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November 28, 2023

VIA E-FILING

Executive Secretary
Michigan Public Service Commission
7109 W Saginaw Hwy
Lansing, Michigan 48917

Re: In the Matter of the Application of TIME CLOCK SOLUTIONS, LLC for a Temporary and Permanent License to Provide Local Exchange Service throughout the State of Michigan; Case No. U-20437

To Whom It May Concern:

TIME CLOCK SOLUTIONS, LLC hereby submits its AMENDED EXHIBIT-A2 to the Testimony as requested by staff. No other changes have been made to the Application or the Testimony originally submitted for filing on October 23, 2023.

If you have any questions or concerns, please contact Tracy Billings at (770) 232-9200 or via email at tbillings@telecomcounsel.com.

Respectfully submitted,



Lance J.M. Steinhart, Esq.
Managing Attorney
Lance J.M. Steinhart, P.C.
Attorneys for TIME CLOCK SOLUTIONS, LLC

Attachments

cc: Vance Witt

STATE OF MICHIGAN

BEFORE THE MICHIGAN PUBLIC SERVICE COMMISSION

* * * * *

In the Matter of the Application of)
TIME CLOCK SOLUTIONS, LLC for a Temporary and)
Permanent License to Provide Basic Local Exchange)
Service throughout the State of Michigan in all zone)
& exchange areas served by AT&T Michigan,) Case No. U-20437
Frontier North, Frontier Midstates and Frontier)
Communications of Michigan)
)
)

DIRECT TESTIMONY OF VANCE WITT

AMENDED EXHIBIT A-2

BRIEF BIOGRAPHIES OF KEY MANAGEMENT AND TECHNICAL PERSONNEL
AND
ORG CHART FOR PLATINUM HOLDINGS, LLC

Vance Witt
115 Huron Street
Decatur GA, 30030

RESUME OF QUALIFICATIONS

404-597-8499

Profile: Results driven and highly motivated telecommunications leader with 30 years of experience in engineering, sales and business development.

EXPERIENCE

March 14 – Present Time Clock Solutions, LLC
Managing Member

- Oversee Licenses to operate telecommunications in 40 plus States across the US.
- Work with General Counsel to comply with State Regulations.
- Implement National Networks for large Corporations across the US.
- Maintain relationships with telecommunications partners.
- Manage billing, order entry and implementation between carriers and clients.

Nov 09 – Present Velocity A Managed Services Company, Inc.
Vice President of Business Development

- Manage Hospitality Vertical Market
- Drive revenue across 5 major hospitality brands
- Develop new products and services within the hospitality market.
- Oversee day-to-day activities between customer account manager and clients.
- Review contracts and Master Service Agreements with major brands

Jun 08 - Nov 09 Consultant/Agent

- Advising Telecom Expense Management for clients renewing contracts.
- Consult Telecom services for The Travel Channel (COX) for “Most Haunted Life” production.
- Work with RBTi to roll out PCI DSS firewall services.
- Sell Telecom services to Hospitality market with Venture Group Enterprises
- Present alternative network solutions at the C level within Hilton
- Managed over 400 hotels in the Hilton brand.
- Consulting services to Extended Stay America to help keep their capital expenditures down by using alternative network solutions.

Nov 05 - Jun 08

Guest-Tek National Account Manager

- Managed the largest Hospitality Brands in the Country at corporate level.
- Sold HSIA, Video over IP and VoIP to Intercontinental Hilton and Ritz Carlton
- Sold 800k in new product first quarter of employment.
- Present at the C level within Hilton and Ritz Carlton
- Managed over 400 hotels in the Hilton brand.
- Held monthly meetings with Hilton to discuss strategies for upcoming projects.
- Helped work between corporate and franchises to negotiate proper contracts and products within hotel brands for Hilton.
- Maintained 100% of quarterly quota while managing strategic accounts.

