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**SESSION: COMMON METHODS TO PREVENT FRAUD  
AND MITIGATE INVESTOR CONCERNS ABOUT  
TRANSACTIONS "GOING BAD" OR BANKRUPTCY**

**THE ROLE OF LEASING COMPANIES  
IN THE NORVERGENCE FRAUD**

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*It is almost always worthwhile to be cheated;  
people's little frauds have an interest  
which more than repays what they cost us.*

**LOGAN PEARSALL SMITH**  
[1865 – 1946]

*Whoever has even once become  
notorious by base fraud, even if he speaks the truth,  
gains no belief.*

**PHAEDRUS**  
(a.k.a. Aesop)  
[15 B.C.-50 A.D.]

# THE ROLE OF LEASING COMPANIES IN THE NORVERGENCE FRAUD

By Rhonda Roland Shearer

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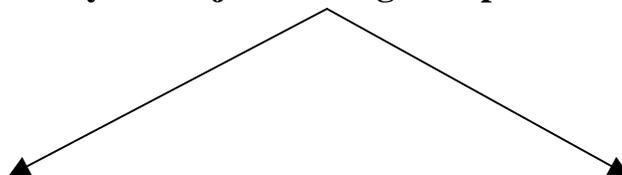
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**Start-up 2002-2003**

**Portfolio: \$200 million volume  
11,000 equipment leases sold to small businesses in 14 states  
(Each lease \$10,000-\$340,000; for equipment that cost only \$200-\$1,550)  
Approximately 20 Major Leasing Companies Participated**



## **Lessee's Perspective: Norvergence as partner with Nortel and Quest**

- Offered services to AAA credit small businesses
- Required signing separate equipment and service contracts
- Provided no equipment manufacturers Information; no offer to purchase

## **Lessor's perspective: Norvergence offered equipment leases**

- Lessees with AAA credit
- Buzz: 18% plus rate over 60 month term
- High volume
- Received equipment invoices and spec sheets for 2 types of equipment: Matrix SOHO and Matrix T1

**Norvergence  
Bankrupt by Summer 2004**

**Outline for Equipment Leasing Assn. Comments  
March 10, 2005 Meeting**

***SESSION: COMMON METHODS TO PREVENT FRAUD  
AND MITIGATE INVESTOR CONCERNS ABOUT  
TRANSACTIONS "GOING BAD" OR BANKRUPTCY***

**The Role of Leasing Companies in the Norvergence Fraud**

**Leasing Companies' Defense  
they stated in Court:**

1. Leasing companies did not know the Norvergence equipment value; they were not required to know; and they had no expertise in order to know.
2. Leasing companies only concern and expertise is customer credit.

**Two Areas of Exposure for  
Leasing Companies:**

1. SEC violations
  - SEC requirement to establish rigorously determined fair value of multiple deliverables (EITF 00-21)
  - SEC charged Xerox with fraud for bundling services with equipment.
2. Insurance violations
  - False declarations of equipment values to insurers; false "insured values" used to determine premiums and profits charged to lessees.
  - Premium amounts not correlating to insured values in sample study.

## FOREWORD

I intended this report, a supplement to my talk, to be used as a definitive set of publicly available documents needed for review of the Norvergence leasing case. The Table of Contents provides a context for understanding the relationships among the documents. When documents are not included in total, links are provided following the excerpts.

Unless a lessor or lessee was directly involved with Norvergence, no details have been available to the leasing community beyond snippets in the press, hearsay or rumors. My hope is that this invaluable collection of primary source materials will serve to generate other case studies and industry-wide introspection.

## INTRODUCTION

Press and Online discussions mention that Norvergence equipment was leased for 10 to 100 times its value. In essence, the comments read: “Is it true?” “How could this happen?” “How could equipment worth \$200 be leased for \$28,000 or \$75,000 ?”

Similarly unbelievable are the claims of leasing companies, found in court transcripts, that they had neither the knowledge, expertise or obligation to know the value of the Norvergence equipment before purchasing \$200 million worth of leases.

I have taken several critical steps to unpack this fascinating and illogical situation. The first act was to commission a top-notch telecommunication appraiser to do a retrospective valuation of the Norvergence Matrix Boxes. The result of this appraisal is included in this report. To my knowledge, my post hoc fair market valuation (FMV) was the first comparison and residual analysis ever done. Two hundred million dollars apparently were sent to Norvergence at the inception of the Matrix Box leases, without any determination of market comparables or residual value.

In the pursuit of the truth, my second critical step was to research leasing companies claims of ignorance regarding the Matrix Box values. What might be possible motives for leasing companies to turn a blind eye to Norvergence equipment values? For answers, I pursued UCC 2a-103 and IRS codes, and SEC, FASB Statement 13 and GAAP accounting rules. I asked the authors or enforcers of these regulations, “What are the requirements for public companies for due diligence and reporting asset values when booking leases?”

After hearing the facts and circumstances in the Norvergence case, one senior accountant and expert in leasing advised me to look at the 2002 SEC Enforcement Action against Xerox ( <http://www.sec.gov/litigation/litreleases/lr17465.htm> )

The SEC charged Xerox with fraud due to the improper reporting of revenues. By booking services, interest and equipment under a lease without differentiation; services that should not have been recorded as income until delivery appeared at lease inception. From the perspective of the SEC, the result of Xerox artificially accelerating earnings was a false boost in present Xerox stock values, which would result in a future low that stockholders could not foresee (based on the fact that services rendered later will show no earnings as this income was booked years earlier).

Leasing companies' accountants and auditors, if not their management, would have known the Xerox case and the resulting EITF 00-21 requirements. KPMG Bulletins and Softrax, a revenue management consulting service, flagged the importance of separation of multiple deliverables and the SEC requirement for determination of fair market values with "vendor specific objective evidence." The Softrax web site states, "Understanding this new guidance (EITF 00-21) in detail will be critical for all finance and accounting professionals, as the SEC continues to rigorously enforce implementation of new revenue recognition guidelines." See links:

[http://64.233.161.104/search?q=cache:OwYpEakph\\_oJ:www.us.kpmg.com/RutUS\\_prod/Documents/12/June03\\_12.pdf+fasb+statement+13+leasing&hl=en](http://64.233.161.104/search?q=cache:OwYpEakph_oJ:www.us.kpmg.com/RutUS_prod/Documents/12/June03_12.pdf+fasb+statement+13+leasing&hl=en) and  
([http://www.softrax.com/news/press\\_releases/article/default.asp?release=063](http://www.softrax.com/news/press_releases/article/default.asp?release=063), respectively).

From May 2003 on, all leases must be rigorously unbundled and deliverables properly allocated using EITF 00-21 "tests." The fact of having done two leases-- one for services and one for equipment, as is done by Norvergence—offers no reprieve from this requirement. On page one, EITF 00-21 specifically cites, "In applying this Issue, separate contracts with the same entity or related parties that are entered into at or near the same time are presumed to have been negotiated as a package and should, therefore, be evaluated as a single arrangement in considering whether other are one or more units of accounting." See [http://www.iasplus.com/resource/00-21\\_draft.pdf](http://www.iasplus.com/resource/00-21_draft.pdf).

