

# *DO YOU HAVE THE* **RESOURCES TO RESPOND?**

In recent years, the IS world has witnessed a proliferation of new networking technologies: ATM, Layer 3 switching, Gigabit Ethernet, XDSL, intranets, extranets, and VPNs just to name a few. As a result, it takes an ever-increasing degree of technical expertise to not only determine the best network architecture for your organization now, but also for its future.

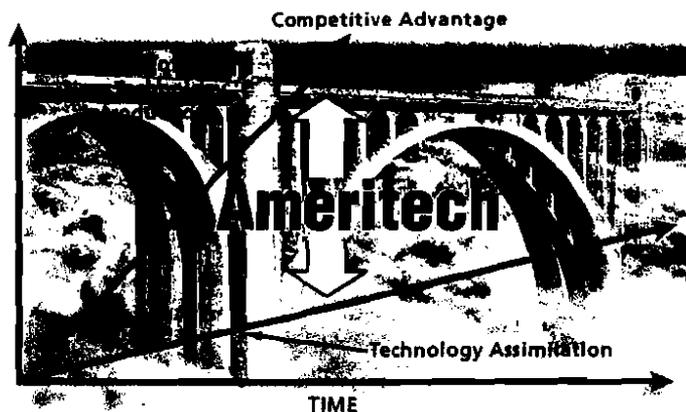
Do you have the resources to ensure your network is up to the task? Can you afford to retain and maintain such highly specialized technical expertise? Does your IS group have the right skill sets, the right training, the right tools?

As enterprise networks continue to grow, even the largest organizations may find themselves understaffed and under-trained. They discover they're lacking the people or expertise to implement new technologies simultaneously at multiple locations.

Ameritech realizes that your internal network resources may need to be supplemented by an experienced team of professionals that allow your network projects to be completed faster and within budget. An experienced integrator gives your organization the opportunity to quickly generate results and enhance your competitive edge.

## *BRIDGING THE GAP.*

In the midst of change, a related concern for businesses is the time it takes to assimilate a new technology. Dataquest suggests that as information technologies become increasingly complex, IS professionals often require more time to get up to speed. However, they have progressively less time to acquire this critical expertise before the arrival of the next new technology. Ameritech can step in and bridge this assimilation gap by providing IS staff guidance and engineering support on an as-needed basis. New systems and applications can then be utilized as soon as they're deployed, enhancing your organization's competitive advantage.

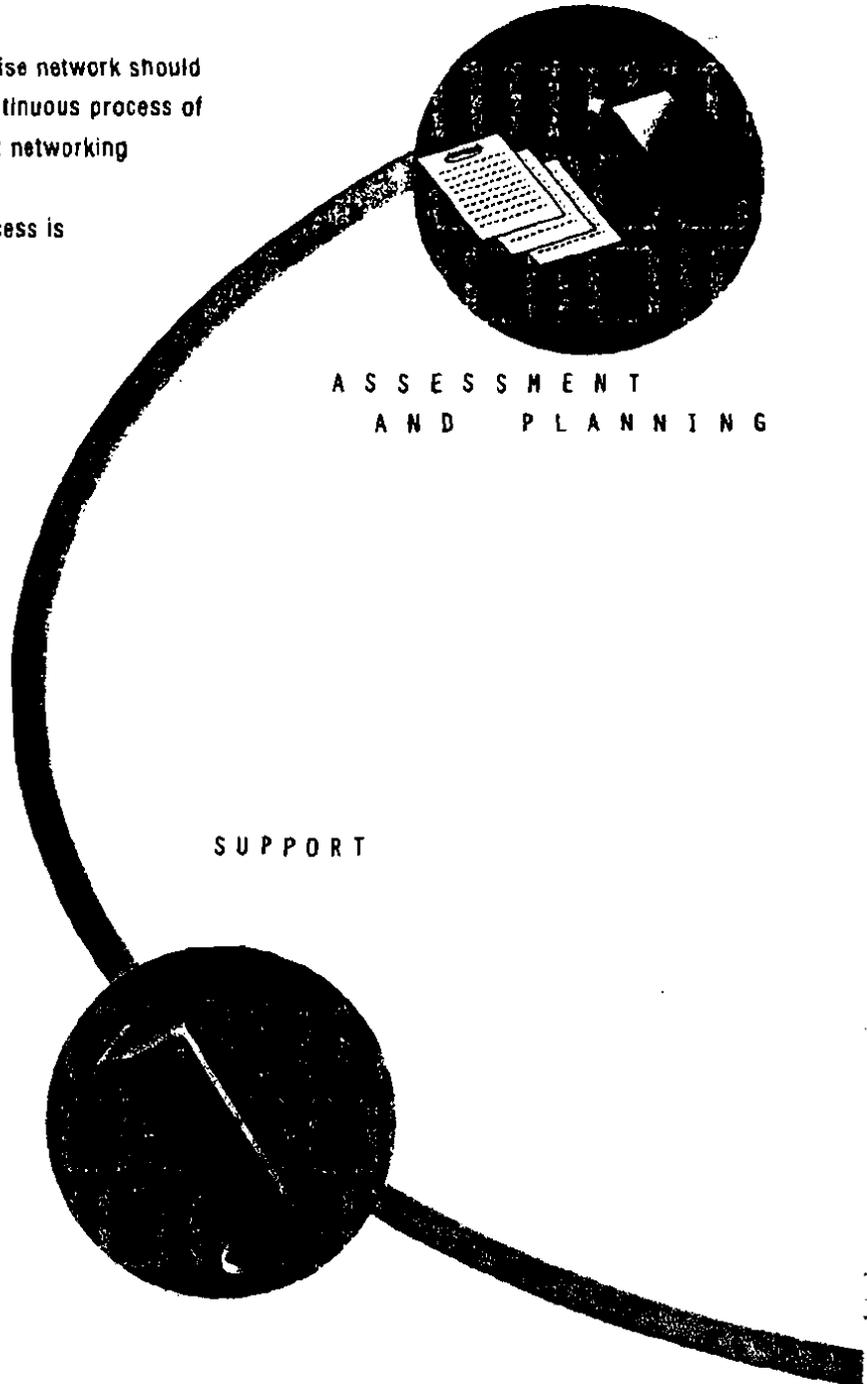


*CONSIDER THE VALUE OF A*  
**FULL LIFE CYCLE**  
*NETWORK INTEGRATOR.*

To meet your changing business requirements, the enterprise network should be viewed as a dynamic, evolving system engaged in a continuous process of improvement. At any corporation, at any moment, different networking initiatives are at different stages of development.

