



WHOLESALE VOICE SERVICES

VoIP Wholesale Experts

PRESENTATION LAYOUT

- Overview
- Who we are
 - Differentiators
 - Services Offered
 - Licenses & Certifications
 - Our clients
- Assumptions
 - Proposed Services
 - Forecast Savings
- Our Creed
 - Contacts

OVERVIEW

- The following presentation outlines the services, cost reduction and benefits that come from an interconnection to Dorial Telecom as defined within this presentation.
- The information in this presentation is to be used for discussion purposes to determine interconnection approach and strategy.

WHO WE ARE

- Dorial Telecom started its wholesale activities during August 2001 in Miami, FL, the original name of the company was Dorial Management. Since 2008 the company assumed the name of Dorial Telecom.
- Dorial Telecom is a leading non-interconnected VoIP Wholesale Carrier, specializing in US Domestic termination of voice traffic.
- Dorial Telecom manages it's own SBC Platform by ACME-Packet/Oracle together with a real time Call Management System developed in-house. The platform is collocated at Colo-House in Miami, Florida and dual/diversified IP connectivity is supplied by Internap.
- Dorial Telecom carries over a billion voice minutes to the US per year.

DIFFERENTIATORS

1. **VoIP Wholesale Carrier since 2001.... It's what we do.**
2. **Hundreds of successful clients.**
3. **We're a solutions company, not a Reseller.**
4. **The attention to quality and service of a boutique operator.**
5. **One of the strongest reputations of VoIP Wholesale Carriers for US Domestic traffic in the Telecom ecosystem.**
6. **Senior Managers who love what they do (average 20 years Telecom expertise each).**
7. **Specializing in large, complex volumes of traffic.**
8. **A 'True' strategic partner focused on long term success and business value.**
9. **Solid real time redundant technology with zero down time in the last ten years.**
10. **A real 24/7 NOC that is there for you, no excuses.**

SERVICES OFFERED

Wholesale Voice

Dorial Telecom offers Flat Rate and Npa-Nxx based termination of voice traffic to the Continental US and NANP (North American Numbering Plan) Countries. Our routes are a combination of “directs” to CLECs, LECs, RBOC, NRBOC, Tier 1 and Tier 2 Carriers. We process LRN queries through a Service Agreement with NeuStar. And constantly update our Npa Nxx/OCN codes from the LERG Database.

Redundant Networks

Our switching Platform is based on an ACME-Packet/Oracle SBC (Session Border Controller) with redundant capacity coupled with our own real time Call Management System developed by our Engineering Department over the years since 2001. IP Connectivity is supplied by redundant/diversified access by Internap, one of the largest ‘private peerer” in the marketplace.

Distinctive Technology

Our NOC (Network Operating Center) is on a 24X7 Service Availability and it is dedicated to the fullest Client satisfaction with one of the quickest TT (Trouble Ticket) turn around in the industry. With a real customer oriented philosophy.

LICENSES & CERTIFICATIONS

IRS DEPARTMENT OF THE TREASURY
INTERNAL REVENUE SERVICE
CINCINNATI OH 45999-0023

DORIAL TELECOM
LUCA GIUSSANI SOLE MER
421 EAST DILDO DRIVE
MIAMI BEACH, FL 33139

Date of this notice: 09-16-2008

Employer Identification Number:
26-3362213

Form: SS-4

Number of this notice: CP 575 G

For assistance you may call us at:
1-800-829-4933

IF YOU WRITE, ATTACH THE
STUB AT THE END OF THIS NOTICE.

WE ASSIGNED YOU AN EMPLOYER IDENTIFICATION NUMBER

Thank you for applying for an Employer Identification Number (EIN). We assigned you EIN 26-3362213. This EIN will identify you, your business accounts, tax returns, and documents, even if you have no employees. Please keep this notice in your permanent records.

