

Rose Mulvany Henry (615) 252-4634 rhenry@babc.com

April 22, 2015 Via Electronic Filing

Ms. Neysa Thomas Acting Secretary Kansas Corporation Commission 1500 SW Arrowhead Road Topeka, KS 66604-4027

Dear Ms. Thomas,

Enclosed for electronic filing, please find the *Application of WANRack*, *LLC for a Certificate of Convenience and Authority to Provide Competitive Local Exchange Services within the State of Kansas*. Please note that Exhibits G and H are *CONFIDENTIAL*, and are identified as such on the associated documents.

The Application fee in the amount of \$250.00 shall be rendered to the Docket Room via hand delivery on April 23, 2015.

Please do not hesitate to contact the undersigned should you have any questions regarding the Application.

Very truly yours,

Rose Mulvany Henry

BEFORE THE STATE CORPORATION COMMISSION OF THE STATE OF KANSAS

In the Matter of the Application of)	
WANRack, LLC)	
)	Docket No.
For a Certificate of Convenience and Authority to)	
Provide Competitive Local Exchange Services)	
within the State of Kansas)	

APPLICATION FOR CERTIFICATE OF AUTHORITY To Serve as a Telecommunications Services Provider in Kansas

K. S. A. 66-2005(w) sets out the requirements for certification as follows: An applicant ".... must receive a certificate of convenience based upon a demonstration of technical, managerial and financial viability and the ability to meet quality of service standards established by the commission. Any telecommunications carrier or other entity seeking such certificate shall file a statement, which shall be subject to the commission's approval, specifying with particularity the areas in which it will offer service, the manner in which it will provide service in such areas and whether it will serve both business and residential customers in such areas."

Comes now Rose Mulvany Henry, Attorney, representing WANRack, LLC ("WANRack" or "Applicant"), a Kansas limited liability company, representing its intention to engage in the business of a Competitive Local Service Provider in the State of Kansas under the business name of WANRack in the territory described specifically below, and making claim that public convenience will be thereby promoted. Applicant, for purposes of verification and in evidence of fitness to operate, offers the following information in support of this application:

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

WANRack, LLC

2. Federal Identification Number:

38-3904798

- 3. Type of Certification requested by applicant: (Please provide a separate application for each type of certification. The requisite \$250.00 filling fee per service must accompany each application.)
 - **X** 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 (if the mailing address is a P.O. Box number, also provide the actual street address) and telephone number(s) for the principal office of the company and its local office (if any), including 800 customer service number:
	Mailing Address:
	P.O. Box 860082 Shawnee Mission, KS 66286
	Street Address:
	25656 W. 97 th Street Lenexa, KS 66227
	Customer Service Number:
	1-855-482-7225
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):
	Statewide
7.	Name, title, address, telephone number and email address (if available) of person preparing this application.
	Rose Mulvany Henry Attorney Bradley Arant Boult Cummings LLP 1600 Division Street, Suite 700 Nashville, Tennessee 37203 Telephone: (615) 252-4634 Fax: (615) 252-4713

E-mail: rhenry@babc.com

8. Name, title, address, telephone number and email address (if available) of Commission/Industry Relations contact (if different from 5 above):

Rob Oyler President WANRack, LLC 913-522-5810 Rob.oyler@wanrack.com

9. Organizational Information

In the table below, give name and address of each officer (when an individual holds more than one office, list name of each office held):

OFFICERS

Line	Title	Name	Address
No.	(a)	(b)	(c)
1	CEO	Gerry Garza	P.O. Box 860082
			Shawnee Mission, KS 66286
2	President & Founder	Rob Oyler	P.O. Box 860082
			Shawnee Mission, KS 66286
3	Vice President & Co-	Darren Bonawitz	P.O. Box 860082
	Founder		Shawnee Mission, KS 66286

If incorporated, list information concerning company directors:

LIST OF DIRECTORS

Line	Name of Director	Address	Term	Term	Shares of
No.			Began	Expires	Common
					Stock
(a)	(b)	(c)	(d)	(e)	(f)
1					

- 10. Description of Applicant's operations (provide as Exhibits):
 - 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?).

