



THE REGNUM GROUP, INC.

Regulatory & Communications Consultants

8181 NW 36th Street, Suite 4, Miami, Florida 33166
Tel: (305) 468-1645 Fax: (305) 468-8509
reg@regnumgroup.com

June 04, 2003

New York State Department of Public Service
Office of Communications
3 Empire State Plaza
Albany, New York 12223-1350

Re: Azul Tel, Inc. *5E97*

To Whom It May Concern:

Enclosed please find an original and three (3) copies of Azul Tel, Inc. filing for a Certificate of Public Convenience and Necessity as well as the initial resell tariff.

The proposed tariff carries an issued date of June 23, 2003 to allow receipt by the NY PSC and an effective date ninety (90) days after the receipt date for the Office of Communications.

Please acknowledge receipt of this filing by returning, file-stamped, the extra copy of this cover letter in the self addressed stamped envelope provided for that purpose.

Questions regarding this filing may be directed to either Matthew Schulman or Don Johnston at 305-468-1645 or emailed to reg@regnumgroup.com.

Sincerely,

Matthew Schulman
Regulatory Consultant

dj/ms
Enclosure

acknw/cmr

2003 JUN 23 PM 1:38

RECEIVED
PUBLIC SERVICE
COMMISSION
ALBANY

This filing includes the following Attachments and/or Exhibits:

Petition - Original signed and three (3) copies

EXHIBIT A - Authority to Transact Business New York

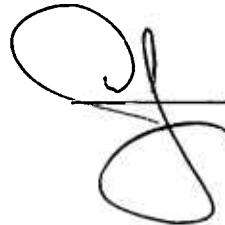
EXHIBIT B - Certificate of Good Standing Florida

EXHIBIT C - Financials

EXHIBIT D - Managerial Resumes

EXHIBIT E - Technical Resumes

EXHIBIT F - Initial Resell Tariff

A handwritten signature in black ink, consisting of a large, stylized 'S' or 'J' shape with a horizontal line extending to the right.

Dj 6/04/03

**STATE OF NEW YORK
PUBLIC SERVICE COMMISSION**

Azul Tel, Inc..)
In the Matter of the Petition of)
Azul Tel, Inc.) Case No. _____
for a Certificate of Public Convenience and)
Necessity as a Reseller of Telephone Services)
Under Section 99 of the Public Service Law and)
Section 21.7 of the Rules and Regulations of the)
New York Public Service Commission)

**PETITION FOR A CERTIFICATE
OF PUBLIC CONVENIENCE AND NECESSITY**

Applicant, Azul Tel, Inc. ("Azul Tel") hereby petitions the Public Service Commission of the State of New York ("PSC") for the issuance of a Certificate of Public Convenience and Necessity pursuant to Section 99, New York Public Service Law, and Section 21.7 of the Rules and Regulations of the PSC authorizing Azul Tel, Inc. to resell all forms of telephone service in the State of New York. In compliance with the provisions of Section 21.7 of the PSC's Rules and Regulations, the following information is provided:

Name and Address of Applicant

The full name of the applicant is Azul Tel, Inc.. Its business address is 2200 South Dixie Highway, Suite 506, Miami FL 33133. The PSC is requested to direct correspondence in connection with this Petition to Mr. Alejandro Sastre, Vice President of the Applicant. Mr. Alejandro Sastre, Vice President of the Applicant, may be reached by telephone at (786) 497-4050. The principal business office of the Applicant is the business address indicated above. The other principal officer of the corporation is Gaston Sastre, President, Secretary, and Director of Azul Tel, Inc.

Certificate of Incorporation

Azul Tel, Inc. is incorporated in the State of Florida. Copies of its Certificate of Incorporation, Certificate of Good Standing, and New York State Certificate of Authority are attached hereto.

The Service To Be Offered By The Applicant and The Territory To be Served

Azul Tel, Inc. intends to subscribe to and to resell various forms of telephone service, including exchange and carrier access lines, and intraLATA and interLATA service within the State of New York as well as interstate services and facilities. Azul Tel, Inc. shall purchase access from Local Exchange Carriers, and calls other than operator assisted calls shall be placed by dialing "1" or "011", area code, and number. InterLATA traffic will be routed to the facilities of those interLATA carriers whose services are most advantageous both technically and economically to Azul Tel, Inc. and its customers.

