

Lansing
313 S. Washington Square
Lansing MI 48933

Detroit
333 W. Fort Street – Suite 1400
Detroit MI 48226

Walter S. Foster
1878-1961
Richard B. Foster
1908-1996
Theodore W. Swift
1928-2000
John L. Collins
1926-2001
Webb A. Smith
1938-2025

Charles A. Janssen
Charles E. Barbieri
Scott L. Mandel
Michael D. Sanders
Brent A. Titus
Brian G. Goodenough
Matt G. Hrebec
Deanna Swisher

Thomas R. Meagher
Douglas A. Mielock
Scott A. Chernich
Paul J. Millenbach
Dirk H. Beckwith
Brian J. Renaud
Lynwood P. VandenBosch
Lawrence Korolewicz
James B. Doezema
Anne M. Seurynek
Michael D. Homier
Scott H. Hogan
Benjamin J. Price
Michael R. Blum
Jonathan J. David
Andrew C. Vredenburg
Julie I. Fershtman
Todd W. Hoppe
Jennifer B. Van Regenmorter

Thomas R. TerMaat
Frederick D. Dilley
David R. Russell
Joel C. Farrar
Laura J. Genovitch
Karl W. Butterer, Jr.
Mindi M. Johnson
Ray H. Littleton, II
Jack L. Van Coevering
Anna K. Gibson
Nicholas M. Oertel
Alicia W. Birach
Adam A. Fadly
Michael J. Liddane
Ryan E. Lamb
Clifford L. Hammond
Matthew S. Fedor
Andrea Badalucco
Stefania Gismondi

Leslie A. Abdo
Julie L. Hamlet
Michael C. Zahrt
Mark T. Koerner
Warren H. Krueger, III
Taylor A. Gast
Thomas K. Dillon
Robert A. Hamor
Jacquelyn A. Dupler
Dora A. Brantley
James F. Anderton, V
Sara L. Cunningham
Michael A. Cassar
Alexander S. Rusek
Amanda J. Dernovshek
Brandon M. H. Schumacher
Bryan Cermak
Kevin J. Roragen
Allison M. Collins

Steven J. Tjapkes
Erica E.L. Huddas
Jennifer L. Montasir
Mikhail Murshak
Courtney G. Agrusa
Rachael Kuilema Klein
Michael R. Kluck
Gabrielle C. Lawrence
Kelly Reed Lucas
Paula K. Manis
Michael G. Oliva
Jeffrey S. Theuer
Lino A. Taormina
Jeffrey G. Schultz
Alaina M. Nelson
Anthony M. Dalimonte
Nicholas J. Stock, II
Keith T. Brown
Mallory E. Reader

Grand Rapids
1700 E. Beltline NE – Suite 200
Grand Rapids MI 49525

Writer's Direct Phone: 517.371.8287

Fax: 517.371.8200

Reply To: Lansing

Email: MOliva@fosterswift.com

July 11, 2025

Ms. Lisa Felice
Executive Secretary
Michigan Public Service Commission
7109 West Saginaw Highway
P.O. Box 30221
Lansing, MI 48909

Via E-Filing

**RE: In the Matter of the Application of Interactive Services Network, Inc. for a Temporary and Permanent License to Provide Local Exchange Service in the State of Michigan
MPSC Case No. U-21952**

Dear Ms. Felice:

Enclosed for electronic filing in the above-referenced case are the following:

1. Appearance;
2. Application of Interactive Services Network, Inc. for a Temporary and Permanent License to Provide Local Exchange Service in the State of Michigan with exhibits (**Public Version**); and
3. Direct Testimony of Damian Chmielewski, President and CEO.

Note that we are filing the **Confidential Exhibit A-5** separately under seal with the Commission's confidential email address LARA-MPSC-Confidential-Filings@michigan.gov.

Ms. Lisa Felice
Michigan Public Service Commission
July 11, 2025
Page 2

If you have any questions, please contact me.

Sincerely,

FOSTER SWIFT COLLINS & SMITH PC

Michael G. Oliva

MGO:jlk
Enclosures

MICHIGAN DEPARTMENT OF LICENSING AND REGULATORY AFFAIRS
PUBLIC SERVICE COMMISSION

ENTRY OF APPEARANCE IN AN ADMINISTRATIVE HEARING

This form is issued as provided for by 1939 PA 3, as amended, and by 1933 PA 254, as amended. The filing of this form, or an acceptable alternative, is necessary to ensure subsequent service of any hearing notices, Commission orders, and related hearing documents.

General Instructions:

Type or print legibly in ink. For assistance or clarification, please contact the Public Service Commission at 517-284-8090.

