



**Contact:**

**S&H Solutions**

Katie Safriet  
Business Marketing Manager  
561.454.7611  
[ksafriet@shsolutions.com](mailto:ksafriet@shsolutions.com)

**TelCove**

Myles Falvella  
Director, Product Marketing and Corporate Communications  
724-743-9488  
[myles.falvella@Telcove.com](mailto:myles.falvella@Telcove.com)

**S&H SOLUTIONS IS WELL PREPARED FOR 2006 HURRICANE SEASON**

TelCove VoIP Solution Boosts Flexibility, Lowers Costs, and Provides Business Continuity Assurance in Case of Severe Weather Events

**DELRAY BEACH, Fla. and Pittsburgh, Penn., April 24** – In late 2005, Hurricane Wilma placed S&H Solutions in a difficult business operating situation. The S&H Solutions corporate headquarters building, in Delray Beach, Florida, was temporarily condemned. The building had experienced extensive water-damage and other hurricane-induced issues. To ensure minimal risk of losing expensive technology and resources, S&H Solutions had to temporarily relocate business to a new building location.

As the 2006 Hurricane Season approaches (beginning June 1<sup>st</sup>, 2006), S&H Solutions has spent the last several months preparing its operations in order that weather events do not compromise daily operations. One critical business service, sometimes overlooked in business operations, is telephone services. When faced with any abrupt and unplanned relocation or temporary offsite operations move, it is necessary to find the quickest, most cost-effective way to restore or temporarily move telephone service.

As S&H Solutions had learned from last year's hurricane season, changes in landline phone service – including the ability to provide temporary services – can be cumbersome, slow, and inflexible when switching hundreds of corporate numbers. S&H Solutions is now well prepared for extreme conditions. After surveying its provider options, S&H Solutions has selected TelCove to provide VoIP phone services. "TelCove was local, flexible, and very enthusiastic about helping us. They are able to provide a variety of temporary service supports, as well as providing us with immediate VoIP service. This is exactly what we need", stated Steve Ritacco, CTO, S&H Solutions.

"S&H Solutions' TelCove VoIP phone service has also added flexibility and has reduced unnecessary internal costs and complications. In fact, when the need arose for additional redundant high speed connectivity, S&H Solutions again chose TelCove. As new connectivity needs arise, S&H now considers TelCove a preferred provider", stated Steve Ritacco, CTO, S&H Solutions.

"TelCove is pleased to provide S&H Solutions with our VoIP Services and supporting communication services," said Jeff Donahue, Senior VP of Sales and Operations for TelCove. "TelCove understands that S&H Solutions supports their retail partners nationwide with real-time applications– and must have a voice and data service provider who can provide continuous communications solutions no matter what the weather conditions may be. TelCove is seeing a number of customers in Florida and the Southeast, like S&H Solutions, take a

constructive, proactive view towards protecting their vital data assets and maintaining their communications services in light of the impending hurricane season.”

**About S&H Solutions**

S&H Solutions is a leading provider of customer-based loyalty marketing and retail solutions. The company provides sophisticated, real-time technology and knowledge that enables retailers to deliver real-time, one-to-one messages in-store through multiple proprietary platforms. S&H, Green Stamps, S&H greenpoints and greenpoints are registered service marks and S&H Solutions is a service mark of The Sperry and Hutchinson Company, Inc. Additional information is available at <http://www.shsolutions.com>.

**About TelCove**

TelCove is a leading provider of business-critical telecommunications services offering enterprises, carriers, and government organizations superior Internet, Data, and Voice solutions via its reliable, secure metropolitan and intercity fiber-optic network. TelCove is the largest competitive telecom provider in Florida with major networks in 14 markets, and offers statewide and region-wide metro and intercity network services over its 2,700 route mile metro and intercity fiber optic network across Florida. TelCove operates in 70 cities in 22 states throughout the eastern half of the United States. For more information about TelCove, please go to [www.TelCove.com](http://www.TelCove.com).

###