

BEFORE THE PUBLIC SERVICE COMMISSION OF UTAH

In the Matter of the Application)
of Vesta Solutions, Inc.)
for Certificate of Public) **DOCKET NO. _____**
Convenience and Necessity to Provide)
Telecommunications Services)
In the State of Utah)

**APPLICATION FOR CERTIFICATE OF
PUBLIC CONVENIENCE AND NECESSITY**

Vesta Solutions, Inc. (“Vesta” or “Applicant”) by its undersigned counsel and pursuant to Chapter 8b of Title 54 of the Utah Code, Utah Admin. Code §§ 746-100 *et. seq.*, and the rules and regulations of the Utah Public Service Commission ("Commission"), hereby respectfully applies for a Certificate of Public Convenience and Necessity to Provide Telecommunications Services in the State of Utah. The Applicant submits the following information in support of this Application:

I. GENERAL INFORMATION

A. The name and address of the Applicant are:

Applicant: Vesta Solutions, Inc.
Address: 42505 Rio Nedo, P.O. Box 9007, Temecula, California 92590
Telephone: (951)719-2120
Facsimile: (951)296-2727
Toll Free: 1-800-491-1734
Website: <http://www.vestapublicsafety.com/>

B. The Name under which the Applicant will provide service is:

Vesta Solutions, Inc.

II. CONTACT INFORMATION

A. Correspondence or communications pertaining to this Application

should be directed to:

Wesley K. Wright
1001 G Street NW, Suite 500 West
Washington, DC 20001
Tel: (202)434-4239
wright@khlaw.com
Attn: Wesley K. Wright

B. Questions concerning Applicant's ongoing operations and regulatory

compliance should be directed to:

Paula N. Pileggi
42505 Rio Nedo, P.O. Box 9007
Temecula, CA 92590
Tel: (951)719-2120
paula.pileggi@motorolasolutions.com
Attn: Paula N. Pileggi

C. Customer inquiries and complaints should be directed to:

Paula N. Pileggi
42505 Rio Nedo, P.O. Box 9007
Temecula, CA 92590
Tel: (951)719-2120
paula.pileggi@motorolasolutions.com
Attn: Paula N. Pileggi

III. R746-349-3 FILING REQUIREMENTS

1. R746-349-3(A)(1), Technical, Financial, and Managerial Abilities: The technical, financial, and managerial abilities of the Applicant are stated in the body of the Application and included in the Exhibits hereto.
2. R746-349-3(A)(2), Proof of Bond in the Amount of \$100,000: Applicant does not plan to collect customer deposits or offer any local access line (dial tone) services

in the State of Utah. Accordingly, Applicant hereby respectfully requests a waiver of this bond requirement.

3. R746-349-3(A)(3), Construction or Acquisition of Facilities: Applicant does not currently own facilities or property in the State of Utah, but will acquire or construct facilities in the state as necessary in order to provide its services. To facilitate deployment of services, Applicant intends to obtain interconnection agreements and/or other agreements with competitive carriers or incumbent local exchange carriers, as permitted under the federal Telecommunications Act of 1996, 47 U.S.C. § 251(c).

4. R746-349-3(A)(4), Services to be Offered

a. R746-349-3(A)(4)(a), Classes of Customers: Applicant plans to serve and work collaboratively with potential Public Safety Answering Points (PSAPs), VoIP providers, Incumbent Local Exchange Carriers (“ILEC”), wireless providers, Competitive Local Exchange (“CLEC”) carriers, and/or other local 9-1-1 authorities. The Company plans to serve PSAPs who seek to transition from their existing legacy network to an NG9-1-1 network or who seek network components in connection with their 9-1-1 call handling systems.

b. R746-349-3(A)(4)(b), Location of Service: Applicant proposes to offer 9-1-1 emergency services throughout the State of Utah. Applicant seeks statewide authority.

c. R746-349-3(A)(4)(c), Services Offered: Applicant proposes to offer 9-1-1 emergency services to government and quasi-government PSAPs. The Vesta portfolio of NG9-1-1 emergency services includes Internet Protocol (IP) based 9-1-1 call routing,

database services, database management, and network services to promote advancement and migration of PSAP networks in Utah to the NG9-1-1 architecture.

