



Corporate Management:

*Chairman – Len Fassler
CEO – Jeff Lackey
COO – Walter Cook
CFO – Barry Lewis*

Local Branch Management:

*Senior Vice President - Ken Canastar
Practice Director - Tony DeFeciani
Director Government Programs - Joe Baran*

Industry: *Systems Integration, Networking, IP Telephony, Wireless, Security, Service and Support*

Number of Employees: 270

Major Customers: *Albany City School District, Troy City School District, Kingston City School District, Delmar Learning, Benet Labs, Dept of Defense, Devereux Foundation, Wyeth, Sovereign Bank, Aramark, Booz Allen Hamilton*

Government contracts/grants:

*GSA Schedule 70 - IT Services
DoDEA – Technology Consulting
NYS OGS Backdrop Contract*

Amount of Financing Sought: (if any)

\$10M+ Venture, Note

Current Investors:

Founders Equity, HSBC, Textron

Technology Readiness Level (TRL)

TRL 9- Actual

Business Description: Core has become one of the leading IT service providers and systems integrators throughout the northeast by focusing on our core competencies, best-of-breed technologies and best practice methodologies to design and implement successful solutions.

Core is dedicated to the highest levels of service, quality and technical competency. We have the ability to provide full-scale technology design and management services, multi-vendor integration and internetworking service and support.

Company Background: Since 1991, Core has helped over 350 local clients implement successful technology initiatives (formerly as OST). Core provides services and solutions to clients across the Northeast. For more information about Core please visit: <http://www.corebts.com>

Management: Core's corporate management team and branch management teams are comprised of a diverse group of individuals with varied backgrounds, all complimentary to a strong team poised for growth. Collectively, we have over 200 years of experience implementing technology solutions locally. The average tenure of the local management team is over 10 years.

Products/Services: Primary service offerings include: Content / Curriculum Integration, Financial Analysis, Telecomm Analysis, Staff Development, Disaster Recovery and Continuity Planning, IT Security Assessment and Audits, Hardware and Software, Installation/Configuration, Technical Support, Remote Monitoring, Contract Staff Augmentation

Technologies/Special Know-how: Core's featured technologies supported include: Voice/Data Convergence, IP Telephony, Wireless Networking, IT Security, Thin Client and many others. We are primarily a Value Added Reseller, and do not hold any copyrights or patents.

Markets: Over the past 15 years, we have gained valuable cross-market experience by serving a diverse client base including: Education, General Business, Government, Healthcare, and Professional.

Distribution Channels: Core products and services are primarily distributed via a direct sales force, leveraging channel partnerships and cross corporate partnerships as well.

Competition: The competition varies by region and by product/service type. The majority of our competitors are structured in a single threaded manner which makes our approach unique as a single source solution provider.
