

**STFI (Shared Tech /  
CPE)**

	FCST	FCST	FCST	FCST	FCST	FCST	FCST	FCST	FCST	FCST	FCST	FCST	2004
	Jan-04	Feb-04	Mar-04	Apr-04	May-04	Jun-04	Jul-04	Aug-04	Sep-04	Oct-04	Nov-04	Dec-04	
<b>Revenue</b>													
<b>Maintenance</b>													
49011 - Maintenance	\$3,100,000	\$3,100,000	\$3,150,000	\$3,250,000	\$3,300,000	\$3,350,000	\$3,400,000	\$3,450,000	\$3,500,000	\$3,550,000	\$3,600,000	\$3,650,000	\$40,400,000
49016 - On-site Maintenance	\$840,000	\$840,000	\$848,000	\$856,000	\$864,000	\$872,000	\$880,000	\$888,000	\$896,000	\$904,000	\$912,000	\$920,000	\$10,520,000
49019 - Partnership Maintenance	\$285,000	\$285,000	\$285,000	\$285,000	\$285,000	\$285,000	\$285,000	\$285,000	\$285,000	\$285,000	\$285,000	\$285,000	\$3,420,000
49020 - Ext Warranty & Maintenance	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$180,000
<b>Total Maintenance</b>	<b>\$4,240,000</b>	<b>\$4,240,000</b>	<b>\$4,298,000</b>	<b>\$4,406,000</b>	<b>\$4,464,000</b>	<b>\$4,522,000</b>	<b>\$4,580,000</b>	<b>\$4,638,000</b>	<b>\$4,696,000</b>	<b>\$4,754,000</b>	<b>\$4,812,000</b>	<b>\$4,870,000</b>	<b>\$54,520,000</b>
<b>Install / Service</b>													
49010 - New System Installs-Equip.	1,555,000	1,655,000	1,755,000	1,900,000	2,500,000	2,800,000	3,000,000	3,200,000	3,500,000	3,600,000	3,300,000	3,200,000	31,965,000
49012 - Phone Adds, Moves, & Changes	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	14,400,000
49013 - Warranty - Equipment	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	120,000	1,440,000
49014 - Time & Material - Other	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	3,000,000
49015 - System Upgrades - Equipment	1,750,000	1,850,000	1,850,000	1,900,000	1,950,000	1,950,000	2,100,000	2,200,000	2,300,000	2,300,000	1,950,000	1,950,000	24,050,000
49018 - SEB Monitoring - Other	200	200	200	200	200	200	200	200	200	200	200	200	2,400
<b>Total Install / Service</b>	<b>4,875,200</b>	<b>5,075,200</b>	<b>5,175,200</b>	<b>5,370,200</b>	<b>6,020,200</b>	<b>6,320,200</b>	<b>6,670,200</b>	<b>6,970,200</b>	<b>7,370,200</b>	<b>7,470,200</b>	<b>6,820,200</b>	<b>6,720,200</b>	<b>74,857,400</b>
<b>Credits</b>													58%
<b>Total Revenue</b>	<b>\$9,115,200</b>	<b>\$9,315,200</b>	<b>\$9,473,200</b>	<b>\$9,776,200</b>	<b>\$10,484,200</b>	<b>\$10,842,200</b>	<b>\$11,250,200</b>	<b>\$11,608,200</b>	<b>\$12,066,200</b>	<b>\$12,224,200</b>	<b>\$11,632,200</b>	<b>\$11,590,200</b>	<b>129,377,400</b>
<b>Network Costs (COGS)</b>													
<b>Maintenance</b>													
50111 - Maintenance	\$1,209,000	\$1,209,000	\$1,228,500	\$1,267,500	\$1,287,000	\$1,306,500	\$1,326,000	\$1,345,500	\$1,365,000	\$1,384,500	\$1,404,000	\$1,423,500	\$15,756,000
50116 - On-site Maintenance	579,600	579,600	585,120	590,640	596,160	601,680	607,200	612,720	618,240	623,760	629,280	634,800	\$7,258,800
