of Colorado.

Exhibit 4
Operations in Other Jurisdictions

Ezee Fiber Texas, LLC is licensed with a Certificate of Public Convenience and Necessity (or equivalent license) in the following states:

Colorado, Massachusetts, New Mexico, Oregon, Pennsylvania, Texas, Washington

Exhibit 4

Customer Counts CONFIDENTIAL

The accompanying customer counts of Ezee Fiber Texas, LLC is submitted as confidential and proprietary under seal. Applicant states that this information is of such competitive sensitivity that its disclosure to any person other than the carrier, the Commission, and Staff is prohibited by K.S.A. 66-1220(a). Disclosure of trade secrets and confidential information to any person, including parties to this proceeding, is prohibited unless the Commission finds the disclosure is warranted after considering all of the factors under that statute. Applicant believes that disclosure of such information would have a significant and adverse impact on its competitive stance regarding existing or potential competition entities including, but not limited to: wireless carriers, competitive local exchange carriers, and incumbent local exchange carriers. Mandated disclosure of any or all of the subject information would create a competitive bias in favor of any actual or potential competitor not required to provide comparable information—thereby reducing or eliminating any benefit to consumers otherwise resulting from unbiased competition, and damaging Applicant's ability to engage in fair competition. Accordingly, confidential treatment of the accompanying customer counts is appropriate.

Exhibit 5
Financial Statements
CONFIDENTIAL

The accompanying financial information of Ezee Fiber Texas, LLC, including comparative income statements and balance sheets, is submitted as confidential and proprietary under seal. Applicant states that the information contained in the accompanying financial exhibits is of such competitive sensitivity that its disclosure to any person other than the carrier, the Commission, and Staff is prohibited by K.S.A. 66-1220(a). Disclosure of trade secrets and confidential information to any person, including parties to this proceeding, is prohibited unless the Commission finds the disclosure is warranted after considering all of the factors under that statute. Applicant believes that disclosure of such information would have a significant and adverse impact on its competitive stance regarding existing or potential competition entities including, but not limited to: wireless carriers, competitive local exchange carriers, and incumbent local exchange carriers. Mandated disclosure of any or all of the subject information would create a competitive bias in favor of any actual or potential competitor not required to provide comparable information – thereby reducing or eliminating any benefit to consumers otherwise resulting from unbiased competition, and damaging Applicant’s ability to engage in fair competition. Accordingly, confidential treatment of the accompanying financial information is appropriate.

Exhibit 6
Formation Documents and Certification of Good Standing
Delaware

Delaware

The First State

I, JEFFREY W. BULLOCK, SECRETARY OF STATE OF THE STATE OF DELAWARE, DO HEREBY CERTIFY "EZEE FIBER TEXAS, LLC" IS DULY FORMED UNDER THE LAWS OF THE STATE OF DELAWARE AND IS IN GOOD STANDING AND HAS A LEGAL EXISTENCE SO FAR AS THE RECORDS OF THIS OFFICE SHOW, AS OF THE FIFTH DAY OF OCTOBER, A.D. 2023.

AND I DO HEREBY FURTHER CERTIFY THAT THE SAID "EZEE FIBER TEXAS, LLC" WAS FORMED ON THE NINETEENTH DAY OF MARCH, A.D. 2021.

AND I DO HEREBY FURTHER CERTIFY THAT THE ANNUAL TAXES HAVE BEEN PAID TO DATE.



A handwritten signature in black ink, appearing to read "JBULLOCK", is written over a horizontal line. Below the line, the text "Jeffrey W. Bullock, Secretary of State" is printed in a small font.

5581298 8300

SR# 20233665794

You may verify this certificate online at corp.delaware.gov/authver.shtml

Authentication: 204315388

Date: 10-05-23

Exhibit 7
Proof of Registration and Good Standing
Kansas

STATE OF KANSAS
OFFICE OF SECRETARY OF STATE
CERTIFICATE OF GOOD STANDING

I, SCOTT SCHWAB, Kansas Secretary of State, certify that the records of this office reveal the following:

Business ID: 10004517

Business Name: Ezee Fiber Texas, LLC

Type: Foreign Limited Liability Company

Jurisdiction: United States of America

was filed in this office on August 20, 2024, and is in good standing, having fully complied with all requirements of this office.

No information is available from this office regarding the financial condition, business activity or practices of this entity.



In testimony whereof:
I affix my official certification seal.
Done at the City of Topeka,
on this day August 28, 2024.

A handwritten signature in black ink that reads "Scott Schwab". The signature is written in a cursive, flowing style.

SCOTT SCHWAB
KANSAS SECRETARY OF STATE



Please
Do Not
Stamp

FA

**KANSAS SECRETARY OF STATE
Application for Registration
Foreign Covered Business**



Memorial Hall, 1st Floor (785) 296-4564
120 S.W. 10th Avenue kssos@ks.gov
Topeka, KS 66612-1594 https://sos.ks.gov

All information on the application for registration must be complete and accompanied by the correct filing fee or the document will not be accepted for filing.

1. Choose type of covered business:

- | | |
|--|--|
| <input type="checkbox"/> Corporation for profit
(fee \$115) 51-03 | <input type="checkbox"/> Limited partnership
(fee \$165) 51-06 |
| <input type="checkbox"/> Corporation not for profit
(fee \$115) 51-17 | <input type="checkbox"/> Limited liability partnership
(fee \$165) 51-18 |
| <input checked="" type="checkbox"/> Limited liability company
(fee \$165) 51-10 | <input type="checkbox"/> Series limited liability company
(fee \$165) 51-33 |

2. Name of covered business:

Must *exactly* match name on certificate.