Azul Tel, Inc. will purchase various types of telephone services, including but not limited to Message Telecommunications Service, Wide Area Telephone Service, private line, tie lines, and specialized telecommunications services ancillary to the same services offered by Azul Tel, Inc. on an interexchange basis under Federal Communications Commission tariffs. Azul Tel, Inc. does not intend to offer emergency operator services (i.e. emergency services dialed as "911" or "0") to any reseller of telephone services via COCOTs or credit card telephones located in New York state and therefore does not request such authority at this time.

Competition Will Be Enhanced By Applicant's Offerings

Azul Tel, Inc.'s resale of telephone service will enhance competition for such services in the area to be served. In particular, services will be acquired by Azul Tel, Inc. by taking advantage of available high volume discounts and access to 1+ service and by reselling to Azul Tel, Inc.'s customers at rates designed to pass along benefits of volume discounted service. Azul Tel, Inc.'s services will allow its customers to obtain telephone services for their needs at rates competitive with other carriers and operators.

Competition will be enhanced by the addition of further competition in the number of telecommunications providers and resellers in the areas served. The introduction of service by Azul Tel, Inc. will promote further competition and will lead to greater efficiencies and more rapid introduction of the latest in high technological inventions in telephone service.

The granting of a Certificate of Public Convenience and Necessity to Azul Tel, Inc. will thus enhance competition and will be in the public interest.

Expedited Consideration

Azul Tel, Inc. is presently prepared to offer resale service and desires to be licensed to do so at the earliest possible date. Therefore, it is requested that this Petition be given expeditious treatment.

In view of the foregoing, Azul Tel, Inc. respectfully requests that the PSC grant this Petition on the basis that it offers telecommunications services that will enhance competition in the areas to be served and will otherwise be in the public interest.

Respectfully submitted,

Azul Tel, Inc.

BY: _____

Alejandro Sastre, Director

Miami, Florida
December 02

This filing includes the following Attachments and/or Exhibits:

Petition - Original signed and three (3) copies

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EXHIBIT B - Certificate of Authority Florida

EXHIBIT C - Financials

EXHIBIT D - Managerial Resumes

EXHIBIT E - Technical Resumes

EXHIBIT F - Initial Resell Tariff

A handwritten signature in black ink, consisting of a large, stylized 'D' followed by a vertical line and a loop.

Dj 6/04/03

Azul Tel, Inc.
Certificate of Public Convenience and Necessity
as a Reseller of Telephone Services

EXHIBIT A

AUTHORITY TO TRANSACT BUSINESS
NEW YORK

By: Alejandro Sastre – Vice President
Azul Tel, Inc.
2200 South Dixie Highway, Suite 506
Miami, FL 33133

State of New York }
Department of State } ss:

I hereby certify that the annexed copy has been compared with the original document filed by the Department of State and that the same is a true copy of said original.

Witness my hand and seal of the Department of State on **February 28, 2003**



A handwritten signature in black ink, appearing to read "R. A. ...", is written over the printed title.

Secretary of State

and Uniform Commercial Code
Albany, NY 12231

f 030228000 oss

(This form must be printed or typed in black ink)

APPLICATION FOR AUTHORITY OF

Azul Tel, Inc.

(Insert corporate name)

Under Section 1304 of the Business Corporation Law

FIRST: The name of the corporation is: Azul Tel, Inc.

If the name does not contain a required word or abbreviation indicating corporate character, the corporation agrees to add the word or abbreviation _____ to the end of its name for use in this state. (See instructions prior to completing.)

(If the corporation's name is not available in New York, the fictitious name under which the corporation will do business in New York is: _____)

SECOND: The jurisdiction in which the corporation was organized is: Florida
The date of its incorporation is: 8/7/01

THIRD: This corporation is formed to engage in any lawful act or activity for which a corporation may be organized under the Business Corporation Law, provided that it is not formed to engage in any act or activity requiring the consent or approval of any state official, department, board, agency or other body.

FOURTH: The county within this state, in which the office of the corporation is to be located is: Albany

against the corporation may be served. The post office address to which the secretary of state shall mail a copy of any process accepted on behalf of the corporation is:

40 Colvin Avenue, Suite 200, Albany, New York 12206

SIXTH: (optional): The name and street address within this state of the registered agent upon whom process against the corporation may be served is:

Business Filings Incorporated
40 Colvin Avenue, Suite 200, Albany, New York 12206.

SEVENTH: (Delete the inappropriate statement.)

! The corporation has not since its incorporation or since the date its authority to do business in New York was last surrendered, engaged in any activity in this state except as set forth in paragraph (b) of section 1301 of the Business Corporation Law.