50119 - Partnership Maintenance	142,500	142,500	142,500	142,500	142,500	142,500	142,500	142,500	142,500	142,500	142,500	142,500	\$1,710,000
50120 - Ext Warranty & Maintenance	22,500	22,500	22,500	22,500	22,500	22,500	22,500	22,500	22,500	22,500	22,500	22,500	\$270,000
<b>Total Maintenance</b>	<b>\$1,953,600</b>	<b>\$1,953,600</b>	<b>\$1,978,620</b>	<b>\$2,023,140</b>	<b>\$2,048,160</b>	<b>\$2,073,180</b>	<b>\$2,098,200</b>	<b>\$2,123,220</b>	<b>\$2,148,240</b>	<b>\$2,173,260</b>	<b>\$2,198,280</b>	<b>\$2,223,300</b>	<b>\$24,994,800</b>
<b>Install / Service</b>													
50110 - New System Installs	\$1,166,250	\$1,241,250	\$1,316,250	\$1,425,000	\$1,875,000	\$2,100,000	\$2,250,000	\$2,400,000	\$2,625,000	\$2,700,000	\$2,475,000	\$2,400,000	\$23,973,750
50112 - Phone Adds, Moves & Changes	696,000	696,000	696,000	696,000	696,000	696,000	696,000	696,000	696,000	696,000	696,000	696,000	\$8,352,000
50113 - Warranty	108,000	108,000	108,000	108,000	108,000	108,000	108,000	108,000	108,000	108,000	108,000	108,000	\$1,296,000
50114 - Time & Material	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	150,000	\$1,800,000
50115 - System Upgrades	1,260,000	1,332,000	1,332,000	1,368,000	1,404,000	1,404,000	1,512,000	1,584,000	1,656,000	1,656,000	1,404,000	1,404,000	\$17,316,000
50118 - SEB Monitoring	2,115	1,756	1,239	1,301	1,362	1,443	1,507	1,532	1,449	1,405	1,428	1,447	\$17,985
50122 - Other Direct COGS (COGS 99)	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total Install / Service</b>	<b>\$3,382,365</b>	<b>\$3,529,006</b>	<b>\$3,603,489</b>	<b>\$3,748,301</b>	<b>\$4,234,362</b>	<b>\$4,459,443</b>	<b>\$4,717,507</b>	<b>\$4,939,532</b>	<b>\$5,236,449</b>	<b>\$5,311,405</b>	<b>\$4,834,428</b>	<b>\$4,759,447</b>	<b>\$52,755,735</b>
<b>Network Costs (COGS)</b>	<b>\$5,335,965</b>	<b>\$5,482,606</b>	<b>\$5,582,109</b>	<b>\$5,771,441</b>	<b>\$6,282,522</b>	<b>\$6,532,623</b>	<b>\$6,815,707</b>	<b>\$7,062,752</b>	<b>\$7,384,689</b>	<b>\$7,484,665</b>	<b>\$7,032,708</b>	<b>\$6,982,747</b>	<b>\$77,750,535</b>

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	FCST Jan-04	FCST Feb-04	FCST Mar-04	FCST Apr-04	FCST May-04	FCST Jun-04	FCST Jul-04	FCST Aug-04	FCST Sep-04	FCST Oct-04	FCST Nov-04	FCST Dec-04	2004
<b>Gross Margin</b>													
<b>Maintenance</b>													
Maintenance	\$1,891,000	\$1,891,000	\$1,921,500	\$1,982,500	\$2,013,000	\$2,043,500	\$2,074,000	\$2,104,500	\$2,135,000	\$2,165,500	\$2,196,000	\$2,226,500	\$24,644,000
On-site Maintenance	\$260,400	\$260,400	\$262,880	\$265,360	\$267,840	\$270,320	\$272,800	\$275,280	\$277,760	\$280,240	\$282,720	\$285,200	\$3,261,200
Partnership Maintenance	\$142,500	\$142,500	\$142,500	\$142,500	\$142,500	\$142,500	\$142,500	\$142,500	\$142,500	\$142,500	\$142,500	\$142,500	\$1,710,000
Ext Warranty & Maintenance	(\$7,500)	(\$7,500)	(\$7,500)	(\$7,500)	(\$7,500)	(\$7,500)	(\$7,500)	(\$7,500)	(\$7,500)	(\$7,500)	(\$7,500)	(\$7,500)	(\$90,000)