Ezee Fiber Texas, LLC

3. State or foreign country of jurisdiction:

Delaware

4. Name of resident agent:

Must be an individual, the business named in section 2, or a business already registered with our office. Do not leave blank.

Incorp Services, Inc.

5. Registered office in Kansas for the resident agent:

Must be a street, rural route, or highway. A PO box is unacceptable.

Street Address (A PO Box is unacceptable)

534 S. Kansas Ave, Ste. 1000

City

Topeka

State

KS

Zip

66603

6. Date the covered business began doing business in Kansas:

Month Day Year

Provide a date only if this date is in the past. Otherwise, leave blank.

7. Date of formation in state or foreign country of jurisdiction:

Month Day Year

3 19 21

8. Full nature and character of business to be conducted in Kansas:

Telecommunications Services



9. This statement applies only to foreign limited liability companies who may create series in their domestic state and must check the corresponding statements. All other LLCs or business types may skip to section 10.

The limited liability company is governed by an operating agreement that establishes or provides for the establishment of a series of members, managers, limited liability company interests or assets having separate rights, powers or duties with respect to specified property or obligations of the foreign limited liability company or profits and losses associated with specified property or obligations.

Check all that apply:

The debts, liabilities and obligations incurred, contracted for or otherwise existing with respect to a particular series, if any, are enforceable against the assets of such series only, and not against the assets of the foreign limited liability company generally or any other series thereof.

Any of the debts, liabilities, obligations and expenses incurred, contracted for or otherwise existing with respect to the foreign limited liability company generally or any other series thereof shall be enforceable against the assets of such series.

The foreign covered business hereby consents, without power of revocation, that actions may be commenced against it in the proper court of any county in the state of Kansas; and the foreign covered business stipulates and agrees that such service shall be taken and held in all courts to be valid and binding as if due service had been made upon the authorized persons of the foreign covered business.

As of the day of this filing, the foreign covered business exists in good standing under the laws of the jurisdiction of its organization.

10. I declare under penalty of perjury pursuant to the laws of the state of Kansas that the foregoing is true and correct.	
Signature of Authorized Person	Name of Signer (Printed or Typed)
X <i>Ken Bonvillian</i>	Ken Bonvillian

Exhibit 8
Telecommunications Carrier Code of Conduct

**Telecommunications Carrier Code of Conduct
Kansas Corporation Commission**

As a provider of telecommunications services in the state of Kansas, Applicant, by and through its undersigned officer, commits to comply with the following:

- If applying for certification to provide local telecommunications service, provide:
 - Access to 911 and E911 services;
 - White page directory listings;
 - Access to telephone relay services;
 - Access to directory assistance;
 - Access to operator services;

- Equal access to interLATA long distance carriers;
- Free blocking of 900- and 700-type services
- Interconnection on a nondiscriminatory basis with other local exchange carriers

- If requesting Eligible Telecommunications Carrier (ETC) designation, provide all applicable federal Lifeline discounts.

- Follow all applicable Commission rules and regulations.

- Maintain required registration with the Office of the Kansas Secretary of State. To contact the Kansas Secretary of State: Memorial Hall, First Floor, 120 SW 10 Ave., Topeka, KS 66612-1594 (785) 296-4564 or www.kssos.org.

- File Annual Interrogatory Form in accordance with the Commission's Order in Docket 13-GIMT-736-GIT dated December 3, 2013.

- Pay all assessments due to the Commission and/or the Citizen's Utilities Ratepayer Board (CURB) pursuant to K.S.A. 66-1501, 66-1502, 66-1503, and 66-1504.

- File reports and pay assessments to the Kansas Universal Service Fund (KUSF) as set forth in K.S.A. 66-2008(a) and the Commission's December 27, 1996 Order in Docket No. 94-GIMT-478-GIT. KUSF instructions and remittance forms may be obtained online at www.gvnw.com/usf/kansas/index.htm.

- A competitive local exchange carrier wishing to discontinue service shall notify customers and the Commission in accordance with Order No. 7 in the Commission's Docket No. 01-GIMT-649-GIT. An inter-exchange carrier providing service in Kansas wishing to discontinue service shall notify customers in accordance with FCC regulations.

- Promptly notify the Commission of any change of address and contact information.

- Treat each customer equally to all other similarly situated customers, free of prejudice or disadvantage.
- Respect customers' right to select different telecommunications services and vendors.
- Administer procedures to prevent deceptive and unfair marketing practices aimed at potential or existing customers.
- Protect customers' right to privacy, by safeguarding records and personal information against unauthorized use.
- Respond to consumer complaints or inquiries submitted by Commission Staff thoroughly and quickly.

Verification

I, Ken Bonvillian, of lawful age, and being first duly sworn, now state: As an officer of the Applicant, I am authorized to and do hereby make the above commitment. Further, I acknowledge that failure to comply with the above commitments or other lawful requirements of the Commission will subject Applicant to potential fines, penalties, revocation of certification, or other sanctions and remedies.

Ken Bonvillian

Subscribed and sworn to before me on this 4th Day of September, 2024

Venus Alyea
Notary Public