See Exhibit A.

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

See Exhibit B.

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

See Exhibit C.

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.

No.

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

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.)

N/A

- 11. Applicant's Managerial Qualifications (provide as Exhibits):
 - A. Description of applicant's actual experience in the telecommunications business, specifically that represented in this application.

See Exhibit D.

B. Managerial qualification of your company's key personnel (copies of resumes are appropriate).

See Exhibit E.

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.

See Exhibit F.

- 13. Financial Information:
 - A. Stock

N/A

B. List information concerning the stockholders holding the highest number of shares of stock. If no one stockholder holds more than 5% of the total shares outstanding, so indicate by placing an "X" in this blank _____, and omit the information called for in the schedule below.

N/A

C. Sole proprietorships and/or partnerships or any other business organization including, but not limited to limited liability companies, limited partnerships, and LLPs must add an Exhibit to show the organizational structure and share interests in assets, liabilities and profits.

See Confidential Exhibit G.

- 14. Applicant's Financial Qualifications (provide as Exhibits):
 - A. Comparative Income Statements for the immediately preceding three (3) year period (audited positive statements preferred).

See Confidential Exhibit H.

B. Balance Sheets for the immediately preceding three (3) year period (audited positive statements preferred).

See Confidential Exhibit H.

C. A forward-looking management narrative discussing <u>any significant activity</u> that may impact either the Income Statement or Balance Sheet provided.

See Exhibit I.

15. As an attachment, please provide state of incorporation and proof of incorporation in that state.

See Exhibit J.

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 J.

17. Name and telephone number of the contact person for customer service.

1-855-482-7225

18. Competitive Local Exchange applicants need 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.)

WANRack has not negotiated an interconnection agreement with any incumbent local exchange carrier. To the extent any WANRack service offerings in Kansas require WANRack to enter into such interconnection agreement in the future, WANRack will file the same for approval with the Commission at that time.

19. As an attachment, please provide a copy of the Company's proposed tariff. (Operations may not begin until a tariff has been filed with and approved by the KCC.)

WANRack does not need tariffs for the services it proposes to provide in Kansas. To the extent the Commission determines that WANRack needs tariffs for any future service offerings, the company agrees that it will not begin offering such services until the required tariffs are filed and approved by the Commission.

20. Complete, sign and attach the KCC Telecommunications Carrier Code of Conduct form as part of this application.

See Exhibit K.

EXHIBIT A

Short Run and Long Run Growth Plans for Providing Telecommunications Service in Kansas

WANRack specializes in design, deployment, and operation of customized transport networks in underserved markets. Initially, WANRack will, on a statewide basis, construct and lease fiber-optic communications networks, as turnkey solutions for specific multi-location customers, including K-12 school districts. In the future, following deployment of such fiber-optic communications networks, WANRack may provide dedicated private line services over a portion of such fiber networks on a statewide basis, as permitted by applicable law.

EXHIBIT B

Estimated Number of Company Personnel Who will be Located in Kansas

The estimated number of company service personnel who will be located in Kansas is currently two, plus contractors engaged in construction.

EXHIBIT C

Type and Location of Telecommunications Equipment to be Deployed in Kansas See Applicant's response in Exhibit A.

EXHIBIT D

Description of the Company's Actual Experience in the Telecommunications Business, Specifically That Represented in This Application

WANRack recently completed the construction and deployment of an advanced fiber optic Wide Area Network ("WAN") in Trenton, Missouri for the Trenton R-IX Schools and in Wyoming for Converse County School District #1. Additionally, WANRack is working on similar deployments in Texas, Colorado and Arizona.

EXHIBIT E

Managerial Qualification of Key Personnel

CEO

Gerardo (Gerry) Garza

Gerardo joined WANRack in September 2014 and serves as the company's CEO. Prior to joining WANRack, Gerardo spent 9 years at FPL FiberNet, where he led the company's growth from a niche player in the carrier market in Florida to the premier provider of fiber based transport for carriers, enterprise, and cell site backhaul in the Southeastern region. At FPL FiberNet, Gerardo worked in multiple roles including Network Planning, Business Development, Sales, and ultimately served as Vice President of Sales & Marketing.

