



Gotham is your 1st Choice for organizational consulting specializing in IT, Wireless and Energy Cost Reduction and Relocation Coordination.

Gotham Telecom's role as consultants is to provide intellectual capital and advisement service to our customers in various markets to help decrease cost and improve efficiency

Below you will find detailed descriptions of how our clients have benefited from Gotham Telecom's services and how your business can.

What We Do

I. Management of Vendors

Gotham Telecom will liaise with vendors and manufacturers to:

- Analyze available solutions in the marketplace
- Assist our clients in understanding how these technologies will work together in their environment to provide the desired functionality and achieve success.

II. Negotiations with Carriers

Gotham Telecom will:

- negotiate voice, data, wireless and energy contracts with a variety of providers
- decrease clients' monthly recurring costs and increase technological availability

For clients who are looking to upgrade their current phone system, Gotham will:

- Negotiate the overall cost to the client with the equipment vendor
- Ensure our clients get the best phone system for their needs at the lowest cost.
- Assist with the installation process to make sure the installation process goes smoothly, and our clients are happy with the product and service they have received.

III. Maintenance of Onsite Equipment

Gotham Telecom highly recommends to our clients that they engage in a maintenance agreement with one of our recommended vendors. Gotham Telecom will:

- Liaise between our clients and the vendor in order to coordinate scheduled power shutdowns, license reviews, replacement of defective or broken equipment, and order additional equipment as needed.

IV. Day-To-Day Management

Gotham Telecom manages all contact for any moves, adds, changes, and service interruptions. Should any of our clients experience any trouble with your voice and/or data circuits, Gotham Telecom will:

- Contact the necessary providers involved in order to correct the issue in a timely fashion.
- Coordinate new services for a physical move or remote user environment

V. Monthly Monitoring of Wireless Services

Review of Client's wireless bill monthly:

- Review usage, charges and service offerings
- Ensure minutes are at the optimum level
- Ensure correct features are enabled for all devices
- Procure new or upgrades devices
- Recommend new plans and features as they become available
- Secure credits, when available
- Submit rebate paperwork and enable contract specific discounts on new equipment
- Ensure that clients are paying monthly rates only for devices in use

VI. Referenced Engagements

Large Business and Corporate Law Firm- Gotham was engaged by a Large multi-site Law firm based in New York with offices across the globe. Scope of work included full wireless and wire line audit. **Recovery exceeded: \$81,000 in refunds for our client. Reduction to monthly spending was 40%**

Large Shipping Company- Gotham was engaged to renegotiate comprehensive AT&T Voice and Data carrier services in the domestic United States on behalf of the client. Savings approached the 40% mark over previously negotiated contracts for all services inclusive of wireless devices.

Large Financial Institution - Gotham conducted a full-scale retrospective audit, physical inventory and deployment of a software-based expense management solution tailored to the needs of the accounts payable department and the finance offices. Savings from implementing the software solution exceeded 20% in the first year. Retrospective audits and contract reviews allowed an initiation of a new project to bring fiber optics to the desktop as well as a new IP PBX

Large Medical Organization- Gotham Telecom was engaged by this firm to Project Manage a large transition from Centrex to in-house VoIP PBX systems. Gotham project managed call center development for 450 agents in a new IP PBX, assisted with recommendations for vendor selection and implementation of a Call Center environment and the realization of the cost saving that was the driver for the project.

VII. Things Our Clients Say about Us

“You have been able to deliver the right “turnkey” solutions with short timelines, including procurement of all carrier services from internet to voice applications, within budget and on time. Your expertise has been invaluable.”

–**Senior VP, Black Stone**

“Through your negotiating efforts, we not only lowered our LD rates, but we consolidated our local billing and saved more than \$14,000 annually. We are thrilled to say that even though the market rates recently went up, thanks to the contract terms you negotiated ours did not.”

- **Nyack Hospital**

“Due to your efforts our Monthly Recurring charges have been reduced by more than 20% and we have received more than Three Million Seven Hundred Fifty Thousand Dollars in (\$3,750,000) in refunds and credits.”

- **C.I.O, Visiting Nurse Service of New York**

“We obtained savings of \$300,000 annually- a total of over \$1,000,000 for the life of the contract. This savings greatly exceeded our expectations.”

- **Senior VP, NYK Line Inc.**

SATISFIED CLIENTS:



The **Blackstone** Group®

LAZARD



MERCY COLLEGE





Danya Rogers Cohan
Gotham Telecom

Dear Danya:

Rarely do we take the time to write a note to express excellent service from a company, usually correspondence is to complain. The work your company has done for Provident Bank over the last 4 years has made my job easier and made me shine to Senior Management.

Whether it is a simple project like the conference calling and web conferencing or a more entailed project such as the services inventory of all bank services by location, carrier and cost it was done with professionalism and efficiency. Also, the cost savings that we have realized due to renegotiation with major carriers for voice services and data services has been substantial.

Your company is a valuable asset to ours from working on a projects or just kicking around ideas. We appreciate all the assistance that you provide.

It is always a pleasure working with your company and I look forward to our continued partnership.