X
(Signature)



Alejandro Sastre - Director

(Type or print name and title or capacity of signer)

f 030226000 ass

APPLICATION FOR AUTHORITY
OF

Azul Tel, Inc.

Under Section 1304 of the Business Corporation Law

Filed by:

Business Filings Incorporated - M9 Drawdown Acct.

(Name)

8025 Excelsior Dr. Suite 200

(Mailing address)

Madison, WI 53717

(City, State and ZIP code)

FILED

2003 FEB 28 AM 11:10

1 CC
STATE OF NEW YORK
DEPARTMENT OF STATE
FILED FEB 28 2003
TAX \$
BY: Jm

Albany

FEB 27 3 00 PM '03

4

062

NYS Department of State

Division of Corporations

Entity Information

Selected Entity Name: AZUL TEL, INC.

<p>Current Entity Name: AZUL TEL, INC. Initial DOS Filing Date: 02/28/2003 County: ALBANY Jurisdiction: FLORIDA Entity Type: FOREIGN BUSINESS CORPORATION Current Entity Status: ACTIVE</p>

DOS Process (Address to which DOS will mail process if accepted on behalf of the entity)

AZUL TEL, INC.
40 COLVIN AVE.
SUITE 200
ALBANY, NEW YORK 12206

Registered Agent
BUSINESS FILINGS INCORPORATED
40 COLVIN AVE.
SUITE 200
ALBANY, NEW YORK 12206

NOTE: New York State does not issue organizational identification numbers.

[[Search Results](#)] [[Search the Database](#)]

[[Division of Corporations, State Records and UCC Home Page](#)] [[NYS Department of State Home Page](#)]

Azul Tel, Inc.
Certificate of Public Convenience and Necessity
as a Reseller of Telephone Services

EXHIBIT B
CERTIFICATE OF GOOD STANDING
FLORIDA

By:

Alejandro Sastre – Vice President
Azul Tel, Inc.
2200 South Dixie Highway, Suite 506
Miami, FL 33133

State of Florida



Department of State

I certify from the records of this office that AZUL TEL, INC., is a corporation organized under the laws of the State of Florida, filed on August 7, 2001.

The document number of this corporation is P01000077312.

I further certify that said corporation has paid all fees due this office through December 31, 2002, that its most recent annual report/uniform business report was filed on May 27, 2002, and 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 Capitol, this the
Fourteenth day of January, 2003



CR2EO22 (1-03)

3

Ken Detzner
Ken Detzner
Secretary of State

Azul Tel, Inc.
Certificate of Public Convenience and Necessity
as a Reseller of Telephone Services

EXHIBIT C
FINANCIALS

By: Alejandro Sastre – Vice President
Azul Tel, Inc.
2200 South Dixie Highway, Suite 506
Miami, FL 33133

Azultel Inc
 Balance Sheet
 As of March 20,2003

Mar 20,03

ASSETS	
Current Assets	
Checking/Savings	
Ocean Bank	314,462.98
Total Checking Savings	314,462.98
Accounts Receivable	
Accounts Receivable	341,051.25
Total Accounts Receivable	341,051.25
Other Current Assets	
Inventory Asset	518,593.77
Undeposited Funds	28,261.17
Total Other Current Assets	546,854.94
Total Current Assets	1,202,369.17
Fixed Assets	
Hardware Equipment	740,648.34
Total Fixed Assets	740,648.34
TOTAL ASSETS	<u>1,943,017.51</u>
LIABILITIES& EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Account% Payable	1,163,666.82
Total Accounts Payable	1,163,666.82
Other Current Liabilities	
Sales Tax Payable	169.98
Total Other Current Liabilities	169.98
Total Current Liabilities	1,163,836.80
Total Liabilities	1,163,836.80
Equity	
Opening Bal Equity	19,199.13
Paid In Capital	350,697.97
Retained Earnings	-38,446.90
Net income	447,730.51
Total Equity	779,180.71
TOTAL LIABILITIES & EQUITY	<u>1,943,017.51</u>