*Please Note: The Commission will provide **electronic** service of documents to all parties in this proceeding.*

THIS APPEARANCE TO BE ENTERED IN ASSOCIATION WITH THE ADMINISTRATIVE HEARING:

Case / Company Name: _____ Docket No. U-_____

Please enter my appearance in the above-entitled matter on behalf of:

1. (Name)
2. (Name)
3. (Name)
4. (Name)
5. (Name)
6. (Name)
7. (Name)

Name _____

Address _____

City _____ State _____

Zip _____ Phone _____

Email _____

Date _____

Signature: _____

I am not an attorney

I am an attorney whose:

Michigan Bar # is P-_____

_____ Bar # is: _____
(state)

STATE OF MICHIGAN
BEFORE THE MICHIGAN PUBLIC SERVICE COMMISSION

In the Matter of the Application of)
INTERACTIVE SERVICES NETWORK, INC.) Case No. U-21952
for a Temporary and Permanent License)
to Provide Local Exchange Service)
in the State of Michigan)

APPLICATION OF INTERACTIVE SERVICES NETWORK, INC.
FOR A TEMPORARY AND PERMANENT LICENSE
TO PROVIDE LOCAL EXCHANGE SERVICE
IN THE STATE OF MICHIGAN

Interactive Services Network, Inc. d/b/a Ipfone (“Applicant”), by its attorneys, Foster, Swift, Collins & Smith, P.C., submits its Application to the Michigan Public Service Commission (“Commission”) pursuant to Sections 301 and 302 of the Michigan Telecommunications Act (“MTA”), 1991 PA 179, as amended, MCL 484.2101 *et seq*, for both a temporary and permanent license to provide local exchange service in the State of Michigan.

As more fully explained herein, Applicant is purchasing the CLEC operations of TelNet Worldwide, Inc. (“TelNet”) in the State of Michigan. Approval of this Application will further the purposes of the MTA, as well as the Federal Telecommunications Act of 1996 (FTA). Therefore, Applicant respectfully requests that the Commission grant it both a temporary and permanent license to provide the local exchange telecommunications services described herein.

On March 23, 2025, Applicant entered into a Purchase Agreement with TelNet pursuant to which Applicant agreed to purchase, and TelNet agreed to sell, the assets of TelNet that are utilized to provide TelNet’s Competitive Local Exchange Carrier (“CLEC”) operations within the State of Michigan. Upon closing of the transaction, after receiving all necessary regulatory approvals from

this Commission and the Federal Communications Commission, the purchased assets would be transferred to Applicant.

In support of this Application, the Applicant provides the following information:

I. THE APPLICANT

The name and principal place of business of Applicant is:

Interactive Services Network, Inc. d/b/a IPFone
1035 NE 125th Street, Suite 200
North Miami, Florida 33161

Attn: Damian Chmielewski, President and CEO
Phone: 786-924-6120
damian@ipfone.com

Correspondence concerning Application should be directed to:

Michael G. Oliva
Foster Swift Collins & Smith PC
313 South Washington Square
Lansing, MI 48933-2193
Phone: 517-371-8287
Mobile: 989-798-2650
moliva@fosterswift.com

Applicant is a Florida telephone corporation organized on October 9, 1995, A copy of Applicant's Articles of Incorporation is attached as **Exhibit A-1**. A current Certificate of Good Standing from the Florida Department of Licensing and Regulatory Affairs, Corporations, Securities & Commercial Licensing Bureau is attached as **Exhibit A-2**. A Certificate of Good Standing in the State of Michigan attached as **Exhibit A-3**.

II. DESCRIPTION OF THE PROPOSED SERVICES AND GEOGRAPHIC AREA

Applicant seeks authority to provide local exchange service as the successor CLEC to TelNet in the State of Michigan, as designated in TelNet's MPSC Tariff No. 1 on file with this Commission. Applicant will also provide tariffed Auxiliary Services, Directory Assistance

Service, Public Mobile Carrier Service, Local Transport and Termination Service, Intrastate Access Service and Interstate Access Service, but for those services, it is Applicant's understanding that no different or additional license is required from the Commission to provide such services. Applicant will file tariffs for all such services prior to commencement of service in the State of Michigan.

II. APPLICANT MEETS THE REQUIREMENTS OF SECTION 302(1) OF THE MICHIGAN TELECOMMUNICATIONS ACT FOR A LICENSE TO PROVIDE LOCAL EXCHANGE SERVICE IN THE STATE OF MICHIGAN

Section 302(1) of the MTA provides that, after notice and hearing, the Commission shall approve an application for a license if it finds that (a) the applicant possesses sufficient technical, financial, and managerial resources and abilities to provide local exchange service to every person within the geographic area of the license; (b) the applicant intends to initiate provision of services pursuant to the requested authority within one year of receiving its license and (c) the grant of a license to the applicant would not be contrary to the public interest. Applicant fully meets those requirements, as set forth below. Further, pursuant to Section 203(7) of the MTA, Applicant submits the testimony and exhibits of Damian Chmielewski, Applicant's President and CEO, in support of its Application.

A. DESCRIPTION OF APPLICANT'S GENERAL TECHNICAL, MANAGERIAL AND FINANCIAL RESOURCES

Applicant has the requisite technical, managerial and financial resources to provide local exchange services in the State of Michigan.

1. Applicant's Technical Resources

Applicant has over 30 years in telecommunications and are currently CLEC for the State of Florida. Applicant is a telecommunications service provider specializing in Unified

Communications as a Service (UCaaS), VoIP, internet connectivity, cloud PBX, and managed services tailored for small to mid-sized businesses across the United States. Its business model is based on delivering fully managed, scalable communication and connectivity solutions, with a focus on customer support, deployment, and ongoing service optimization. Applicant owns and operates its infrastructure and integrate directly with platforms such as Cisco BroadWorks and Webex, enabling us to offer a wide range of services including voice, video, messaging, and AI-powered virtual agents.

