

**TRAFALGAR
COMMUNICATIONS
LIMITED**

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Tel: 020 7863 2407 Fax: 020 7863 7510

ABC Client Limited,

20th. March, 2006

Dear,

Further to our recent meeting and subsequent telephone conversations, I have pleasure in presenting details of our proposal for your consideration.

I trust that you will be pleased with our proposals which will provide your company with the following benefits:-

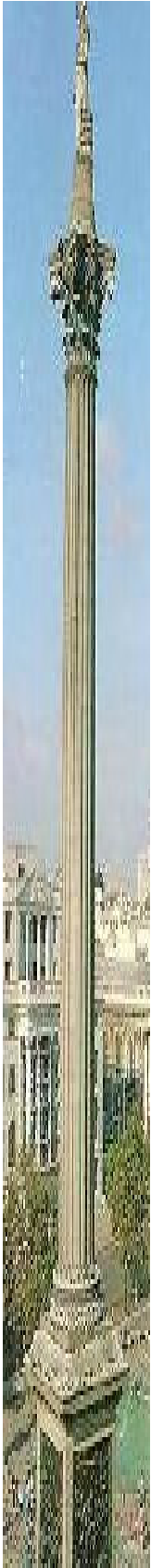
- ❖ **£734 - £938 Estimated Annual Savings in respect of your Fixed Line Communications.**

Besides being able to offer you competitive deals for your fixed line and mobile communications, our customer care department supports our function in line with customer expectations by way of Single Point of Contact, which in turn, delivers a level of service that is unrivalled within the industry. Some our services have been listed within our proposal but I would be happy to discuss with you any specific requirements that your company may have.

The attached proposals are subject to availability and in any event not valid beyond 30th. March. 2006, by which time we would need to have received completed Airtime Agreements. Trafalgar Communications are obliged to limit the validity of proposals, because the UK network providers change the available packages regularly.

Yours sincerely,

Paul Murkoff





TRAFALGAR
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LIMITED

TELECOMMUNICATIONS PROPOSAL FOR

ABC CLIENT LIMITED

Please note this document is private and confidential and may not be shown or distributed nor the contents herein revealed to anyone outside your organisation without our written authority

Report Prepared by P. Murkoff
7th. March, 2006

All prices quoted in our proposals are exclusive of VAT

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MANAGEMENT SUMMARY – Fixed Line Communications

Major Proposals

We are pleased to be able to offer you two alternative proposals for your fixed line communications both providing you with estimated annual savings as follows:-

- Carrier 1 £734 p.a 15%
- Carrier 2 £938 p.a. 19%

Full details of our calculations in respect of these savings can be found in Appendix III

Carrier 1	Carrier 2
<p>Carrier 1 are a tier one carrier in the UK and have been in Europe for 17 years. They are 50.2% owned by Commonwealth Government of Australia and were established in 1901 to manage Australia's domestic telephone & telegraph service. They now have access to more than 230 countries and territories worldwide with 40,000 employees in over 60 operations worldwide</p> <p>They are the 5th. Largest Telco globally by market capitalization and currently service more than 200 of the worlds top 400 companies and Their clients in the UK include:-</p> <ul style="list-style-type: none"> • Royal bank Scotland • Millennium and Cophorne Hotels • Europ Car <p>Their website can be found at</p>	<p>Carrier 2 are one of the leading resellers in the UK and were founded in 1997. They are a wholly owned subsidiary of Eckoh Technologies plc, Europe's leading provider of hosted interactive voice applications and speech recognition services.</p> <p>As a reseller they only use Tier One carriers including; Thus, Opal, Cable & Wireless, Energis and MCI. This ensures complete reliability of service and quality of call and means that their clients benefit from the services of a Tier One Carrier at rates below than would be offered direct.</p> <p>Their Clients in the UK include:-</p> <ul style="list-style-type: none"> • Air Atlantic Icelandic • The National Gallery. <p>Their website can be found at</p>

Comparison of Proposals

The following table compares the rates we have negotiated on your behalf with both Carrier1 and Carrier 2 and compares them to the rates you are currently paying to BT for your major destinations. The BT rates have been calculated based on your Feb Bill.

Destination	BT	Carrier1	Savings	Carrier 2	Savings
Local	xxx	xxx	40.03%	xxx	40.03%
National	xxx	xxx	35.40%	xxx	35.40%
Mobile	xxx	xxx	3.54%	xxx	12.31%
National Rate (0870)	xxx	xxx	-4.86%	xxx	.58%
Local Rate (0845)	xxx	xxx	-16.30%	xxx	.75%
Germany Mobile	xxx	xxx	10.88%	xxx	10.88%
Sweden Mobile	xxx	xxx	23.82%	xxx	23.82%

Terms	Carrier1	Carrier 2
Per Second Billing	Yes	Yes
Min Call Charge	1p	1p
Setup Fee	0p	0p
Minimum Terms	30 days notice	12 months Agreement
Carrier Pre-Select	Yes	Yes
Web Access to your Account	No	Yes

ACCOUNT MANAGEMENT

Change Over Procedure for Mobiles

- You **Retain your existing numbers** (unless otherwise agreed).
- You are **advised well in advance of the change over date** so that you are able to plan a smooth internal implementation.
- **Sim Cards and other new equipment** that we are providing is delivered to you **as soon as possible**.
- Where necessary any **handsets are unlocked**.

