

Company Name: Itsoftel Communications USA LLC
FCC Application #: ITC-214-20120120-00018

FRN number is **0021430020**

Clarifying questions for Itsoftel (12-004):

1. In the original triage responses, the company indicated it intends to establish relationships with telecommunications companies in Central and Latin America, including Hondutel, Tigo (Celtel), and Wind Telcom. In revised responses dated 18 December 2012, Itsoftel noted it will focus only on the Honduran market, and that the company intends to provide minutes supplied by wholesalers to the market. Please confirm that this revised intent has been reflected in the FCC filing (i.e. that the company only seeks a resell not facilities-based license).

Itsoftel intends to work with the FCC to revise its pleadings and update its application.

2. In the original triage responses, Itsoftel listed three owner-managers: Mario Lara (President and COO), Miguel Rodriguez (CEO), and Rosa Phillips (CFO). All three owned 33.33 percent. On 8 June 2012, the company provided Steven Phillips as the law enforcement point of contact, denoting him as a non-owner manager of the company. On 11 July 2012, Itsoftel provided information that Mr. Phillips was now a 33.33 percent owner of the company, replacing Mr. Lara as an owner. On 16 January 2013, Itsoftel submitted paperwork saying that Ms. Phillips and Mr. Phillips now owned the company equally (50 percent each).

- a. Has the revised ownership been filed with the FCC?

Itsoftel intends to work with the FCC to revise its pleadings and update its application.

- b. On 16 January 2013, Itsoftel stated that Ms. Phillips position in the company has not changed (so she remains CFO). Is Mr. Phillips now the President, CEO, COO and law enforcement point of contact?

Yes.

3. In the original triage responses, Itsoftel stated that, separate from the three owner-managers and manager, it intended to hire ten additional employees in the next twelve months. Has Itsoftel hired any additional employees? Are any of the new hires members of the management structure of the company? If so, please provide a description of their managerial responsibilities. Please also provide personal identifiable information (i.e. name, passport information, citizenship, and date of birth) for each new manager.

Itsoftel has not hired any new employees, and no management structure changes have occurred separate from those listed in Question 2.b.

- a. In a conference call in the fall, Mr. Phillips stated he, Ms. Phillips, and Mr. Rodriguez were all equal co-owners and a Dominican citizen named Mario was the head of IT. Please provide the PII for Mario if he is going to be in a management position with Itsoftel.

Mario was going to serve as the head of IT, but Itsoftel rescoped its business to only be involved in the sale of wholesale minutes. As such, the position was no longer needed and Mario is no longer involved with the Itsoftel.

4. In the original triage responses, Itsoftel stated that only non-U.S. citizen Mr. Lara would have access to physical facilities and/or equipment; customer records, including Customer Proprietary

Network Information (CPNI), billing and Call Detail Records (CDRs); network control, monitoring, and/or auditing features; and electronic interfaces that allow control and/or monitoring of the infrastructure under Itsoftel's control including, but not limited to, access to actual communications content and data. With Mr. Lara no longer being affiliated with the company, are there any other individuals who will have access to these records and infrastructure?

Only the two remaining owner-managers, Rosa Phillips and Steve Phillips, will have access.

5. In the original triage responses, Itsoftel listed an address for its present/anticipated physical location of its network equipment and infrastructure to be what appears to be Mr. Lara's apartment. Since Mr. Lara is no longer affiliated with the company, what is the updated physical address for Itsoftel's network equipment and infrastructure?

With the business model of reselling wholesale minutes, Itsoftel will not have any infrastructure.

6. Over the past year, has Itsoftel become operational? If so, please provide Cost of Goods Sold (COGS), including the COGS allocation for telecommunications equipment and service types. For services provided, please detail the number of subscribers, annual gross revenue, and percentage of total gross revenue per category of customer.

Itsoftel is not operational as it is waiting for its license.

- a. In the original triage responses, the company stated that it was not operational during the past year. However, question 7 of the responses listed a current customer base including carriers, enterprises, and VoIP wholesalers. In supplemental responses sent on 23 April 2012, Itsoftel stated this customer base was anticipated and not a current customer base. Please confirm whether Itsoftel has any current customers.

The customer bases discussed in various responses are all anticipated.

7. In the original triage responses, Itsoftel stated it would store and/or maintain U.S. communications content, transactional data, call-associated data, billing records and/or other subscriber information. However, Itsoftel did not provide any information regarding the types of records stored or the location(s) where such records will be stored. Subsequent supplemental questions did not yield a response from the company on this matter. Please provide details regarding the types of records and the location where such records will be stored.

All of this information will be stored/maintained by the wholesaler.

8. In the original triage responses, Itsoftel said it would not operate any physical telecommunications switching platforms. In responses provided on 13 June 2012, the company stated it would operate physical telecommunications switching platforms. In the responses received on 16 January 2013, Itsoftel stated it would not. Further, Itsoftel stated it would not own or operate any network equipment or network infrastructure. Please confirm that the statements of January 16th are intended to replace those made on June 13th.

The January 16th assertions are intended to replace those made on June 13th.