



## ADVOCATE NETWORKS, LLC

### CORPORATE FACT SHEET

<b>Mission</b>	To serve our clients as the Trust Advisor in Business Communications and Data Center Planning	
<b>Year Founded</b>	2001	
<b>Headquarters</b>	6525 The Corners Parkway - Suite 310 Atlanta, Georgia 30092	<b>Media Contact:</b> For Advocate Networks: Marina Harmon Tel. (678) 987-5915 <a href="mailto:marina.harmon@advocatenetworks.com">marina.harmon@advocatenetworks.com</a>
<b>Web site</b>	<a href="http://www.advocatenetworks.com">www.advocatenetworks.com</a>	
<b>Ownership</b>	Privately held	
<b>Employees</b>	30	
<b>Management Team</b>	<ul style="list-style-type: none"><li>• Scott Fogle, Co-Founder and Co-President</li><li>• Tim Wise, Co-Founder and Co-President</li><li>• Rob Stewart, Managing Consultant - Enterprise</li><li>• Gerry Carson, Managing Consultant – Service Provider</li><li>• John Johnson, Managing Director – TEM Services</li></ul>	
<b>Advisory Board</b>	<ul style="list-style-type: none"><li>• Jim Borders, President, Novare Group, Inc.</li><li>• Bill Geist, Senior Vice President, CDC Software, Inc.</li><li>• Stuart Johnson, Partner, Powell Goldstein</li><li>• Jon Stroup, Partner, Slayton Search Partners</li><li>• Richard Bergen, President, Broadband Communications Consultants, LLC</li><li>• David Linch, Managing Director, Stephens, Inc.</li></ul>	
<b>Company Overview</b>	<p>Advocate Networks is a communications and data center consulting, and Telecom Expense Management (TEM) services company. The company services mid-market enterprises, multi-service operators (MSOs), competitive local exchange providers and other wholesale buyers of communications services.</p> <p>Advocate Networks does not sell or service equipment, software or communications services in its role as “Trusted Advisor.”</p>	

**Services**

For the Enterprise, the company provides:

- Communications Strategic Sourcing
- Communications, Telecom, Network and Wireless RFP Management
- Enterprise Inventory and Optimization of Communications Services and Assets
- Enterprise Mobility and Wireless Planning and Optimization
- IP-PBX Planning and Procurement Services
- Data Center Planning and Sourcing
- Telecommunications Audit

For the Service Provider, the company provides:

- Customer Research and Analysis
- Competitive Research and Analysis
- Pricing Analysis and Planning
- Product Design
- Product/Price Performance Monitoring and Analysis
- Network Costs Reduction Analysis

The Company's Telecom Expense Management Services Include:

- Provisioning of Wireline and Wireless Communications Services
- Inventory and Change Management
- Financial and Bill Management
- Mobile Management

**Target Industries**

Banking and Financial Services  
Business and Professional Services  
Communications and Media  
Healthcare  
Industrial  
Legal  
Energy  
Manufacturing  
Technology

**Partial Client List**

Arcapita, Arnall Golden Gregory, Blackbaud Software, Inc., Ceridian, Chick-Fil-A, Inc., Cox Communications, CSL Behring, Cypress Communications, Hagameyer, HealthPort, INVESCO, Kyocera International, Mirant, Oxford Industries, Powell Goldstein, S1 Corporation, Sage Software, Inc., Simmons Bedding Company, Sodexo, Spectrum Brands, Synovus Financial Corporation, Time Warner Cable, Transfield Services, US Security Services, VHA Georgia and WellStar.