

From: Manaois, John Paul R (RCA)
Sent: Wednesday, April 25, 2018 1:31 PM
To: RCA Records & Filing <Records.RCA@alaska.gov>
Subject: FW: NuWave AK CLEC Application - RESPONSE

Good afternoon. Please add the email below to U-17-101. Thank you.

From: Jodie Grimshaw [<mailto:jodie@csilongwood.com>]
Sent: Wednesday, April 25, 2018 5:15 AM
To: Manaois, John Paul R (RCA) <john.paul.manois@alaska.gov>
Cc: Jodie Grimshaw <jodie@csilongwood.com>
Subject: FW: NuWave AK CLEC Application - RESPONSE

John,

Please see responses below. The balance sheet and income statement are attached and should be treated CONFIDENTIAL.

Please let me know if you have any further questions and thanks in advance for your assistance.



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We need additional information regarding the application of NuWave Communications, Inc. (NuWave) for a certificate in Alaska.

- 1) NuWave stated it will provide services by utilizing a combination of its own facilities and the facilities of the incumbent local exchange carriers (LECs). NuWave noted it has

no current facilities in the State of Alaska and will resell local exchange services primarily in the areas of Anchorage, Fairbanks, and Juneau. Further, NuWave stated the type and location of its facilities in Alaska will be determined at a later date depending on the number of customers in Alaska. **NuWave will be looking to do some facilities of their own deployment with the use of Fiber and Fixed and Non-Fixed Wireless.**

Please clarify if NuWave proposes to resell services and will rely solely on the managerial and technical capabilities of the incumbent LECs for now. **There will be some resell, like FGD and FGB based toll free.**

If NuWave will provide service using its own facilities in addition to reselling other carriers' services, please provide a more fully developed business model that details the types and locations of facilities NuWave intends to deploy. Note that if NuWave plans to provide facilities-based local exchange services, it should file an access tariff for approval prior to providing service. **NuWave would start in Anchorage and Juneau.**

- 2) The Articles of Incorporation in Exhibit A is for NuWave Holdings, Inc. Also, the Articles of Incorporation is dated 2007, but Mr. Shawn Sims's profile indicates that the company existed since 1998. Please provide NuWave's own Articles of Incorporation, with the inception date of the company (if available). **NuWave started in Oregon in 1998 and then transferred to Delaware do to a Bank Covenant and then after the credit facility was full filled we moved to to Nevada which was in 2007.**
- 3) It appears that NuWave has a holding company. Please provide NuWave's corporate structure. **NuWave Communications, Inc changed its name to NuWave Holdings, Inc as we acquired several companies and then when they were rolled up after several years we changed back to NuWave Communications, Inc.**
- 4) The balance sheet and income statement submitted in the application are for year ending 2016. Please provide the financial data for year ending 2017. **Attached - CONFIDENTIAL**
- 5) The application indicates that Mr. Andre Young is NuWave's VP for Finance. Is he still with the company? I did not see his profile on the company's website (<https://www.nuwave.com/leadership.html>). If not, please provide the replacement for the record. **Andre is no longer with the company the new CFO is Gary Killoran. Please see website.**
- 6) The proposed tariff includes long distance service. Please clarify if NuWave intends to provide intrastate long distance service in Alaska. If so, NuWave should either apply for a separate certificate for authority to provide long distance service (if qualified; see [3 AAC 52.360](#)), or register under [3 AAC 52.358](#). **Yes we do want to offer this but will there be parity any time soon?**

Let me know if you would like to set up a call to discuss. It may be easier to go through on the phone.

Thanks for your assistance!



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