202312051300403205 Filed Date: 12/05/2023 State Corporation Commission of Kansas



151 Southhall Lane, Ste. 450 Maitland, FL 32751 www.inteserra.com

December 4, 2023 Via Express Efiling

Ms. Lynn Retz, Executive Director Kansas Corporation Commission 1500 SW. Arrowhead Road Topeka, KS 66604-4027

RE: In the Matter of the Application of Impact Telecom, LLC For a Certificate of Convenience and Authority to Provide Inter-exchange Services Within the State of Kansas

Dear Ms. Retz:

Enclosed for filing please find the Application for a Certificate of Convenience and Authority to Provider Inter-Exchange services Within the state of Kansas submitted on behalf of Impact Telecom, LLC.

Applicant is required to submit its financial statements as part of the Application. However, due to the confidential nature of these documents, Impact Telecom, LLC respectfully requests that the financial statements not be made part of the public record and will provide these under separate cover with a request for confidential treatment.

The filing fee in the amount of \$250 will be submitted simultaneously with the filing of this Application either by credit card via Express Efiling or a check via overnight delivery.

Any questions you may have regarding this filing should be directed to my attention at 470-672-3022 or via email to spagana@inteserra.com. Thank you for your assistance in this matter.

Sincerely,

/s/Carey Roesel

Carey Roesel Consultant

cc: Alex Valencia (Via E-Mail) - Matrix

tms: KSi2300

Enclosures CR/im

BEFORE THE STATE CORPORATION COMMISSION OF THE STATE OF KANSAS

In the Matter of the Application of)
Impact Telecom, LLC) Docket No.
for a Certificate of Convenience and Authority to Provide Inter-exchange Services Within the State of Kansas.))))
APPLICATION FOR CERT	
To Serve as a Telecommunication	ons Services Provider in Kansas
K. S. A. 66-2005(w) sets out the reapplicant " must receive a certificate of technical, managerial and financial viability. A seeking such certificate shall file a statement approval, specifying with particularity the area which it will provide service in such areas a residential customers in such areas."	Any telecommunications carrier or other entity t, which shall be subject to the commission's as in which it will offer service, the manner in
Comes now Impact Telecom, LLC, a for intention to provide interexchange telecommunicunder the name of Impact Telecom and mak thereby promoted. Applicant, for purposes of veoffers the following information in support of this	ing claim that the public convenience will be erification and in evidence of fitness to operate,
1. Full, correct name (including d/b/a) of making this filing:	company, firm, association or corporation
Impact Telecom, LLC	
2. Federal Identification Number: 14-1	931246
3. Type of Certification requested by a (Please provide a separate application requisite \$250.00 filing fee per service)	on for each type of certification. The
— Competitive Local Excha	ange Service
<u>x</u> Interexchange (long dista	nce or toll) Service
Operator Services and In	terexchange (toll) Service
x Resale	

Combined Resale and Facilities-based

____ Facilities-based

4. Address (if the mailing address is a P. 0. 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:

25925 Telegraph Road, Suite 210 Southfield, MI 48033

Telephone: 972-910-1900 Toll Free: 866-557-8920

5. If individually owned, name of individual doing business under above name:

Not Applicable.

6. Requested serving territory (statewide for toll service; local service may be limited to)

Impact Telecom is requesting authority to provide services statewide.

7. Specific exchange areas due to rural exemption guidelines; and operator services may be limited to specific institutions):

Not Applicable.

