



## **Assembly & Packaging**

**221 Industrial Park Avenue  
Hortonville, WI 54944**

In these challenging economic times, every business is looking for ways to cut costs and Gardan is no exception.

When it was time to review our telephone expense, we contacted Joanne Fischer due to her wealth of experience and contacts in the telecommunications field.

Joanne was able to understand our business and our telecommunication needs. Joanne did a thorough analysis of our contracts and costs and was able to recommend opportunities for savings, all of which we implemented.

Joanne helped us negotiate a new contract, identify and eliminate unnecessary phone lines and reduce overlapping services. She clearly explained her findings to us and helped us meet required deadlines, coordinating changes between our providers of phones, phone services, IT and internet.

With Joanne's help, we have reduced our phone bills by 33%.

The telecommunications field can be confusing at the end-user level and it was nice to have an advocate like Joanne Fischer working on our behalf.

Sincerely,

A handwritten signature in black ink that reads "Dan Verbeten". The signature is written in a cursive, flowing style.

Dan Verbeten, President  
Gardan, Inc.

Insight Publications LLC  
103 W. College Ave Suite 200  
Appleton WI 54912  
920-882-0491

September 27, 2010

There are a few things that make me cringe "we need to fix that cavity", "I'm from the IRS" and "we need to deal with the phone company". I can honestly say that after dealing with JoAnne Fischer and Lexicom I don't have to worry about the third item any more.

We are a small publishing company with staff or expertise to deal with telecommunications issues. When Joanne approached me and said she could save us money and ultimately it wouldn't cost us anything I was skeptical.

Our needs were simple, just some DSL and 5 phone lines. Not only did Joanne save us money but we applied the savings towards much improved Internet service that she found for us. Best of all, she and Lexicom ran the interference for us, did the paperwork and basically allowed us to concentrate on our own business.

We saved 35% on our phone coverage via right sized services and good negotiating on our behalf by Joanne. I can highly recommend Joanne and Lexicom. They are a "no lose proposition" for any business.



Dave Allen  
Business Manager  
Insight Publications  
LLC

## **Recommendations for Joanne Fischer, President Telecom Insites, LLC**

“Joanne reviewed our telecommunications services and recommended changes that saved us over 20% plus added new features. Joanne has the expertise to fully understand the customer's needs and the best services to meet those needs. We are very pleased with the end result!” *January 17, 2011*

**Top qualities:** Great Results, Expert, High Integrity

[Monica Vomastic](#),

hired Joanne as a Consultant in 2010

### **Strategic Account Manager**

#### **AT&T**

5 visible recommendations for this position: [Edit](#)

“In the twenty or so years that I have known Joanne she has consistently been a fierce advocate for her clients.” *January 13, 2011*

[Rudy Brunner](#), *Account Manager, Nsight Telservices*

was with another company when working with Joanne at AT&T

“I have observed the work of Joanne Fischer for many years and have seen her knowledge and understanding of technology services grow significantly over the years making her one of the most valuable to her customers. Her understanding of how technology has changed and her ability to have adapted to the changes to help meet client needs has been outstanding. Joanne has been dedicated to her industry, has been focused on learning as much as possible to meet their needs efficiently and productively, helping them to prosper and succeed.” *January 13, 2011*

[Leota Ester](#), *President, Owner, Landmark the Staffing Resource*

worked with Joanne at AT&T

**Recommendations for  
Joanne Fischer, President, Telecom Insites, LLC**

“I have known Joanne for over 10 years. As the IT Director for a local company in the Fox Cities I had the opportunity to work with her. She is a warm person who always has a positive attitude. I have found her to be enthusiastic, professional and responsible. She is detail oriented, reliable, and a team player who delivers on her commitments. I have no doubts that she would be an outstanding asset to any organization.” *January 13, 2011*

**Top qualities:** Great Results, Personable, High Integrity

[Martin Crean](#),

hired Joanne as a Business Consultant in 2001

“I have known Joanne for over 12 years. She is very knowledgeable about telecom and data providers and costs. She is passionate about her customers, and always seeks to provide extraordinary value and customer service!” *January 13, 2011*

[Jonathan Olson](#), *Owner/Attorney, Jonathan Olson & Associates*  
worked directly with Joanne at AT&T

“I have known Joanne for many years. She is respected in this community as a trusted leader. Her reputation in her industry is held in high regard. Joanne will always be honest, constructive and will challenge her clients to find the best systems/processes to achieve success. Not only is Joanne technically sound, more importantly, she builds trusted, lasting relationships with her clients, associates and business partners. I am proud to know Joanne and respect her opinions and her motives.

Tony Busch

Priora® Cash Flow Management, LLC” *January 13, 2011*

[Tony Busch](#), *Owner, Priora Cash Flow Manager, LLC*

was with another company when working with Joanne at AT&T

## **Recommendations for:**

**Joanne Fischer, President, Telecom Insites, LLC**

**Territory Manager**

**Schneider Communications**

1 visible recommendation for this position: [Edit](#)

““I've known Joanne for more than 15 years and hold her in high regard. She's someone that has a vast amount of telecom experience and always has the customer's best interest in mind. Joanne has a gift to be able to break down complex technical concepts into easy to understand language. She has a unique blend of strong sales, service and technical skills, making her a valuable asset to any company. Based on Joanne's recommendation, my company was able to save nearly 30% off our monthly reoccurring costs and increased our telecommunication service's efficiencies. I would recommend Joanne to any customer that is looking for help with finding an appropriate solution for their business. She is not only a great business partner but a good friend as well.” Marianne was the former AVP of Network Support Services @ M&I Data Services / Metavante and hired Joanne on several occasions.” *April 21, 2010*

**Top qualities:** Great Results, Expert, High Integrity

[Marianne Winter](#),

hired Joanne as a IT Consultant in 1995, and hired Joanne more than once

“Thanks to Telecom Insites we have identified thousands of dollars in cost reductions to our annual telephone service. They have documented and resolved billing errors, renegotiated contracts and recommended changes to our system that have given us remarkable savings. Telecom Insites has served as a trusted partner and advocate with our telecommunications vendors.”