Thus, what is increasingly needed for networking success is a network integrator: a single, accountable resource with international scope plus the proven ability to support and coordinate each step of an enterprise-wide solution from design to support.

Successful networking also requires an intimate grasp of your organization's information flow. With this knowledge, network experts can construct a customized solution that addresses your particular business requirements without over- or underbudgeting.



# CONSIDER AMERITECH.

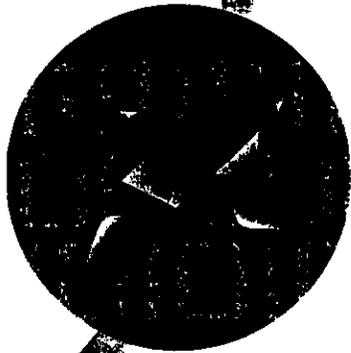
There are many IT providers who claim network integration expertise. However, only Ameritech offers your organization multivendor integration experience, proven systems solutions, and international logistics capabilities.

As a single, independent point of contact for all your networking needs, Ameritech draws on years of experience plus extensive research from our Interoperability Lab. Our ability to address complex connectivity issues is unsurpassed.

Flexibility also allows our networking professionals to step in at any project development stage and provide prompt, comprehensive assistance. From assessment and planning to network support, we're geared to help you every step of the way.

Unlike many IT providers, we don't simply supply our clients with "off-the-shelf" services. We deliver unique solutions to meet specific business needs. Our customized solutions can be implemented today, with the capacity to migrate to new technologies tomorrow.

S O U R C I N G

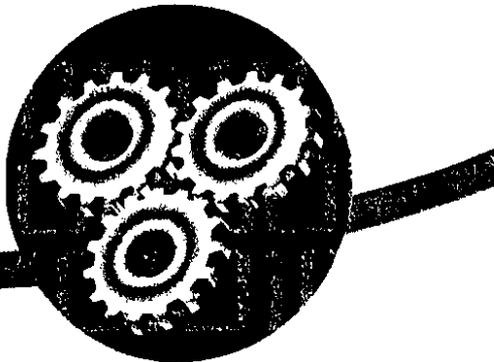


*THERE ARE FORMIDABLE CHALLENGES AT EVERY PHASE OF THE NETWORK LIFE CYCLE. THE FOLLOWING PAGES PRESENT SOME OF THE WAYS AMERITECH CAN HELP.*



D E S I G N

D E P L O Y M E N T  
A N D I M P L E M E N T A T I O N



## *KEY ATTRIBUTES OF A "BEST OF CLASS" CONSULTANT.*

The Meta Group recently identified the primary criteria that distinguish an outstanding IS consulting organization.

### **Technological expertise.**

Ameritech's engineering team spends at least 20% of their time in training. Plus, our networking knowledge is constantly augmented by close ties with leading manufacturers, feedback from our Customer Support Center, and independent findings from our multimillion dollar Interoperability Lab in Mount Prospect, Illinois.

### **Proven, consistent processes.**

Ameritech employs a number of time-tested methodologies to assist thousands of clients daily. Our approach to project management and logistics continues to set the standard for the industry.

### **Scalable, sustainable resources.**

Our deep financial and human resources, including a seasoned team of systems, network, and professional services engineers, give us the versatility to keep pace with your growing needs.

### **Flexibility to go beyond project scope.**

If further needs are identified during any phase of planning or development, we have the depth of resources and experience to successfully complete the project.

### **Willingness to transfer knowledge.**

Ameritech is not an outsourcing organization—we complement your IS resources by providing professional support to your staff. Our business is built on sharing expertise with our clients to help them implement their networking initiatives.

### **Key partnerships in place.**

Since we maintain daily relationships with the leading IT manufacturers, you have a single source you can rely on for rapid answers and independent advice.

*ASSESSMENT AND PLANNING:*



*LAYING THE*  
**FOUNDATION FOR SUCCESS.**

At Ameritech, we know it's difficult to determine the proper direction an enterprise network should take. It requires considerable knowledge of a client's business strategies and information needs as well as a solid understanding of all available technologies. That's why we strive to learn as much as possible about the issues you confront daily, even before you consider making a network upgrade.

You see, we want to get involved. We welcome the opportunity to collaborate with your IS group in the early

stages of application selection and development. The more we learn about your business, the better prepared we'll be to support you.

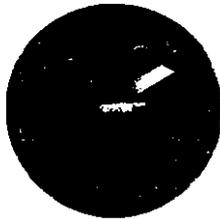
To initiate the process, key members of our engineering team can conduct a detailed analysis of your existing network. They'll show you where you stand today and how to leverage your technology investment tomorrow.





ELECTRONIC COMMERCE

*DESIGN:*



## ANTICIPATING *WHAT'S* NEXT.

Network convergence. Virtual private networks. Electronic commerce. Enterprise Resource Planning. To many organizations, the impact of implementing such technologies on their existing network is uncertain at best.