Sincerely,

Tracy Sullivan
VP Telecommunications
Provident Bank



NYK LINE (NORTH AMERICA) INC.

April 26, 2007

Danya Rogers Cohan
Gotham Telecom
60 Dutch Hill Road
Suite 13
Orangeburg, NY 10962

Dear Danya,

I wanted to take a moment to thank you and your staff for your continued assistance in reducing our telecommunications costs. Your multi-faceted staff has helped to guide our firm through a multitude of telecom matters, including the reduction of our AT&T contract. The Gotham Team made the negotiations process simple and seamless. Under the AT&T contract you negotiated, **we obtained savings of over \$300,000 annually - a total of over one million dollars for the life of the contract. This savings greatly exceeded our expectations.**

We wish to thank you for your assistance in lowering our cost of doing business as well as making this a successful project for NYK. We look forward to a continued working relationship.

Sincerely,

Tom Gately
NYK-SVP Administration
NYK Line (NA) Inc.

COVINGTON & BURLING

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June 12, 2003

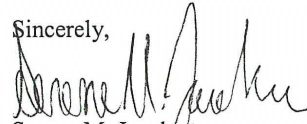
Ms. Danya Rogers Cohan
Telecommunication Resources of New York, Inc.
Gotham Acquisitions Group
55 Old Turnpike Road
Suite 302
Nanuet, NY 10954

Dear Danya:

I wanted to take a moment to thank you and your staff for your continued assistance in reducing our telecommunications costs in both long distance and wireless contracts. Due to your efforts on our behalf, we have received significant refunds - in excess of \$81,000 to date.

It is a pleasure working with you and your company. We look forward to a continued working relationship.

Sincerely,



Serene M. Jacobson
Operations Manager

SMJ/mm

 Visiting Nurse Service Of New York®
HOME CARE™
We Bring The Caring Home®

April 22, 2004

Danya Cohan
Gotham Acquisitions
2 Torr Terrace
New City, New York 10956

Dear Danya:

This letter is to thank you and your staff for your continued assistance in reducing our Telecommunications and Data expenditures. Due to your efforts, our Monthly Recurring Charges have been reduced by more than twenty-percent (20%) and we have received more than **Three Million Seven Hundred Fifty Thousand Dollars (\$3,750,000) in refunds and credits.**

Your expertise in voice and data services has allowed us to select the most appropriate carriers and you have negotiated on our behalf with these vendors for services and pricing plans.

We look forward to our continuing working relationship.

Sincerely,



George Germann
C.I.O, Visiting Nurse Service of New York

 Visiting Nurse Service Of New YorkSM
HOME CARESM
We Bring The Caring HomeSM

June 14, 2004

Danya Rogers Cohan, President
Gotham Telecommunications Inc.
2 Tor Terrace
New City, NY 10956

Dear Danya,

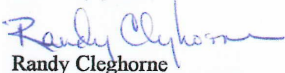
Although VNS has had a working relationship with Gotham Telecomm for some years, which has resulted in over a million dollars in telecommunications savings, I wanted to thank you for your assistance and participation in the successful deployment of VNS' Voice over IP (VoIP) system.

You took on the role of Project Lead providing us with your expertise in selecting a Telecommunications Project Manager who had worked on large transitions from Centrex to in-house PBX systems. The decision to go with Shafer Management not only resulted in a positive relationship, which continues today, but in the successful vendor selection and implementation of this new environment and the realization of the cost saving that was the driver for this project.

You then took on the role of Project Manager for the ACD portion of the project, bringing your understanding of call centers and our user base, which aided in the delivery of a system that has met and continues to meet the needs and expectation of our users. You brought the project in on time even with the myriad of changes that occurred.

Thank you for your assistance in making this a successful project for VNS and for your continued support of this agency.

Sincerely yours,



Randy Cleghorne
Director, IT Planning & Management/CTO
Visiting Nurse Service of NY



160 North Midland Avenue
Nyack, New York 10960-1998
845-348-2000

Ms. Danya Rogers Cohan
Gotham Telecom
60 Dutch Hill Road
Suite 13
Orangeburg, New York 10962

Dear Danya,

We wish to thank you for your assistance in lowering our telecommunication costs. Through your negotiating efforts, we not only lowered our LD rates but we consolidated are local billing and saved in excess of \$14,000.00 a year in Telecom expenditures.

Before Gotham, we received numerous invoices from various carriers; your staff has consolidated the multitudes of bills and given us a succinct group of carriers for us to work with.

In addition, we are now enjoying yearly savings through the contract you negotiated on our behalf, with Paetec. We were able to continue service with our old carrier, but your work saved us in excess of \$14,000 a year. Our rates are more competitive than we could have negotiated ourselves and the terms of the agreement are much more favorable.

Your team has made the process of negotiations simple and smooth for us. You delivered results exceeding our expectations within a short time frame. We were thrilled to say that **even though the market rates recently went up, thanks to the contract terms your team negotiated, ours did not.**

We are looking forward to working with your firm in the future.

Best Regards,

Mike Miksad
Nyack Hospital