8. Name, title, address telephone number and email address of person preparing this application.

Carey Roesel, Consultant to Impact Telecom, LLC Inteserra, Inc. 151 Southhall Iane, Suite 450 Maitland, FL 32751

Telephone: 470-672-3934

Email: croesel@inteserra.com with copy to spagana@inteserra.com

9. Name, title, address, telephone number and email address of Commission/Industry Relations contact:

Alex Valencia, Chief Compliance Officer Impact Telecom, LLC 25925 Telegraph Road, Suite 210 Southfield, MI 48033

Telephone: 972-910-1900

Email: alex.valencia@lingo.com

10. Organizational Information

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

OFFICERS

Title (a)	Name (b)	Address (c)
CEO	Ananth Veluppillai	25925 Telegraph Road, Suite 210 Southfield, MI 48033
Chief Compliance Officer & Secretary		25925 Telegraph Road, Suite 210 Southfield, MI 48033
Chief Financial Officer	Christine Tarrago	25925 Telegraph Road, Suite 210 Southfield, MI 48033
Chief Operating Officer	Vitas Uchil	25925 Telegraph Road, Suite 210 Southfield, MI 48033

11. 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?).

Impact Telecom, LLC proposes to provide wholesale resold interexchange telecommunications services to other carriers throughout the state of Kansas using facilities and services available from its underlying carriers.

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

Impact Telecom does not anticipate having any service personnel located in Kansas.

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

Impact Telecom will not be deploying any equipment within Kansas.

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.) If no actions apply please indicate none.

Impact Telecom, LLC has no pending or completed criminal, civil or formal administrative action taken against it by a state or federal authority, including settlements in connection with the provision of telephone services or telecommunications services.

- 12. Applicant's Managerial Qualifications (provide as Exhibits):
 - 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).

See Exhibit A.

13. 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.

Impact Telecom, LLC is in the process of filing applications or registrations in all jurisdictions where approval or registration is required.

14. Financial Information:

A. Stock

Not applicable.

CAPITAL STOCK

Line No.	Class of Stock Common Or Preferred etc.	No. of Shares Auth- orized by charter	No. of Shares Act- wally Sold	No. of Shares Can- celled	No. of Shares Held for Resale	No. of Shares Out- standin g	Par Value per Share	Total Amnt. Out- stan- ding per Fin. Stmnt.	Dividends Declar ed During Year
(a)	(b)	(c)	(d)	(e)	(f)	(g)	(h)	(i)	(J)
1									
2									
3									
4									
etc.									

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.

Principal Owner

Lingo Management, LLC

100%

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 Exhibit B

- 15. Applicant's Financial Qualifications (provide as Exhibits):
 - 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 <u>any significant activity</u> that may impact either the Income Statement or Balance Sheet provided.

See Exhibit C for Financial Information.

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

Please see Exhibit D.

17. As an attachment, please provide proof of registration with the Kansas Secretary of State (must maintain registry and remain in good standing).

See Exhibit E.

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

Impact Telecom, LLC customer service agents are available 24 hours a day, seven days a week to handle any service, billing or repair issues. The Toll Free telephone number is 866-557-8920. Customers may contact the Company in writing at the headquarters address indicated below.

Impact Telecom, LLC 25925 Telegraph Road, Suite 210 Southfield, MI 48033 noc@impacttelecom.com

19. 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.)

Not applicable. Application is requesting resold Interexchange authority only.

18. 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.)

Not applicable. Application is requesting resold Interexchange authority only.

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

An executed copy of the KCC Telecommunications Carrier Code of Conduct is provided as Exhibit F.

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.

OATH

State of Michigan
County of Macomb
Alex Valencia, being duly sworn, deposes and says that he is the Chief Compliance
Officer of Impact Telecom, 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 knowledge and
belief.
Further, that Applicant has full knowledge of the Kansas Corporation Commission's
jurisdiction affecting service providers and will comply with the applicable requirements of this
Commission.
Alex Valencia, Chief Compliance Officer Impact Telecom, LLC.
Subscribed and sworn to before me this <u>1</u> day of <u>December</u> , 2023.
Amanda Jones
Notary Public

AMANDA JONES
Notary Public, State of Michigan
County of Maccomb
My Commission Expires May 18, 2028
Acting in the County of Macomb

(Revised 01/20/2012)

My commission expires:

Impact Telecom, LLC Exhibit A

Management Resumes

Impact Telecom, LLC Management Resumes

Ananth Veluppillai, Chief Executive Officer

Ananth Veluppillai serves as Chief Executive Officer in addition to being a member of its Board. Ananth also serves as the Chief Operating Officer of B. Riley Principal Investments (an owner of Impact Telecom). Ananth has over 28 years of experience in telecommunications and held various leadership positions, including serving as the COO of Global Operations for Tech Mahindra's Network Services unit and COO of LCC International, Inc., that provided consulting services in Wireless and Wireline telecommunication networks around the world. Ananth holds B.S. in Electrical Engineering from the University of Maryland at College Park.

