

A3

Telecom, Inc.

“Anytime, Anywhere, Anything”

COMPANY PROFILE

A3 Telecom, Inc. (A3 Telecom) is widely recognized as being the leading provider of high quality, sub-contract based, NEC NEAX 2400 engineering and technical support. As an authorized Sub-Contracting & Partner of many NEC Dealers, A3 Telecom’s business does not have them selling, providing services to end-user’s at the retail level, or competing with NEC or any authorized Dealer, but instead, has them augmenting and strengthening (on a contract basis) the capabilities of the organizations selling and supporting the NEAX 2400 product line and peripherals.

A3 Telecom was incorporated in 2003 after Mike Lopata and Bill Whitney fulfilled the non-compete obligations associated with the sale of their previous company, Tele-Contracting Specialists, Inc. (TSI) to Eschelon Telecom, Inc.

Like many organizations, A3 Telecom’s history and roots lie in a previous venture which formed the basis and identity for what it does today. That previous venture was TSI, an extremely well known and highly respected privately held corporation (which had offices in Seattle and Portland) that performed telecommunications contract work across the United States, Caribbean, Mexico, and Western Europe. Before the sale of TSI to Eschelon Telecom, TSI was recognized as being a leading NEC engineering and operations powerhouse. TSI was incorporated in September, 1986 and the corporate founder and President was Michael Lopata. To date, including Mike’s time as a Business Unit President and inside shareholder of Eschelon Telecom, Mike has 33+ years experience vested in the telecommunications industry and at one time or another has successfully held virtually every job classification and position in the interconnect industry.

William S. (Bill) Whitney joined TSI in 1988 as the corporate Vice President. Mr. Whitney had also risen through the ranks and to date has over 32 years experience in the telecommunications industry with heavy emphasis in the operations, technical engineering, and project management areas. Like Mike, Bill had served with several notable companies before joining TSI.

Over the years, Mike and Bill pioneered and were known as having built and managed the NEAX 2400 A3 Team . . . Anytime, Anywhere, Anything. Upon being able to start another telecommunications business, it seemed appropriate for them to use the A3 tagline as the basis for the new company’s name. A3 Telecom’s business is based upon the quality engineering, installation, upgrade, and repair of NEC NEAX 2400

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telephone switching systems. In 2007, with the addition of several additional engineers to the staff, A3 Telecom has broadened its support offering to include the NEC IPS and IPK lines, and the NEC AD-XX and AVST Voicemail lines. To date, A3 Telecom team members have completed major telecom related activities in 75+ major cities in 30+ states as well as in several foreign countries.

In addition to 100's of installations being completed in A3 Telecom's Pacific Northwest home base, project site locations range from California, Alaska and Hawaii in the West, to New York, Pennsylvania, North Carolina and Florida in the East. Foreign installations and engineering have been completed in Europe, Africa, Mexico, Barbados, Puerto Rico, Martinique, Canada, and Guam.

A3 Telecom has the unique distinction of being able to deliver to the jobsite a very high level of NEC switching systems technical expertise. This knowledge and ability comes from extensive and exhaustive hands-on, working experience with single PIM SIM's through multi-wall UMG's through SV7000's and IPTel / IP Networking (CCIS and Fusion) implementations. The scope of work included in these projects includes:

- * Project Management;
- * Pre-Sales Design, Engineering, and Competitive Partnering & Pricing Assistance;
- * Complete Turnkey Switch Installations and Upgrades;
- * Routine, Emergency, and Disaster Recovery Repair Tasks;
- * Technical Training and Textbook & Course Development;
- * Consultations and Technical Assistance to Manufacturing Engineers; and
- * Consultation Engineering with both End-users, Dealers and Vendors.

Specific switch applications fall within the spectrum of:

- * General Business;
- * Hotel/Motel;
- * Healthcare & Hospitals;
- * ACD/MIS;
- * Multi-tenant;
- * College & University;
- * Major Networks; and
- * Fusion/CCIS/IPTel.

A3 Telecom has found a particular niche in the market and is recognized as a dominant resource in the design, installation, and repair of Hotel/Motel, Hospital, University, ACD/Call Center, Fusion/CCIS, and IPTel switching networks. A3 Telecom team members are certified on virtually every NEC key and switching system which has been manufactured for use in North America since 1972. Included in this impressive list are the 120 and 4-09 crossbars; the Patrician Communicators; the Electra Key and Hybrid

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Key Systems; the Professional Key Systems; the IPK and IPK Systems; the NEAX 12 and 22 series; and of course the NEAX 2400 series.

The following list provides a limited, representative look at some of the end-user organizations and sites where A3 Telecom engineers have completed significant projects:

AAA of America	Holland America Line	Salem Hospital
Alaska Airlines	Integra Telecom	San Diego Union Tribune
Albany School District	Landstar Truck Line	Sanjo Fisher Corporation
America West Airlines	Lattice Semiconductor	Seattle Post Intelligencer
Andrews Air Force Base	Lewis & Clark College	Seattle Public Schools
Clark County Utilities	Maxicare Healthplans	Starbucks Coffee Company
Coeur d'Alene Resort	Metro Goldwyn Mayer	SW Washington Med Center
Columbia Sportswear	MGM / Mirage	Teradata Corporation
Corporate Express	Muzak	The Phoenician Resort
Doubletree Hotels	Northwest Hospital	United Airlines
EDS / Delco Electronics	Peninsula Hospital	University of Portland
Embassy Suites Hotels	Phillips Hotel Group	University of Washington
FEI Corporation	Portland Comm. College	US Airways
Fletcher General Const.	Red Lion Hotels	Vanderbilt University
General Motors Corp.	Sacred Heart Hospital	Washington State University
Hilton Hotels	Saint Josephs Hospital	Williams Telecom
Hyatt Hotels	Saks Fifth Avenue	Windstar Cruise Line

Thank you for your interest and consideration. I hope this information provides you with some insight as to who A3 Telecom is and what it does. Please feel free to contact me any time at 206-510-0399 or via email at: mike.lopata@a3telecom.com if you would like to discuss any of the information provided or if you feel we can help your organization in any way.

Sincerely,

A3 TELECOM, INC.

Michael D. Lopata
President