When filing tax documents, payments, and related correspondence, it is very important that you use your EIN and complete name and address exactly as shown above. Any variation may cause a delay in processing, result in incorrect information in your account, or even cause you to be assigned more than one EIN. If the information is not correct as shown above, please make the correction using the attached tear off stub and return it to us.

A limited liability company (LLC) may file Form 8832, *Entity Classification Election*, and elect to be classified as an association taxable as a corporation. If the LLC is eligible to be treated as a corporation that meets certain tests and it will be electing S corporation status, it must timely file Form 2553, *Election by a Small Business Corporation*. The LLC will be treated as a corporation as of the effective date of the S corporation election and does not need to file Form 8832.

To obtain tax forms and publications, including those referenced in this notice, visit our Web site at www.irs.gov. If you do not have access to the Internet, call 1-800-829-3676 (TTY/TDD 1-800-829-4059) or visit your local IRS office.

IMPORTANT REMINDERS:

- Keep a copy of this notice in your permanent records. This notice is issued only one time and the IRS will not be able to generate a duplicate copy for you.
- Use this EIN and your name exactly as they appear at the top of this notice on all your federal tax forms.
- Refer to this EIN on your tax-related correspondence and documents.

If you have questions about your EIN, you can call us at the phone number or write to us at the address shown at the top of this notice. If you write, please tear off the stub at the bottom of this notice and send it along with your letter. If you do not need to write us, do not complete and return the stub. Thank you for your cooperation.



2015 Florida Annual Resale Certificate for Communications Services Tax

DR-700015
R. 11/14

THIS CERTIFICATE EXPIRES ON DECEMBER 31, 2015

Business Name and Address	Registration Effective Date	Certificate Number	Business Partner Number
DORIAL TELECOM LLC 421 E Dildo Dr Miami Beach, FL 33139-1233	10/14/08	9580149388412	00002933570

By using this resale certificate or its number to make eligible purchases of taxable services exempt from communications services tax, the person or business named above certifies that the taxable services purchased will be resold.

This *Florida Annual Resale Certificate for Communications Service Tax* (Form DR-700015) may be used to make tax-exempt purchases of communications services for resale.

As a **buyer**, use your certificate to purchase services you intend to resell as part of your business. As a **seller**, you must collect communications services tax on sales of taxable services unless the transaction is exempt or a resale certificate is verified or provided by the buyer.

Sellers can verify resale certificates by:

- Phone: Toll-free at 877-357-3725; or
- Online: Go to the Department's website at www.myflorida.com/dor and select "More e-Services" and then "Verify resale and exemption certificates"

As a **seller**, if you obtain an authorization number for each tax-exempt sale, or for all sales to a specific customer, you do not need to keep a copy of the customer's Florida Annual Resale Certificate. For more information, go to the communications services tax page of our website at www.myflorida.com/dor/taxes/cst.html or refer to Rule 12A-19.060, Florida Administrative Code.

Florida law provides for criminal and civil penalties for fraudulent use of a Florida Annual Resale Certificate. If you close or sell your business, notify the Department and destroy this form. An Annual Resale Certificate for Communications Services Tax cannot be used for sales tax purposes.

LICENSES AND CERTIFICATIONS

State of Florida Department of State

I certify from the records of this office that DORIAL TELECOM, LLC is a limited liability company organized under the laws of the State of Florida, filed on September 11, 2008, effective September 11, 2008.

The document number of this limited liability company is L08000086642.

I further certify that said limited liability company has paid all fees due this office through December 31, 2015, that its most recent annual report was filed on March 22, 2015, and that its status is active.

*Given under my hand and the
Great Seal of the State of Florida
at Tallahassee, the Capital, this
the Tenth day of July, 2015*



Ken Detzner
Secretary of State

Tracking Number: CU0383745415

To authenticate this certificate, visit the following site, enter this number, and then follow the instructions displayed.