Applicant will own all of the facilities and assets necessary to provide local exchange service in the State of Michigan, and will have access to the employees and equipment necessary to support its operations in Michigan.

2. Applicant's Management Resources

Applicant is managed by an experienced team of seasoned business and telecommunications professionals, whose qualifications are described in the testimony of Mr. Chmielewski and **Exhibit A-4**. As this exhibit demonstrates, the Applicant's management team clearly has the necessary expertise, experience, and skill sets to ensure that Applicant operates effectively, in compliance with its contractual commitments as well as its regulatory obligations, and to the benefit of the public interest.

3. Applicant's Financial Resources

Applicant provides, as **CONFIDENTIAL Exhibit A-5**, financial statements to demonstrate the Company's financial ability to provide the proposed services. Exhibit A-5 contains trade secrets and commercial or financial information of Applicant submitted under the MTA, which are exempt from the freedom of information act as set forth in Section 210 of the MTA, as amended, being MCL 484.2210.

B. DEMONSTRATION OF INTENT TO PROVIDE SERVICE WITHIN ONE YEAR FROM THE DATE LICENSE IS GRANTED.

Applicant intends to commence service as soon as possible once it has obtained all necessary regulatory approvals from this Commission and from the FCC, including approval of the transfer of control of TelNet's Domestic Section 214 license for the State of Michigan and compliance with all other legal requirements, including the filing of tariffs with this Commission. At that point TelNet Applicant will commence service to TelNet's current customers and subscribers in this state, on a transparent and uninterrupted basis,. Thus, there will be no disruption of service to those customers, and no basis for concern whether Applicant intends to provide service within one year of a license grant.

C. PUBLIC INTEREST CONSIDERATIONS

Section 302(1) of the MTA requires that grant of a request license *not be contrary* to the public interest. Applicant respectfully submits that grant of this Application will benefit the public interest. The grant of the license sought by Applicant will assure that the local exchange customers of TelNet in the State of Michigan will receive continued, uninterrupted telephone service without disruption at under the same rates, terms and conditions of service.

D. APPLICANT MEETS THE REQUIREMENTS OF SECTION 301(2) OF THE MTA FOR A TEMPORARY LICENSE TO PROVIDE LOCAL EXCHANGE SERVICE

Applicant respectfully requests that the Commission issue it a temporary license, without hearing or notice, so that it may begin preparations for providing service in the State of Michigan, including the negotiation of necessary interconnection and other agreements with other carriers. Applicant will provide service under the temporary license in accordance with the regulatory requirements specified in MCL 484.2101 *et seq.*, including the number portability provisions of

MCL 484.2358, the anti-slamming procedures adopted in Case No. U-11900, and the number reclamation process adopted in Case No. U-12702. Applicant will submit a tariff prior to commencing provision of local exchange services under the temporary license, on the same terms and conditions as currently provided for in TelNet's tariff for the State of Michigan.

E. NOTICE AND HEARING

Applicant understands that the grant of a permanent license will require notice and hearing and will consult with the Commission's Executive Secretary regarding the manner of providing Notice of Hearing in this case.

VI. SUMMARY AND RELIEF

WHEREFORE, for the reasons stated above and supported by the information provided herein, Interactive Services Network, Inc. d/b/a Ipfone respectfully requests that the Commission:

- (1) expeditiously grant Applicant a temporary license to provide local exchange service in the State of Michigan as described pursuant to §301(2) of the MTA;
- (2) following notice and hearing, grant Applicant a permanent license for the provision of these services; and
- (3) grant such additional or further relief as it may deem necessary or appropriate.

Respectfully submitted,

INTERACTIVE SERVICES NETWORK, INC

Dated: July 11, 2025

By: Michael G. Oliva
Senior Attorney
Foster Swift Collins & Smith PC
313 South Washington Square
Lansing, MI 48933-2193
Phone: 517-371-8287
Mobile: 989-798-2650
moliva@fosterswift.com

Attachments

- Exhibit A-1 Articles of Incorporation – Interactive Services Network, Inc.
- Exhibit A-2 Certificate of Good Standing - Interactive Services Network, Inc.
- Exhibit A-3 Certificate of Good Standing – Interactive Services Network, Inc.
- Exhibit A-4 Management Team of Interactive Services Network, Inc.
- Exhibit A-5 Financial Statements - Interactive Services Network, Inc. (*Confidential*)

Exhibit A-1
Interactive Services Network, Inc.
Case No. U-21952

Articles of Incorporation of Interactive Services Network, Inc.

Dated October 9, 1995



FLORIDA DEPARTMENT OF STATE

Sandra B. Mortham

Secretary of State

November 1, 1996

**JONATHAN LIEBERMAN
ISN COMMUNICATIONS
4770 BISCAYNE BLVD., #880
MIAMI, FL 33137**

Re: Document Number P95000077517

The Articles of Amendment to the Articles of Incorporation of INTERNATIONAL SERVICES NETWORK, INC. which changed its name to INTERACTIVE SERVICES NETWORK, INC., a Florida corporation, were filed on October 28, 1996.

Should you have any questions regarding this matter, please telephone (904) 487-6050, the Amendment Filing Section.

Karen Gibson
Corporate Specialist
Division of Corporations

Letter Number: 396A00050346

State of Florida



Department of State

I certify the attached is a true and correct copy of the Articles of Incorporation of INTERNATIONAL SERVICES NETWORK, INC., a Florida corporation, filed on October 9, 1995, as shown by the records of this office.

