

THE GLACIER PHILOSOPHY
TELECOMMUNICATIONS SIMPLIFIED

“You are only as good as the services you provide.”

Glacier Communications Inc. has established a unique niche in the telecommunication consulting industry by giving the consumer the most choice when choosing telecommunication services. Our established relationships with the major Regional Bell Operating Companies (RBOCs), Competitive Local Exchange Carriers (CLECs), and Verizon Wholesalers ensure your business will receive the most competitive rates and plans the telecommunication industry has to offer. There is no risk and no out of pocket costs.

“Unique Technology yields superior results.”

Using hands on analysis and our unique telephony proprietary software Glacier Communications Inc. cost reduction proposals are the most thorough in the industry. We continually invest in the latest computer technologies to find the most competitive rates and the best telecommunication services for your business.



We will work in tandem with you to determine the accuracy of your service and reduce your basic monthly charges without changes in your service or equipment.



“Working with Businesses to develop relationships.”

Our clients consist of small, medium and large businesses encompassing all facets of industry. Glacier Communications Inc. main focus is your particular business telecommunication needs and our emphasis is immediate savings. We understand the importance of keeping costs low and maximizing on cost reduction opportunities.

“Our Commitment to Excellence.”

Whether your business has one phone line or a hundred phone lines Glacier Communications Inc. will work with you to reduce costs and maintain all your current telephone features. If there is a benefit to our client, Glacier Communications Inc. will capitalize on the opportunity that will achieve a favorable result for you. Glacier Communications Inc. values long term relationships. As your business grows and your telecommunication needs get more sophisticated Glacier Communications Inc. will be their providing you with our consulting services, making sure your rates are low and quality of service is high.

Unbundled Network Element

**THE WHOLESALE ADVANTAGE
TELECOMMUNICATIONS SIMPLIFIED**

Platform (UNE-P)

Every business should take advantage of UNE-P platform, specifically sanctioned by the Federal Communications Commission (FCC) to foster local competition by requiring the four regional bell companies (Verizon, Qwest, BellSouth, and SBC) to lease their local networks to their competitors at wholesale prices set by state regulators.

The Wholesale platform reduces your telephone costs up to 20%, and sometimes more. Using the wholesale platform will allow you to remain on your regional bell companies network, receiving their reliable network services. The only



difference will be the bill, because it will be much lower and provided to you by a wholesaler. It is a very simple procedure and the transition is seamless.

Four reasons to use a Wholesale provider!

1. Network stability and reliability

Since all your telephone services will be directly from the Regional Bell Companies Network (Verizon, Qwest, BellSouth, and SBC), reliability from the UNE-P carrier should be no different from past experiences you have had with the Regional Bell Companies.



2. Migration to the UNE-P Wholesale platform quick and easy

Transplanting your current telephone services does not require a "physical" cut over, it is a seamless transition.

3. Unlimited Bundled Service

Take advantage of Unlimited calling plans, with no limit to the number of lines unlimited local, regional, and long distance services can be placed on.

4. Competition creates lower rates

With the help of your business authorized wholesalers are taking market share from the Regional Bell Companies (Verizon, Qwest, BellSouth, and SBC) which is resulting in lower costs across the board.

What separates Glacier Communications from our competitors?

What makes Glacier Communications unique is our three core competencies approach toward your telecommunication needs.



Our Three Core Competencies and how they can benefit your company

1. Intellectual Capital

Intellectual Capital is the ability of our consultants to review your bills and find the most cost effective solution for all of your telecommunication needs without disrupting any services you currently have.

2. Telephony Proprietary Software System

Glacier Communications Telephony Proprietary System was developed to find the best rates throughout the country.

3. Dedication

Our dedication and loyalty to our clients is represented by the long standing relationships we have with them. We work very hard for our clients to ensure their telecommunication and data needs fit their business model.