<https://services.sunbiz.org/Filings/CertificateOfStatus/CertificateAuthentication>

FLORIDA DEPARTMENT OF STATE
DIVISION OF CORPORATIONS



Detail by Entity Name

Florida Limited Liability Company

DORIAL TELECOM, LLC

Filing Information

Document Number	L08000086642
FEI/EIN Number	263362213
Date Filed	09/11/2008
Effective Date	09/11/2008
State	FL
Status	ACTIVE
Last Event	LC AMENDMENT
Event Date Filed	08/31/2012
Event Effective Date	NONE

Principal Address

801 Brickell Ave.
900
MIAMI, FL 33131

Changed: 03/22/2015

Mailing Address

801 Brickell Ave.
900
MIAMI, FL 33131

Changed: 03/22/2015

Registered Agent Name & Address

GIUSSANI, LUCA
RR 3 Box 3892
Urb. Beverly Hills
San Juan, FL 00926

Name Changed: 08/31/2012

Address Changed: 03/22/2015

Authorized Person(s) Detail

LICENSES AND CERTIFICATIONS

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FCC Federal Communications Commission

FCC Form 499 Filer Database Detailed Information

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FCC Form 499 Filer Database DETAILED INFORMATION

 [Form 499 Filer 827369 RSS Feed](#)

Filer Identification Information:

499 Filer ID Number:	827369
Registration Current as of:	Apr 1 2015 12:00AM
Legal Name of Reporting Entity:	Dorial Telecom, LLC.
Doing Business As:	Dorial Telecom, LLC.
Principal Communications Type:	Other Toll
Universal Service Fund Contributor:	No (Contact USAC at 888-641-8722 if this is not correct.)
Holding Company:	
Registration Number (CORESID):	0018116830
Management Company:	
Headquarters Address:	421 East Dilido Drive
City:	Miami Beach
State:	FL
ZIP Code:	33139
Customer Inquiries Address:	9 Island Avenue
City:	Suite 701 Miami Beach
State:	FL
ZIP Code:	33139
Customer Inquiries Telephone:	786-206-0360
Other Trade Names:	Dorial Telecom, LLC

Agent for Service of Process:

Local/Alternate Agent for Service of Process:	
Telephone:	
Extension:	
Fax:	
E-mail:	
Business Address of Agent for Mail or Hand Service of Documents:	
City:	
State:	
ZIP Code:	

D.C. Agent for Service of Process:	Joe Solana General Solutions Associ
Telephone:	866-766-3591
Extension:	7018
Fax:	678-999-4928
E-Mail:	compliance@gsaudits.com
Business Address of D.C. Agent for Mail or Hand Service of Documents:	1025 Vermont Avenue, NW
City:	Suite 1130
State:	Washington
ZIP Code:	DC 20005

FCC Registration Information:

Chief Executive Officer:	Luca Giussani
Business Address:	421 East Dilido Drive
City:	Miami Beach
State:	FL
ZIP Code:	33139

Chairman or Other Senior Officer:

Business Address:	
City:	
State:	
ZIP Code:	

President or Other Senior Officer:

Business Address:	
City:	
State:	
ZIP Code:	

Jurisdictions in Which the Filing Entity Provides Telecommunications Services:

Florida

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Federal Communications Commission 445 12th Street SW Washington, DC 20554 More FCC Contact Information...	Phone: 1-888-CALL-FCC (1-888-225-5322) TTY: 1-888-TELL-FCC (1-888-835-5322) Fax: 1-866-418-0232	- Privacy Policy - Website Policies & Notices - Required Browser Plug-ins - Freedom of Information Act
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LICENSES AND CERTIFICATIONS



INTERNATIONAL BUREAU FCC SELECTED APPLICATION LISTING BY FILE NUMBER REPORT WR07 - Tue Jul 7 10:52:26 US/Eastern 2015

File Number = ITC2142012053100146;

File Number: ITC-214-20120531-00146

Callsign: None

Streamlined: Y

Environmental Impact: None

Status: Action Taken Public Notice

Red Light: N

Status Date: 07/26/2012

Last Action: Grant of Authority

Grant Date: 06/22/2012

DA #: 12-1193

Released Date: 07/25/2012

Service Type: Global or Limited Global Facilities-Based Service
Global or Limited Global Resale Service