5. R746-349-3(A)(5), Access to Standard Services: Applicant does not intend to provide local access line (dial tone) services. As such, Applicant will not be providing access to local exchange, toll, operator services, directory assistance, and directory listings. Applicant intends to provide 9-1-1 emergency services, including NG9-1-1 services, to government and quasi-government PSAPs as stated in R746-349-3(A)(4)(c).

6. R746-349-3(A)(6), Implementation Schedule: Upon receipt of authority from the Commission, Applicant intends to initiate its operations in the State of Utah. However, initiation of its operations will first require successful negotiation of interconnection agreements with ILECs, including successful completion of the installation and/or procurement of any facilities needed to offer services in the State of Utah. The timing needed to complete such actions may vary, thus no firm timeline has yet been established. Applicant seeks certification for delivery of 9-1-1 services to government or quasi-government entities. Applicant does not intend to provide dial tone services to any customers in Utah.

7. R746-349-3(A)(7), Managerial Personnel: Applicant's management team is currently based in Temecula, California. Responsibilities for operations in Utah will be handled by Applicant's current management team. **EXHIBIT A** provides summaries of the professional experience and education of all managerial personnel who will have responsibilities for the applicant's proposed Utah operations.

8. R746-349-3(A)(8), Employee Organization Chart: The organizations that will be responsible for the day-to-day management of the Utah operations will include our

Network Operations Center (NOC), our Project Management team, and our support team. Individual members of those teams can vary. Following receipt of certification, Vesta will provide a current organizational chart listing all employees working or that plan to be working in or for Utah operations, including their job titles. **EXHIBIT A** provides current information on Applicant's management team.

9. R746-349-3(A)(9), Chart of Accounts: Applicant requests the requirement for a chart of accounts to be waived, or in the alternative, that the Commission accept the SEC approved financial report documents, as provided in **EXHIBIT B**.

10. R746-349-3(A)(10), Financial Statements: Applicant is a wholly owned subsidiary of Motorola Solutions (“Motorola”; NYSE: MSI) and its financial results are reported on a consolidated basis with those of Motorola. Attached as **EXHIBIT B** is Motorola’s latest audited SEC Form 10-K, consolidated balance sheets, and income statements. Additionally, the SEC Form 10-K includes certifications from management attesting to the accuracy, integrity and objectivity, and that the statements were prepared in accordance with GAAP. Applicant is not a start-up company.

11. R746-349-3(A)(11), Financial Statements: **EXHIBIT B** provides the most recent audited SEC Form 10-K, consolidated balance sheets, and income statements.

12. R746-349-3(A)(12), Five-year projection of expected operations.

a. R746-349-3(A)(12)(a), Income and cash flow statements: **EXHIBIT B** includes income and cash flow statements.

b. R746-349-3(A)(12)(b), Types of technology to be deployed in Utah: The VESTA portfolio of NG9-1-1 services is designed to make it easier to move from the current legacy 9-1-1 system to an NG9-1-1 system. PSAPs routinely require public safety

communications technologies that are dynamic and can adapt to technological advancements for many years to come. As part of the VESTA portfolio of services, VESTA offers:

1) **Routing** – 9-1-1 geospatial and tabular routing including PIDF-LO and Automatic Number Identification (ANI), a public safety grade, specialized managed network for processing 9-1-1 calls that allows the PSAP to accommodate new technologies while simultaneously enabling more control over 9-1-1 call routing operations. VESTA's 9-1-1 routing service delivers emergency calls from both traditional and non-traditional voice networks. In addition to accepting traditional TDM voice traffic from OSPs, VESTA's 9-1-1 Routing Service also accepts IP-based call delivery from OSPs. Features available for the 9-1-1 tabular routing service include ANI, selective routing, and various PSAP-to-PSAP transfer options, regardless of the PSAP's underlying network.