After learning about the Xerox scandal and EITF 00-21, I selected one Norvergence lease (\$477. 35 x 60 Months) and had an accountant create a spread sheet for a finance lease, using my best guess of how leasing companies booked the Norvergence leases: Norvergence's inflated equipment cost (\$22,655 cost), the interest rate stated on the credit approval (0.02079 rate ) and the assumption of no residual value.

In order to create a comparison, I had the accountant take this same lease information and create a second spreadsheet allocating the separate income streams in compliance with EITF 00-21. The fair market value my expert determined through product and market analysis (\$2,887 for two) and the same total interest amount (\$5,986) were subtracted from the total Finance lease (\$28,641). Using the same assumption of no residual value, the remaining amount (\$19,555) was allocated as services.

Services were obviously conflated into the Norvergence Equipment lease, resulting in the absurd variation among customers leases (ranging from \$10,000 to \$340,000) for the identical equipment whose FMV was, approximately, either \$200 for a Martix SOHO, or \$1550 for the Matrix T-1. The Norvergence documents included in this report show that

this wide range of equipment lease prices for customers were calculated from the running history of phone bills that potential lessees were required to submit for the Norvergence “technical experts” in order to create a “cost saving analysis.” The resulting analysis compared past monthly phone charges with future Norvergence savings. The higher the monthly phone bills in the lessees’ history; the higher the Norvergence lease payment.

When properly separating the FMV of the Norvergence equipment and services, as in my previously mentioned accounting experiment, the reason for unbundling earnings immediately becomes apparent. With improper bundling, the first-year entry earnings are booked at \$19,992; whereas the proper EITF 00-21 timing of revenue \$4,348 indicated a significant reduction of income by \$15,644 (\$19,992 minus \$4,348). The swing between the two scenarios is a difference of 360%, or four times, which equals the difference between \$50 million and \$200 million, when writ large.<sup>1</sup>

Since commissions and bonuses are based on sales volume, leasing companies sales and marketing people had a motive to push through the purchase Norvergence leases. Using my appraiser’s valuations of the Norvergence Matrix Boxes, \$17,600,000 is the most volume that 11,000 leases could generate. It was only when services were illegally conflated with the \$17,600,000 equipment cost that the Norvergence deal became a \$200 million “equipment lease” portfolio. Clearly, services were the bulk of the portfolio when FMV’s were used to judge services and equipment.

If services were properly allocated in Norvergence leases, as in my accounting example, income dribbles in over the five-year term. Slow and gradual income, over a five-year term, exposes both the reason why a leasing company would not reasonably advance monies to vendors for future services, and why sales and marketing people would appreciate the benefit of hiding services in the books as sales. Revenues generated from \$200 million in *sales of equipment* glow as immediate earnings and a quick return on cash invested; in compassion, monies *advanced to vendors for services* creates an immediate reduction of first-year earnings that can only be added gradually as income over future reporting periods.

By bundling services and equipment, sales and marketing people can have their cake and eat it too. In other words, they could create the higher and immediate volume (and higher bonuses and commissions) by conflating services and equipment with the benefit of high first-year earnings. However, the negative effect of leasing companies buying and improperly booking the Norvergence leases is analogous to the SEC claims against Xerox.

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<sup>1</sup> As the leases ranged from \$10,000-\$340,000, and the real equipment cost was either \$200 or \$1550, the actual percentage difference between what was leasing companies booked as 1st year income, and what they *should* have been booked, is likely much higher than 360% within the context of the entire \$200 million Norvergence portfolio. (The basis for the 360% was made from one \$28,641 lease that included *two* Matrix units at \$3,100. Typically, Norvergence leases had only one Matrix Box at \$200 or \$1550. The sample lease total of \$28,641 was in the lower part of the range of lease amounts [\$10,000-\$340,000] within the entire Norvergence lease portfolio of 11,000).

The first-year glow of booking future earnings in the Norvergence leases results in a continuing series of losses that will follow over the next four years of the five-year term. My one lease example shows that: The first year is \$19,992 earnings; the next four years are losers: the second year (\$2,849) ; the third year (\$3,257); the fourth year (\$3,705); the fifth year (\$4,195). Now multiply one lease times 11,000 leases to get an idea of the overall scale, impact and outright distortion within the 200 million dollar portfolio created by leasing companies improperly reporting services as first-year revenue.

Leasing companies that normally do not finance services, and insurance companies that typically do not insure services were, in fact, leasing and insuring services in the Norvergence leases. This departure from leasing and insurance company practices directly results from violations of SEC EITF 00-21's requirements for "objective and reliable evidence of the fair value of the undelivered item(s)."

See [http://www.iasplus.com/resource/00-21\\_draft.pdf](http://www.iasplus.com/resource/00-21_draft.pdf) .

EITF 00-21, Number 16, specifically states the criteria leasing companies need to use for the determination of FMV and VSOE in their leasing:

16. Contractually stated prices for individual products and/or services in an arrangement with multiple deliverables should *not* be presumed to be representative of fair value. The best evidence of fair value is the price of a deliverable when it is regularly sold on a standalone basis. Fair value evidence often consists of entity-specific or vendor-specific objective evidence (VSOE) of fair value. As discussed in paragraph 10 of SOP 97-2, VSOE of fair value is limited to (a) the price charged for a deliverable when it is sold separately or (b), for a deliverable not yet being sold separately, the price established by management having the relevant authority (it must be probable that the price, once established, will not change before the separate introduction of the deliverable into the marketplace). The use of VSOE of fair value is preferable in all circumstances in which it is available. Third-party evidence of fair value (for example, prices of the vendor's or any competitor's largely interchangeable products or services) is acceptable if VSOE of fair value is not available.

Within the context of EITF 00-21, the insistence of leasing companies that they did not know the values of the Norvergence "Boxes" offers proof that these public companies committed the same type of fraudulent reporting of revenues as Xerox did. (See Court Transcript, page 114 in this Report). If they did not know the fair value of the equipment, then leasing companies obviously did not follow the proper SEC valuation and accounting procedures in EITF 00-21 stated above.

The SEC description of their case against Xerox sounds eerily similar to the Norvergence case. Like Norvergence, Xerox's scheme centered around a "box." The SEC web site

<http://www.sec.gov/news/headlines/xeroxsettles.htm> states, under a headline dated April 11, 2002:

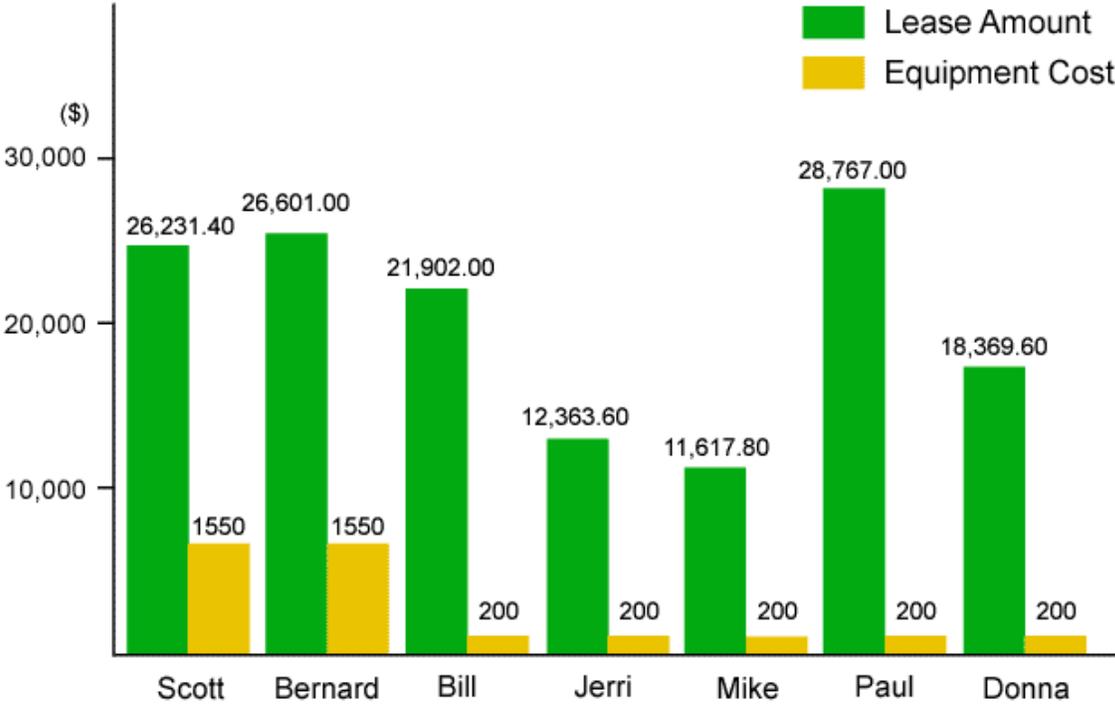
**Xerox Settles SEC Enforcement Action Charging Company with Fraud, Agrees to Pay \$10 Million Fine, Restate Its Financial Results and Conduct Special Review of Its Accounting Controls**

The complaint alleges that several of the accounting actions related to Xerox's leasing arrangements. Under these arrangements, the revenue stream from Xerox's customer leases typically had three components: the value of the "box," a term Xerox used to refer to the equipment; revenue that Xerox received for servicing the equipment over the life of the lease; and financing revenue that Xerox received on loans to its lessees. Under GAAP, Xerox was required to book revenue from the "box" at the beginning of the lease, but was required to book revenue from servicing and financing over the course of the entire lease. According to the complaint, Xerox relied on accounting actions to justify shifting more lease revenue to the "box," so that a greater portion of that revenue could be recognized immediately.

My third step involved analysis of the problems of fraud that results when leasing companies provide false insured values to insurance companies, and naming themselves payees for any losses of Norvergence equipment. This fraud is compounded by charging lessees insurance premiums and profits based on these false and inflated equipment valuations. Leasing companies' internal controls for compliance with the SEC accounting EITF 00-21 rules for the accurate establishment of equipment's Fair Value would have prevented these insurance violations.

Any questions or comments? Please phone 212-925-8812 or email [rrs@asrlab.org](mailto:rrs@asrlab.org). A final version of this report will be placed on the Art Science Research Laboratory web site, [www.asrlab.org](http://www.asrlab.org).

### Comparison of Lease Amount and Novergence's Equipment Cost



**Comparison of Finance Lease Accounting, Using One Norvergence Lease:  
Bundled versus Unbundled Accounting Methods**

Lease terms:

Monthly payments	477.35
Monthly payments	60
Total lease payments	28,641

	<u>Bundled Deliverables Scenario 1</u>	<u>Unbundled and EITF 00-21 Compliant Scenario 2</u>	<u>Profit Increase (Decrease)</u>	<u>Profit % Increase</u>
Lease payment allocated to equipment	22,655	3,100		
Interest receivable	5,986	5,986		
Unearned service revenue		19,555		
Total lease payments	28,641	28,641		
Depreciable cost of equipment	22,655	22,655		
<u>Year 1</u>				
Gain (loss) at initiation of lease on equipment	22,655	3,100		
Interest earned	1,868	1,868		
Depreciation of equipment (straight line - 5yr)	(4,531)	(4,531)		
Service revenue earned	-	3,911		
Net income on leasing	19,992	4,348	15,644	360%
<u>Year 2</u>				
Gain (loss) at initiation of lease on equipment				
Interest earned	1,682	1,682		
Depreciation of equipment (straight line - 5yr)	(4,531)	(4,531)		
Service revenue earned	-	3,911		
Net income on leasing	(2,849)	1,062	(3,911)	-368%
<u>Year 3</u>				
Gain (loss) at initiation of lease on equipment				
Interest earned	1,274	1,274		
Depreciation of equipment (straight line - 5yr)	(4,531)	(4,531)		
Service revenue earned	-	3,911		
Net income on leasing	(3,257)	654	(3,911)	-598%
<u>Year 4</u>				
Gain (loss) at initiation of lease on equipment				
Interest earned	826	826		
Depreciation of equipment (straight line - 5yr)	(4,531)	(4,531)		
Service revenue earned	-	3,911		
Net income on leasing	(3,705)	206	(3,911)	-1899%
<u>Year 5</u>				
Gain (loss) at initiation of lease on equipment				
Interest earned	336	336		
Depreciation of equipment (straight line - 5yr)	(4,531)	(4,531)		
Service revenue earned	-	3,911		
Net income on leasing	(4,195)	(284)	(3,911)	1377%
<u>Totals</u>				
Gain (loss) at initiation of lease on equipment	22,655	3,100		
Interest earned	5,986	5,986		
Depreciation of equipment (straight line - 5yr)	(22,655)	(22,655)		
Service revenue earned	-	19,555		
Total income on leasing	5,986	5,986	-	0%

# **Appraisal Report**

**For**

**Rhonda Roland Shearer**

**By**

**DMC Consulting Group  
P.O. Box 9469  
Newport Beach, CA 92658**

**February 2005**

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## **Appraisal Report**

DMC Consulting Group (DMC) presents the following retrospective desktop summary appraisal as an *opinion of value* of high-tech network communications equipment. The equipment was leased to over 11,000 small to medium sized companies across the United States in 2003 and 2004. This appraisal will only look at 10 sample leases for two models of NorVergence Matrix Network equipment. The following is a list of the documents submitted to DMC for review by Rhonda Shearer.

- Sample Equipment Rental Agreement Schedule of payment amount and terms
- Equipment Schedules from NorVergence
- Invoices for the NorVergence equipment.

This sample portfolio was appraised for a fair market value as of the invoice date and a forecasted fair market residual value for each year out to 60 months from the invoice date. The detail listing of the equipment appears in Exhibit 2. A summary of the sample company lease information can be found in Exhibit 1.

A retrospective appraisal means that only knowledge available as of the appraisal date, which is the invoice date of the equipment in question, can be used to determine the *opinion of value*. Knowledge of what has happened after that date did not influence the values stated in this appraisal.

### ***Overview of Report***

This appraisal report identified the assets in question and determined the fair market value on the invoice date and the forecasted an end-user fair market value 60 months from the forecasted date. Adherence to the code of ethics and the requirement and standards of Uniform Standards of Professional Appraisal Practices and the conduct of an appraiser as a member of the American Society of Appraisers is strictly followed for the creation of this report.

