

# Jim Wallace Delivers Results

## Concurrent Information Technology Budgets Managed by Jim Wallace

	<b>iSKY</b>	<b>TeleSpectrum</b>	<b>Combined</b>
Payroll	\$2,734,613	\$4,967,091	\$7,701,704
SG&A	\$1,864,785	\$3,551,879	\$5,416,664
Telco	\$761,894	\$2,911,592	\$3,673,486
Capital	\$2,624,983	\$4,979,135	\$7,604,118
<b>Total</b>	<b>\$7,986,275</b>	<b>\$16,409,697</b>	<b>\$24,395,972</b>

## Combined Telco Savings Analysis Results of my renegotiation of the telecommunications contracts for both TeleSpectrum and iSKY.

	<b>iSKY</b>	<b>TeleSpectrum</b>	<b>Combined</b>
Beginning State	\$98,031	\$461,843	\$559,874
End State	\$63,491	\$242,633	\$306,124
<b>Monthly Savings</b>	<b>\$34,540</b>	<b>\$219,211</b>	<b>\$253,750</b>
<b>Annual Savings</b>	<b>\$414,478</b>	<b>\$2,630,528</b>	<b>\$3,045,006</b>