



To ALL:

Since 1992, I have been the owner of an IT Infrastructure/Telecommunications company. However, I also act as a technology consultant for privately-held oil and gas firm, Headington Oil Company. Headington was in need of a phone system upgrade from their very old Cisco AVVID system.

As a consultant, it was my job to find the best upgrade solution for my client at the best price. As a business owner of a company which provides best of class telephone systems, I was pretty confident that my company would be the clear winner of this bid. However, I did as any good consultant should do and solicited bids from the major players in our city, Dallas, Texas. We received many very strong bids from competent vendors, but had yet to get a solid, affordable Cisco bid. A Cisco solution should allow my client to get upgrade credit and also save money by keeping their existing desk phones and other Cisco equipment. But after marching 3 Cisco vendors in, we were continually told that we'd have to replace virtually everything to go with a new Cisco solution. This caused the pricing for a Cisco system to be much higher than every other solution we were evaluating. It was looking like my own company's solution was to be the clear winner for my client.

Enter Viyu! Just as we were about to give up the idea of cashing in on my client's legacy investment, we got a late entry from the best Cisco vendor I have ever known. From our very first meeting with their Sales and Engineering staff, we immediately knew we were dealing with more knowledgeable people than we had met with thus far. They quickly proved this with a proposal that maximized Headington's legacy investment (including re-using all of their existing phones and routers). As a consultant, I had to be objective and recommend them for the phone system project over my own company. And I never regretted that decision, nor did Headington.

The project ran on time and that critical Monday morning of the new system was a very smooth day. Viyu ensured that success by first implementing a very well thought-out plan and second by checking and re-checking all of those little things that can cause aggravating user problems. In short, we had NO MAJOR PROBLEMS on an 85-phone, 3 city system! I was so impressed with Viyu, that I have formed a partnership with them and my technology companies, Teknation and Vergent Communications. Now, when we have a client who has or wants Cisco, we simply call our partner, Viyu Network Solutions.

Sincerely,

A handwritten signature in black ink, appearing to read "Earl H Browning III".

Earl H Browning III
Partner, Vergent Communications
President, Teknation