



January 27, 1997

Mr. Daniel A. Miramant  
Major Account Manager  
Fujitsu Business Communication Systems  
Long Wharf Maritime Center  
555 Long Wharf Drive  
New Haven, CT 06511

Dear Dan,

As you know, our college has been very pleased with the recent telecommunications installation performed by Fujitsu. In no small measure, this is the result of the professional work done by Cable Systems and Mr. Ken Vallone. We feel that our project was somewhat complex, involving voice, data, fiber, and coaxial cable run to a variety of locations. The basic network configuration, some six data closets connected by a fiber backbone, presented its own complexities. Needless to say, the potential for a real disaster was never far from my mind.

However, even with all the complexity, the modifications, additions and deletions, when it came time for the system to go on line, it simply and beautifully, just worked. All cables were tested and labeled and located just as promised. I must also add that it was a pleasure to work with Mr. Vallone during all phases of the project. It is a credit to Fujitsu that it uses subcontractors of such high quality and professionalism.

Sincerely,

A handwritten signature in dark ink, appearing to read 'Paul', is written over the word 'Sincerely,'.

Paul S. McNamara, Ph.D.  
Dean of Administration

cc Mr. Ken Vallone