



Novarum and rClient Join Forces to Offer Support for ARRA Stimulus Grant Proposals

Create a single source delivering comprehensive business and technical consulting services for BTOP and BIP Applicants

San Francisco, Minneapolis – September 30, 2009

rClient and Novarum are working together to provide complete, end-to-end consulting services for broadband stimulus projects. Together, Novarum and rClient can contribute to any aspect of broadband infrastructure projects. We provide strategic advice on building public private partnerships, program definition, building the right business model, and creating an effective team to get the project done. We help our clients identify the stakeholders for their project, and the applications that will use and ultimately pay for the network service. We identify and document the local assets that will be required to build the network. We help our clients identify and articulate the additional community benefits of their projects. We develop network architecture, design and capacity plans that match the application requirements. We Validate the capital costs and ongoing operating costs and can help build a sustainable business plan that makes sense.

“The stimulus programs require a new level of transparency and accountability;” said Ken Biba, Novarum CTO Co-Founder. “We’ve developed a network design methodology that combines the documentation of the network design with the actual coverage and service validation in a single tool that our clients can manipulate directly. We help our clients design viable network infrastructure and build in the technical validation from project inception, making the documentation of progress an integral part of the project rather than an extra step.”

Novarum and rClient can manage entire projects or fill the gaps in your organization and project plan. Mature projects that have already applied for stimulus grants or loans can also benefit from our services. rClient and Novarum offer an external project review that evaluates your project’s compliance to funding requirements, reduces risk and accelerates the preparation of due diligence material.

“Navigating through the complexity of the grant process can be daunting” stated James Farstad, rClient President. “rClient and Novarum have complementary skill sets. Both organizations have experience with very large infrastructure projects that we can bring to bear on new stimulus projects, helping our clients reduce risk and create practical, well documented business plans that are more likely to receive funding. Working as a team with Novarum allows us to optimize our services to match the needs of our clients.”

For more information on our combined services for broadband stimulus projects please EMAIL stimulus@novarum.com.

About Novarum

Novarum Inc. provides comprehensive broadband wireless advisory, analysis and testing services. Novarum's technical, business and executive experience in the wireless industry make it the ideal partner for service providers, municipalities, investors, enterprises or wireless infrastructure vendors seeking trusted information on broadband wireless technologies and services. The company is headquartered in San Francisco. For more information, please visit www.novarum.com

About rClient

rClient provides services that align the key components of your business - people, process, technology, and workplace environments. At rClient, our goal is to work in the context of strategic planning. The success of a project is driven first by the degree of planning, preparation and organization that occurs in advance. We will help you identify, organize and prioritize your project strengths, weaknesses, opportunities and threats as well as ideas, experiences and perspectives to maximize your time and focus efforts on the desired outcomes. www.rclient.com

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