

PRODUCT SOLUTION DESCRIPTION

Since 1980, SAI has been an industry innovator and provider of telecom Call Accounting solutions for Fortune 50—2000 enterprises with its award winning Call Accounting software, Sierra Gold. Serving customers worldwide across vertical industries, SAI has built an industry reputation for providing actionable business intelligence from the mass of call-related data that floods large enterprises and agencies. Along with the convergence of voice and data networks into Unified Communications, Sierra Gold has remained at the forefront of enterprise Call Accounting through its support of all major manufacturers of wired and IP voice products.

EXPERTISE/DIFFERENTIATORS

SAI's Sierra Gold solution is available in both On-Premise and On-Demand (SaaS) configurations, with **no difference in functionality** between the two delivery models. Sierra Gold On-Demand solution enables you to focus your valuable internal resources on more mission-critical tasks. Our redundant data center ensures software availability. We manage data backups, monitor system security, and apply application updates as they become available.

Sierra Gold On-Premise is an on-site solution maintained by your personnel, allowing your staff to retain complete control.

SAI over the past 29 years, has remained true to the Call Accounting segment with its Sierra Gold solution. While many other vendors have refocused their attention and offerings on TEM solutions, sometimes including some form of a Call Accounting solution, SAI has focused on what we do best continuing to be one of the leading experts in Call Detail Reporting.

Over 40% of SAI's Fortune 500 customers have a minimum of 10 years with SAI. SAI has consistently enjoyed very high ratings on Customer Service from their customers

SAI CUSTOMERS

A few of SAI's customers include:

GEICO Insurance	Fluor Corporation
Fox/NewsCorp	The GAP
Disney	American Express

SAI INFORMATION

Founded 1980—privately held, profitable & self funded

Corporate Headquarters: 1106 Windfield Way, El Dorado Hills, California 95762

www.sierragold.com

Points of contact: Bob Lamvik, Chief Operating Officer

(916) 939-8500, blamvik@sierragold.com

Leigh Grady, federal representative,

703 318 8000 ext. 10021 Leigh.grady@fedresults.com

NAICS CODES: [511210](#) Software Publishers

[518210](#) Data Processing, Hosting, and Related Services

[541511](#) Custom Computer Programming Services

[561499](#) All Other Business Support Services

[517919](#) All other Telecommunications

[519190](#) All Other Information Services

[541219](#) Other Accounting Services

[541519](#) Other Computer Related Services

[541618](#) Other management Consulting Services

CORPORATE ELEVATOR PITCH

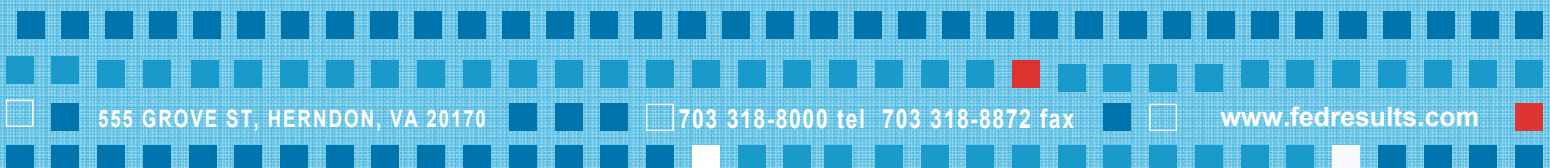
We are passionate about helping our customers proactively manage costs and usage, for voice, data, and wireless devices across the global enterprise. We do this by securely collecting call records from standard, wireless and VoIP calls, and turning that data into actionable intelligence so the enterprise can control costs, capacity plan and meet regulatory requirements.

Sierra Gold by SAI sets the gold standard in customer service and support.

KEY WORDS TO LISTEN FOR!

- Call Accounting
- Call Record Retention
- Call Detail Reporting (CDR)
- Call Chargeback

SAI products and services are proudly represented to the U.S. federal government through 



555 GROVE ST, HERNDON, VA 20170 703 318-8000 tel 703 318-8872 fax www.fedresults.com

FedResults (www.fedresults.com) offers companies a comprehensive approach for increasing their sales of commercial based technologies and services to federal agencies. By combining its experience, knowledge of the federal procurement process with its acumen in creating business and sales strategies, the company has built a cost-effective alternative for successful business development and sales. V.1.1