### ***Purpose and Use of the Appraisal***

The purpose of this appraisal is to provide a retrospective *independent valuation opinion* with regard to the end-user fair market value and forecasted fair market residual value. This will be done through the use of researching the marketplace and applying my 18 years of residual value forecasting expertise. This report should be used as an *opinion of value* as of the appraisal dates for the assets

listed. This report will be used in a presentation to the Equipment Leasing Association by Rhonda Shearer.

The end-user value is the price the user would pay to a vendor, computer broker or lessor for the equipment in an arms length contract subject to the definition of Fair Market Value (FMV) listed later in this report. This valuation does not take into account for freight and installation of this type of equipment. The End-User valuation represents on average what the user can expect to pay for like equipment in the specific timeframe requested.

### ***Objective and Valuation Date of Appraisal***

The objective is to give an *opinion of value* as of the appraisal dates in the detail listing in Exhibit 1 the Summary and Exhibit 2 the Equipment Detail.

### ***Definition and Premise of Value***

“End-User Fair Market Value “ (FMV) is defined as the price that the equipment should bring in a competitive and open market under all conditions requisite to a fair sale, the buyer and seller each acting prudently and knowledgeably, and assuming the price is not affected by undue stimulus. Implicit in this definition are the consummation of a sale as of a specified date and the passing of title from seller to buyer under conditions whereby:

1. buyer and seller are typically motivated;
2. both parties are well informed or well advised, and acting in what they consider their best interests;
3. a reasonable time is allowed for exposure in the open market;
4. payment is made in terms of cash in United States dollars or financial arrangements comparable thereto; and
5. the price represents the normal consideration for the property sold unaffected by special or creative financing or sales concessions granted by anyone associated with the sale.

For purposes of this valuation freight and installation are not included in the value of the equipment.

### ***Description of Subject Computer Assets***

The subject computer assets are listed in Exhibit 2. *Portfolio Analysis - Detail*. The Matrix 2001 and Matrix 2003 were purchased by NorVergence from Adtran, a tier 1 manufacturer of networking equipment, for sale to medium and small businesses needing expanding telephone requirements. It is

estimated that NorVergence purchased approximately 11,000 Adtran Total Access 850 units with six interface cards in each chassis (see Exhibit 4 for a description of the Adtran equipment) and leased/rented the equipment to lessees across the United States from early 2003 to mid 2004. The Matrix equipment consisted of the basic chassis and usually one to three interface voice cards along with the firmware to operate the equipment. NorVergence created their own equipment marketing and description piece and that can be reviewed in Exhibit 3 along with a sample NorVergence invoice.

There was no inspection of the assets listed. A review of the documentation mentioned earlier provided the information used for the analysis. It is assumed that:

- *The equipment was in working order and certified to perform the functions for which it was intended.*
- *The equipment was up to its current engineering level*
- *The equipment was used for normal business applications.*
- *The equipment would be available for service*

### ***Approaches to Value***

The generally accepted approaches to tangible personal property valuation include the income approach, cost approach and the market approach. The following outlines these various approaches to value.

#### ***Income Approach***

The income approach considers value in relation to the present worth of anticipated future benefits derived from ownership and is usually measured through the capitalization of a specific level of income, (i.e. net income or net cash flow). The net income or net cash flow is projected over an appropriate period and is then capitalized at an appropriate capitalization or discount rate.

While the cost approach and the market approach are readily applicable in many situations of computer equipment valuations, the income approach is less frequently applied since it is usually difficult to isolate a unique income stream.

#### ***Cost Approach***

The cost approach is that approach which measures value by determining the current cost of an asset and deducting for the various elements of depreciation, physical deterioration and functional and economic obsolescence. This approach is based on the proposition that the informed purchaser

would pay no more for computer equipment than the cost of producing substitute equipment with the same utility as the subject asset from the same manufacturer.

The main definitions of cost are reproduction cost and replacement cost. Reproduction cost considers the construction of an exact replica of the asset. Replacement cost considers the cost to recreate the functionality or utility of the subject asset.

The cost approach commonly measures value by estimating the current cost of a new asset, and then deducts value for various elements of depreciation, including physical deterioration and functional and external obsolescence to arrive at “depreciated cost new”. This “cost” may be either reproduction or replacement cost. The logic behind this method is that an indication of value of the asset is its cost (reproduction or replacement) less a charge against various forms of obsolescence such as functional, technological and economic as well as physical deterioration if any.

Thus:	Current Cost of Replacement or Reproduction New
Less:	Physical Deterioration
Less:	Functional Obsolescence
Less:	External Obsolescence
Results in:	<b>Fair Market Value</b>

The availability and cost of the substitute asset is directly affected by shifts in the supply and demand of the utility. Utility may be measured in many ways including functionality, desirability, etc. Costs typically include the cost of all material, labor, overhead, and entrepreneurial profit (or return on the investment in the subject tangible personal property).

### ***Market Approach***

The logic behind the market approach for computer equipment is that a prudent investor can go to the marketplace and purchase an exact copy of the asset with the same features and/or functionality built by the same manufacturer. Analysis of recent sales and/or asking prices of comparative computer assets are the basis used to establish market values for current fair market value of used equipment.

In the market approach or sometimes also called the “sales comparison” approach, recent sales and offering prices of exact copies and/or similar assets are gathered to arrive at an indication of the most probable selling price of the asset being appraised. The basic procedure is to gather data, determine the features to be compared, and apply the results to the subject. Along with this data and

historical data about the same product, a depreciation curve can be established to predict a residual value for this and similar products.

The market approach is considered to be the best method to estimate the current and future value of computer assets, especially when an actual secondary market exists and there is data available to provide a good indicator of value for the asset. There is enough data available from the marketplace to provide a good basis for defining value for the assets under question.

### ***Appropriate Method - Methodology***

Of the various “Approaches to Value” available, the ***Market Approach is the appropriate method*** of valuing this portfolio of equipment.

The Income Approach considers value in relation to the present worth of future benefits of ownership. It is not usually applied to individual items of equipment since it is difficult, if not impossible, to identify individual income streams. If you assemble a group of individual machines to produce a product, in aggregate, they generate income for the business. So by using an income approach, we could value the aggregation of assets that generate this income. However, it is very difficult to gather and isolate the appropriate information needed for this type of appraisal.

The Cost Approach is based on the proposition that the informed purchaser would pay no more for a property than the cost of reproducing a substitute property from the same manufacturer with the same utility as the subject property. It considers that the maximum value of a property to a knowledgeable buyer would be the amount currently required to construct purchase a new asset of equal utility. This approach should not be used because the cost to **Reproduce** and/or to develop and re-engineer an **exact Replacement** would be more than a unit purchased in the secondary marketplace, plus the identification of the specific percentages to apply for physical, functional and economic depreciation.

### ***Equipment Analysis Facts***

To better understand the forecasting of residual values it is necessary to explain the methodology and techniques used in the analysis of used equipment market values. The terms outlined below are integral to the methodology used in the development of a depreciation curve to predict the future residual value of the portfolio of equipment.

**First Ship Date:** This date represents the first date the equipment was shipped by the vendor to an End-User. The actual month the first system ships starts the depreciation curve for that particular family of equipment. The date is then rounded to the nearest quarter. i.e. July 15, 2001 ship date becomes 3Q01.