Christine Tarrago, Chief Financial Officer

Christine Tarrago is the Chief Financial Officer with more than 25 years of global financial executive leadership. Christine Tarrago has also served among others as CFO of private equity backed organizations. Before that, she had leadership positions at Siemens and Alstom. Originally from Europe, she graduated with a BA and MBA from the University of Augsburg, Germany, started her career in Europe where she worked in public accounting on large international publicly listed companies in Germany, France, and Spain. She is fluent in four languages and is a registered CPA in the State of Illinois.

Vilas Uchil, Chief Operating Officer

Vilas Uchil is the Chief Operating Officer. In this capacity, he is responsible for overseeing innovation, technology, and operations. Prior to joining the team, Vilas worked in the telecommunications industry for 20 years. He was the head of engineering and operations at NovoLink Communications, and held positions at SPRINT-NEXTEL Corporation, General Electric Capital GCF (UK), and TATA-Nortel Technology Lab (India). He received a Bachelor of Engineering in electronics and telecommunication engineering from Bombay University (India), and he holds two Master of Science degrees from Missouri University of Science and Technology (electrical engineering/computer engineering).

Alex Valencia, Chief Compliance Officer

Alex Valencia serves as the Chief Compliance Officer and is a 20+ year veteran of the telecom industry. Alex oversees the Company's government and legal affairs, including corporate governance and directs all regulatory policies. He holds an LLM in International and Comparative Law from Notre Dame Law School, a Juris Doctorate from Gonzaga University School of Law, and Bachelor of Arts degrees in Political Science and Latin America Studies from Southern Methodist University.

Impact Telecom, LLC Management Resumes (Cont'd.)

Christopher Ramsey, Chief Revenue Officer

Chris Ramsey serves as Chief Revenue Officer and is a 20+ year veteran of the communications services industry. He is responsible for managing and driving organic sales, sales operations, and marketing. Chris excels at managing multiple sales channels with an excellent track record of optimizing sales costs and ROI. Previously, Chris served as the SVP of Revenue at PuppySpot, and previously, as Chief Sales and Marketing Officer at Birch Communications. Chris holds a Bachelor of Arts Degree in Religious Education and Psychology from Southwest Baptist University.

Patrick Reilly, VP, Carrier Services

Patrick Reilly serves as VP of Carrier Services and is a 25+ year veteran of the telecom industry. Patrick has extensive senior-level experience managing Carrier sales, engineering and operational roles within the wireless and wireline space spanning domestic and international communications service offerings. Previously he held management and executive-level positions at Frontier Communications, Global Crossing, and ANI Networks.

Impact Telecom, LLC Exhibit B

Organizational Structure

Impact Telecom, LLC is 100% owned by Lingo Management, LLC

Impact Telecom, LLC

Exhibit C

Financial Statements

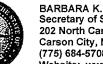
Impact Telecom, LLC is providing the consolidated financial statements of its parent, Lingo Management, LLC, which demonstrate that the Applicant has sufficient resources to initiate the operations and provide the services for which it seeks authority.

Due to the confidential nature of these Financial Statements, the Company will submit these separately with a request for confidential treatment.