Azutel Inc
Profit & Loss
 January 1 through March 20,2003

Jan 1 - Mar 20, 03

Ordinary Income/Expenses	
Income	
Calling Card Sales	381,624.75
Postpaid LD Services	124,546.83
Services	-8,240.01
Termination Services	964,176.73
Total Income	1,462,108.30
Cost of Goods Sold	
Bandwidth & Colo & Trunks	
ADSL Connection	562.00
Bandwidth Miami NOC	8,560.00
Co-Location Rental	2,250.00
T-1 Trunk Connections	10,777.78
Bandwidth & Colo & Trunks -Other	26,645.84
Total Bandwidth & Colo & Trunks	48,785.62
Commission Clearinghouses	1,500.00
Cost of Goods Sold	517,232.11
Partner Terminations	
Exchange Terminations	9,878.52
Partner Terminations- Other	180,071.14
Total Partner Terminations	189,949.66
Total COGS	757,467.39
Gross Profit	704,640.91
Expense	
Automobile Expense	2,617.04
Bank Service Charges	2,084.72
Dues and Subscriptions	1,365.00
Insurance	
Car Insurance	3,005.24
Total Insurance	3,005.24
Office Expenses	
Cleaning Services	900.00
Freight out	4,747.86
Office Expenses -Other	15,899.35
Total Office Expenses	21,547.21
Payroll Expenses	
Commissions	19,000.62
Payroll Expenses - Other	112,831.72
Total Payroll Expenses	131,832.34
Postage and Delivery	3,666.84
Printing and Reproduction	26,292.03
Professional Fees	
Legal Fees	5,984.18
Total Professional Fees	5,984.18
Rent	29,357.50
Sales Tax	4,372.56
Taxes	
Property	94.40
Total Taxes	94.40
Telephone	
Cellular	2,723.97
Long Distance	2,579.43
Telephone - other	2,454.43
Total Telephone	7,757.83

Azultel Inc
Profit & Loss
January 1 through March 20, 2003

	Jan 1 - Mar 20, 03
Travel & Ent	
Meals	2,016.55
Travel	720.00
Travel & Ent - Other	9,957.40
Total Travel & Ent	12,693.95
Utilities	
Alarm	2,765.73
Electricity Florida Power and L	1,473.83
Total Utilities	4,239.56
Total Expense	256,910.40
Net Ordinary Income	447,730.51
Net Income	<u>447,730.51</u>

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Total Bandwith & Colo & Trunks	48,785.62
Commission Clearinghouses	1,500.00
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Expense	
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Bank Service Charges	2,084.72
Dues and Subscriptions	1,365.00
Insurance	
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Total Insurance	3,005.24
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Cleaning Services	900.00
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Azitel Inc
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Azul Tel, Inc.
Certificate of Public Convenience and Necessity
as a Reseller of Telephone Services

EXHIBIT D
MANGERIAL RESUMES

By: **Alejandro Sastre – Vice President**
Azul Tel, Inc.
2200 South Dixie Highway, Suite 506
Miami, FL 33133

Gaston Sastre

2200 South Dixie Highway, Suite 506

Miami, Florida 33133

Email: gaston@azutel.net

Career Experience

Jan. 2000 – to present
President

Azul Tel, Inc.

Miami, Florida

- Organization, Creation and Management of Azul Tel's business, technical and marketing strategies.
- Design and deployment of Azul Tel's POP (Point of Presence) in Miami, Florida, including the installation of a Vocaltec VOIP switch.
- Negotiations and implementation of connectivity on the Global Crossing network.
- Creation of a sales team to sell Prepaid Long Distance cards and services.
- Design and implementation of Azul Tel's international routes.

Dimensioning and Design of Public Network Switching

May 1994 – Feb. 1999

Alcatel Spain

Madrid, Spain

- Excelled and receive several awards for shortest deploying time and "On Budget". Received several customer letters of recognition.
- Design and implement training courses for switch engineers testing procedures, consisted of reconfiguring DACS cross-connects, optioning the switch, checking protocols, translations, line-coding, framing, complete switch work, ping test, loop back testing.

Telecom Switch Engineer and design analyst.

Apr. 1987 – May 1994

Alcatel SA

Buenos Aires, Argentina

- Achieving excellence in design and deployment of Alcatel switches for Telefonica de Argentina.
- Design and Deploy multi-million Alcatel Switches for several fortune 500 Companies in Argentina and Brazil.
- Acquiring the skills in coordinating several CLEC's, vendors, Sales Engineers to deploying Alcatel hardware and Octel voicemail service for commercial customers.
- Installation, maintenance, documentation, coordination, and testing of dedicated Frame Relay (LANs & WANs), Local T1, Local ISDN, Long Distance T1, SS7, SPM, OC3, DSL, xDSL, Internet, Point to Point T1, Point to Point Data, Analog, 56k, 64k, High Speed Frame Relay, International, Data, DS3, Integrated (Fractional) T1 (data and voice), DSO, DS1, DS3, T3 MUX, and long distance ISDN circuits. DID, DOD, LNP, 800 inbound and outbound, call routing, time of day routing, POTS features, call trace, CDR.