We also know that achieving the highest possible speed and bandwidth enterprise-wide isn't always the key to networking success. Our mission is not to maximize network performance everywhere, but to optimize it to satisfy each workgroup's anticipated requirements. For example, a design engineering division may rely heavily on multimedia applications, while an overseas subsidiary's networking requirements are considerably less graphics-intensive. By applying this kind of pragmatic thinking, we can design the most cost-effective solution for your business.

Ameritech supports this phase of the network development process with services that go far beyond design from

a detailed analysis of your current network to an in-depth assessment of security risks and vulnerabilities.

When your network architect is Ameritech, you can also rest assured that the solutions we recommend will perform according to plan. That's because they're backed by rigorous research and testing. At our multimillion dollar Interoperability Lab, our engineers conduct proof-of-concept testing to determine how networked, multivendor technologies will perform. The latest equipment, cable, and software applications are mixed, matched, and evaluated from end to end.

This unique capability frees our clients from having to test possible solutions on their own "live" networks, saving themselves significant time, money, and aggravation.

*SOURCING:*



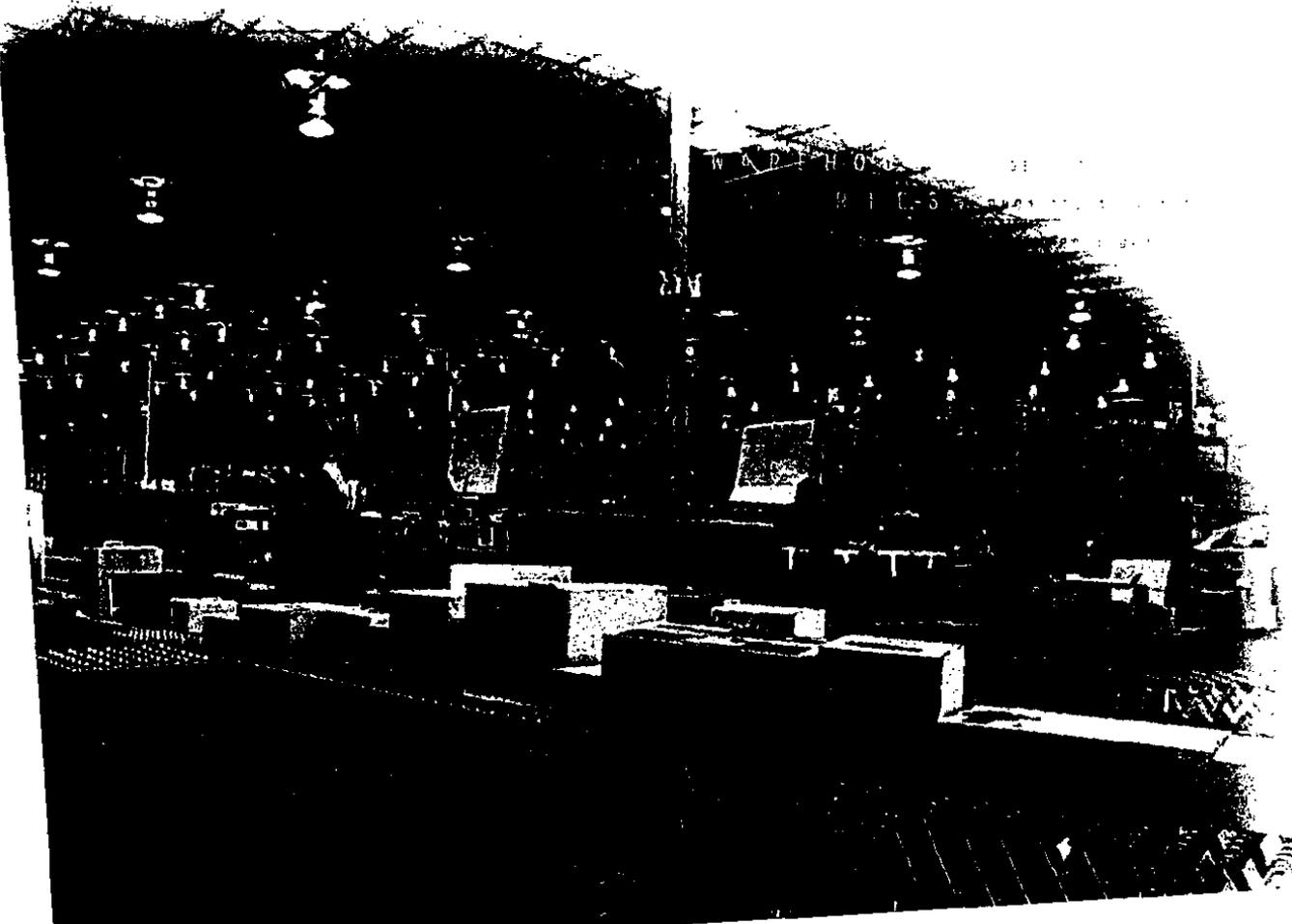
## ACQUIRING *ALL THE* RIGHT COMPONENTS.