The document number of this corporation is P95000077517.

Given under my hand and the
Great Seal of the State of Florida,
at Tallahassee, the Capital, this the
Tenth day of October, 1995



CR2EO22 (1-95)

Sandra B. Northam

Sandra B. Northam
Secretary of State

ARTICLES OF INCORPORATION
OF
INTERNATIONAL SERVICES NETWORK,

FILED
95 OCT -9 PM 11:22
SECRETARY OF STATE
TALLAHASSEE, FLORIDA

I - NAME AND ADDRESS

The name of this corporation is International Services Network, Inc. The address of the principal office and the mailing address of this corporation is 1521 Alton Road, Suite 109, Miami Beach, Florida 33139.

II - PURPOSE

This corporation is organized for the purpose of transacting any and all lawful business.

III - CAPITAL STOCK

The aggregate number of shares which this corporation shall have authority to issue is Two Million (2,000,000) shares of common stock, all of which are to have a par value of One Cent (\$.01) per share. The Board of Directors shall fix the consideration to be received for each share. Such consideration shall consist of any tangible or intangible property or benefit to this corporation, including cash, promissory notes, services performed or written promises to perform services and shall have a value, in the judgment of the directors, equivalent to or greater than the full par value of the shares.

IV - PREEMPTIVE RIGHTS

Every shareholder, upon the sale for cash of any unissued or treasury shares of this corporation of the same kind, class or series as that which he already holds, shall have the right to purchase his prorata share thereof (as nearly as may be done without issuance of fractional shares) at the price at which it is offered to others.

V - INITIAL REGISTERED
OFFICE AND AGENT

The street address of the initial registered office of this corporation and the name of the initial registered agent of this corporation at such office is:

Name

Address

Jonathan Lieberman

International Services Network, Inc.
1521 Alton Road, Suite 109
Miami Beach, Florida 33139

VI - COMMENCEMENT

This corporation shall commence on the date on which these Articles of Incorporation are filed with the Secretary of State.

VII - INITIAL
BOARD OF DIRECTORS

The initial Board of Directors of this corporation shall be comprised of one person. The number of directors may be either increased or decreased from time to time as provided for in the Bylaws of this corporation, but shall never be less than one. The names and addresses of the members of the initial Board of Directors of this corporation are:

<u>Name</u>	<u>Address</u>
Jonathan Lieberman	International Services Network, Inc. 1521 Alton Road, Suite 109 Miami Beach, Florida 33139

VIII - INCORPORATOR

The name and address of the person signing these Articles of Incorporation as incorporator is:

<u>Name</u>	<u>Address</u>
Jonathan Lieberman	International Services Network, Inc. 1521 Alton Road, Suite 109 Miami Beach, Florida 33139

IX - BYLAWS

The power to alter, amend or repeal the Bylaws shall be vested in each of the Board of Directors and the shareholders of this corporation.

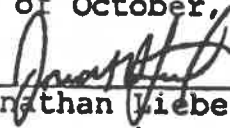
X - INDEMNIFICATION

This corporation shall indemnify any officer or director, or any former officer or director of this corporation, to the fullest extent permitted by law.

XI - AMENDMENT

This corporation reserves to its shareholders the right to amend or repeal any provisions now or hereafter contained in these Articles of Incorporation. Any rights which these Articles may confer upon this corporation may be modified or cancelled by a vote of the shareholders to amend or repeal said Articles.

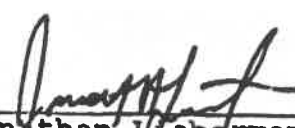
IN WITNESS WHEREOF, the undersigned has executed these Articles of Incorporation this 5th day of October, 1995.



Jonathan Lieberman,
Incorporator

ACCEPTANCE OF APPOINTMENT
OF
REGISTERED AGENT

I hereby accept the appointment as registered agent contained in the foregoing Articles of Incorporation and state that I am familiar with and accept the obligations of Section 607.0501 of the Florida Statutes.



Jonathan Lieberman,
Registered Agent

Exhibit A-2
Interactive Services Network, Inc.
Case No. U-21952

Certificate of Good Standing - Florida

Dated July 11, 2025

State of Florida

Department of State

I certify from the records of this office that INTERACTIVE SERVICES NETWORK, INC. is a corporation organized under the laws of the State of Florida, filed on October 9, 1995.


The document number of this corporation is P95000077517.

I further certify that said corporation has paid all fees due this office through December 31, 2025, that its most recent annual report/uniform business report was filed on April 11, 2025, and that its status is active.

I further certify that said corporation has not filed Articles of Dissolution.

*Given under my hand and the
Great Seal of the State of Florida
at Tallahassee, the Capital, this
the Eleventh day of July, 2025*




Secretary of State

Tracking Number: 2853607150CU

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

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

Exhibit A-3
Interactive Services Network, Inc.
Case No. U-21952

Certificate of Good Standing - Michigan

Dated July 11, 2025



This is to certify:

Entity Name: INTERACTIVE SERVICES NETWORK, INC.