<b>Total Maintenance</b>	<b>\$2,286,400</b>	<b>\$2,286,400</b>	<b>\$2,319,380</b>	<b>\$2,382,860</b>	<b>\$2,415,840</b>	<b>\$2,448,820</b>	<b>\$2,481,800</b>	<b>\$2,514,780</b>	<b>\$2,547,760</b>	<b>\$2,580,740</b>	<b>\$2,613,720</b>	<b>\$2,646,700</b>	<b>\$29,525,200</b>
<b>Install / Service</b>													
New System Installs	388,750	413,750	438,750	475,000	625,000	700,000	750,000	800,000	875,000	900,000	825,000	800,000	7,991,250
Phone Adds, Moves & Changes	504,000	504,000	504,000	504,000	504,000	504,000	504,000	504,000	504,000	504,000	504,000	504,000	6,048,000
Warranty	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	144,000
Time & Material	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	1,200,000
System Upgrades	490,000	518,000	518,000	532,000	546,000	546,000	588,000	616,000	644,000	644,000	644,000	546,000	6,734,000
SEB Monitoring	(1,915)	(1,556)	(1,039)	(1,101)	(1,162)	(1,243)	(1,307)	(1,332)	(1,249)	(1,205)	(1,228)	(1,247)	(15,585)
<b>Total Install / Service</b>	<b>1,492,835</b>	<b>1,546,194</b>	<b>1,571,711</b>	<b>1,621,899</b>	<b>1,785,838</b>	<b>1,860,757</b>	<b>1,952,693</b>	<b>2,030,668</b>	<b>2,133,751</b>	<b>2,158,795</b>	<b>1,985,772</b>	<b>1,960,753</b>	<b>22,101,665</b>
<b>Total Gross Margin</b>	<b>\$3,779,235</b>	<b>\$3,832,594</b>	<b>\$3,891,091</b>	<b>\$4,004,759</b>	<b>\$4,201,678</b>	<b>\$4,309,577</b>	<b>\$4,434,493</b>	<b>\$4,545,448</b>	<b>\$4,681,511</b>	<b>\$4,739,535</b>	<b>\$4,599,492</b>	<b>\$4,607,453</b>	<b>\$51,626,865</b>
<b>Gross Margin %</b>													
<b>Maintenance %</b>													
Maintenance	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%
On-site Maintenance	30.4%	30.4%	30.4%	30.4%	30.4%	30.4%	30.4%	30.4%	30.4%	30.4%	30.4%	30.4%	30.4%
Partnership Maintenance	51.2%	51.2%	51.2%	51.2%	51.2%	51.2%	51.2%	51.2%	51.2%	51.2%	51.2%	51.2%	51.2%
Ext Warranty & Maintenance	-49.8%	-49.8%	-49.8%	-49.8%	-49.8%	-49.8%	-49.8%	-49.8%	-49.8%	-49.8%	-49.8%	-49.8%	-49.8%
<b>Total Maintenance</b>	<b>46%</b>	<b>46%</b>	<b>46%</b>	<b>46%</b>	<b>46%</b>	<b>46%</b>	<b>46%</b>	<b>46%</b>	<b>46%</b>	<b>46%</b>	<b>-49.8%</b>	<b>-49.8%</b>	<b>46%</b>
<b>Install / Service %</b>													
New System Installs	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%
Phone Adds, Moves & Changes	42.0%	42.0%	42.0%	42.0%	42.0%	42.0%	42.0%	42.0%	42.0%	42.0%	42.0%	42.0%	42.0%
Warranty	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%
Time & Material	40.0%	40.0%	40.0%	40.0%	40.0%	40.0%	40.0%	40.0%	40.0%	40.0%	40.0%	40.0%	40.0%
System Upgrades	28.0%	28.0%	28.0%	28.0%	28.0%	28.0%	28.0%	28.0%	28.0%	28.0%	28.0%	28.0%	28.0%
On-site - AMC	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
SEB Monitoring	-957.6%	-777.8%	-519.7%	-550.5%	-581.2%	-621.4%	-653.7%	-666.0%	-624.3%	-602.4%	-614.2%	-623.3%	-649.4%