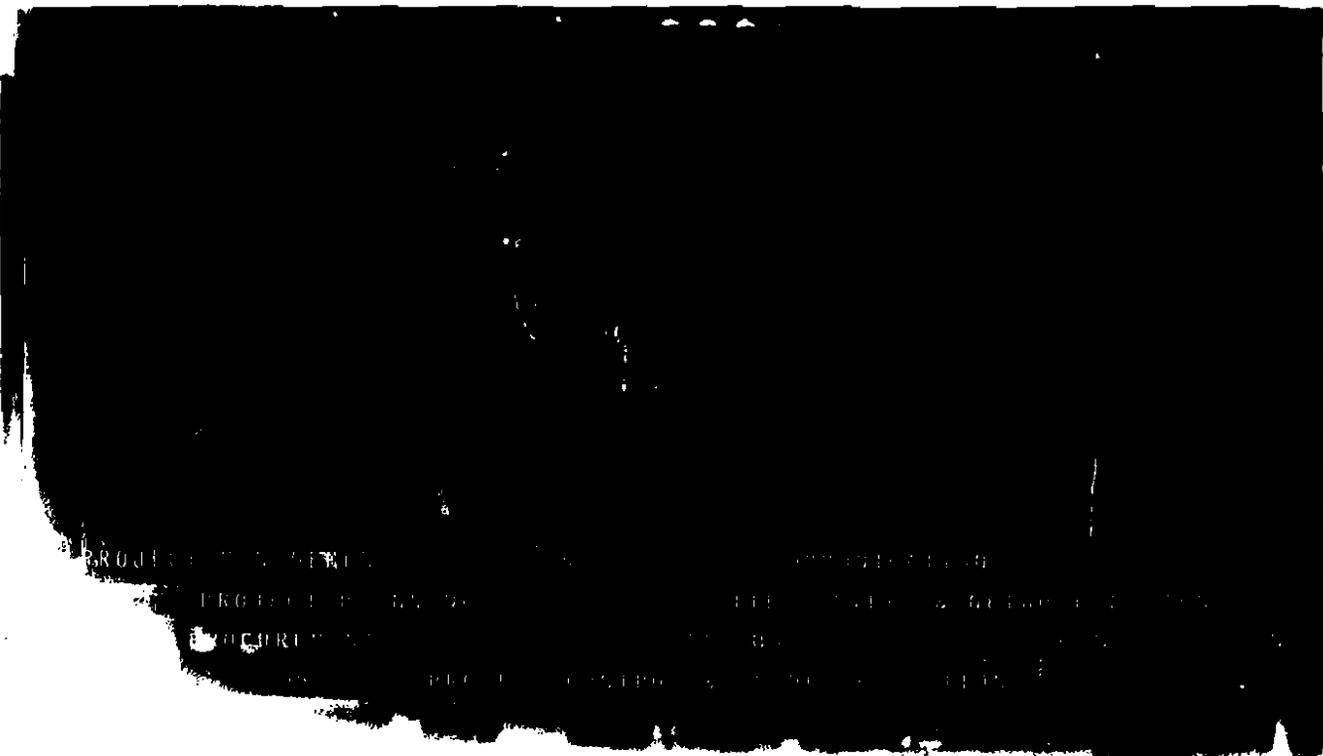
Many businesses start upgrading their network at a break-neck pace only to discover that some components aren't readily available to get the job done. Other organizations don't budget for the network changes needed to meet their business needs. So when an upgrade is required, they lack available funding.

If either situation is familiar to you, Ameritech is here to help. Our service locations are linked by a sophisticated, real time network capable of processing millions of orders

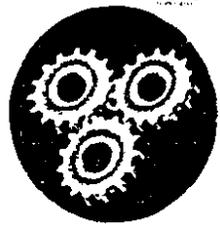
daily. From our strategically located warehouses, we can immediately ship from one of the most extensive inventories of multivendor products in the networking world.

We're even prepared to help you financially. By taking advantage of one of several flexible leasing programs we provide, you can immediately acquire the solutions you need without breaking your budget. So instead of making an unexpected technology investment, you can put your capital to work in other profitable, productive ways.





*DEPLOYMENT AND IMPLEMENTATION:*



**COORDINATING *EVERY*  
WHAT, WHERE, WHEN, AND WHO.**

Many enterprise-wide initiatives don't realize the return on investment corporate management expects because they aren't completed within a critical timeframe. Ameritech understands that project deployment deadlines must be met and users must be up and running on schedule. That's why we've invested millions to ensure that our Deployment and Implementation services are "best of breed."

For example, our Staging service can preconfigure, test, track, and document components from multiple manufacturers and deploy them, reducing expenses

incurred by installation delays and missed deadlines. With our multivendor expertise, we can address and resolve interoperability issues with maximum efficiency.

To further assure you of networking success, Ameritech offers a world-class Project Management service. We have the resources to take your project every step of the way from planning to implementation. No matter how sizable the challenge, we can bring the right equipment and people together at the right place, at the right time.

