
NORTHWEST

COMMUNICATIONS

COOPERATIVE

P.O. BOX 38

RAY ND 58849-0038

701-568-3331

FAX 701-568-7777

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To whom it may concern,

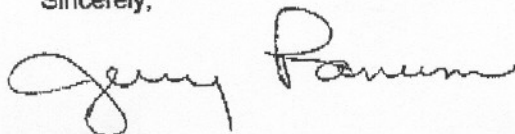
I have worked as operations manager for 18 years with NCC. I was directly involved in the purchasing decision along with network management. Specifically, I have had the opportunity to work with Vcom Electronics Inc. with respect to the installation of our longstanding 2.5 Ghz fixed broadband wireless system.

We found their solution to be both cost effective as well as providing us with the functionality that our company required. Our specific needs were to provide high speed data services to rural and remote customers in the 2.5/2.1 Ghz frequency bands. The people at Vcom were extremely responsive and did their best to assure our satisfaction and address any concerns or issues we might have had. Moreover, any questions that either myself or my colleagues at NCC had were answered in a timely and thorough manner.

Post sale support from Vcom entailed monitoring of our system along with troubleshooting and assisting us resolve any problem we might have encountered. In a sense Vcom became a partner with our company during all phases of this project, far exceeding the standard vendor norms in such an application. Indeed, Vcom's adage that the customer's success is Vcom's success became readily apparent to us.

In conclusion, I would highly recommend Vcom's fixed broadband wireless solution to anybody interested in deploying such a service.

Sincerely,



Jerry Ranum
Operations Manager, NCC