Foreign Name:

Entity ID#: 803380881

Entity Type: Foreign Profit Corporation

Initial Filing Date: 05/01/2025

Delayed Effective Date:

Formation Jurisdiction: Florida

Act Subject To: 284-1972 Business Corporation Act

That the above referenced entity was validly authorized to transact business or conduct affairs in Michigan on 05/01/2025 and that said entity holds a valid Certificate of Authority to Transact Business or Conduct Affairs in this state and has satisfied its annual filing obligations.

This certificate is issued pursuant to the provisions of 1972 PA 284, for profit corporations, or 1982 PA 162, for nonprofit corporations, to attest to the fact that the corporation is in good standing in Michigan as of this date and is duly authorized to transact business or conduct affairs in this state any business set forth in its application which a domestic corporation formed under this act may lawfully conduct.

This certificate is in due form, made by me as the proper officer, and is entitled to have full faith and credit given it in every court and office within the United States.

In testimony whereof, I have hereunto set my hand, in the City of Lansing, on July 11, 2025.



Linda Clegg, Director

Corporations, Securities & Commercial Licensing Bureau

Certificate Number: 13993

Verify this certificate at: www.michigan.gov/corpverifycertificate

Exhibit A-4
Interactive Services Network, Inc.
Case No. U-21952

Interactive Services Network, Inc. – Management Team

Management Team of Interactive Services Network, Inc.

All of the Officers, Directors and General Manager can be contacted at:
Interactive Services Network, Inc.
1035 NE 125t Street #200
North Miami, Florida 33161
989-561-9930

PRESIDENT: Damian Chmielewski

Mr. Chmielewski has been a member of the Board of Directors of Interactive Services Network, Inc. since 2002, served as Vice President of Operations and Finance from 2002 through 2012 and as President and Chief Executive Officer since 2012. He has also held comparable positions including Sacheco Argentina and Fujifilm.

Mr. Chmielewski obtained his Bachelor's degree in business administration and management in 1995 and attended Miami Dade College in 2018.

VICE PRESIDENT: Ross DeBernardis

Mr. DeBernardis has been a member of the Interactive Services Network, Inc. and Interactive Services Network, Inc. Boards of Directors since 2016. As Vice President of Strategic Growth Alliances at IPFone we are passionate about building product and technology partnerships with companies that share our mission for helping medium-sized businesses and Large Enterprise Business. We sell, and serve their customers, and ultimately help our Partner & Technology Advisors grow their business faster along with IPFone. We serve more than 5,000 Corp accounts in the US and over 30 countries around the world. Our company has scaled rapidly over the past few years, and our need for empathetic, adaptable, and remarkable partnerships has grown in kind. As Vice President of Strategic Growth Alliances, I help in leading the Strategic Partnerships and responsible for leading our partnership community to drive outsized impact on our customers. In this role of working closely w/Corporate Development & Business Development, and other members of the IPFone executive team we are forging deeper product and technology alliances with existing partners and establish relationships with new partners to further expand the IPFone ecosystem. The team's goals are to build out IPFone's alliances to deeply integrate IPFones with complementary, best-in-products, to support our product goals and to drive customer growth.

VICE PRESIDENT OF TECHNOLOGY: RONALD CABRERA

Mr. Cabrera has been a member of the Board of Directors of Interactive Services Network, Inc. and Interactive Services Network, Inc. since 2003 and currently serves as Vice President of Technology and acting CTO and Technology Leader.

Mr. Cabrera has over 22 years of experience in IT and telecommunications, he bridges the gap between executive strategy and technical execution. Collaborating closely with the CEO, Mr. Cabrera develops and implements technology roadmaps that drive innovation and align with business objectives. Mr. Cabrera's leadership focuses on scaling infrastructure, fostering team excellence, and delivering impactful solutions.

Contact

1035 NE 125th street #200
North Miami, FL 33161
damian@ipfone.com

www.linkedin.com/in/damian-chmielewski-b727966 (LinkedIn)
www.ipfone.com (Company)

Top Skills

Telecommunications

IP

Hosted VoIP

Languages

Spanish

English

Damian Chmielewski

President & CEO at IPFone
Miami, Florida, United States

Experience

IPFone

23 years

President & CEO

January 2012 - Present (13 years 6 months)

North Miami

Oversees all Sales, Marketing, Technology, Finance and HR activities.

VP Operations and Finance

July 2002 - January 2012 (9 years 7 months)

Oversees all finance activities, including accounting, taxes, collections, budgeting & forecasting with strong IT background.

Sacheco Argentina

VP Finance

July 1999 - June 2002 (3 years)

VP Finance

Fujifilm - Reifschneider Argentina

VP Finance

October 1994 - July 1999 (4 years 10 months)

Education

University of Buenos Aires

Bachelor's degree, Business Administration and Management,
General · (1990 - 1995)

Miami Dade College

GS10KSM / Cohort 13 · (2018 - 2018)

IAE Business School

Executive MBA, Management Development Program · (1996 - 1996)

ORT Argentina

High School Diploma, Software Programmer · (1982 - 1987)

Contact

141 Azalea Point Drive North
Ponte Vedra Beach FL. 32082
904-315-9295 (Mobile)
rdeber44@gmail.com

www.linkedin.com/in/ross-debernardis-104235b (LinkedIn)

Top Skills

Managed Services
Unified Communications
Business Development

Languages

English and Italian

Ross DeBernardis

Vice President Strategic Growth Alliances at IPFone. Your Business Connection.