*SUPPORT:*



# PROTECTING

*YOUR INFORMATION INVESTMENT.*

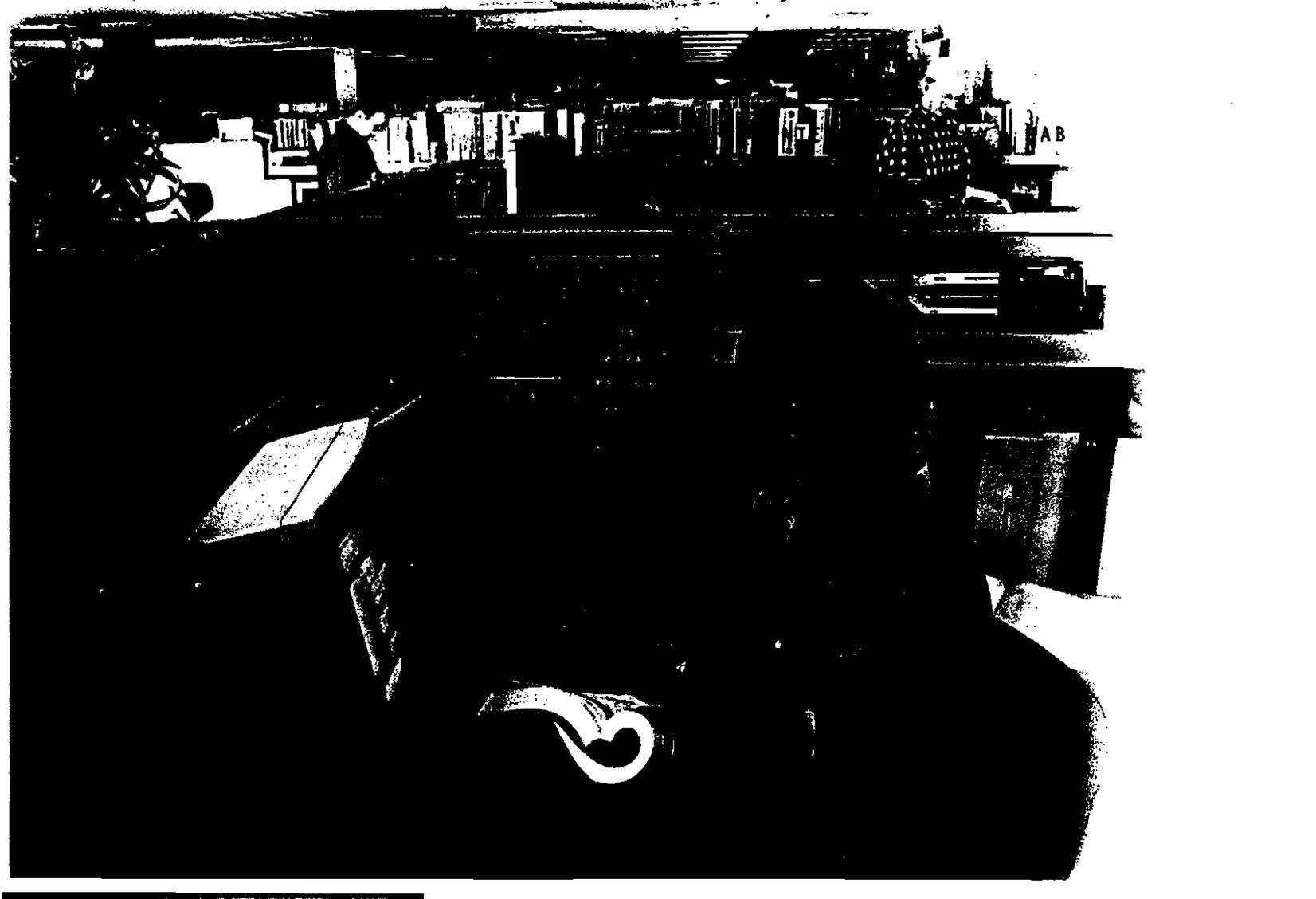
Beyond planning, designing, and implementing enterprise networks, Ameritech also helps support them. The minute a network is upgraded or newly deployed, your technical support staff needs to be fully prepared. Invariably, they will face questions and unexpected issues with the new application or technology.

Ameritech can help you fill this assimilation gap. For multivendor technical assistance, our Advanced Network Support service offers the capability to provide network support for IS staffs 24 hours a day, 365 days a year.

In addition, our Interoperability Lab is well-equipped to troubleshoot most networking issues.

Before and after a network rollout, we offer comprehensive maintenance solutions to protect you against equipment failure. We'll even help you safeguard the performance of your network with our remote network management and monitoring service.

Immediately after deployment, we can also provide a dedicated support team to augment your IS group. Your organization can then start leveraging new technologies to their competitive advantage right away.

