

EXHIBIT H

Prefiled Testimony of Michael Danis

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**BEFORE THE
ILLINOIS COMMERCE COMMISSION**

Xclutel, LLC

Application for a Certificate of
Local and Interexchange Authority
to Operate as a Reseller of
Telecommunications Services
throughout the State of Illinois.

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Docket No. 09-0509

PREFILED TESTIMONY OF MICHAEL DANIS

Q. PLEASE STATE YOUR NAME AND BUSINESS ADDRESS.

A. My name is Michael Danis. My business address is Xclutel, LLC located at 247
Lakeland Drive, Palos Park, IL 60464

Q. BY WHOM ARE YOU EMPLOYED AND IN WHAT CAPACITY?

A. I am employed as the Owner and President of Xclutel, LLC

Q. WHAT IS THE PURPOSE OF YOUR TESTIMONY?

A. The purpose of my testimony is to provide evidence regarding the financial, technical,
and managerial abilities of Xclutel, LLC to provide high quality, competitively priced
telecommunications services in Illinois and to describe the services Xclutel, LLC
proposes to offer.

1 **Q. PLEASE GIVE A BRIEF DESCRIPTION OF YOUR JOB RESPONSIBILITIES,**
2 **YOUR BACKGROUND, AND YOUR EXPERIENCE.**

3 **A.** I founded Xclutel, LLC this year after 20 Years of experience owning and operating
4 several businesses. I have developed experience in management, customer service,
5 collections, sales, sales support and acquisitions. I have 4 years of industry specific
6 experience that will ensure that Xclutel is a success.
7

8 **Q. DESCRIBE THE GENERAL STRUCTURE OF THE COMPANY?**

9 **A.** Xclutel, LLC is an Illinois Limited Liability Company formed on September 30, 2009. I,
10 Michael Danis, own Xclutel, LLC, 100%.
11

12 **Q. DESCRIBE XCLUTEL, LLC's SERVICES AND HOW THE COMPANY**
13 **INTENDS TO PROVIDE THEM.**

14 **A.** Xclutel, LLC proposes to provide competitive local exchange services, intrastate long
15 distance, Internet access, as well as dedicated access services including Private Lines
16 from points of origin within the State of Illinois to points of destination within the State
17 of Illinois. Xclutel, LLC markets to business customers primarily. Xclutel's services
18 will be provided twenty-four hours a day, seven days a week. Xclutel is a switchless
19 reseller and will not own or operate any transmission facilities or switching equipment
20 located in the State of Illinois. Xclutel will utilize AT&T Illinois as its primary
21 underlying carrier. The carrier will perform all long distance switching and transmission
22 functions on behalf of Xclutel. Xclutel's underlying carrier will also provide the
23 company with call detail records for use in rating and billing monthly service usage.

1 Customers will receive billing for Xclutel's services from Telebill, Inc. Xclutel's
2 underlying carrier will provide the daily transfer of a data file containing customer call
3 detail. This information will be used to rate each call and create each month's billing
4 detail. Long distance usage will be billed in arrears. Local service charges will be billed
5 in the month that service was rendered.

6
7 **Q. PLEASE PROVIDE THE STATES WHERE XCLUTEL, LLC HAS RECEIVED**
8 **CERTIFICATION AND THOSE STATES IN WHICH APPLICATIONS FOR**
9 **CERTIFICATION ARE PENDING.**

10 **A.** Xclutel, LLC is a new company and is not currently certified in any jurisdictions.
11 However, Xclutel is currently working on opening its operations into seven states which
12 include: California, here in Illinois, Indiana, Michigan, New York, Texas and Wisconsin.

13
14 **Q. HAS XCLUTEL, LLC EVER BEEN DENIED CERTIFICATION BY ANY STATE**
15 **OR EVER HAD ITS CERTIFICATION REVOKED?**

16 **A.** No.

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20 **Q. HOW ARE CUSTOMER QUESTIONS AND INQUIRES HANDLED?**

21 **A.** Personnel will be available twenty-four hours a day, seven days a week to respond to
22 service and billing problems. Customers will be able to reach our Customer Service
23 Department through the main number of (708) 275-7524.

1 **Q. DESCRIBE XCLUTEL, LLC'S FINANCIAL ABILITY TO PROVIDE RESALE**
2 **TELECOMMUNICATIONS SERVICES.**

3 **A.** Xclutel has received the capital required to enter the Illinois market through personal
4 investment. Our plan is to build our customer base and liquidity before making any
5 major purchases. With respect to Illinois, minimal capital investment is required from
6 Xclutel, LLC for entering the Illinois market. Costs are limited to the cost of certification
7 and initial marketing. Additional costs incurred by Xclutel for Illinois customers will be
8 incremental per-call costs assessed by its underlying carriers for switching and
9 transporting calls. These costs will be directly recovered in the rates charged to Xclutel's
10 customers.

11
12 **Q. HOW DOES XCLUTEL, LLC INTEND TO MARKET ITS SERVICES IN**
13 **ILLINOIS?**

14 **A.** Xclutel, LLC intends to initially market its services throughout the State of Illinois via
15 our direct sales force as well as print, radio, and television advertising.

16
17 **Q. ARE YOU FAMILIAR WITH THE TERM SLAMMING, AND IF SO, WHAT**
18 **WILL YOUR COMPANY DO TO PREVENT SLAMMING?**

19 **A.** Yes, I am familiar with the term and the meaning of slamming. Our company will take
20 all necessary measures in order to prevent slamming, including securing a signed letter of
21 authorization from all pre-subscribed customers prior to commencing service. All
22 marketing will be done in accordance with all applicable state and federal regulations.

1 **Q. BRIEFLY DESCRIBE XCLUTEL LLC'S TARIFFS.**

2 **A.** Xclutel's tariffs contain the rules, regulations and rates for services offered by the
3 company which fall within the Commission's jurisdiction. Xclutel's proposed tariffs
4 fully describes each of the products offered by the company and clearly state the rates
5 associated with each product.

6
7 **Q. HOW WILL THE PEOPLE OF ILLINOIS BENEFIT FROM XCLUTEL, LLC'S**
8 **SERVICES AND PRESENCE IN ILLINOIS?**

9 **A.** Certification of Xclutel, LLC will enhance telecommunications competition in Illinois.
10 Competition encourages technological innovation and efficient use of resources.
11 Increased competition has proven to benefit consumers by providing a wide variety of
12 services and processes from which consumers can choose. Certification of Xclutel, LLC
13 will provide Illinois consumers with a wider choice of services and providers from which
14 to select their telecommunications service.

15
16 **Q. DOES THIS CONCLUDE YOUR TESTIMONY?**

17 **A.** Yes.