Change Over Procedure for Fixed Lines

- There is **no interruption to your service**.
- Where necessary we will liaise with your Maintenance Company to arrange for any de-programming of your switchboard.
- You are advised well in advance of the change over date.

Change Over Procedure for Mobiles and Fixed Lines

- A **courtesy call** is made to you **both before and during the change over date**.
- **We will check your first bill** to ensure that the correct tariff has been set up.

Regular Account Reviews:

- **Meeting with your Account Manager** to ensure that your Account is being serviced in accordance with your requirements and to discuss ways in which we may be able to assist with any of your company needs that are likely to arise in the future.
- **Tariff Analysis** to ensure that your deal remains competitive and your expenses kept to a minimum.

Direct Access to your Account Manager

- There is never a need to wait in long queues at call centres as you will have direct access to your Account Manager who will always be your one point of contact.
- Our Account Managers take personally responsibility for ensuring your needs are meet and will follow the strict progress chasing procedures that we have put in place.

Other Services.

- **Technical Assistance**, particularly important in today's changing technological world.
- **Loan Phones** can be delivered to you the next working day
- We provided a special '**out of hours' support number**.
- Where are deals include line **rental subsidies**, these will be **credited direct to your Bank Account** on a Monthly Basis

APPENDICES

APPENDIX I
FIXED LINE ANALYSIS FEBRUARY, 2006

Destination	Minutes	BT		Carrier 1		Savings	
		Cost	Av. Rate	Rate	Cost	Amount	%age
Local	XXX	XXX	2.5014	XXX	£ 118.101	£ 78.846	40.03%
National	XXX	XXX	2.3221	XXX	£ 138.481	£ 75.897	35.40%
Mobiles	XXX	XXX	10.2634	XXX	£ 450.209	£ 16.527	3.54%
National Rate	XXX	XXX	6.4373	XXX	£ 83.384	-£ 3.863	-4.86%
Lo-call	XXX	XXX	2.5795	XXX	£ 38.835	-£ 5.444	-16.30%
Germany - Mobile	XXX	XXX	25.8075	XXX	£ 49.133	£ 5.997	10.88%
Sweden - Mobile	XXX	XXX	26.2541	XXX	£ 16.904	£ 5.286	23.82%
Italy - Mobile	XXX	XXX	26.2634	XXX	£ 3.265	£ 0.165	4.81%
France - Mobile	XXX	XXX	27.5482	XXX	£ 0.726	£ 0.274	27.40%
International (Unalay)	XXX	XXX			£ 60.929	£ 9.919	14.00%
Other Calls	XXX	XXX			£ 65.257	£ -	0.00%
TOTALS		£ 1,208.828			£ 1,025.224	£ 183.604	15.19%
ANNUAL SAVINGS						£ 734.42	15.19%

Destination	Minutes	BT		Carrier 2 Telecoms		Savings	
		Cost	Av. Rate	Rate	Cost	Amount	%age
Local	XXX	XXX	2.5014	XXX	£ 118.101	£ 78.846	40.03%
National	XXX	XXX	2.3221	XXX	£ 138.481	£ 75.897	35.40%
Mobiles	XXX	XXX	10.2634	XXX	£ 409.281	£ 57.455	12.31%
National Rate	XXX	XXX	6.4373	XXX	£ 79.060	£ 0.461	0.58%
Lo-call	XXX	XXX	2.5795	XXX	£ 33.139	£ 0.252	0.75%
Germany Mobile	XXX	XXX	25.8075	XXX	£ 49.133	£ 5.997	10.88%
Sweden Mobile	XXX	XXX	26.2541	XXX	£ 16.904	£ 5.286	23.82%
Italy Mobile	XXX	XXX	26.2634	XXX	£ 3.265	£ 0.165	4.81%
France Mobile	XXX	XXX	27.5482	XXX	£ 0.726	£ 0.274	27.40%
International (Unalysed)	XXX	XXX			£ 60.929	£ 9.919	14.00%
Other Calls	XXX	XXX			£ 65.257	£ -	0.00%
TOTALS		£ 1,208.828			£ 974.276	£ 234.552	19.40%
ANNUAL SAVINGS						£ 938.21	19.40%