

Fulton County COMMISSIONERS



BOARD OF COUNTY COMMISSIONERS:

Paul Barnaby
Dean Genter
Jack Graf

ADMINISTRATOR

Vond T. Hall

CLERK

Rhonda Borton

ADMINISTRATIVE AIDE

Linda Parnell

152 S. Fulton St.
Suite 270
Wauseon, Ohio
43567-3309

Ph. (419) 337-9255
Fax (419) 337-9285

OFFICE HOURS:

Monday - Friday
8:30 a.m. - 4:30 p.m.

SESSIONS:

Monday and
Thursday
9:00 a.m. - 4:00 p.m.

Brad Clark, President and COO
SpyGlass Technology Advisors, Inc.
2001 Crocker Rd Ste 130
Westlake OH 44145

Dear Mr. Clark:

SpyGlass Technology Advisors, Inc. demonstrated first hand to Fulton County, Ohio their specialty in providing telecommunications cost control solutions, and audit and consulting services in the context of Public Sector expenditure controls. SpyGlass maintained its focus on the County's goal to make profitable and sound business decisions by reducing our overall telecommunications spending, recovering erroneous charges assessed by our carriers, and improving our internal cost management processes.

In your marketing literature you said you focus on three solutions delivered through three principal offerings: (1) contingency based vendor audit services, (2) periodic invoice review and approval services and process design, and (3) project based consulting services. You delivered.

I wish to thank you and SpyGlass' principals and professional staff for their extensive experience in all facets of telecommunications, including local and long distance voice, international, cellular, calling card, data and Broadband communication.

Sincerely,

Vond T. Hall
County Administrator
Fulton County