



NEC



From: John P. Molière, President
To: Distribution
Date: September 3, 2008
Subject: Announcements

WEBSITE - It gives me great pleasure to announce our new corporate website www.stdcomm.com. I believe you will like the look and feel of this site. I'm particularly impressed with the ease of navigation around the site. Please send me an e-mail with any suggestions for improvement and if we made any omissions.

STANDARD - Standard Communications, Inc. (SCI) and Standard Federal Corporation (SFC) are collectively referred by us simply as Standard. The reason for two separate corporate entities is simple. The work done by the two companies is similar, but in separate areas of the Information Technology umbrella. SCI works in the highly skilled IT arena and mostly in the classified defense environment for the White House, Navy and Air Force, but also at the Department of Veterans Affairs Central Office in Washington, DC. By comparison, SFC holds the distinction of earning a Double Diamond status as the number one sales avenue to the federal government for NEC 2000 and 2400 PBXes and peripheral equipment. Number one. Sounds good doesn't it? SFC works in the highly technical Telecommunications Integration arena, blending our skills to bring voice, data, video, wireless and satellite communications together while working with local and long distance providers as well as with our chief strategic partner, NEC Unified Solutions as well as other systems and components manufacturers. All our work is with the federal government and is spread across the country primarily with the VA, but our clients also include the General Services Administration (GSA), Department of Interior and the U.S. Courts.

PEOPLE & PROMOTIONS – CHUCK MAVROGEORGE I am especially proud of our people. Without highly trained and motivated people, work would not get done and Standard would not exist. Leading the Standard effort in many ways is Chuck Mavrogeorge. Of all the management traits an individual brings to the job place, nothing is more important than leadership. One can't find the skills of leadership in a book. One tends to have this trait from the time he or she first chose up sides and was the captain of the team in elementary school. This person usually goes on to be a Patrol Leader in the Scouts and a Squad Leader, a Leading Petty Officer or Platoon Leader in the military. This kind of person usually contributes to his or her community and values his family. We have such a leader in our midst and it is with great pleasure that I announce the promotion of **Chuck Mavrogeorge to be Standard Federal Corporation's Operations Manager**. Chuck will report directly to Steve Mannarino our VP of Operations and have operational responsibility for our entire installed base and for leading the design, engineering, integration, testing and installation effort for all our new business.



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VISN-15 – The effort we have been making in VISN-15, across Kansas, Missouri and into Marion, Illinois has been incredible. When we first started to support this area it began with the Eastern Kansas Healthcare System, headquartered at the Topeka VAMC. Bill Rhodes began as an uncertified technician, but in rapid order has become certified and put his arms around the requirements of EKHCS and has been instrumental in assisting Steve to develop standard procedures, MAC and other reporting mechanisms and assisting us create a standardized approach that will be implemented across the VISN. Bill Rhodes regular duties include providing support to the Topeka VAMC and the Community Based Outpatient Clinics (CBOCs) at Junction City and Lawrence. The contract was recently modified to include Bethany and St. Joseph's CBOCs. **We are pleased to announce, Bill's promotion to VISN Manager.** Reporting to Bill are Scott Rochon, Technician in Charge at Leavenworth, KS, Bruce Lathrop, Technician in Charge at Kansas City, MO including the offsite facility at the GSA Bannister Road facility and the CBOCs at Belton, Warrensburg, Nevada, Cameron, MO and Paola, KS. Travis Day, Technician in Charge at Columbia, MO VAMC and Dustin Rhodes, VISN-15 Technician-at-large, providing support where needed. New technicians have been hired for the Wichita, KS and the two St. Louis VAMCs at Jefferson Barracks and the John Cochran facility. They are respectfully, Charles Crawford and Alex McCosh. With all these folks in place and the on-going requirements for cabling all over and the upgrade of every NEC 2400 at every site to Release 24, we certainly have a busy schedule in the months ahead.

VISN-1 – The flagship of the Standard client list is the Boston Health Care System. This is headed by **Mike Martin who has been promoted to be Manager of the BHCS.** Mike is directly responsible for the West Roxbury VAMC and under his supervision are Mike DiNicola, Technician in Charge at Jamaica Plain VAMC and John Moliere, Jr., Technician in Charge at Brockton. Mike Martin's responsibility includes the CBOCs at Worcester and Lowell and the Out Patient Clinics at Framingham, Quincy, Fields Corner and the Boston Causeway Street OPC.

Although we refer to Boston HCS as our flagship account, the very first Standard client is the Manchester VAMC, ably manned by Technician in Charge, Dennis O'Brien. The Manchester VAMC anchors communications with the CBOCs at Portsmouth and Somersworth, NH.

Currently, we are supporting the latest VISN-1 installation at the Northampton VAMC in beautiful Western Massachusetts. The Technician in Charge is Derek Mott. Finally we are getting to the manhole work that had been left over from. I don't believe the frozen tundra of VISN-11 from two winters ago could have been any worse than the snowy environment of the Berkshires.

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VISN-6 We had considerable activity in VISN-6 this spring with an emergency installation at the Richmond VAMC and the recently cutover Salisbury, NC VAMC. Alden Ka'ai is the Technician in Charge at Richmond and his assistant is Adam Makonnen. At Salisbury our support coverage is temporarily being provided by Larry Edwards of Tarheel Communications.

VISN-9 We continue to provide support to Louisville VAMC as needed and have recently completed our cutover at the Alvin York VAMC in Murfreesboro, TN. On September 17th the Chattanooga VAMC will be brought on line and on or about October 1st, we'll commence the Nashville VAMC project. David Brown is the Technician in Charge at Murfreesboro. Tammy Cothran, our Chief Trainer and Installation Programmer will be busy working between her VISN-15 obligations and the new Nashville project.

VISN-11 Although we don't have anyone on site, we continue to process current orders support to the successful major installations we completed last year throughout Michigan, Indiana and at Danville, IL.

VISN-19 Nate Mavrogeorge is our resident Technician in Charge at the Sheridan, WY VAMC. Paul Piva relieved him for a week at the end of August following the cutover in Salisbury, NC.

Congratulations to our newly certified
NEC 2400 Technicians:

Travis Day - Columbia, MO
Alden Ka'ai - Richmond, VA
Bruce Lathrop - Kansas City
Jeremy Mavrogeorge - New England
Nate Mavrogeorge - Sheridan, WY
John Molière, Jr. - Brockton, MA
Derek Mott - Northampton, MA
Bill Rhodes - Topeka, KS
Dustin Rhodes - Kansas, Missouri

Welcome new employees:

David Brown
Tammy Cothran
Charles Crawford
Travis Day
Mike DiNicola
Al Ka'ai
Adam Makonnen
Alex McCosh
John Molière, Jr.
Derek Mott
Dustin Rhodes

At Standard, we believe in people...remember our credo, "*Life is a Trust*"