Jacksonville, Florida, United States

Experience

IPFone and Interactive Services Network Company. Your Business Connection.

Vice President Strategic Growth Alliances

March 2016 - Present (9 years 4 months)

Miami, Florida, United States

As Vice President of Strategic Growth Alliances at IPFone we are passionate about building product and technology partnerships with companies that share our mission for helping medium-sized businesses and Large Enterprise Business. We sell, and serve their customers, and ultimately help our Partner & Technology Advisors grow their business faster along with IPFone. We serve more than 5,000 Corp accounts in the US and over 30 countries around the world. Our company has scaled rapidly over the past few years, and our need for empathetic, adaptable, and remarkable partnerships has grown in kind. As Vice President of Strategic Growth Alliances, I help in leading the Strategic Partnerships and responsible for leading our partnership community to drive outsized impact on our customers. In this role of working closely w/ Corporate Development & Business Development, and other members of the IPFone executive team we are forging deeper product and technology alliances with existing partners and establish relationships with new partners to further expand the IPFone ecosystem. The team's goals are to build out IPFone's alliances to deeply integrate IPFones with complementary, best-in-products, to support our product goals and to drive customer growth

Siemens / Unify & Arrow S-3

Natl. Director of Sales & Marketing

2014 - 2015 (1 year)

Jacksonville, Florida Area, Philadelphia PA. and Northeast

Providing Sales and Marketing – Consulting Services for both Professional Services, Inc. of Philadelphia PA. And IPfone Hosted services Jacksonville, FL.

Arrow S-3

Natl. Director of Strategic Alliances for Arrow S-3

October 2011 - January 2014 (2 years 4 months)

Director of Sales Responsible for management of sales & operations teams focused on Selling, Installing, and maintaining Managed Services offerings and Siemens Unified Communications systems nationally.

Siemens Communications, Inc. / Unify

20 years 10 months

Sales and Marketing President & Owner at Access Communications
January 2008 - October 2011 (3 years 10 months)

Nat'l Director of Channel Dist.

January 1991 - December 2007 (17 years)

Proven track record of consistently exceeding established Sales & Revenue quotas generating from Partner Channel.

- Proven Executive Manager capable of building new Direct or Indirect channels, Sales teams, Operations teams, and Technical Support teams that may be required when launching new ventures.
- Demonstrated ability to promote new products and new services through strategic partner accounts, new markets, and geographic areas.
- Experienced in developing new partnerships and alliances that are strategic and provide new revenue streams.

NEC

Sales Manager

March 1987 - January 1991 (3 years 11 months)

Responsible for Sales of NEC Contact Centers, IVR's and voice processing solutions in both general business type accounts and State and Federal GSA client contracts. Had account responsibility for such clients as Citicorp, UPI, TELENET, US Sprint, NASA, and Dept. of the Army, EPA, State of Penna. and State of MD. 1987 to 1990.

Sales management Responsible for management of sales & operations teams focused on selling, installing and servicing NEC Contact Center, IVR's and voice processing solutions.

Achieved personal sales of \$4.5M through & to \$5.9M per year 1987 1988.

VA & MD Office 1987, 89 achieved Sales & Revenue Targets of \$19M & \$26M Respectively.

Developed sales programs and new product introductions.

Awarded Presidents Club 1987 1988 1989, for Personal sales & Sales management for Sales & Sales Revenue Attainments

Education

University at Albany

Associates, Business & Fin

Contact

rcabrera@aliarfreshproduce.com

www.linkedin.com/in/ronald-cabrera-917b1a8 (LinkedIn)
www.ipfone.com (Other)

Top Skills

VoIP

Network Engineering

Broadsoft

Ronald Cabrera

VP of Technology | Acting CTO | Technology Leader
Miami, Florida, United States

Experience

IPFone

VP of Technology | Acting CTO | Technology Leader
January 2003 - Present (22 years 6 months)

With over 22 years of experience in IT and telecommunications, I bridge the gap between executive strategy and technical execution. Collaborating closely with the CEO, I develop and implement technology roadmaps that drive innovation and align with business objectives. My leadership focuses on scaling infrastructure, fostering team excellence, and delivering impactful solutions.

Key Contributions:

- **Strategic Leadership:** Craft short- and long-term strategies to align IT initiatives with organizational goals while fostering collaboration between technical and business teams.
- **Team Building:** Recruited and developed top talent, including programmers, developers, NOC engineers, VoIP engineers, and Tier 1–3 support teams. Build a culture of innovation and continuous improvement.
- **Vendor & Partner Management:** Oversee relationships with hardware/software vendors, backbone ISPs, VoIP providers, and PSTN operators, ensuring cost-effective and reliable solutions.
- **Operations Oversight:** Direct daily IT operations, focusing on security, high availability, and seamless service delivery.

Technical Expertise:

- Planned and architected core and extended segment networks, delivering scalable, secure, and high-performance solutions.
- Designed and implemented AI tools using Machine Learning (ML) and Large Language Models (LLMs) to optimize internal processes and improve operational efficiency.
- Engineered and maintained networks with 40+ UNIX servers, Cisco Broadworks soft-switches, Oracle SBCs, and Cisco infrastructure, while troubleshooting complex issues across VoIP, WAN/LAN, and Metro-E networks.

Achievements:

- Delivered scalable network architectures to support growth and reliability.
- Streamlined workflows and inter-departmental collaboration.
- Successfully deployed AI-driven tools, reducing operational bottlenecks and boosting efficiency.