Impact Telecom, LLC Exhibit D

Articles of Incorporation





BARBARA K. CEGAVSKE Secretary of State 202 North Carson Street Carson City, Nevada 89701-4201 (775) 684-5708 Website: www.nvsos.gov

Articles of Organization Limited-Liability Company (PURSUANT TO NRS CHAPTER 86)

USE BLACK INK ONLY - DO	ABOVE SPACE IS FOR OFFICE USE ONLY			
1. Name of Limited- Liability Company: (must contain approved limited-liability company wording; see instructions)	Impact Telecom, LLC	Check box if a Series Limited- Liability Company Check box if a Restricted Limited- Liability Company		
2. Registered Agent for Service of Process: (check only one box)		e or Position with Entity ne and address below)		
	701 S. Carson Street, Ste. 200 Carson City Street Address City Mailing Address (if different from street address) City	Nevada 89701 Zip Code Nevada Zip Code		
3. Dissolution Date: (optional)	Latest date upon which the company is to dissolve (if existence is not p	erpetual):		
4. Management: (required)	Company shall be managed by: Manager(s) OR (check only one box	Member(s)		
5. Name and Address of each Manager or Managing Member: (attach additional page if more than 3)	1) Robert Beaty Name 9000 E. Nichols Avenue, Ste. 230 Street Address City 2) Charles Griffin Name 9000 E. Nichols Avenue, Ste. 230 Englewood Englewood City 3) Englewood City Street Address City Street Address City	CO 80112 State Zip Code CO 80112 State Zip Code		
6. Name, Address and Signature of Organizer: (attach additional page if more than 1 organizer)	I declare, to the best of my knowledge under penalty of perjury, that the information of that pursuant to NRS 239.330, it is a category C felony to knowingly offer any false of the Secretary of State. Robert Beaty Name Organizer Signature 9000 E. Nichols Avenue, Ste. 230 Address City	TA Benty		
7. Certificate of Acceptance of Appointment of Registered Agent:	I hereby accept appointment as Registered Agent for the above X Authorized Signature of Registered Agent or On Behalf of Registered Agent			

Impact Telecom, LLC

Exhibit E

Kansas Secretary of State Certificate of Authority



KANSAS SECRETARY OF STATE Application for Registration of Foreign Covered Entity

2154848

Memorial Hall, 1st Floor 120 S.W. 10th Avenue Topeka, KS 66612-1594

(785) 296-4564 kssos@ks.gov sos.ks.gov 4879 01 051 010 \$165.00

FILED BY KS SOS 09-08-2023 1 12:37:50 pm FILE#: 2154848



06649764

			3	g iroin the no	me stat	y the correct filing fee or the document will the must accompany the application.		
Choose type of covered entity:		Corporation for profit (fee \$115) 51-03			Series limited liability company (fee \$165) 51-33 (Complete statement 11a, if applicable)			
		Corporation not for profit (fee \$115) 51-17				Limited partnership		
		Limited liability company (fee \$165) 51-10				Limited liability partnership (fee \$165) 51-18 (Statement 11b applies)		
1. Name of c	overed entity:							
	match name on	Impact Telec	om, LLC					
2. State or fo	reign country							
of origin:	y	Nevada						
3. Date of for	mation in	Month	5					
home state:		Year				l e e e e e e e e e e e e e e e e e e e		
home state		5	25	Year 2005				
4. Include a sofficer of tagency) the	e: statement (certi the jurisdiction nat the entity ex	ificate of good sta where such foreignsts in good stand	25 anding/existence*	2005	hin 90 y the S isdicti	days of the application by the proper Secretary of State or comparable on of its organization.		
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7. Mailing address:	Attention Name						
Address will be used to send official mail from the Secretary of	Alex Valencia						
State's office.	Address						
	25925 Telegraph Rd., Suite 210						
	City	Country					
	Southfield	MI	48033	USA			
8. Fiscal year end:							
o. Piscai year end.	December						
	Becentiber	l'					
9. Full nature and character of business to be conducted in Kansas:	Telecommunication Service	ces					
that such service shall be upon the authorized personal. This statement applies to liability company is chose. The limited liability company a series of members, man	any county in the state of Kans the taken and held in all courts to sons of the foreign covered entry of foreign series limited liability sen as type of covered entity. In the state of Kans the state of Kans the state of the	o be valid artity. companies of the com	only, and applies of the establishes or prosets having separate	only if the series limited vides for the establishment of the rights, powers or duties with			
specified property or oblig	rty or obligations of the foreign lir ations.	nited liability (company or profits	and losses associated with			
series, if any, a	bilities and obligations incurred, contracted for or otherwise existing with respect to a particular are enforceable against the assets of such series only, and not against the assets of the foreign company generally or any other series thereof.						
Any of the debt to the foreign li assets of such	ts, liabilities, obligations and expe mited liability company generally series.	enses incurred or any other	d, contracted for or series thereof shall	otherwise existing with respect be enforceable against the			
11b. This statement applies to partnership is chosen as	o foreign limited liability partne s type of covered entity.	erships only,	and applies only i	if the foreign limited liability			
The above-named partner	ship elects to be a foreign limited	l liability partr	nership.	and the second s			
12. I declare under penalty of	f perjury pursuant to the laws o	of the state o	f Kansas that the	foregoing is true and correct.			
Signature of Authorized Person		Name of Signer (F	Printed or Typed)				
v o		Alex Vale					
X		Alex vale	IIUId				