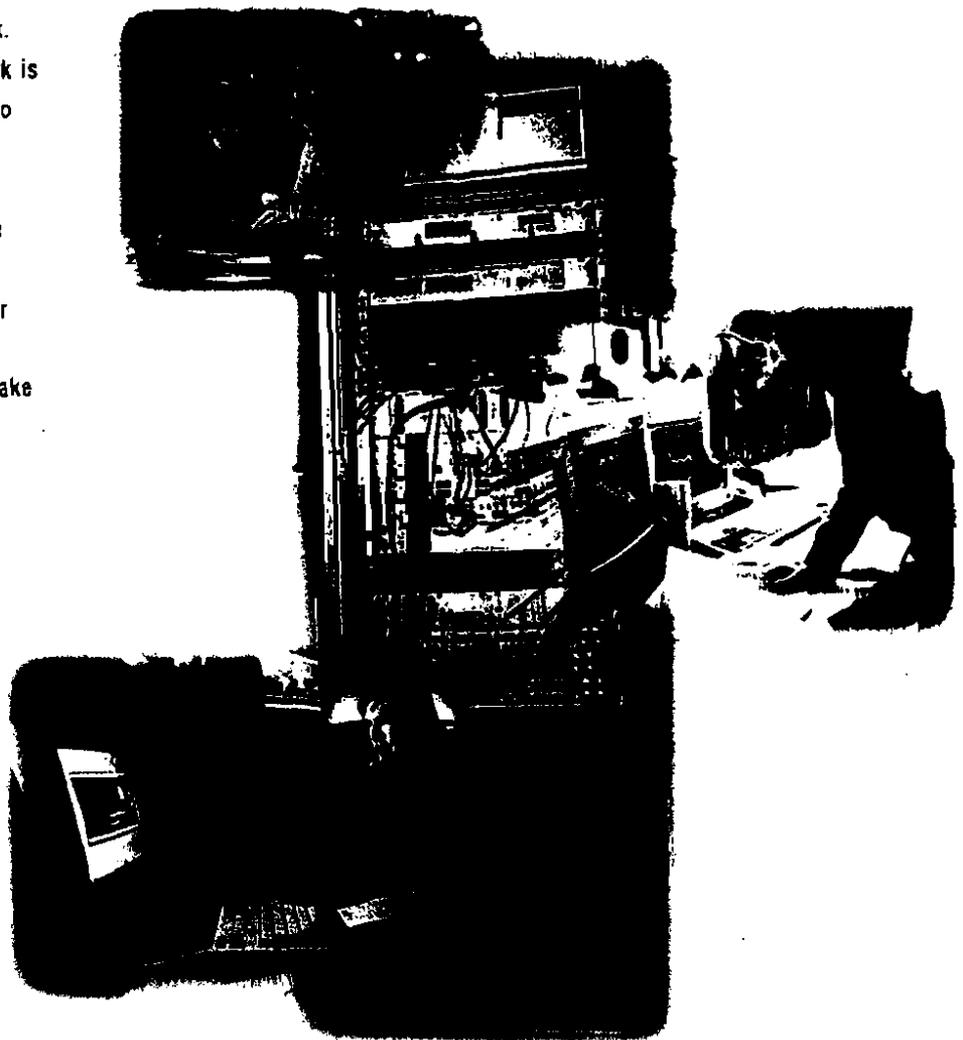


*LET US OPTIMIZE A*  
**NETWORK FOR YOU.**

Deploying world class applications throughout your organization is only half the battle. Even the most productive application is virtually worthless if it runs on an overstressed network. In fact, at many of the world's most progressive companies, the enterprise is the network.

At Ameritech, we believe the network is strategic to your business. It is critical to establish processes that ensure the network keeps evolving to meet your changing corporate needs. While change is a powerful force to confront, we're adept at helping enterprises make it their constant ally.

So if your organization is ready to take advantage of the next wave of change, Ameritech is ready for you.



# AMERITECH: A FULL LIFE CYCLE NETWORK INTEGRATOR



**ASSESSMENT AND PLANNING**



**DESIGN**



**SOURCING**



**DEPLOYMENT AND IMPLEMENTATION**



**SUPPORT**

## Ameritech<sup>®</sup>

In a world of technology,  
people make the difference.™

Ameritech Data Networking Solutions Inc.  
852 Feehanville Drive  
Mount Prospect, IL 60056  
**1-800-622-6416**  
[www.ameritech.com/ADNS](http://www.ameritech.com/ADNS)

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**EXHIBIT F**

# EAST ST. LOUIS SCHOOL DISTRICT 189

## FINANCE COMMITTEE MEETING

Thursday, January 13, 2000

### ATTENDEES:

- LONZO GREENWOOD, KHALIL EL-AMIN, IRMA GOLLIDAY, RICHARD WELLS, KENNETH TOOMER, MICHAEL JOHNSTON
- ERNEST CLARK, MONETTA LAWSON, ARMANDO LOPEZ – M & P
- AUDIENCE – JOSEPH LEWIS, JAMES DANIELS, JEANETTE DEAR, STANFORD SCOTT

Chairman Greenwood called the meeting to order at 5:30 p.m. Mrs. Carolyn Fennoy called the roll.

Richard Wells, Director of Finance and Operations presented items to the Finance Committee.

- |   | <u>Committee Action</u> |
|---|-------------------------|
| 1. <u>FINANCIAL REPORT A – I:</u><br>After receiving answers to questions pertaining to Finance Sections A – I, the Committee requested approval.<br>Motion to approve – L. Greenwood<br>Second – El Amin 3 Yes Votes | <i>Passed</i>           |
| 2. <u>ADDENDUM FOR DECEMBER 31, 1999 WITH A TOTAL AMOUNT OF \$33,543.42:</u><br>Motion to approve – I. Golliday<br>Second by – El-Amin 3 Yes Votes  | <i>Passed</i>           |
| 3. <u>REIMBURSEMENT OF GRANT MONIES TO THE STATE:</u><br>Motion to approve – El-Amin<br>Second by – I. Golliday 3 Yes Votes   | <i>Passed</i>           |
| 4. <u>FOOD SERVICE BID:</u><br>Motion to refer bid to the full Board – El-Amin<br>Second by – I. Golliday 3 Yes Votes   | <i>To Full Board</i>    |
| 5. <u>E – RATE GRANT/FUNDS APPROVAL:</u><br>Motion to approve E-Rate Grant – I. Golliday<br>Second by – El-Amin 3 Yes Votes   | <i>Passed</i>           |

6. **SETTLEMENT OFR VERNELL GLASPER:** *Passed*  
The requested approval of the settlement for Vernell  
Glasper in the amount of \$12,000.  
Motion to approve – I. Golliday  
Second by – El-Amin 3 Yes Votes

7. **PROJECT FEES FOR KENNEDY ASSOCIATES:** *Passed*  
The Committee approved the following fees for an approved  
Project with Kennedy Associates:

Tool Box	\$ 4,500.00
HVAC Upgrades	\$177,339.00
Window replacement & exterior Upgrades	\$330,473.00

Motion to approve – Golliday  
Second by – El-Amin 3 Yes Votes

- Mr. Lewis (audience) asked what had happened since it was found out that District 189 was not at fault in the refunding of over \$100,000 in Title monies. Is the Board going to be informed of situation? He said he was informed of a letter being sent to the ISBE. He wants a copy of that letter. Mr. Lewis stated this information went out in the news media stating the District was at fault. Will anyone inform the public the District was not at fault?

Ernest Clark stated he had sent the letter to the State and would give a copy of the letter to the Board.

8. **STATE SUBSTANCE ABUSE & VIOLENCE PREVENTION GRANT:**  
*Refer to Personnel  
Committee for any /no action*

Jeanette Dear, Grant Coordinator, explained the activities regarding the above mention grant. The handling of the grant funds has cost the District monies, which would have benefited the students.

