

To whom it May Concern:

As the person responsible for network and data communications at Webasto Sunroofs, I highly recommend Great Lakes Telecom as a phone system/support supplier.

Beginning in January, 1995, Webasto was exploring its options for handling growing phone system demands. As part of this exercise Great Lakes Telecom was asked to evaluate our needs and submit a proposal. They were one of four (4) suppliers representing major phone system manufacturers who were asked to participate.

Like most companies, one of the issues we had to deal with was a tight budget constraint. This issue was compounded by the fact that we had four (4) facilities in two (2) different cities which needed to appear as a single network.

Although not the largest of the companies we considered, our decision to use Great Lakes Telecom proved to be a sound one. They were the only supplier that was able to provide us with a solution that met all of our criteria, including the budget constraints. They were also the only supplier that was able to make use of an existing fiber optic network which existed at our Rochester Hills campus. This step alone allowed us to significantly reduce our costs by eliminating unnecessary tie lines between buildings.

After having worked directly with Great Lakes Telecom since this time, I am now convinced that their size actually proved to be an asset rather than a hindrance. They have been able to provide us with quality, timely, professional services that would have either required us to hire other suppliers or would have resulted in numerous extra charges. In effect, Great Lakes Telecom has actually worked for us as a telecommunications consultant, not just as a phone system supplier. By following their recommendations, we've actually been able to finance a significant part of our new equipment through cost savings in other related areas.

It is with this positive experience that I highly recommend Great Lakes Telecom.

Sincerely,



James E. Moschel  
Network/Data Communications Manager

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