Oct. 1985 – Apr. 1987 Entel Argentina
Customer Service Representative II

Buenos Aires, Argentina

- Quality of customer service that consisted the maintenance on Long Distance commercial accounts. Worked in Call Center environment with emphasis on high productivity and quality.
- Self motivated to resolving customer's concerns in a timely manner.
- Recognized for customer satisfaction and attendance awards.

May 1999 – July 2000 Cisco training center

Buenos Aires Argentina

- Cisco Networking Academy
- Term-2: Basic Router Configurations
- Skill development to Cisco basic router configuration for local area networks. Topics include initial router configuration for TCP/IP, management of the configuration, backup of router configuration files, routing protocols, and the use of security features Cisco Networking Academy

Education

Graduated June 7, 1987 Universidad de Buenos Aires

Buenos Aires, Argentina

- Electronic Engineer
- Completed all general academic courses
- Excelled in computer and math classes.

Language

Fully Bilingual English/Spanish

Azul Tel, Inc.
Certificate of Public Convenience and Necessity
as a Reseller of Telephone Services

EXHIBIT E
TECHNICAL RESUMES

By:

Alejandro Sastre – Vice President
Azul Tel, Inc.
2200 South Dixie Highway, Suite 506
Miami, FL 33133

Juan Collins

Personal Data:

Email *juancollins@atelo.com*
Telephone *+54-11-48211511 (Matter)*
 +54-11-50131367 (Cellular)
 +1-703-972-0774 (Voice Mail and Fax)
Date of birth *24 of June of 1968*
Nationality *Argentinean*

Education:

1988 – 1991 *" National University of Rosario – Electronic Engineering"*
 Master Degree suspended career
1981 – 1987 *"Technical Institute Salesiano San José C-13"*
 Degree: Electronic Technician

Languages:

Spanish *Native*
English *Technical*

Professional Objective: *Following a challenging directive position, in which my previously experience of projects, operation, and sales will contribute to the success in a growing organization.*

Summary of professional experience

My professional telecommunications experience developed during a 12 year period within the company Microtrol Group of Argentina (www.microtrol.com.ar), where I was presented with many challenges and opportunities. Currently I am the Carrier Manager for South America for the international and national telecommunications company Telephone 2 (www.telephone2.com), a recently emerged competitive telecom carrier in the newly deregulated Argentine market.

Telephone 2

Carrier Services Manager

- *I give support to the different strategies of the company including the integration of new products onto the platform and the enhanced service offerings of Telephone 2.*
- *Contract negotiation to establish the installation of new POPs*
- *Negotiation of contracts and rate plans with alternative carriers to allow Telephone 2 to obtain the highest quality of service at the lowest price. Secondary duties include quality assurance and customer service for our customers.*
- *Responsible for the design and establishment of the Quality of Service standards for the VoIP network. I am also a certified Clarent engineer.*

Microtrol

Manager of Operations

- *Responsible of directing the activities of numerous managers of field projects.*
- *Leader of projects that imply Technical changes.*
- *The different activities included revision of work plan, logistical procurement, pre-implementation planning, installation coordination, and support for the voice and data telecommunications net*
- *Responsible of technical human resources, financial achievement goals, indulgence of p company policy and attention with the commitments of the client's satisfaction. (Customer Care).*
- *Development of strategies and tactics to manage multiple technical tasks.*

Member of the consultancy department

My previously experience allows me to offer technical advice, to develop and implement projects related with the optimization of integrated telecommunications data-net. The developed projects offer the best relationship cost - benefit in an efficient and innovative way.

The expansion capacity, flexibility and administration functions that allow the best use in the integrated nets of voice and data assuring. The consulting services in which I have a Know-how are:

- *Nets solutions for wide area (X25 and Frame Relay)*
- *Voice solutions and telephony over Ip nets (Voip).*
- *Selection of access products to nets of data.*
- *Administration of Snmp nets*
- *User's training*
-

Field Project manager

- *Provide, planning implementation, and support to several voice projects and data.*
- *Reports of site Survey, costs studies, design revisions, control reports and management activities related to the project.*
- *Network administrator for regional nets.*

I have managed great span projects since their gestation, having the capacity to handle multiple priorities. Among the most important I name the following ones:

1. *Implementation of an interconnection solution among bank branches (350 branches distributed in the whole region). Client: BAPRO (Banco de la Provincia de Buenos Aires) and RED LINK (automatic cashiers' Net). Implementation time: 30 days.*
2. *Migration of the reservation system of Aerolíneas Argentinas, of the Amadeus a Sabre in the whole country. (30 days, 140 locates, 2200 distributed equipments) Personnel's coordination of the ones ho made out the installations, control of the Help desk and administration of the installation in remote form. For the success of the project I had to interact with several companies: SABRE (USA), SITA (Argentina/USA), ADVANCE TELECOMUNICATIONS (Argentina) and AEROLINEAS ARGENTINAS (Argentina).*

3. *Design and Installation of the first net of Voip of Diveo in Argentina using Clarent technology.*
4. *Adaptation of the money tables functionality so that they operate in a net Voip with its banking branches.*
5. *Design of private X25 net for Central Hydroelectric or electric power supplying.*
6. *Voip tests in Comsat, Impsat, Telefónica, Advance, Telecom, Movicom laboratories and Alternative Net of Voip Clarent and Cisco equipments.*
7. *Design of telephonic Backup Solutions for entities that operates in X25 and needs a contingency system for the data transmission.*
8. *Design of X25 private net for load system of loads of Austral Airlines. (an Argentinean airline).*

Installation, Technical Support and Help Desk Manager

The tasks that I developed can be summarized in:

- *In charge of personal in national levels and in supervision of hired companies*
- *Customer Care Service.*
- *Permanent personnel training.*
- *Priority of tasks and human resources handling*
- *Methodologies and technical tools development that allow the remote attendance to devices installed at the client's branches.*
- *Reception of bugs reported by clients, confirmation of the existence of the flaw and internal report to the area of I&D for the solution. When receiving the I&D solution will proceed to solve the client's problem.*
- *Detected problems reports and solutions documentation.*
- *Generation of tasks reports.*
- *Generation of chronograms of preventive and correctives maintenances.*

Repairs and Production Manager

The tasks that I developed can be summarized in:

- *Control of time response.*
- *Encharged personnel training.*
- *Personal management.*
- *Contact with abroad suppliers for the materials purchase.*
- *Manage of readiness reports, stock and Rma.*
- *Priority of depending tasks agreement.*
- *Documentation of work methodologies.*
- *Analysis and selection of connectivity products.*
- *Search of alternative suppliers' of materials.*
- *Supervision and follow-up of quality and operation tests.*
- *Implementation of new tasks methodologies.*

Member of the investigation and Development Group (I&D)

The function of this section is to conceive and design new products in the transmission of data area.

My experience in this section is summarized in:

- *Write Firmware for different devices.*
- *Introduction of improvements of Hardware/Firmware in the existent developments.*
- *Approval of products, in different carriers or clients for a specify project.*

- *Teamwork.*
- *Generation of the necessary documentation so that other areas can produce the equipments in quantities, settings, and repairing.*
- *Training Human Resources for the handling of the new equipments.*
- *Analysis at the client's home for technical support.*
- *Handling of API's (Application Interface Program).*

Summary of Technical experience:

Experience in application Hardware

*Equipment handling for Frame Relay, X.25, HDLC, SDLC, R2, ISDN, SS7.
 Hardware development for data transmission, over processors Zilog Z80 and Intel 80186.
 Handling of relating norms to Interfaces: Rs232, Centronic, Rs485, Rs422, V35, IRC, E1.
 Handling of files Gerber and Excellon for the development of printed circuits in format RS274 and RS274X.
 Programming of electronic circuits as Eprom's, GateArray, Pal, Gal and Altera's.*

Specific Experience

Networking

- *Installation, configuration and support of Microsoft Windows 3.1/3.11/95/98/NT/2000, OS/2 and work stations DOS 6.22.*
- *Installation, configuration and support of Unix Sun Solaris*
- *Troubleshooting of X25 protocol.*
- *Implementation and installation of X.25/Frame Relay nets for different clients in the whole Argentina (Telecom. and Advance among the most important).*
- *Experience of different protocols (TCP/IP, PPP, Frame Relay, X.25, HDLC,R2,ISDN,SS7).*
- *Installation, configuration and routers support ACC, devices X25: Rad, Netcom, Sangoma, Eicon, Idea.*
- *Installation, configuration and support of IDEA products in Host ambient IBM 3270/5250.*
- *Installation, configuration and support of EICON SNA (software and Hardware) in environment Host IBM 3270/5250.*
- *Installation, configuration and support of the reservations system developed by Sabre Inc. for Aeronautic Airlines.*