Nov 04 - Nov 05

ITC DeltaCom

Senior National Account Manager

- Managed Fortune 100 accounts throughout the Southeast
- Sold ATM, Frame Relay and IP access to existing accounts in various vertical markets.
- Partnered with E^Deltacom to sell Data Center services managing networks for financial verticals.
- Closed 2 million in new revenue while managing existing national account customer base.

May 03 - Nov 04

US LEC

Strategic Account Manager

- Prospect Fortune 500 accounts throughout the Southeast
- Sold Internet access in Hospitality Vertical for Wi-Fi
- Partnered with several integration companies to provide Wi-Fi solutions with Hospitality.
- Focused on large accounts in Verizon territory to provide fixed cost solutions for local service.

Jun 02 - May 03

**Sprint
Sr Account Executive**

- Prospected medium size businesses in the Atlanta Market
- Managed quota of \$9000 per month
- Built funnel and cold called approx. 40 calls per day

Feb 01 April 02

**Global Crossing
Sr National Account Manager**

- Selling voice/data services to new and existing customers, new revenue monthly quota of \$25,000.
- Develop relationships with strategic accounts at the C level.
- Helped develop product in the Hospitality vertical

Sep 00 - Feb 01

**Senets Wireless Broadband, Atlanta, GA
Regional Sales Manager**

- Built new branch in the Atlanta market.
- Managed SAEs and AEs with 100k monthly quota.
- Developed sales reps to obtain quota and training.
- Developed relationships with strategic accounts

Jun 99 – Sept 00

**MCI WorldCom, Atlanta, GA
National Account Manager**

- Selling voice/data services to new and existing customers, exceeding \$500,000 revenue per month.
- New revenue monthly quota of \$13,000.
- Develop relationships with strategic accounts.
- Prospect new logos, which need IP, ATM and Sonet Networks.

Aug 98 - Jun 99

**Qwest Communications, Atlanta, GA
Branch Sales Manager**

- Built new branch in the Atlanta market.
- Managed MAEs, SAEs and AEs with 100k monthly quotas.
- Developed sales reps to obtain quota and training.
- Helped develop training program on IP, ATM and sales techniques

April 93 -Aug 98 MCI Telecommunications, Atlanta, GA

- Carrier Account Manager Feb 98 -Aug 98
- National Account Manager/Govt Mkts Nov 96- Aug 98
- Technical Consultant/Global Accounts Jun 94-Aug 96
- Engineer/Field Engineer/TSO April 93 – Jun 94

**Nov 89 - April 93 United States Navy
USS Reuben James Information Specialist**

- Maintained Information Technology onboard a Guided Missile Fast Frigate during two West Pac Operations
- Supervised Communications Suite during Joint NATO operations in South Sea of Japan
- Served During Desert Storm to protect Aircraft Carriers and maintain communications.
- Specialized in Cryptology and IP technology

EDUCATION

1983-1986 University of West Georgia/Business Management

1989-1993 United States Navy/Information Technology specialist

1995-1996 Louis University/ BA Behavioral Science

Wm. "Chip" Werner
7131 Spring Meadows Drive W.
Suite G
Holland, Ohio 43528

KEY CONTRIBUTIONS

Results-oriented Executive with over 20 years' experience in the telecommunications industry. Solid background in sales, marketing, and Operations. Extensive direct and indirect sales leadership experience. A forward-thinking executive with excellent vision. Strong written, computer and verbal skills.

EDUCATION

Davis College-1998

Major: Sales & Marketing, Real Estate Certificate

PROFESSIONAL EXPERIENCE

Velocity, A Managed Service Company, Inc 2020-Present

VP Corporate Transformation

Duties:

- Assist Legal Team:
 - Document preparation and review
 - Document distribution
 - Document storage
- Executive Assistant to Greg Kiley:
 - Schedule meetings
 - Review correspondences
 - Document/Contract preparation and review
- I, along with Greg Kiley:
 - Negotiate for Velocity and affiliate companies for Carrier contracts for:
 - Pricing
 - Terms
 - Additional discounts
 - And more

Velocity, The Greatest Phone Company Ever, Inc. 2012-2020

Chief Operating Officer

Duties:

- Corporate Operations
- Contracts & Agreements
- Policies and Procedures
- Real Estate Expansion
- Trade Shows
- RespOrg
- Product Line Expansion
- Carrier Relationship

Velocity, The Greatest Phone Company Ever, Inc. 2009-2011

Vice President-Operations

Duties:

- New Business Development
- Agent Sales
- Product Line Expansion

Velocity, The Greatest Phone Company Ever, Inc. 2006-2009

Sales Director

Duties:

- New Territory R&D
- New customer acquisition

2003-2005

MCI-Master Agent-Sales Director

Duties:

- Managed a \$18,000,000 block of MCI business
- Increased sales to \$21,000.00 in 8 Months
- Managed 5 Sales Associates

All-Comm-President

Duties:

- Master agent agreements with several Carriers 2003-2005
- New customer acquisition
- Maintained accounts

Sprint PCS-Corporate Account Manager 2000-2003

Duties:

- Several awards for Outstanding Sales Achievement.
- Leadership Roundtable
- Increased Sales 175%

Gregory Kiley
7131 Spring Meadows Drive W.
Suite G
Holland, Ohio 43528

KEY CONTRIBUTIONS

Results-oriented Executive with over 30 years' experience in the telecommunications industry. Solid background in sales, marketing, engineering and operations in both retail and wholesale market segments. Extensive direct and indirect sales leadership experience. Diverse executive management background with expertise in entrepreneurial start-up organizations. A forward-thinking executive with excellent vision, leadership, and negotiation skills. Strong written and verbal skills.

- Increased annual revenue in start-up firm to over \$75M in 2 years during difficult market conditions.
- Recruited and developed fully operational Sales, Marketing and Professional Service teams.
- Developed compensation plans and revenue goals for sales teams at several companies.
- Solid track record of increasing sales and profitability while reducing costs and employing performance optimization plans in a wide range of situations.
- Created models and benchmarks that have been used by other telecom firms across the U.S.

Education

Graduated from the college of arts and sciences from Ohio University in 1990 Bachelor's in arts & Science.

Strengths include Mathematics and International Politics

PROFESSIONAL EXPERIENCE

Tele-Fibernet

Account Executive

Long Distance reseller for Williams- AT&T/SDN and Sprint-Top Salesman in the country (went on to become MCI/WorldCom)

Metro-Media

Senior Account Executive

Top Salesman in the country (Metro-Media went on to become MCI/WorldCom)

US Fiber Com

Major Account Executive - Top Salesman in the country

Midcom - National Account Executive –

Midcom bought US Fibercom- Top Salesman in the country.

PROFESSIONAL AFFILIATIONS

In 1997 Kytel International Group - built owned and managed-direct international operating agreements with PTT's, with Legal white licenses with government authorities. Kytel International Group operated as a sales arm for Envision Global Reach, Inc., a Delaware corporation ("EGR Delaware"), until 2007.

2006 – Present: CEO of Velocity, A Managed Services Company.

Velocity is the only provider in the market today that can offer all these solutions under one umbrella, while providing cost savings, and with the highest level of quality and service possible.

1. FTG (TV)
2. HSIA (Wi-Fi)
3. Internet – Fiber, Cable, and more
4. Hosted PBX
5. VoIP / SIP Trunks
6. POTS Replacement
7. 4G/5G Cellular Failover
8. Back Office Support / Managed Service Provider (MSP) Services
9. POTS
10. Break/Fix dispatch services
11. Global sourcing
12. Depot & Warehousing
13. Digital Signage / Media

We show customers a minimum of 8 percent savings on average and up to 15 percent savings per location. We will also create waterfall reports to show you what year 1 savings would look like to year 5 savings based on contracts and rollout schedules.

I, along with William “Chip” Werner, negotiate Carrier contracts for pricing, terms, additional discounts and more.

Current Awards

Ernst & Young LLP (EY US) Announces Greg Kiley of Velocity, A Managed Services Company as an Entrepreneur Of The Year® 2020 Michigan and Northwest Ohio Award.