Please note that information provided on documents filed with the Secretary of State is public record that is subject to public access and disclosure (per K.S.A. 45-215 through K.S.A. 45-223).

SECRETARY OF STATE



CERTIFICATE OF EXISTENCE WITH STATUS IN GOOD STANDING

I, FRANCISCO V. AGUILAR, the duly qualified and elected Nevada Secretary of State, do hereby certify that I am, by the laws of said State, the custodian of the records relating to filings by corporations, non-profit corporations, corporation soles, limited-liability companies, limited partnerships, limited-liability partnerships and business trusts pursuant to Title 7 of the Nevada Revised Statutes which are either presently in a status of good standing or were in good standing for a time period subsequent of 1976 and am the proper officer to execute this certificate.

I further certify, that the following is a list of all organizational documents on file in this office for

IMPACT TELECOM, LLC

Organizational Documents on File

Filing Date

I further certify that the records of the Nevada Secretary of State, at the date of this certificate, evidence, IMPACT TELECOM, LLC, as a corporation duly organized under the laws of Nevada and existing under and by virtue of the laws of the State of Nevada since 05/25/2005, and is in good standing in this state.



Certificate Number: B202308043856494 You may verify this certificate online at http://www.nvsos.gov IN WITNESS WHEREOF, I have hereunto set my hand and affixed the Great Seal of State, at my office on 08/04/2023

FRANCISCO V. AGUILAR
Secretary of State

I hereby certify this to be a true and correct copy of the original on file.
Certified on this date: Sep 8, 2023
SCOTT SCHWAB
Secretary of State

Impact Telecom, LLC

Exhibit F

Telecommunications 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;

Kansas Lifeline service discounts;

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

- Follow all applicable Commission rules and regulations, including but not limited to, billing practice standards as set out in KCC May 22, 1986 order in Docket No. 120,408-U and subsequent billing practice standards approved by the Commission.
- Local exchange and competitive local exchange carriers will follow quality of service standards as set out in an order dated January 8, 1999 in Docket No. 191,206-U and subsequent billing standards approved by the Commission.
- 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 reports with the Commission in accordance with K.S.A. 66-123.
 - 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.neca.org
 - A competitive local exchange carrier wishing to discontinue service shall notify customers and the Commission in accordance with Order No. 5 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.
 - 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, Alex Valencia, of lawful age, and being first duly sworn, now state: As an officer of Impact Telecom, LLC, 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.

Alex Valencia, Chief Compliance Officer
Impact Telecom, LLC

Subscribed and sworn to before me on this _1___ day of _December_____, 2023.

Amanda Jones
Notary Public

Amanda Jones
Notary Public

Amanda Jones

Notary Public