2) **Automatic Location Identification (ALI)** – VESTA's ALI-related service offering includes Master Street Address Guide (MSAG) Management, database standards compliance, subscriber record management, ALI database updates, ANI/ALI discrepancy resolution, misroute resolution, No Record Found (NRF) resolution, ALI delivery, data support of wireless and VoIP 9-1-1, and ALI metrics reporting.

3) **Network Elements** – VESTA's network includes redundant IP transport from VESTA's routers, which are housed in third-party data centers, to the PSAPs. Each PSAPs will receive redundant IP connectivity when possible. The call is delivered to the PSAP's call handling system. The VESTA offering includes acquisition of the ingress network – including aggregation and grooming – to the VESTA data centers from a point of interconnection within the PSAP's LATA boundaries. The VESTA solution also includes support for PSAP-to-PSAP call transfers. The VESTA solution utilizes a redundant, secure

IP infrastructure. Facilities are geographically diverse and are equipped with physically redundant data communications and power equipment that allow for continuous operation and reliability.

c. R746-349-3(A)(12)(c), Maps of proposed locations of facilities:

Applicant has not identified proposed locations of facilities; however, as addressed above, Applicant is requesting statewide authority to allow flexibility based on customer demand.

13. R746-349-3(A)(13), Implementation Schedule: Upon receipt of authority from the Commission, Applicant intends to initiate its operations in the State of Utah. However, initiation of its operations will first require successful negotiation of interconnection agreements with ILECs, including successful completion of the installation and/or procurement of any facilities needed to offer services in the State of Utah. The timing needed to complete such actions may vary, thus no firm timeline has yet been established. Applicant seeks certification for delivery of 9-1-1 services to government or quasi-government entities. Applicant does not intend to provide dial tone services to any customers in Utah.

14. R746-349-3(A)(14), Technical and Managerial Abilities: Applicant's officers have the necessary managerial and technical capabilities necessary to provide local exchange telecommunications services in the State of Utah. Applicant has received certification in Florida, Maryland, New Jersey, New York, North Carolina, Pennsylvania, South Carolina, Texas, Virginia, and California. **EXHIBIT C** provides proof of certification. Applicant's management team has extensive experience in the telecommunications industry. **EXHIBIT A** provides the biographical information and technical qualifications of management.

15. R746-349-3(A)(15), Public Interest Statement: Applicant maintains that the issuance of a Certificate of Public Convenience and Necessity (CPCN) is in the public interest. Applicant seeks to secure a CPCN primarily to offer 9-1-1 emergency services to government and quasi-government Public Safety Answering Points (PSAPs) throughout Utah. Issuance of a CPCN will accelerate the development and deployment of Next Generation 911 services and promote more robust public safety offerings that will benefit and protect Utah residents.

16. R746-349-3(A)(16), Authority to Do Business: The Applicant's Certificate of Existence from the Division of Corporations and Commercial Code of the State of Utah is attached as **EXHIBIT D**.

17. R746-349-3(A)(17), Unauthorized Switching or other illegal activities: Applicant does not provide dial tone services, thus applicant has not received complaints or investigations of unauthorized switching, otherwise known as slamming, or other illegal activities in any jurisdiction.

18. R746-349-3(A)(18), Statement about Applicant's Written Policies Regarding the Solicitation of New Customers and Description of Efforts made By Applicant to Prevent Unauthorized Switching of Utah Local Service By the Applicant, Its Employees or Its Agents: As discussed previously, Applicant does not provide dial tone services nor does Applicant have any direct contact with end-user/dial tone customers. Applicant intends to serve governmental and quasi-governmental PSAP entities. Thus, unauthorized switching of end-user customers is not applicable to Applicant.

Respectfully submitted,
this XXth day of June, 2018

By _____

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Counsel for Vesta Solutions, Inc.

LIST OF EXHIBITS

EXHIBIT A	Applicant's Managerial Personnel
EXHIBIT B	Financial Statements
EXHIBIT C	Certifications from Other Jurisdictions
EXHIBIT D	Certificate of Registration