

# Executive Viewpoint

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How do your networking/communications offerings uniquely assist government agencies striving to modernize operations and achieve consolidated functionality?

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**Sonny Marshall**  
**CEO & President, Marshall**  
**Communications Corp.**

With the convergence to IP for delivery of voice, video and data occurring across all communications venues including satellite, Marshall is positioned to provide technical networking support

and systems integration for future and legacy LANs/ and WANs (wireless and wired) for agencies that are modernizing. Our offerings are unique in that we offer only standards-based, and commercial off-the-shelf (COTS) solutions. In addition, Marshall offers "one-stop -shopping" where the customer can get true end-to-end solutions via our GSA/FTS contract.

Marshall offers the nation's first and only secure satellite-IP-based, content delivery service that can support distance learning as well. As a value-added feature we offer free access to our LANTV service, which provides "live news" (i.e., CNN, Fox News, and C-SPAN) right to the desktop.

Marshall also provides a two-way Very Small Aperture Satellite (VSAT) service that is also standards based (DVB-RCS) and allows an agency to implement a secure intranet and VoIP capability that can interface with its corporate WAN. For COOP or disaster recovery, this means we can supply transportable as well as fly-away systems at very cost-effective rates. We provide the total solution, VSAT terminals, space segment lease, and an "800" number for 24/x7 Help Desk support.

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