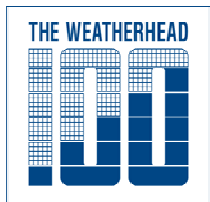




Helping companies connect smarter to their markets through Internet, Telecom and Marketing solutions
www.griffithholdings.com

Connecting Smarter...Success Story



OUTSTANDING GROWTH COMPANY

One of Ohio's largest private Education Management Organizations // 15,000 Students // Over 1,300 employees // 40+ locations throughout the USA // Data and IP Network growing at a rate of 50% per year.

"Frank Griffith has changed the way we purchase telecom services. Unlike every other carrier, salesman, and wannabe, Frank understands our mission and continuously demonstrates commitment to it by the way he leverages his knowledge for our benefit. Frank solves problems, improves our business performance, and manages carriers better than anyone I know."

Mark Thimmig, CEO, Education Management Client

RESULTS: *A review of the outcomes produced by GHI Telecom Services*

1. Saved client 70% - 83% on a complete private line solution linking 35 K-12 educational facilities throughout the state of Ohio for an annualized savings of over \$600,000. GHI found another 30% savings connecting schools in Colorado, Pennsylvania, Michigan, and Arizona to the client's high-bandwidth datacenter in their Akron, Ohio headquarters, saving an additional \$80,000 per year.
2. GHI accomplished the above savings while maintaining the client's specific request for a 12-month contract.
3. GHI continued negotiations with router maker Tasman Networks for a 40% cost savings on robust routing equipment, saving \$60,000. These savings included equipment purchasing, configuration, installation, and complete monitoring and management services.
4. GHI improved carrier service levels by engaging local carrier project and account management teams specifically responsible for provisioning and long term client retention. GHI provided complete project management for the initial 35-circuit rollout; we monitored carrier service systems, and provided on-site project management and engineering personnel at no additional cost.
5. GHI leveraged personal relationships with carrier executives to increase problem resolutions and expedite contract terms to meet school start dates.

www.ghis.com

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Wholesale Dial Up



ANALYSIS: An overview of client's telecommunications challenges

As a government-regulated, privately managed, community-based education system, client is under constant scrutiny to keep costs under control while constantly striving to create the optimal experience for thousands of students in a highly interconnected, online education environment. Consequently, it is imperative that client have the most reliable high-speed network at the lowest cost. Their systems also required consistent uptime, quick bandwidth expansion, and robust content filtering services for its young student population. Finally, the solution needed to be completely scoped, planned, engineered and tested within a very short timeframe during the summer months for school startup.

Several Tier One and Tier Two vendors had approached the client with what appeared to be very competitive, aggressive rates. The client asked Griffith Holdings to apply its industry expertise in voice and data communications to determine if these vendor solutions truly offered the optimal solution and whether the price points and contract stipulations were fair. GHI was able to correctly identify the solution provider that best met the client's needs, at one point identifying potential double-billing of one-time network setup services from one of the vendors.

Working closely with the client's entire Information Technology department, President and CEO, and several vendors, project managers and engineers, GHI helped the client assemble a complete solution for secure, high-speed reliable service that turned up in time for 15,000 students to use the day they came back to school.

Most recently, the client hired GHI to negotiate a disaster recovery plan for their ever expanding network and ASP applications which now includes more than 50 disparate schools around the country.

GHI Telecom Services' knowledge, access, and willingness at work.

Helping clients connect smarter.