**EXECUTIVE SESSION:**

Motion by Chairman Greenwood and seconded by Mrs. Golliday to go into Executive Session.  
The motion carried as follows:

Motion approved by Greenwood, El-Amin, and Golliday

**REOPEN MEETING:**

At 6:25 p.m. Chairman made a motion to reopen the meeting. The meeting carried as follows:

Approved by Greenwood, El-Amin, and Golliday

- **NOT PAY REQUISITIONS AND REFER TO PERSONNEL COMMITTEE FOR ANY/NO ACTION::** *Passed*

Motion to approve non payment of requisitions and  
Refer to Personnel Committee – L. Golliday  
Second by – L. Greenwood

3 Yes Votes

**MOTION TO ADJOURN AT 6:25 P.M.**

Motion by – L. Greenwood  
Second by – El-Amin

*Passed*

3 Yes Votes

cf

# Memorandum

**To:** Nathaniel J. Anderson, Ed.D.  
Superintendent of Schools

**From:** Richard B. Wells  
Director of Business Operations *RBW*

**Date:** 01/13/00

**Re:** E-Rate Approval

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Last month the Finance Committee received a presentation on the E-Rate funds available for networking the District. Bids were subsequently taken and the recommended vendor is a partnership between Southwestern Bell and Sonacom, with the maximum out of pocket costs to the District of **\$898,089.00**. If approved, monies will be appropriated in the **2001** budget.

Please recommend approval to the Finance Committee.

ms

**BOARD OF EDUCATION  
SCHOOL DISTRICT 189  
1005 State Street  
East St. Louis, Illinois 62201  
(618) 583-8242 Fax: (618) 583-8244  
PURCHASING VENDOR RECOMMENDATION**

Purchase: CONVERGENCE NETWORK

<u>VENDOR SOLICITED</u>	<u>SUBMITTED PROPOSAL</u>	<u>RANKED</u>
Vendor 1: <u>SONA Com</u>	<input checked="" type="radio"/> Y or N	<input checked="" type="radio"/> 1 2 3 4 5
Vendor 2: <u>AMERITECH (SWB)</u>	<input checked="" type="radio"/> Y or N	<input checked="" type="radio"/> 1 2 3 4 5
Vendor 3: <u>IBM</u>	<input checked="" type="radio"/> Y or N	<input checked="" type="radio"/> 1 2 3 4 5
Vendor 4: <u>Comp USA</u>	<input checked="" type="radio"/> Y or N	1 2 <input checked="" type="radio"/> 3 4 5
Vendor 5: <u>(SEE ATTACHMENT FOR NON BIDDERS)</u>	Y or N	1 2 3 4 5

Vendor recommended: SONA Com, AMERITECH



- Lowest bidder.
- Can provide service within required time frame.
- Requires special qualification.
- Other (explain below)

SEE ATTACHMENT

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BID ANALYSIS ATTACHED (circle one)

YES or NO

Submitted by: James Daniels

Date: 12/29/99

Title: DIRECTOR OF TECHNOLOGY

## **Recommendation**

### **Southwestern Bell (Ameritech)**

- **Lowest bidder for E-Rate Equipment (Voice, Video & Wan Equipment)**
- **Lowest Bidder on Possible Non E-Rate Equipment (Phones)**
- **Holds the State Purchasing contract for Cisco product**

### **SONACOM IT Partners**

- **Lowest overall bidder on integration components**
- **Complete integrator of convergence networks**
- **Proposal included 3 year SmartNet Warranty included**

HAWK -I SOLUTIONS	No Response					
GE CAPITAL	No Response					
SONACOM	\$8,198,633			\$127,500		
IBM	\$7,200,000	\$880,000	\$250,000	No Response	Incomplete Response	
SOUTHWESTERN BELL (AMERITECH)		Incomplete Response	\$684,049		No Response	
COMPUSA	\$6,165,444	\$1,384,515	\$1,139,737	No Response	Incomplete Response	
FRENCH GERLEMAN	No Response					
WORLD WIDE TECH.	No Response					
TEL-VI COMMUNICATIONS	No Response					
DATA FIRST	No Response					
PHONE MASTER	Responded with SWB					
<b>Voice, Video Data &amp; WAN Equipment - Southwestern Bell/Ameritech</b>						
<b>Integration &amp; Network Maintenance of Voice, Video, Data &amp; WAN - Sonacom</b>						<b>\$2,057,236</b>
<b>Possible Non - E - Rate Cost for 250 phones</b>						
<b>Total Cost =</b>						<b>\$8,080,886</b>
<b>(-) Erate's 90%</b>						<b>\$7,272,797</b>
<b>Total Board's Not to Exceed Cost (if telephones are included)</b>						<b>\$808,089</b>
<b>Total Board's Not to Exceed Cost (if telephones are not included)</b>						<b>\$898,089</b>

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# SONACOM

## CORPORATE OVERVIEW

Sonacom IT Partners provides information technology planning, implementation and support services to its customers in business, education and government. Our professional services meet the needs of small and mid-sized organizations seeking to acquire and exploit advanced information technology. Sonacom's practice encompasses IT planning and advisory services, systems design and implementation. We offer project management, as well as systems administration and support including remote network operations and 24/7 maintenance services.

We are the E-Commerce Outfitters to the middle market, delivering scalable enterprise solutions through the full spectrum of telecommunications and networking technologies:

- Conventional Telephony (PBX and Voice Processing)

- Advanced Telephony

- Server-Based PBX
- Unified Messaging
- Call Centers
- Voice Over IP (VOIP)

- Enterprise Data Electronics

- Local Area Networks (LAN)
- Wide Area Networks (WAN)
- Virtual Private Networks (VPN)
- Servers and Network Operating Systems (NOS)
- Firewalls and Storage Infrastructure

- Tele and Video Conferencing

Sonacom enjoys strategic partnerships with providers of complementary services like desktop hardware, bundled carrier services, ISPs, software development, and web and application hosting services.

**SONACOM**  
IT PARTNERS

**WE MAKE IT WORK**

## **Our Vision: One Of Imagination, Trust And An Inflexible Dedication To Quality**

As a company, Sonacom IT Partners embraces the human potential inherent in the convergence of technologies within networked communications. We believe that what can be achieved by people working together with imagination and disciplined creativity has never been greater.