<b>Total Install / Service %</b>	<b>30.6%</b>	<b>30.5%</b>	<b>30.4%</b>	<b>30.2%</b>	<b>29.7%</b>	<b>29.4%</b>	<b>29.3%</b>	<b>29.1%</b>	<b>29.0%</b>	<b>28.9%</b>	<b>29.1%</b>	<b>29.2%</b>	<b>29.5%</b>
<b>Total Gross Margin %</b>	<b>41.5%</b>	<b>41.1%</b>	<b>41.1%</b>	<b>41.0%</b>	<b>40.1%</b>	<b>39.7%</b>	<b>39.4%</b>	<b>39.2%</b>	<b>38.8%</b>	<b>38.8%</b>	<b>39.5%</b>	<b>39.8%</b>	<b>39.9%</b>



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	FCST	FCST	FCST	FCST	FCST	FCST	FCST	FCST	FCST	FCST	FCST	FCST	2004
	Jan-04	Feb-04	Mar-04	Apr-04	May-04	Jun-04	Jul-04	Aug-04	Sep-04	Oct-04	Nov-04	Dec-04	
<b>Rents &amp; Utilities</b>													
63001 - Offices Rent	150,000	150,000	150,000	205,000	205,000	205,000	205,000	205,000	205,000	205,000	205,000	205,000	2,295,000
63020 - PC & Office Equip Rental	21,615	21,615	21,615	21,615	21,615	21,615	21,615	21,615	21,615	21,615	21,615	21,615	259,381
63050 - Other Lease Rent	5,973	5,973	5,973	5,973	5,973	5,973	5,973	5,973	5,973	5,973	5,973	5,973	71,681
63100 - Other Lease Operating Expenses	4,081	4,081	4,081	4,081	4,081	4,081	4,081	4,081	4,081	4,081	4,081	4,081	48,976
63203 - General Maint & Repairs	29,685	29,685	29,685	29,685	29,685	29,685	29,685	29,685	29,685	29,685	29,685	29,685	356,214
64200 - Office Utility Expenses	19,105	19,105	19,105	39,341	39,341	39,341	39,341	39,341	39,341	39,341	39,341	39,341	411,389
64201 - Telephone Expense	47,850	47,850	47,850	87,850	87,850	87,850	87,850	87,850	87,850	87,850	87,850	87,850	934,203
64220 - Cellular Expenses	22,081	22,081	22,081	22,081	22,081	22,081	22,081	22,081	22,081	22,081	22,081	22,081	264,970
64221 - Paging Expense	8,964	8,964	8,964	8,964	8,964	8,964	8,964	8,964	8,964	8,964	8,964	8,964	107,572
64222 - Email & Internet Services	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total Rents &amp; Utilities</b>	<b>309,355</b>	<b>309,355</b>	<b>309,355</b>	<b>424,591</b>	<b>424,591</b>	<b>424,591</b>	<b>424,591</b>	<b>424,591</b>	<b>424,591</b>	<b>424,591</b>	<b>424,591</b>	<b>424,591</b>	<b>4,749,385</b>
<b>Professional &amp; Other Fees</b>													
64400 - Professional and Other Fees	-	-	-	-	-	-	-	-	-	-	-	-	-
64401 - Computer Supp/Serv Contracts	1,635	1,635	1,635	9,835	9,835	9,835	9,835	9,835	9,835	9,835	9,835	9,835	93,417
64402 - Computer Hardware Expense	881	881	881	881	881	881	881	881	881	881	881	881	10,577
64404 - Computer Software Expenses	778	778	778	778	778	778	778	778	778	778	778	778	9,333
64603 - Insurance - Liability	-	-	-	28,999	28,999	28,999	28,999	28,999	28,999	28,999	28,999	28,999	260,991
64604 - Insurance - Other	-	-	-	36,090	36,090	36,090	36,090	36,090	36,090	36,090	36,090	36,090	324,810
64605 - Insurance - Property	-	-	-	12,179	12,179	12,179	12,179	12,179	12,179	12,179	12,179	12,179	109,611
64701 - General Licenses and Fees	8,688	8,688	8,688	8,688	8,688	8,688	8,688	8,688	8,688	8,688	8,688	8,688	104,255
65001 - Bank Fees	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	18,000