***About the MATRIX 200X and Adtran TA 850 Networking Switch/Router***

The NorVergence MATRIX Switch/Router is a private label white box. The NorVergence equipment is an Adtran Total Access 850 Switch/Router that NorVergence affixed their own label over the Adtran equipment and then proceeded to rent this equipment to small and medium size lessees across the United States. The Adtran TA 850 is an integrated access device designed for cost-effective deployment of voice and data services at the customer's premises. The Total Access 850 benefits enterprise customers as well as integrated communications providers, such as CLECs (Competitive Local Exchange Carrier), ILECs (Incumbent Local Exchange Carrier) and ISPs (Integrated Service Providers), who require a customer premises device that integrates voice and data functions, and provides a viable migration path from TDM (Time Dependent Multiplexing) to packet-based technology. The Adtran Total Access 850 features remote management, an integrated IP (Internet Protocol) router, and special services slots.

Total Access 850 is a modular device with two common slots and eight access slots. Common cards required for operation are a power supply unit (PSU) and system control unit. Additionally various interface cards can be added to the device for solutions required by the customer to run their business. The metal chassis is small compact and requires a minimum of rack space.

NorVergence also sold a SOHO (Small Office Home Office) telecom unit that was purchased from Adtran. The unit was the Adtran 2050.

***NorVergence Marketing Plan***

The NorVergence lease or invoice and sample rental agreement, see Exhibit 3, rented the equipment to the lessee or renter for 60 month terms, with 120 day notice for termination and would allow the renter to purchase all of the equipment only if NorVergence wanted to grant that option to the renter. These leases or rental contracts were then assigned to various lending institutions including but not limited to CIT-Technologies Financing Services, Insight Financial, Commerce Bank, Popular Leasing, Sterling National Bank and OFC Capital.

### ***DMC Fair Market Value Report Analysis***

I have been publishing a Fair Market Value Reports since 1985 and they are currently published by Computer Economics, Inc where I am the president. While the Computer Economics Network Communications Report did not specifically track the Adtran TA 850 in 2003 and 2004, I have a library of information for used equipment from brokers/dealers and lessors around the country. I have researched the information for the value of the Adtran equipment by talking to brokers/dealers, Adtran partners and others familiar with the equipment and from the following sources to determine the *opinion of value*:

- The Processor
- Compu-Mart
- Telecom Manager
- Computer Manager

The data used by Computer Economics for the reporting of current market values for the computer industry has come from various brokers and lessors within the industry. The Computer Economics reports have been an integral part of the computer marketplace since 1985 (formerly Daley Marketing Corporation) with the first publication of the IBM Market Value Report.

The use of the computer broker information as opposed to end-user information is used to avoid reporting on hidden costs that could be included in a quote from an end-user and distort the real fair market value. Sales reports from different end-users may include different soft costs that will distort the fair market value. Because the marketplace allows one broker to sell a machine to another broker without soft costs such as free rent, systems help and/or software, this has become the basis for the fair market value reports.

Computer Economics utilizes the broker information as the basis for its reports and then adds a gross margin to arrive at an End-User FMV. The gross margin is derived from conversations with computer brokers, dealers, lessors and past experience with Computer Economics. The gross margin can vary depending on the equipment and the cost of the equipment but represents what can be expected by the sale of equipment from a broker, dealer or lessor to an end-user. This same approach to the market value reports is extended to the Residual Value Reports.

Adtran Equipment	Purchase Price – Chassis plus 6 Interface Cards	Estimated NorVergence Purchase Price – Discount 25% off List Price
Total Access 850 Part # 4203376L24	\$3,491 Chassis \$2,153 6 cards at \$223/ea \$1,338	Chassis \$1,615 Cards \$167/ea
2050 N/A	\$345	\$269

Figure 1. Determination of Value.

***Historical Information - Residual Value Analysis***

The reporting of fair market values for future residual values is very dependent on the preparation and analysis of current and past market value information. The first ship dates of equipment and the rumors and predictions of what the vendor will do in the future affect residual assumptions. Also factored into the analysis is the projected economic life of the product.

Analyzing the year-to-year market value performance is another important step in the analysis and determination of residual values. The forecaster must take into account the fair market values for the same or like equipment, factor in the rumors of upcoming announcements and the reputation of the manufacturer and service provider. In this case NorVergence has affixed its own label to the equipment and the service capabilities appear to be an unknown. Even though the equipment is manufactured by Adtran it is not know if Adtran will offer service contracts or repair service for the equipment. Therefore I am valuing the equipment as tier 2 which means that the value will be ten percentage points below that of comparable Adtran TA 850 and Adtran 2050 equipment.

***Conclusions of Value - Summary***

The portfolio consisted of NorVergence MATRIX 2001, MATRIX 2003 and MATRIX SOHO equipment. The following represents a summary of conclusions from Exhibit 2. See Exhibit 1 for a detailed year by year decline rate in the value of the equipment.

Lessee/Renter	Invoice Date	NorVergence Equipment	Estimated NorVergence Purchase Price from Adtran includes the basic chassis at \$1,615 plus appropriate number of voice cards at \$167 each (Except SOHO Unit)	Estimated End-User Fair Market Value on Invoice Date	Forecasted End-User Fair Market Value 60 Months from Invoice Date
Company A	April 2003	Matrix 2001	\$1,782 Chassis and one card	\$1,604	\$53
Company B	June 2003	Matrix 2001	\$2,005 Chassis and two cards	\$1,696	\$58
Company C	July 2003	Matrix 2001	\$3,564 (2)Chassis and two cards	\$2,887	\$107
Company D	August 2003	Matrix 2001	\$2,228 Chassis and three cards	\$1,650	\$63
Company E	December 2003	Matrix 2003	\$1,782 Chassis and one card	\$1,604	\$53
Company F	January 2004	Matrix 2003	\$1,782 Chassis and one card	\$1,550	\$53
Company G	January 2004	Matrix 2003	\$1,782 Chassis and one card	\$1,550	\$53
Company H	March 2004	Matrix 2003	\$1,782 Chassis and one card	\$1,443	\$53
Company I	April 2004	Matrix 2003	\$1,782 Chassis and one card	\$1,390	\$53
Company J	April 2004	Matrix 2003	\$1,782 Chassis and one card	\$1,390	\$53
Company K	December 2003	Matrix SOHO	\$345	\$269	\$10

Figure 2. Summary of Conclusions – NorVergence Equipment.

Lessee/Renter	Invoice Date	NorVergence Invoice Amount	Estimated End-User Fair Market Value on Invoice Date	Difference in value from invoice to Fair Market Value Date
Company A	April 2003	\$20,118	\$1,604	\$18,514
Company B	June 2003	\$20,749	\$1,696	\$19,053
Company C	July 2003	\$22,655	\$2,887	\$19,769
Company D	August 2003	\$55,914	\$1,650	\$54,264
Company E	December 2003	\$10,788	\$1,604	\$9,185
Company F	January 2004	\$10,554	\$1,550	\$9,003
Company G	January 2004	\$10,358	\$1,550	\$8,808
Company H	March 2004	\$5,968	\$1,443	\$4,525
Company I	April 2004	\$20,754	\$1,390	\$6,109
Company J	April 2004	\$20,754	\$1,390	\$19,364
Company K	December 2003	\$13,592	\$269	\$13,323

Figure 3. Financial impact – NorVergence sales price compared to estimated Fair Market Value.