With these principles in mind, Sonacom seeks to continue evolving as a best-of-class provider of technology planning and implementation services in the regions and communities we serve.

Our name, Sonacom IT Partners, announces our commitment to an idea of service as a dynamic partnership with our customers, our technology suppliers and our strategic partners.

## **Responsible Innovators For New Model Infrastructure Services**

We believe in responsible innovation and staying focused on helping our partner-customers to manage change with technology in a context of continual process improvement. We recognize the need for organizations to manage and control their communications infrastructure in a rapidly changing, highly competitive environment.

## **The Principle Of SQS, Sustained Quality Support**

Among our responses to technology change for our clients is our Sustained Quality Support service, disciplined by our Sonacom IT Pathfinder methodology. This service helps to keep your enterprise up-to-date with the best, recent technology without having to add IS staff to your own payroll. Ultimately, we believe that the most effective IT change management lies in preparing for innovation within a flexible, well-designed technology infrastructure.

## **Technology Independence**

Reinforcing our concept of dynamic partnership is Sonacom's position as an independent technology services provider. As a single source provider, we have endeavored to master a core group of convergent technologies across the spectrum of telecom and data networking.

## **How We Work For You**

Sonacom people select from the best of currently viable technologies and then coordinate with vendors to build systems that perform to your expectations. Our approach is simple. Our technicians take responsibility for maximizing value through integration. We couldn't do this nearly as well tied to any one manufacturer or platform.

## **Freedom To Innovate**

We believe that the productivity revolution under way in America today is a consequence of the open sharing of technology standards across platforms and between what used to be separate disciplines. Hence, we expect our technologists to be free to engineer communications systems to a best-practices, best-technology standard on behalf of the customer.

## **Systematic Entrepreneurship**

Systematic Entrepreneurship is our term for a style of business innovation where skilled, interdisciplinary teams operate with autonomy in an environment of connected expertise. It's using smart networks to create smarter networks for our clients.

It's local and global teamwork; it's having Microsoft and Nortel, Cisco and NEC experts on hand when you need them to support our ability to select and configure the best technology available.

Team autonomy yields imaginative, "out of the box" thinking, able to move faster to deliver effective best-technology solutions.

We believe in sharing knowledge with our clients in clear English. Because good communications helps to assure that we mobilize technology on behalf of our clients in the most efficient manner possible.

## **Sonacom People...**

- Understand how to listen and sustain effective dialogue with you, the customer, through every phase of the IT process
- Are trained, experienced systems analysts who will help you secure the productivity you expect from advanced technology
- Adhere to Sonacom's exclusive IT Pathfinder™ project methodology to assure high performance and consistent, best-of-class quality
- Are experienced IT professionals with the knowledge to support your technology infrastructure, even if we didn't sell the particular product or configuration to you

## A Message From Our CEO

Managing change for our clients made sense to us when we started in 1988 and it does now, more than ever. That's why we focus on staying smart about the multiple technologies that have become our favored area of specialization as designers and implementors of business communications systems.

Information Technology (IT) and systems integration became our "bread and butter" as Sonacom evolved with the technology: from electrical to electronic, from basic telephone systems and pulling cable to implementing high-bandwidth multimedia, integrated networks and enterprise IT.

Our past led us to become managers of the entire technology life cycle, and that approach has continued to define us more and more in terms of systems and enterprise infrastructure—all the technology assets that bind together the client's business.

What has changed is the complexity of the technologies and applications we wield. What remains the same is our unfaltering dedication to the economic well-being of our customers, our neighbors and our families.

When we say "WE OWN THE PROBLEM," we are announcing our commitment to partner with our clients throughout the technology life cycle. We have found that this spirit of partnership gives us a more complete picture of our customers' evolving needs and what's required to meet them. It also means that what is best for our customers is best for Sonacom. Because having shared and participated in two generations of technology change in our community, we understand the value of high quality service sustained over time.

For us, partnering is more than a slogan. It's how we go about doing what we do or plan.

Effective partnership begins with good listening, and by asking the right questions about your business needs and objectives, I invite you to challenge us with your mission-critical requirements. If you have any

comments, questions or need additional information about Sonacom IT Partners or our services, please contact us through our website: [www.sonacom.com](http://www.sonacom.com).



Rick Certli, President and CEO

**SONACOM**  
IT PARTNERS

[www.sonacom.com](http://www.sonacom.com)

5555 West Park  
St. Louis, MO 63110  
314.781.1700  
Fax: 314.781.9669

1608 North Topping Avenue  
Kansas City, MO 64120  
816.241.7111  
Fax: 816.241.7995

**2. References**

Verify that you have provided multiple client references. Projects must be similar type and scope as the system proposed for the District. Give company name, telephone number, installation date and contact name for at least five references.

**First Ref:**      Company Name:      Coldwell Banker  
                         Installation Date:      April 1999-October 1999  
                         Contact Name / Title:      Delores Klempke  
                         Telephone Number:      314-878-6020

**Second Ref:**      Company Name:      Maris  
                         Installation Date:      January-May 1999  
                         Contact Name / Title:      Mr. Dave Price  
                         Telephone Number:      314-984-9111

**Third Ref:**      Company Name:      Triad Community Schools  
                         Installation Date:      May 1999-September 1999  
                         Contact Name / Title:      Kennan Fagan  
                         Telephone Number:      618-667-8851x1203

**Fourth Ref:**      Company Name:      North Kansas City School District  
                         Installation Date:      April 1997-September 1999  
                         Contact Name / Title:      Janet Heardman  
                         Telephone Number:      816-453-5050

**Fifth Ref:**      Company Name:      Kirkwood School District  
                         Installation Date:      1994-1998  
                         Contact Name / Title:      Dr. David Damerall  
                         Telephone Number:      314-213-6101