Accepted For Filing PN Date:
[06/08/2012](#)

Action Taken PN Date:
[07/26/2012](#)

Term Begin Date: None

Term End Date: None

Date Filed: 05/29/2012

Last Action Date: 06/22/2012

Bond Date: None

Adopted Date: 07/25/2012

Document Viewing

[Site Information](#)

[Other filings related to this application \(Petitions, comments, etc\)](#)

[Attachment Menu](#)

[PDF Version of this application.](#)

[Public Notice List](#)

[Licensee History](#)

[HTML version of this application.](#)

Old File Number: None

Applicant:

Dorial Telecom, LLC
421 East Dildo Drive

Miami Beach, FL 33139 USA

Contact:

Edward A. Maldonado
Maldonado Law Group
815 Ponce de Lion blvd.
Suite 304

Coral Gables, FL 33134 USA

Description: Application for authority to provide facilities-based service in accordance with section 63.18(e)(1) of the Commission's rules, and also to provide resale service in accordance with section 63.18(e)(2) of the Commission's rules, 47 C.F.R. § 63.18(e)(1), (

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- [International Section 214s Authorized Prior to March 1996](#)
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International Telecommunications

- [Accounting Rate Current Authorization Listing by Administration](#)
- [Accounting Rate Current Authorization Listing by Carrier](#)
- [Accounting Rate Pending Listing by Administration](#)
- [Accounting Rate Pending Listing by Carrier](#)
- [Accounting Rate Report Query](#)
- All Cases Not on A.F.F.P.N.
- [Data Network Code Pending Application List](#)
- [Foreign Carrier Affiliation Notification Pending Application List](#)
- [International Special Projects Pending Application List](#)
- [International Section 214 Current Authorizations List](#)
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Satellite Earth Stations

- [Current Authorization List by Callsign](#)
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Satellite Space Stations

BUSINESS PARTNERS



TECHNOLOGY PARTNERS



BUSINESS STRATEGY

- Terminating traffic volumes not covered under Bi-Lateral Agreements
- Terminating traffic volumes arising from imbalances in Bi-Lateral Agreements at much more attractive rates
- Flat Rate for all US Domestic LATAs at big savings from average Bi-Lateral Agreement pricing
- Terminating traffic volumes arising from special Bi-Lateral Agreements at competitive rates.
- Excellent quality: less than 1 TT (Trouble Ticket) per 100 million/minutes
- Excellent service, 24X7 NOC with virtually instant TT turnaround

ADVANTAGES

- Very savvy management team each with over twenty years experience in telecom.
- Attention to details, speed of interconnection, aggressive flat rates, all of this as the result of a boutique operator dedicated to savings for it's Costumers.
- Terminating traffic at rates much more competitive than a Bi-Lateral Agreement Tariff, with perfect quality.
- No return traffic to be considered.
- Tolerance for higher than average, non CC, short duration traffic mix typical of cell originated US bound traffic.
- Access to our Call Management System for real time traffic visualization and data query including CDR download.
- Routing always 3 Carriers, LECs and CLECs deep to assure best possible ASRs on the market.
- Low latency thanks to our Internap provided dual diversified IP access.