The information contained in this retrospective desktop letter appraisal is to be used as a guide in formulating fair market values for the computer equipment listed. All estimates of value presented in this report are the appraisers considered opinion.

Sincerely,

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Peter Daley, ASA  
Accredited Senior Appraiser  
DMC Consulting Group  
61 Wentworth  
Newport Beach, CA 92660  
949-737-7780

## Assumptions and Limiting Conditions

**I certify that, in the preparation of this report and to the best of my knowledge and belief:**

*The statements of fact contained in this report are true and correct.*

*The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions, and are my personal and unbiased professional analyses, opinions, and conclusions.*

*I have no present or prospective interest in the property that is the subject of this report, and I have no personal interest or bias with respect to the parties involved.*

*My compensation is not contingent on an action or event resulting from the analyses, opinions, or conclusions in, or the use of, this report.*

*My analyses, opinions and conclusions were developed, and this report has been prepared, in conformity with the Uniform Standards of Professional Practice.*

*No one else has provided significant professional assistance in the preparation of this report.*

*This valuation report is prepared solely for the purpose stated herein and is accurate to best of my knowledge and belief. No other purpose is intended or should be inferred.*

*DMC renders no opinion as to the legal owner of the equipment and is not aware of any tax liens of encumbrances of the property*

*I understand that I may be called upon to offer expert testimony regarding this independent valuation opinion.*

\_\_\_\_\_  
*Peter Daley, ASA  
Accredited Senior Appraiser  
DMC Consulting Group*

Date \_\_\_\_\_

**Exhibit 1. Summary of Lessee/Rental End-Users**

## NorVergence Equipment Summary

Lessee:	Matrix NorVergence Switch Equipment	Card Qty	Invoice Date	NorVergence Invoice Amount	Estimated NorVergence Purchase Price from Adtran on Invoice Date	Fair Market Value on Invoice Date	Forecasted				
							Fair Market Value after one year	Fair Market Value after two years	Fair Market Value after three years	Fair Market Value after four years	Fair Market Value after five years
Company A	2001	1	4/2/2003	\$20,118	\$1,782	\$1,604	\$713	\$410	\$249	\$143	\$53
Company B	2001	2	5/30/2003	\$20,749	\$1,949	\$1,696	\$780	\$448	\$273	\$156	\$58
Company C	2001	2	7/1/2003	\$22,655	\$3,564	\$2,887	\$1,426	\$820	\$499	\$285	\$107
Company D	2001	3	8/21/2003	\$55,914	\$2,116	\$1,650	\$846	\$487	\$296	\$169	\$63
Company E	2003	1	12/23/2003	\$10,788	\$1,782	\$1,604	\$713	\$410	\$249	\$143	\$53
Company F	2003	1	1/13/2004	\$10,554	\$1,782	\$1,550	\$713	\$410	\$249	\$143	\$53
Company G	2003	1	1/21/2004	\$10,358	\$1,782	\$1,550	\$713	\$410	\$249	\$143	\$53
Company H	2003	1	3/3/2004	\$5,968	\$1,782	\$1,443	\$713	\$410	\$249	\$143	\$53
Company I	2003	1	4/5/2004	\$7,499	\$1,782	\$1,390	\$713	\$410	\$249	\$143	\$53
Company J	2003	1	4/14/2004	\$20,754	\$1,782	\$1,390	\$713	\$410	\$249	\$143	\$53
Company K	2003 SOHO	1	12/9/2003	\$13,592	\$345	\$269	\$138	\$79	\$48	\$28	\$10

## NorVergence Equipment Summary

Lessee:	Matrix NorVergence Equipment	Qty	Invoice Date	NorVergence Invoice Amount	NorVergence Purchase Price on Invoice Date	Fair Market Value on Invoice Date	Difference in value from NorVergence invoice amount	Difference in value from NorVergence FMV
Company A	2001	1	4/2/2003	\$20,118	\$1,782	\$1,604	\$18,336	\$18,514
Company B	2001	2	5/30/2003	\$20,749	\$1,949	\$1,696	\$18,800	\$19,053
Company C	2001	2	7/1/2003	\$22,655	\$3,564	\$2,887	\$19,091	\$19,769
Company D	2001	3	8/21/2003	\$55,914	\$2,116	\$1,650	\$53,798	\$54,264
Company E	2003	1	12/23/2003	\$10,788	\$1,782	\$1,604	\$9,006	\$9,185
Company F	2003	1	1/13/2004	\$10,554	\$1,782	\$1,550	\$8,772	\$9,003
Company G	2003	1	1/21/2004	\$10,358	\$1,782	\$1,550	\$8,576	\$8,808
Company H	2003	1	3/3/2004	\$5,968	\$1,782	\$1,443	\$4,186	\$4,525
Company I	2003	1	4/5/2004	\$7,499	\$1,782	\$1,390	\$5,717	\$6,109
Company J	2003	1	4/14/2004	\$20,754	\$1,782	\$1,390	\$18,972	\$19,364
Company K	2003 SOHO	1	12/9/2003	\$13,592	\$345	\$269	\$13,247	\$13,323

## Exhibit 2. Detail Portfolio Analysis

# NorVergence Equipment List

Lessee: Company A

Machine Number	Description	Qty	Price
<b>Merged Access Transport Intellignet Xchange - MATRIX Base Chassis Package</b>			
MATRIX-2001	Integrated Voice and Data Multi-Protocol Access System, Including DS1/T-1 Interface and POTS capacity to support the port and card hardware listed below. Base chassis package includes advanced data engineering high speed internet access connectivity and Voice over IP over ATM provisioning with on-site installation and cabling.	1	
<b>MATRIX-2001-EXP MATRIX Expansion Package</b>			
MATRIX-2001-EXP	Card-based firmware supporting dynamic voice and data bandwidth allocation at DS1/T-1 speeds with up to 24 simultaneous voice paths over high speed data access per card.	1	
MATRIX-2001-Data/ATM Expansion Card(s)	Modular Card Voice over ATM/IP Encapsulated Signal Processing (VOISP) providing 4 simultaneous "Voice as Fast Data" connection as high speed data access per card.	1	
<b>MATRIX-2001-VFD Embedded Firmware Operating System</b>			
MATRIX-2001-VFD	The MATRIX-2001-VFD is an embedded firmware operating system inherent in each data/ATM expansion card. Multiple cards includede automatic data call set up and array failover. The customer is granted the Right-To-Use (RTU) the card based firmware (MATRIX-2001-VFD) and receive all future updates on the MATRIX-2001 Advanced Merged Access System for a 5 year period.	1	
<b>MATRIX-24-TR57 Compliant Analog POTS Interfaces</b>			
MATRIX-24	In addition to DS1/T-1 Interface, the MATRIX-2001-EXP includes 24 line POTS Amphenol Port and Connector. Carrier Class ATM/IP Card - For POTS Interface. TR-57 Compliant	1	
<b>MATRIX-2001-PSU Power Supply Unit</b>			
MATRIX-2001-PSU	The MATRIX-2001-PSU is included with each MATRIX Base Chassis Package/card. Includes: Support for Network Interface (RJ-48C) T1, ATM, AAL2(Voice), AAL5 (data and voice), IP Routing Capability and Port Management.	1	
<b>MATRIX-2001-OQS Optimum Quality System</b>			
MATRIX-2001-OQS	The MATRIX-2001-OQS is embedded with each MATRIX-2001 Ease Package/card. Firmware continuously monitors and improves voice quality during all "Voice as Fast Data" calls. Automatically chooses optimum compression and echo cancellation techniques individually assessing calls sent to the packetized network. OQS suppresses background noise and fills dead space.	1	
<b>MATRIX-2001-ALCAF Automatic Line Condition Adaptation Firmware</b>			