ISP

*Installation and configuration of RAS devices (Remote Access Server), Dns Servers, and Ftp Servers.
 Basic knowledge of Microsoft SQL 7.0 and Oracle 8.1 databases.*

Telecom - IP Telephony

*Configuration, trace and analysis of protocols MFC-R2 /SS7 / H323 / MGCP
 Experience in installation of H.323, VoIP/VoFR devices.
 Experience in installation of Voip platforms using Satellites like IP connection.
 Installation experience in "billing" systems and prepaid cards for Voip platforms.
 Expert manager in Voip Cisco nets, Clarent and "Open H323" environment.
 Experience in Installation of NMS cards. Configuration and Start Up.*

Experience in use of Codec's, DSP and IVR.
 Experience in fine tuning of Voip net. Mensuration of Qos
 Experience in implementation of services in platform Voip
 Connection experience de Voip equipment with PBX through interfaces FXO, FXS and E1 (R2/SS7).
 Experience in platform Voip monitoring Clarent and Cisco platforms.
 Experience of Network Management using agents of SNMP.

Training

Training in installation and administration of the operative system DOS, XENIX, UNIX, OS2, NT	(INGENIERÍA & SISTEMAS)
Training for the development of communications application for POS (point of sale) OMRON.	(ARIGITAL - SYSTEM)
Course of CAT's programming (Validation of credit card) OMRON model CAT 90 and HYPERCOM T 7.	(ARIGITAL-SYSTEM)
Theoretical course and practique in recommendations X .3, X.25, X.28 , X.29 of C.C.I.T.T. and architecture O.S.I. for the design of nets for data transmission	(MICROTROL)
Start Up, configuration and installation of X25 device of MICROTROL, IDEA, EICON, CGS, MICOM, RAD y NETCOM.	(MICROTROL)
Course of Total Quality and ISO 9000.	(AGFA ARGENTINA)
Course of Administration Novell Netware 4.0.	(CTA - IBM)
Course of installation SNA Server 3.0	(IBM)
Course of configuration of router's ACC	(ACC)
Course theoretical of ISO 8583 (Banking card messages specifications)	(MICROTROL)
Course of ISOCOR product (X400).	(ISOCOR)
Course of Voip using CISCO solution	(TELEFÓNICA)
ISDN	(TELEFÓNICA)
MFCR2	(TELEFÓNICA)
SS7	(TELECOM)
Frame relay	(TELECOM)
ATM	(TELECOM)
Introduction to Voip architecture	(CLARENT)
Administration of Microsoft Windows NT 4.0.	(Reseller of MICROSOFT)
Introduction to Oracle: SQL y PL/SQL.	(Reseller of ORACLE)
Administration of Sun Solaris 8.	(IT College)

Professional Characteristics

- Open minded to face technical and markets changes.
- Natural disposition for human relationship and teamwork
- Natural response to different solutions alternatives.
- Natural personal leading skills
- Natural focused to customer care.

References

Eng. Héctor Ponce. Director of Sales -Clarent Corporation, Argentina-	Tel. +54-11-4341-4589
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Deepak Khugher

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deepak_khugher@hotmail.com

Accomplished programmer with 7 years of software development experience. Expertise in application and Internet software design, development, and testing. Looking for challenging programming assignments with Internet and client-server environments. Specialized expertise in Oracle database design, Perl /CGI, Java, Java Servlets, JSP, JDBC, JavaScript and HTML.

Skills

- Internet web design, database design, client-server two- and three-tiered systems.
- Expertise in Perl/CGI, Oracle – Developer 2000, SQL *Plus, PL/SQL, Java, Java Servlets, JavaScript, HTML, C, C++, HTML, Macromedia Drumbeat, Visual Basic 5.0, Rational ClearQuest and Apache/Jakarta Tomcat.
- RDBMS : Oracle 8.0/7.3/7.1
- **Data Modeling with ERwin 3.5 (Logic Works)**
- Operating Systems: Solaris 2.3-2.7, SCO Unix, Windows95/NT
- Expertise in version management using CVS

Education

Bachelor of Electronics Engineering (equivalent to BS in US), Nagpur University, India
Courses on Internet and Intranet programming
Diploma in RDBMS & Oracle

Experience

Pfizer, Inc., New London, CT
Consultant

March'00 – Present

Designed and developed the Protocol Administration intranet modules of Impala (TeleRandomization) project, for conducting clinical drug trails. Involved in complete life cycle of the project. Worked on data modeling and design using ERwin. Programmed extensive dynamic data driven Perl/CGI and Java Servlet interfaces along with HTML and JavaScript on UNIX platform. Protocol Administration included parameterization of protocol, screening/randomization of subjects, visit scheduling and drug shipment. Designed a browser to track all the activities. Also coded reports module and batch programs to trigger event-based reports. Involved in the development of the User system that included menu driven interfaces for actual run of the clinical study. Involved in coding PL/SQL procedures for projecting drug needs of the site. Involved in addressing user issues as needed.

