



Monday, June 23, 2008

Mr. Steve Parry
Sales Consultant
Conterra Ultra Broadband
2101 Rexford Road
Suite 200E
Charlotte, NC 28211

Dear Mr. Parry

I want to express my pleasure with the work that Conterra has done in building the wireless wide area network for the West Texas Telecommunications Consortium. I could not be more satisfied with the results your company has achieved. The size of the network, 41 school districts spread out over 13 counties in Texas, could have overwhelmed some, but Conterra was happy to take on the challenge and has done an outstanding job.

I am most pleased with the commitment to excellence Conterra showed in all phases of the project. The engineering department produced a very efficient and cost effective design. Their attention to detail was superb. They overcame all the obstacles including those of network size, complexity, and terrain.

The project management was truly outstanding. Mike Boyarsky directed the project wonderfully well. Conterra's choice of subcontractors was excellent. All the men and women that worked on the project were informative and always willing to go above and beyond to see that the work was done and the schedule was met. Mike kept me informed of the progress on a weekly and sometimes daily basis. He was always willing to explain to me all aspects of construction and answer any question I had. He immediately dealt with any concern of mine or issue that arose during the course of the schedule. I feel that I now have friends in Mike and many other members of the construction team.

Lastly, Conterra saw to it that the project was efficient and reliable. Their approach of using licensed microwave signals was by far the best way to bring this amount of bandwidth to these rural area schools. When work on a phase of the WAN was completed and it was turned over to me there was no problem with the change over from the old WAN to the new one. Connectivity was established immediately and the WAN links have been stable from the beginning. We have had our issues with weather, but any question called into the network operations center has been dealt with quickly and efficiently. Response time has been minimal and repairs immediate.

There is always hesitation and doubt when beginning a new project with this scope and complexity. Questions arise as to whether or not you have made the right decision. After dealing with Conterra for the past three years and working closely with them for the seven months of this project, I can confidently say that the WTTC made the right decision in choosing Conterra Ultra Broadband to help build our new wireless WAN.

My thanks go to you also for your support and assistance through this entire process. Your continued friendship will always be very important to me.

Sincerest regards,

Steve Simoneau
WTTC WAN Director
Abilene, TX