# NorVergence Equipment List

Lessee: Company A

Machine Number	Description	Qty	Price
MATRIX-2001-ALCAF	The MATRIX-2001-ALCAF is embedded with each MATRIX-2001 Base Package/card. ALCAF automatically adapts transmission signals to changing line conditions, differences in line lengths, network delays, adjusts to changes in callers voice intensity or volume, differences in customer telephone set quality and changes in network congestion while keeping voice quality at toll quality levels.	1	
<b>MATRIX-2001-TFIO Toll Free Inbound Option</b>			
MATRIX-2001-TFIO	The MATRIX-2001-TFIO is an optional accessory for each MATRIX-2001 System. Firmware allows inbound Toll Free Directory Numbers to be routed over the MATRIX-2001 Voice Ports. This interface is designed to interface with DSX1 or POTS line functionality.	1	
<b>MATRIX-2001-IPSMF IP Subscriber Management Firmware</b>			
MATRIX-2001-IPSMF	The MATRIX-2001-IPSMF is included in each MATRIX-2001 Base Package/card. Links to Centralized Subscriber Management Services Node: Supervising access, device mentoring, authentication, and IP address management. Includes software for Virtual Private Networking and Managed Internet Firewall. Activation required/fees apply.	1	
<b>MATRIX-2001-MGMT On-Site Management Support Features</b>			
MATRIX-2001-MGMT	The MATRIX-2001-MGMT Feature Includes: On-Site, Front or Rear panel Access, EIA-232, Physical RJ-48C or db-9 Connector, SNMP V1 Support, Full Menu Drive TELENET Access, Software Downloaded via TFTP.	1	
<b>Total Cost</b>			<b>\$20,117.85</b>

# NorVergence Equipment List

Lessee: Company B

Machine Number	Description	Qty	Price
<b>Merged Access Transport Intellignet Xchange - MATRIX Base Chassis Package</b>			
MATRIX-2001	Integrated Voice and Data Multi-Protocol Access System, Including DS1/T-1 Interface and POTS capacity to support the port and card hardware listed below. Base chassis package includes advanced data engineering high speed internet access connectivity and Voice over IP over ATM provisioning with on-site installation and cabling.	1	
<b>MATRIX-2001-EXP MATRIX Expansion Package</b>			
MATRIX-2001-EXP	Card-based firmware supporting dynamic voice and data bandwidth allocation at DS1/T-1 speeds with up to 24 simultaneous voice paths over high speed data access per card.	2	
MATRIX-2001-Data/ATM Expansion Card(s)	Modular Card Voice over ATM/IP Encapsulated Signal Processing (VOISP) providing 4 simultaneous "Voice as Fast Data" connection as high speed data access per card.	2	
<b>MATRIX-2001-VFD Embedded Firmware Operating System</b>			
MATRIX-2001-VFD	The MATRIX-2001-VFD is an embedded firmware operating system inherent in each data/ATM expansion card. Multiple cards includede automatic data call set up and array failover. The customer is granted the Right-To-Use (RTU) the card based firmware (MATRIX-2001-VFD) and receive all future updates on the MATRIX-2001 Advanced Merged Access System for a 5 year period.	1	
<b>MATRIX-24-TR57 Compliant Analog POTS Interfaces</b>			
MATRIX-24	In addition to DS1/T-1 Interface, the MATRIX-2001-EXP includes 24 line POTS Amphenol Port and Connector. Carrier Class ATM/IP Card - For POTS Interface. TR-57 Compliant	1	
<b>MATRIX-2001-PSU Power Supply Unit</b>			
MATRIX-2001-PSU	The MATRIX-2001-PSU is included with each MATRIX Base Chassis Package/card. Includes: Support for Network Interface (RJ-48C) T1, ATM, AAL2(Voice), AAL5 (data and voice), IP Routing Capability and Port Management.	1	
<b>MATRIX-2001-OQS Optimum Quality System</b>			
MATRIX-2001-OQS	The MATRIX-2001-OQS is embedded with each MATRIX-2001 Ease Package/card. Firmware continuously monitors and improves voice quality during all "Voice as Fast Data" calls. Automatically chooses optimum compression and echo cancellation techniques individually assessing calls sent to the packetized network. OQS suppresses background noise and fills dead space.	1	
<b>MATRIX-2001-ALCAF Automatic Line Condition Adaptation Firmware</b>			

# NorVergence Equipment List

Lessee: Company B

Machine Number	Description	Qty	Price
MATRIX-2001-ALCAF	The MATRIX-2001-ALCAF is embedded with each MATRIX-2001 Base Package/card. ALCAF automatically adapts transmission signals to changing line conditions, differences in line lengths, network delays, adjusts to changes in callers voice intensity or volume, differences in customer telephone set quality and changes in network congestion while keeping voice quality at toll quality levels.	1	
<b>MATRIX-2001-TFIO Toll Free Inbound Option</b>			
MATRIX-2001-TFIO	The MATRIX-2001-TFIO is an optional accessory for each MATRIX-2001 System. Firmware allows inbound Toll Free Directory Numbers to be routed over the MATRIX-2001 Voice Ports. This interface is designed to interface with DSX1 or POTS line functionality.	1	
<b>MATRIX-2001-IPSMF IP Subscriber Management Firmware</b>			
MATRIX-2001-IPSMF	The MATRIX-2001-IPSMF is included in each MATRIX-2001 Base Package/card. Links to Centralized Subscriber Management Services Node: Supervising access, device mentoring, authentication, and IP address management. Includes software for Virtual Private Networking and Managed Internet Firewall. Activation required/fees apply.	1	
<b>MATRIX-2001-MGMT On-Site Management Support Features</b>			
MATRIX-2001-MGMT	The MATRIX-2001-MGMT Feature Includes: On-Site, Front or Rear panel Access, EIA-232, Physical RJ-48C or db-9 Connector, SNMP V1 Support, Full Menu Drive TELENET Access, Software Downloaded via TFTP.	1	
<b>Total Cost</b>			<b>\$20,749.00</b>

