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April 21, 2006

Dear Mr. Sansome,

I would like to thank you and Optimized Telecom Solutions for your excellent work in getting our Miami office's telecom expenses back under control.

I would have to admit that at first I was doubtful that you would be able to reduce our expenses by the 18% - 28% you had first estimated, so I was positively taken aback when you actually realized savings of almost 50%!!

As Southeast Region Business Manager, I oversee 3 additional offices and will be sure to not only leverage your services to review these other offices' telecom expenses but also to speak to my peers in our other geographical regions and recommend they speak to you about reviewing their regional telecom expenses.

Telecom spending is a very significant and much overlooked operational cost of most businesses, and despite my very best intentions, managing this cost effectively is something that neither I, nor I suspect my peers, have had the time or expertise to do so effectively. I am only sorry that we didn't learn of and sign up for your contingency-based review services earlier, as every month we have been pushing off completing this analysis has been another month our bottom line and margins have suffered unnecessarily.

Thanks once again, and rest assured, we will be in touch!!

Sincerely,

Kevin Treusch  
Southeast Region Business Manager  
Edwards & Kelcey, Inc.