Outsource our Telecommunication Consulting Services

Outsourcing Glacier Communications to provide all your telecommunication and data needs enables companies to reduce costs and focus on their core business, while reaping benefits from utilizing the intellectual capital and resources of our experts. This spares our clients the cost of inefficiently performing tedious and time consuming projects in-house.

Glacier Communications can supplement the work of internal telecommunication personnel. Our team will complement and successfully interface with telecommunication professionals to enhance their effectiveness, allowing them to concentrate on the business at hand. The profitable results can benefit your



telecommunications budget, and your business overall without investments in time and staff.

Our expertise on the rules, regulations, and tariffs that govern the industry and our long standing relationships with our providers allows Glacier Communications to negotiate rates that would not be available to your business.

3 Steps to Savings

- **Y**ou provide us with your signed agreement and Letters of Authorization (allowing us to interact with the telephone company) and several copies of your phone bills.
- **W**e will implement our proprietary techniques on your telephone billing in search of savings opportunities.
- **O**nce savings are found we will implement the necessary changes. We monitor the account to make sure all changes are provisioned.



There is no fee for our service.

“Glacier Communications looks forward to benefiting your company through our consulting services.”

Allow Glacier Communications to benefit your business by giving us the opportunity to work with you.



We want to make sure your telecommunication and data needs add value to your current business model and provide you with the most reliable and quality of telephony and data services.

We want to make sure all your telecommunication and data needs are being met. From dial tone to telephone equipment we will make sure your clients will be able to reach you whenever they reach for the phone.

Our clients include nursing facilities, brokerage firms, charitable organizations, law firms, marketing firms and many other small, medium, and large businesses.

PRODUCTS AND SERVICES TELECOMMUNICATIONS SIMPLIFIED

- **LOCAL**
- **REGIONAL**
- **LONG DISTANCE**

- **R**educe your business phone line costs by up to 20%, with no change to your phone features. Take advantage of our bundled and unlimited telephone service packages.

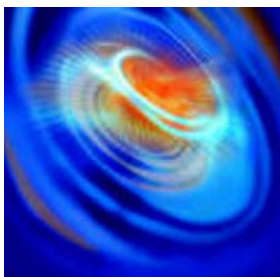
CALLING FEATURES

Enhance capability and productivity with these value added optional calling features.

- Voice Messaging
- Call Waiting
- Caller ID
- Call Forwarding
- Additional Calling Features

DATA SERVICES

Increase your businesses speed and efficiency with data solutions that will reduce costs and increase productivity.



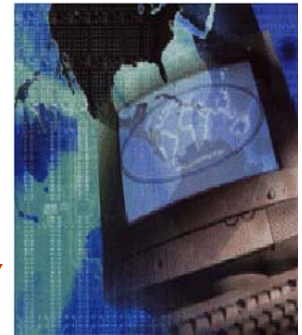
- **T-1 SERVICE**
Integrate all your lines and watch your network upload and download information in half

the time it would normally take.

- **ISDN-BRI**
(Integrated Services Digital Network Device)
Access the internet with speeds faster than traditional dial up and simultaneously use the phone, fax and internet on an existing phone line.

- **ISDN-PRI**
(Integrated Services Digital Network Device)

Allows up to eight lines of data, voice or video to simultaneously transmit over a single line.



- **FRAME RELAY**

Exchange large files with another location, businesses, vendors, or clients without the high cost of a private network.

- **ATM**
(Asynchronous Transfer Mode)

Send data to multiple destinations over a dedicated line without a network investment.

- **Digital Data Services (DDS)**

Transfer data digitally between locations with speeds ranging from 2.4 to 56 Kbps.

- **DS1 and DS3**

For the larger business that needs to transmit heavy internet volume at speeds of 1.5 (DS1) or 45 Mbps (DS3).

- **DSL and Internet Services**

For all your business on-line needs including internet access, e-mails, web sites and much more.

- **Telephone Systems and Equipment**

We offer a complete range of phone systems for small to large businesses. We provide the most sophisticated systems equipped with the latest telecommunications technology.