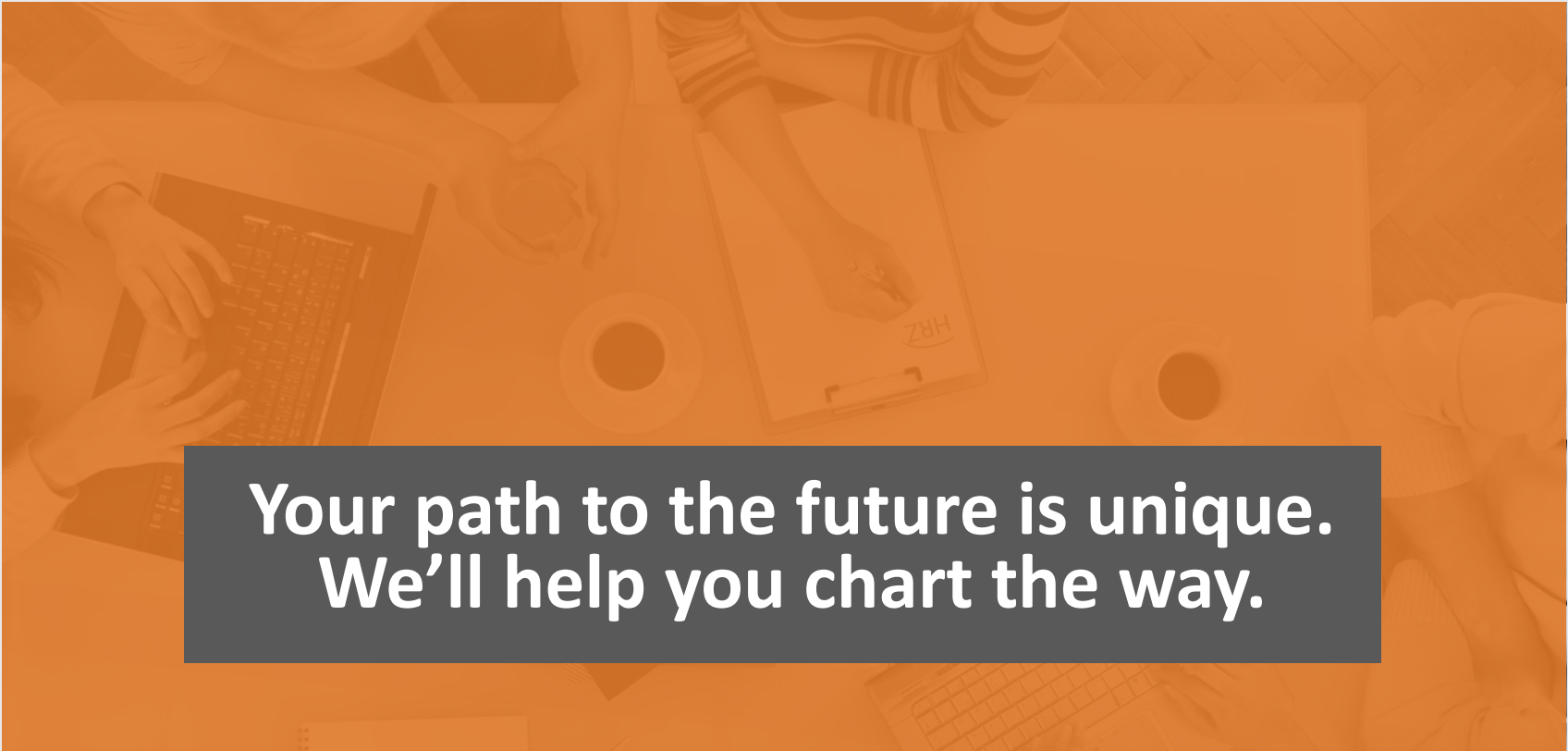
PROPOSED VOICE SERVICES

- Termination of Voice Traffic to the US Domestic market or ALL 1+ Areas.
- Termination of Specific Area Traffic at flat rates.
- Stand-by Carrier for terminating unbalanced traffic from Bi-Lateral Agreements at deeply discounted rates.

FORECAST SAVINGS

- Savings of up to 50% from standard Bi-Lat's pricing
- 15 net 15 and/or 30 net 15 payment terms
- Avoid sending traffic to high rates Carriers
- Increased gross margin

ADDING VALUE AS A PARTNER



**Your path to the future is unique.
We'll help you chart the way.**

OUR CREED



- We are passionate about what we do...
- We are in business to help our clients succeed and prosper...
- We do what we say we'll do, always...
- We conduct business with honesty and integrity, no exceptions...
- We put our clients' interests first, period!

POINTS OF CONTACT



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