Languages: Perl/CGI, Java, Java Servlets, JDBC, JavaScript, HTML, Oracle, ERwin, SQL Navigator, PL/SQL, CVS, IsoFax, Rational ClearQuest
Environment: UNIX, NT

forHealth Inc, New York, NY

July'99 – March'00

Consultant

Designed and developed the forChiropractic.com website, interfaces, and applications. Involved in data analysis and design of the database. Programmed extensive Java applications along with HTML and JavaScript on Unix and NT platforms. Web site included design and development of a Patient Tracking tool, an Online Vendor Interface for the Purchasing Department, and a chat/Bulletin Board to enhance patient-doctor interaction. Created Web-based query interfaces with JDBC. Coded user personalization and login features for the site. Programmed content management tool using Visual Basic

Languages: JAVA, Java Servlets, JavaScript, HTML, Oracle, Macromedia Drumbeat, Visual Basic
Environment: UNIX, NT

Professional Computer Services, New Delhi

July'96 – Jun'99

Asstt. Systems Analyst

Sales and Distribution Management System

Developed an application to handle the function of distribution for a publishing company. The objective of the system was to monitor distribution of magazine through subscribers and dealers network and billing management. The system also maintained customer database, dispatch of subscriptions and promotional material and generated custom sales reports. Designed and implemented Oracle database from the ground up. Also designed database maintenance scripts for taking backups of the database.

Languages: Java, Java Servlets, PL/SQL, Perl, Oracle

Environment: UNIX, Windows 95

Total Hospital Management System

Co-developed a system to customize the functions of personnel management, infrastructure management, patient reports management, equipment management and accounts and billing management. Programmed interfaces for maintaining record of doctors in the category of permanent and visiting doctors and further according to specialization. The system tracked the availability of resources against the patients admitted to the hospital. Coded PL/SQL procedures for generating duty timetable for staff and OT schedule. Coded batch programs to generate reports for maintaining stock at the store. Designed interfaces for patient billing and generated income reports on daily, monthly and annual basis.

Languages: Developer 2000, Forms 4.5, Reports 2.5, PL /SQL, Oracle

Environment: UNIX, Windows NT

Share Management and Transfer System

Designed a system to automate the process of share management and transfer. Programmed interfaces for invitation and processing of applications, generation of folio number and issue of share certificates in different categories or refund in case of over subscription or irregularities and broker management. The system generated a number of reports for issue of certificates, checks for refund, dividend and brokerage and letters for communication with the shareholder. Responsible for maintenance of database, performance monitoring and fine tuning of the database and planning backup & recovery strategies for the database.

Languages: Developer 2000, Forms 4.5, Reports 2.5, Oracle

Environment: Windows NT

Management Information System

Team member of a complete management information system. Involved in the design of personnel management module for maintaining the database of employees, salary structures, loan advances, attendance record and abstract of all employees. The payroll module generates payrolls with details of basic, DA, HRA, TA, performance allow., medical allow., commissions taking into account deductions for leave, PF, installment of loan advances and tax deduction at source.

Languages: Developer 2000, Forms 4.5, Reports 2.5, Oracle

Environment: UNIX, Windows NT

ATC of CMC Ltd., New Delhi

Faculty Member

June'95 – July'96

Primarily responsible for providing software education and training. Also designed and developed an In-house project for maintaining student information.

Training Centre Management System

The project involved developing a system for a software training institute. The system included modules for student management, library management and fees management. Designed intensive interfaces for maintaining database of students, fees collection, distribution of courseware, attendance records, schedule for different subjects, details of test conducted and generating transcripts. Coded PL/SQL procedures for weekly timetable for different batches. Was involved in library management module and coded interfaces for maintaining details of books in the library, issue / receipt of books and report generation for defaulting students.

Languages: Oracle, Visual Basic 5.0, Crystal Reports

Environment: Unix, Windows 95