65205 - Professional Audit Fees	-	-	-	8,333	8,333	8,333	8,333	8,333	8,333	8,333	8,333	8,333	74,997
65210 - Fees-Outside Legal Firm	-	-	-	4,167	4,167	4,167	4,167	4,167	4,167	4,167	4,167	4,167	37,503
65216 - Outsourcing Fees (ADP)	-	-	-	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	63,000
<b>Total Professional &amp; Other Fees</b>	<b>13,482</b>	<b>13,482</b>	<b>13,482</b>	<b>111,450</b>	<b>111,450</b>	<b>111,450</b>	<b>111,450</b>	<b>111,450</b>	<b>111,450</b>	<b>111,450</b>	<b>111,450</b>	<b>111,450</b>	<b>1,043,494</b>
<b>Bad Debt</b>													
65510 - Bad Debt Non-Carrier Billing	148,810	148,810	150,087	153,680	158,151	162,621	168,688	174,756	180,025	182,898	171,403	172,680	1,972,609
<b>Total Bad Debt</b>	<b>148,810</b>	<b>148,810</b>	<b>150,087</b>	<b>153,680</b>	<b>158,151</b>	<b>162,621</b>	<b>168,688</b>	<b>174,756</b>	<b>180,025</b>	<b>182,898</b>	<b>171,403</b>	<b>172,680</b>	<b>1,972,609</b>
<b>Other</b>													
65302 - Gross Receipts Tax	55	55	55	55	55	55	55	55	55	55	55	55	660
65303 - Franchise Tax	1,430	1,430	1,430	1,430	1,430	1,430	1,430	1,430	1,430	1,430	1,430	1,430	17,160
65305 - Property Taxes	2,769	2,769	2,769	2,769	2,769	2,769	2,769	2,769	2,769	2,769	2,769	2,769	33,227
65306 - Other Taxes	-	-	-	-	-	-	-	-	-	-	-	-	-
65307 - Tax Discounts	-	-	-	-	-	-	-	-	-	-	-	-	-
65401 - General Office Supplies	23,629	23,629	23,629	23,629	23,629	23,629	23,629	23,629	23,629	23,629	23,629	23,629	283,543
65405 - Materials and Printing	2,232	2,232	2,232	2,232	2,232	2,232	2,232	2,232	2,232	2,232	2,232	2,232	26,784
65406 - Facility Relocation Costs	-	-	-	-	-	-	-	-	-	-	-	-	-
65410 - Computer Supplies	7,165	7,165	7,165	7,165	7,165	7,165	7,165	7,165	7,165	7,165	7,165	7,165	85,979
65415 - Postage/Courier/FX	6,400	6,400	6,400	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	75,654
65601 - Dues & Subscriptions	478	478	478	478	478	478	478	478	478	478	478	478	5,736
65702 - Charitable Contributions	-	-	-	-	-	-	-	-	-	-	-	-	-
65710 - Conventions & Conferences	1,353	1,353	1,353	1,353	1,353	1,353	1,353	1,353	1,353	1,353	1,353	1,353	16,238
80410 - Fines/Penalties	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total Other</b>	<b>45,511</b>	<b>45,511</b>	<b>45,511</b>	<b>49,111</b>	<b>49,111</b>	<b>49,111</b>	<b>49,111</b>	<b>49,111</b>	<b>49,111</b>	<b>49,111</b>	<b>49,111</b>	<b>49,111</b>	<b>544,982</b>
<b>SG &amp; A</b>	<b>3,488,441</b>	<b>3,492,155</b>	<b>3,526,123</b>	<b>3,865,855</b>	<b>3,885,477</b>	<b>3,848,328</b>	<b>3,867,565</b>	<b>3,899,230</b>	<b>3,921,903</b>	<b>3,892,785</b>	<b>3,844,883</b>	<b>3,887,279</b>	<b>45,406,006</b>
<b>EBITDA</b>	<b>\$290,794</b>	<b>\$340,440</b>	<b>\$364,968</b>	<b>\$138,904</b>	<b>\$316,200</b>	<b>\$461,249</b>	<b>\$566,928</b>	<b>\$646,218</b>	<b>\$759,608</b>	<b>\$846,750</b>	<b>\$754,608</b>	<b>\$720,174</b>	<b>\$6,220,859</b>