

To: Mr. William E. Allen  
President Southeastern Telecom, Inc.

Mr. Allen

*I would like to express my sincere appreciation on behalf of myself and my organization for the outstanding performance of your company in the recent installation of the NEC 2400IPX in our Midwest Regional office. I must say that overall it was one of if not the smoothest cut of it's size in my career which spans almost twenty years. This was the third NEC 2400 installation I have done with your company and only one member of the team has remained the same which is Eddie Terry, yet the installations have all been wonderful experiences and the last one being the largest went the smoothest which I believe says a lot about your organization and management team. The success of this project I believe to be a direct result of the team assembled to work with me on this project and I would like to congratulate your company on your ability to find, hire and train such a quality group of individuals. Their relentless pursuit of perfection is quite evident in the results they produce and I would like to recognize them for this as well as their exceptional level of customer service. The team were as follows Eddie Terry Field Engineer, Tom Hunt Field Engineer, Tammy Eden Account Coordinator and Sara Collins Customer Service Representative. This group of individuals all take there work very personal and show the kind of pride in their work that you don't see very often in our industry anymore and should be commended from the highest levels of your organization. It was an honor for me to have the opportunity to work with such a group of professionals and look forward to the opportunity to work with them and your organization on future projects.*

*Sincerely*



**Stephen C. Evans**  
**Telecommunications Specialist Administrator**  
**FCCI Insurance Group**