I'm passionate about using technology to transform business operations and drive measurable results.

Aliar Fresh Produce

President

January 2011 - Present (14 years 6 months)

Aliar is a federation of Guatemalan rural agricultural producers which represents around 3,000 small farmers. Aliar was established on September 21, 2003 and since is been exporting fresh fruits and vegetables to United States but into recently was proud to announce the opening of its first office here in the United States of America.

Our vision is to be a competitive organization commercializing agricultural products of excellent quality, but at the same time our mission is to continue improving the living standards of producers associated with our federation.

Here at Aliar Fresh Produce we are proud and happy to offer you fresh Sugar Snap, Snow Peas, French Beans, Blackberries, Tropicals and more at a very competitive prices almost all year around. Being in the exporting/importing business for more than 10 years we can assure you that our fresh products meet the American consumer standards and demands, not to mention that we are also certify by GLOBALG.A.P, and that most of our products we are sure you can find in very reputable named supermarkets all over United States.

www.aliarfreshproduce.com

Education

Miami Dade College

Networking/Cisco Engineer, Microsoft, Cisco, Networking and UNIX administration

Exhibit A-5

(CONFIDENTIAL)

Interactive Services Network, Inc.

Case No. U-21952

Financial Statements of Interactive Services Network, Inc.

December 31, 2023

This exhibit contains confidential material and is submitted separately, *under seal*, pursuant to MCL 484.2210.

STATE OF MICHIGAN
BEFORE THE MICHIGAN PUBLIC SERVICE COMMISSION

In the Matter of the Application of)	
INTERACTIVE SERVICES NETWORK, INC.)	Case No. U-21952
for a Temporary and Permanent License)	
to Provide Local Exchange Service)	
in the state of Michigan)	

TESTMONY OF DAMIAN CHMIELEWSKI
ON BEHALF OF
INTERACTIVE SERVICES NETWORK, INC.

1 **Q. PLEASE STATE YOUR NAME, TITLE AND BUSINESS ADDRESS?**

2 **A.** My name is Damian Chmielewski, President and CEO of Interactive Services Network,
3 Inc. d/b/a IPFone (“Applicant”), 1035 NE 125th Street, Suite 200 North Miami, Florida
4 33161. My telephone number is 786-924-6120 and my email address is
5 damian@ipfone.com.

6 **Q. WHAT IS THE PURPOSE OF YOUR TESTIMONY IN THIS CASE?**

7 **A.** I am submitting my testimony in this case in support of the Application of Interactive
8 Services Network, Inc for a temporary and permanent license to provide local exchange
9 service in the State of Michigan. My testimony explains the reason that Applicant is
10 seeking a license, and in this case, and to demonstrate that Applicant possesses the
11 technical, managerial and financial resources to provide local exchange service in the State
12 of Michigan. It also demonstrates that Applicant meets the other qualifications for a license
13 in this, case, including its compliance with the Commission’s Rules and Regulation, that it
14 intends to commence providing service within one year following the grant of the license,
15 and that the grant of a license to Applicant would be in the public interest.

16 **Q. ARE YOU SPONSORING ANY EXHIBITS IN THIS CASE?**

17 **A.** Yes. I am sponsoring the following exhibits, each of which were prepared under my
18 direction and supervision:

19 Exhibit A-1 Articles of Incorporation –.

20 Exhibit A-2 Certificate of Good Standing – Florida

21 Exhibit A-3 Certificate of Good Standing - Michigan

22 Exhibit A-4 Management Team of Applicant

23 Exhibit A-5 Financial Statements (*Confidential*)

24

1 **Q. DESCRIBE YOUR PROFESSIONAL EXPERIENCE?**

2 A. I have 23 years of experience in the telecommunications industry, For the past 13 years, I
3 have been the President and CEO of Applicant, and prior to assuming that role, I was VP
4 or Operations and Finance from 2002-2004. I also have a BA in Business Administration
5 and Management from the University of Buenos Aires and an Executive MBA from IAE
6 Business School. Prior to joining Applicant, I had eight years of experience in finance in
7 other industries in Argentina. A copy of my resume is included in the materials included
8 in Exhibit A-4.

9 **Q. DESCRIBE APPLICANT?**

10 A. Applicant is a Florida telephone corporation organized on October 9, 1995, A copy of
11 Applicant's Articles of Incorporation is attached as **Exhibit A-1**. A current Certificate of
12 Good Standing from the Florida Department of Licensing and Regulatory Affairs,
13 Corporations, Securities & Commercial Licensing Bureau is attached as **Exhibit A-2**. A
14 Certificate of Good Standing in the State of Michigan attached as **Exhibit A-3**.

15 **Q. DESCRIBE THE CIRCUMSTANCES UNDER WHICH APPLICANT IS SEEKING**
16 **A LICENSE IN THIS CASE?**

17 A. On March 23, 2025, Applicant entered into a Purchase Agreement with TelNet pursuant to
18 which Applicant agreed to purchase, and TelNet agreed to sell, the assets of TelNet that
19 are utilized to provide TelNet's Competitive Local Exchange Carrier ("CLEC") operations
20 within the State of Michigan. Upon closing of the transaction, after receiving all necessary
21 regulatory approvals from this Commission and the Federal Communications Commission,
22 the purchased assets would be transferred to Applicant.

