



Date: January 14, 2009

RE: Credit Crunch and your CAPEX Budget

The current economic environment challenges service providers to find creative ways to add network capacity while managing a shrinking CAPEX budget due to reduced credit availability. Not only will service providers face economic challenges, but strategic OEM's will be forced to cutback on manufacturing capacity. The end result will be long lead times for expansions, pressure to upgrade to costly new platforms and a reduced EBITDA.

PICS Telecom is the leader in custom asset management programs designed for the telecom industry. We can help you achieve a better ROI from your excess or idle equipment assets. As a result of managing surplus inventories for top service providers around the globe, we can also offer you significant savings on your equipment purchases. If you have surplus equipment we can help you sell it, if you need to add capacity or invest in spares to support your network we can save you time and money.

In difficult times, it is important to look for new ways to reduce expenditures while attempting to increase market share. Investing in new technology may be sexy but it is probably not prudent at this time. PICS Telecom can help you support and expand existing legacy networks. We can be an incremental resource to your OEM relationships. Our vast inventory of central office, transmission, data and customer premise equipment is tested to insure it meets our ISO 9001/2000 quality standards and your network integrity requirements.

PICS Telecom can help you maximize your ROI on surplus inventory and minimize expenses while continuing to grow your network. Please give this concept some careful consideration and forward this correspondence to the responsible manager so we can explore together how we might help you profit in this difficult business environment. We can be reached via return email or call our toll free number (800) 521-7427. I look forward to working with you in the near future.

With best regards,

Robert A. Atkins  
Vice President Sales & Marketing

1920 Lyell Avenue  
Rochester, NY  
14606

Phone: 800.521.7427  
Fax: 585.295.2020  
[www.picstelecom.com](http://www.picstelecom.com)