Gerardo also worked for GE in Mexico for 5 years where he worked in Finance and Business Development. He holds a BS in Mechanical & Electrical Engineering and an MBA from Harvard Business School.

President & Founder Rob Ovler

Rob founded WANRack after spending the last 10 years building fiber optic networks for the K-12 market and hearing firsthand challenges with technology, budgets, and personnel. He has experience building over 100 school districts nationwide.

Previously, Rob was one of the original employees of Unite Private Networks (UPN) and the largest non-founding shareholder. As EVP, he was responsible for all sales, marketing, and business development. He personally sold over 47% of company revenue under his tenure and built record breaking national sales teams. He participated in a successful exit after a Private Equity investment at UPN and founded WANRack to continue delivering Fiber Optic WANs to the K-12 Education vertical.

Rob is a Kauffman Foundation Fasttrac alumnus and holds a BS in Finance and Business Management from Baker University.

Vice President & Co-Founder Darren Bonawitz

Darren has over 17 years of experience in information technology, telecommunications and data centers. Darren has served as President & CEO of 1102 Grand, one of the largest midwest colocation facilities, where he guided the company from start-up to successful sale of the business to Private Equity.

In 2012, Darren started his own private equity firm, Third20 Group, which focuses on early stage investments in growth oriented companies. Darren has also served in business development and engineering roles at Birch Telecom and Lucent Technologies and attended Kansas State University majoring in Electrical Engineering.

EXHIBIT F

Company Operations in Other States

See Applicant's response in Exhibit D.

CONFIDENTIAL EXHIBIT G

Response to Question 13 C

See attached CONFIDENTIAL Exhibit G.

CONFIDENTIAL EXHIBIT H

Comparative Income Statements for the immediately preceding years (audited positive statements preferred).

See attached CONFIDENTIAL Exhibit H, Financials.

EXHIBIT I

A forward-looking management narrative discussing <u>any significant activity</u> that may impact either the Income Statement or Balance Sheet provided.

There is no significant activity that will impact the income statement or balance sheet. The company continues to enjoy ongoing manageable levels of growth.

EXHIBIT J

State and Proof of Incorporation

WANRack, LLC is a Kansas limited liability company. Attached is a copy of the company's a statement of good standing from the Kansas Secretary of State's office.

STATE OF KANSAS OFFICE OF SECRETARY OF STATE KRIS W. KOBACH

I, KRIS W. KOBACH, Secretary of State of the state of Kansas, do hereby certify, that according to the records of this office.

Business Entity ID Number: 6891105

Entity Name: WANRACK, LLC

Entity Type: DOM: LTD LIABILITY COMPANY

State of Organization: KS

Resident Agent: ROB OYLER

Registered Office: 25656 W 97th St, LENEXA, KS 66227

was filed in this office on April 29, 2013, 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 execute this certificate and affix the seal of the Secretary of State of the state of Kansas on this day of April 16, 2015

KRIS W. KOBACH SECRETARY OF STATE

Certificate ID: 656246 - To verify the validity of this certificate please visit https://www.kansas.gov/bess/flow/validate and enter the certificate ID number.

EXHIBIT K

KCC Telecommunications Carrier Code of Conduct Form

See attached.

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, 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.

LUIS F. CAMPO

Subscribed and sworn to before me on this 2017

Day of

1015

Notary Public

(8-26-14)

VERIFICATION K.S.A. 53-601

STATE OF KANSAS)	
)	SS.
COUNTY OF WYANDOTTE)	

I, Rose Mulvany Henry, verify under penalty of perjury that I have caused the foregoing Application to be prepared on behalf of WANRack, LLC; and that the contents thereof are true and correct to the best of my knowledge and belief.

Rose Mulvany Henry