1 **Q. DESCRIBE THE GEOGRAPHIC AREA THAT APPLICANT PROPOSES TO**
2 **SERVE AND THE SERVICES THAT IT PROPOSES TO PROVIDE?**

3 A. Applicant seeks authority to provide local exchange service as the successor CLEC to
4 TelNet in the State of Michigan, as designated in TelNet’s MPSC Tariff No. 1 on file with
5 this Commission. Applicant will also provide tariffed Auxiliary Services, Directory
6 Assistance Service, Public Mobile Carrier Service, Local Transport and Termination
7 Service, Intrastate Access Service and Interstate Access Service, but for those services, it
8 is Applicant’s understanding that no different or additional license is required from the
9 Commission to provide such services. Applicant will file tariffs for all such services prior
10 to commencement of service in the State of Michigan.

11 **Q. DOES THE APPLICANT HAVE THE TECHNICAL RESOURCES TO PROVIDE**
12 **THESE SERVICES IN THE WINN EXCHANGE?**

13 A. Applicant has over 30 years in telecommunications and are currently CLEC for the State
14 of Florida. Applicant is a telecommunications service provider specializing in Unified
15 Communications as a Service (UCaaS), VoIP, internet connectivity, cloud PBX, and
16 managed services tailored for small to mid-sized businesses across the United States. It’s
17 business model is based on delivering fully managed, scalable communication and
18 connectivity solutions, with a focus on customer support, deployment, and ongoing service
19 optimization. Applicant owns and operates its infrastructure and integrate directly with

1 platforms such as Cisco BroadWorks and Webex, enabling us to offer a wide range of
2 services including voice, video, messaging, and AI-powered virtual agents.

3 Applicant will own all of the facilities and assets necessary to provide local exchange
4 service in the State of Michigan, and will have access to the employees and equipment
5 necessary to support its operations in Michigan.

6 **Q. DOES APPLICANT POSSESS THE MANAGERIAL RESOURCES TO PROVIDE**
7 **THESE SERVICES IN THE WINN EXCHANGE?**

8 A. Yes. Applicant is managed by an experienced team of seasoned business and
9 telecommunications professionals, whose qualifications are summarized in **Exhibit A-4**.
10 As this exhibit demonstrates, the Applicant's management team clearly has the necessary
11 expertise, experience, and skill sets to ensure that Applicant operates effectively, in
12 compliance with its contractual commitments as well as its regulatory obligations, and to
13 the benefit of the public interest.

14 **Q. DOES APPLICANT POSSESS THE FINANCIAL RESOURCES TO PROVIDE**
15 **THESE SERVICES IN THE WINN EXCHANGE?**

16 A. Yes. Attached is **CONFIDENTIAL Exhibit A-5**, financial statements to demonstrate the
17 Applicant's financial ability to provide the proposed services. Exhibit A-5 contains trade
18 secrets and commercial or financial information of Applicant submitted under seal.

19 **Q. DOES APPLICANT INTEND TO COMMENCE SERVICE WITHIN ONE YEAR**
20 **FOLLOWING ISSUANCE OF A LICENSE BY THE COMMISSION?**

21 A. Applicant intends to commence service as soon as possible once it has obtained all
22 necessary regulatory approvals from this Commission and from the FCC, including
23 approval of the transfer of control of TelNet's Domestic Section 214 license for the State

1 of Michigan and compliance with all other legal requirements, including the filing of tariffs
2 with this Commission. At that point TelNet Applicant will commence service to TelNet's
3 current customers and subscribers in this state, on a transparent and uninterrupted basis.,
4 Thus, there will be no disruption of service to those customers, and no basis for concern
5 whether Applicant intends to provide service within one year of a license grant

6 **Q. WOULD THE GRANT OF A LICENSE TO APPLICANT SERVE THE PUBLIC**
7 **INTEREST?**

8 A. Yes. The grant of this Application will benefit the public interest. The grant of the license
9 sought by Applicant will assure that the local exchange customers of TelNet will receive
10 continued, uninterrupted telephone service without disruption at under the same rates,
11 terms and conditions of service.

12 **Q. ON WHAT BASIS IS APPLICANT SEEKING A TEMPORARY LICENSE IN THIS**
13 **CASE?**

14 A. Applicant is requesting a temporary license, without hearing or notice, so that it may begin
15 preparations for providing service in the Winn Exchange, including the negotiation of
16 necessary interconnection and other agreements with other carriers. Applicant will provide
17 service under the temporary license in accordance with the regulatory requirements
18 specified in MCL 484.2101 *et seq.*, including the number portability provisions of MCL
19 484.2358, the anti-slamming procedures adopted in Case No. U-11900, and the number
20 reclamation process adopted in Case No. U-12702. Applicant will submit a tariff prior to
21 commencing provision of local exchange services under the temporary license.

1 **Q. HOW DOES APPLICANT PROPOSE TO PROVIDE NOTICE OF THIS**
2 **PROCEEDING?**

3 A. Applicant understands that the grant of a permanent license will require notice and hearing
4 and will consult with the Commission's Executive Secretary regarding the manner of
5 providing Notice of Hearing in this case.

6 **Q. DOES THAT CONCLUDE YOUR TESTIMONY?**

7 A. Yes.