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JSI Broadens In-House Expertise; Eric Votaw Rejoins Staff to Work with Clients on Business Development Strategies, Video Opportunities

GREENBELT, MD, March 8, 2007 – John Staurulakis, Inc. (JSI) has announced that Eric Votaw recently rejoined the firm’s business development staff. Votaw previously worked with JSI from June 2000 through December 2003. Consistent with its mission, JSI remains vigilant in responding to clients’ needs and interests, and Votaw’s return is part of the company’s ongoing initiative to broaden its resources in the wake of significant industry and competitive developments affecting incumbent local exchange carriers (ILECs) and other independent telecom providers. Votaw’s expertise and experience will add to JSI’s ability to help companies investigate evolving network technologies, such as IP, as well as exciting new service opportunities in video entertainment, wireless, information, and the Internet.

A veteran telecom analyst, Votaw rejoined the JSI staff in February as staff director – business development. With more than 10 years’ experience in the telecom arena, he brings seasoned expertise to JSI’s business development effort and enhances the firm’s ability to assist clients in assessing their competitive and non-regulated service options. With specific emphasis on video projects, Votaw will serve to assess clients’ review of the opportunities afforded by new technologies and service lines. In addition he will develop feasibility studies and business-case analyses designed to maximize clients’ revenue potential from their existing technologies, at the same time as he helps them take best advantage of new technological and service options.

From January 2004 through the end of 2006, Votaw worked at WVT Communications, in Warwick, N.Y., where he was director-network services and regulatory. His primary responsibilities included corporate planning and departmental management of outside plant, central office, video head-end, and data network. Prior to joining WVT, Votaw saw his initial service with JSI and, during that time, focused on clients’ ILEC and CLEC network, regulatory, and development projects. Before joining JSI in June 2000, he served as a network policy manager for Sprint/United Telephone Company.

“With the rapid evolution of technology and network capability, the competitive pressures on our clients have grown incredibly,” noted JSI President Manny Staurulakis. “As independent providers venture into entertainment and information-type services, many are struggling to match strides with the big cable and wireless conglomerates with whom they now compete. Video and data services pose new business and

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operational challenges for our clients who also must incorporate new service demands in their strategy decisions. We've always recognized how important it is for JSI to ensure our resources reflect all the factors that determine clients' success, and that's one reason we're so excited to welcome Eric back to our staff. We'll continue to expand our staff composition to position JSI to meet our clients' expanding needs and demands at this volatile time in our industry's history."

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JSI provides a full array of financial, management, regulatory, business development, image/identity, and strategic services, as well as education and software to independent telecom providers. Established in 1962, JSI today provides these services, and more, to hundreds of companies across the nation. JSI also offers analysis and review of such competitive-focused issues as pricing and bundling, VoIP and IPTV analysis, CLEC and video/cable operations, strategic partnerships, marketing and community outreach, and mergers/acquisitions. With more than 95 professionals on staff, JSI remains a leader in offering business solutions to community based, independent providers. In addition to its Greenbelt, Md., headquarters, JSI has regional offices in Atlanta, Minneapolis, Austin, and Salt Lake City.