# NorVergence Equipment List

Lessee: Company C

Machine Number	Description	Qty	Price
<b>Merged Access Transport Intellignet Xchange - MATRIX Base Chassis Package</b>			
MATRIX-2001	Integrated Voice and Data Multi-Protocol Access System, Including DS1/T-1 Interface and POTS capacity to support the port and card hardware listed below. Base chassis package includes advanced data engineering high speed internet access connectivity and Voice over IP over ATM provisioning with on-site installation and cabling.	2	
<b>MATRIX-2001-EXP MATRIX Expansion Package</b>			
MATRIX-2001-EXP	Card-based firmware supporting dynamic voice and data bandwidth allocation at DS1/T-1 speeds with up to 24 simultaneous voice paths over high speed data access per card.	2	
MATRIX-2001-Data/ATM Expansion Card(s)	Modular Card Voice over ATM/IP Encapsulated Signal Processing (VOISP) providing 4 simultaneous "Voice as Fast Data" connection as high speed data access per card.	2	
<b>MATRIX-2001-VFD Embedded Firmware Operating System</b>			
MATRIX-2001-VFD	The MATRIX-2001-VFD is an embedded firmware operating system inherent in each data/ATM expansion card. Multiple cards includede automatic data call set up and array failover. The customer is granted the Right-To-Use (RTU) the card based firmware (MATRIX-2001-VFD) and receive all future updates on the MATRIX-2001 Advanced Merged Access System for a 5 year period.	1	
<b>MATRIX-24-TR57 Compliant Analog POTS Interfaces</b>			
MATRIX-24	In addition to DS1/T-1 Interface, the MATRIX-2001-EXP includes 24 line POTS Amphenol Port and Connector. Carrier Class ATM/IP Card - For POTS Interface. TR-57 Compliant	1	
<b>MATRIX-2001-PSU Power Supply Unit</b>			
MATRIX-2001-PSU	The MATRIX-2001-PSU is included with each MATRIX Base Chassis Package/card. Includes: Support for Network Interface (RJ-48C) T1, ATM, AAL2(Voice), AAL5 (data and voice), IP Routing Capability and Port Management.	1	
<b>MATRIX-2001-OQS Optimum Quality System</b>			
MATRIX-2001-OQS	The MATRIX-2001-OQS is embedded with each MATRIX-2001 Ease Package/card. Firmware continuously monitors and improves voice quality during all "Voice as Fast Data" calls. Automatically chooses optimum compression and echo cancellation techniques individually assessing calls sent to the packetized network. OQS suppresses background noise and fills dead space.	1	
<b>MATRIX-2001-ALCAF Automatic Line Condition Adaptation Firmware</b>			

# NorVergence Equipment List

Lessee: Company C

Machine Number	Description	Qty	Price
MATRIX-2001-ALCAF	The MATRIX-2001-ALCAF is embedded with each MATRIX-2001 Base Package/card. ALCAF automatically adapts transmission signals to changing line conditions, differences in line lengths, network delays, adjusts to changes in callers voice intensity or volume, differences in customer telephone set quality and changes in network congestion while keeping voice quality at toll quality levels.	1	
<b>MATRIX-2001-TFIO Toll Free Inbound Option</b>			
MATRIX-2001-TFIO	The MATRIX-2001-TFIO is an optional accessory for each MATRIX-2001 System. Firmware allows inbound Toll Free Directory Numbers to be routed over the MATRIX-2001 Voice Ports. This interface is designed to interface with DSX1 or POTS line functionality.	1	
<b>MATRIX-2001-IPSMF IP Subscriber Management Firmware</b>			
MATRIX-2001-IPSMF	The MATRIX-2001-IPSMF is included in each MATRIX-2001 Base Package/card. Links to Centralized Subscriber Management Services Node: Supervising access, device mentoring, authentication, and IP address management. Includes software for Virtual Private Networking and Managed Internet Firewall. Activation required/fees apply.	1	
<b>MATRIX-2001-MGMT On-Site Management Support Features</b>			
MATRIX-2001-MGMT	The MATRIX-2001-MGMT Feature Includes: On-Site, Front or Rear panel Access, EIA-232, Physical RJ-48C or db-9 Connector, SNMP V1 Support, Full Menu Drive TELENET Access, Software Downloaded via TFTP.	1	
<b>Total Cost</b>			<b>\$22,655.43</b>

# NorVergence Equipment List

Lessee: Company D

Machine Number	Description	Qty	Price
<b>Merged Access Transport Intellignet Xchange - MATRIX Base Chassis Package</b>			
MATRIX-2001	Integrated Voice and Data Multi-Protocol Access System, Including DS1/T-1 Interface and POTS capacity to support the port and card hardware listed below. Base chassis package includes advanced data engineering high speed internet access connectivity and Voice over IP over ATM provisioning with on-site installation and cabling.	1	
<b>MATRIX-2001-EXP MATRIX Expansion Package</b>			
MATRIX-2001-EXP	Card-based firmware supporting dynamic voice and data bandwidth allocation at DS1/T-1 speeds with up to 24 simultaneous voice paths over high speed data access per card.	3	
MATRIX-2001-Data/ATM Expansion Card(s)	Modular Card Voice over ATM/IP Encapsulated Signal Processing (VOISP) providing 4 simultaneous "Voice as Fast Data" connection as high speed data access per card.	3	
<b>MATRIX-2001-VFD Embedded Firmware Operating System</b>			
MATRIX-2001-VFD	The MATRIX-2001-VFD is an embedded firmware operating system inherent in each data/ATM expansion card. Multiple cards includede automatic data call set up and array failover. The customer is granted the Right-To-Use (RTU) the card based firmware (MATRIX-2001-VFD) and receive all future updates on the MATRIX-2001 Advanced Merged Access System for a 5 year period.	1	
<b>MATRIX-24-TR57 Compliant Analog POTS Interfaces</b>			
MATRIX-24	In addition to DS1/T-1 Interface, the MATRIX-2001-EXP includes 24 line POTS Amphenol Port and Connector. Carrier Class ATM/IP Card - For POTS Interface. TR-57 Compliant	1	
<b>MATRIX-2001-PSU Power Supply Unit</b>			
MATRIX-2001-PSU	The MATRIX-2001-PSU is included with each MATRIX Base Chassis Package/card. Includes: Support for Network Interface (RJ-48C) T1, ATM, AAL2(Voice), AAL5 (data and voice), IP Routing Capability and Port Management.	1	
<b>MATRIX-2001-OQS Optimum Quality System</b>			
MATRIX-2001-OQS	The MATRIX-2001-OQS is embedded with each MATRIX-2001 Ease Package/card. Firmware continuously monitors and improves voice quality during all "Voice as Fast Data" calls. Automatically chooses optimum compression and echo cancellation techniques individually assessing calls sent to the packetized network. OQS suppresses background noise and fills dead space.	1	
<b>MATRIX-2001-ALCAF Automatic Line Condition Adaptation Firmware</b>			

# NorVergence Equipment List

Lessee: Company D

Machine Number	Description	Qty	Price
MATRIX-2001-ALCAF	The MATRIX-2001-ALCAF is embedded with each MATRIX-2001 Base Package/card. ALCAF automatically adapts transmission signals to changing line conditions, differences in line lengths, network delays, adjusts to changes in callers voice intensity or volume, differences in customer telephone set quality and changes in network congestion while keeping voice quality at toll quality levels.	1	
<b>MATRIX-2001-TFIO Toll Free Inbound Option</b>			
MATRIX-2001-TFIO	The MATRIX-2001-TFIO is an optional accessory for each MATRIX-2001 System. Firmware allows inbound Toll Free Directory Numbers to be routed over the MATRIX-2001 Voice Ports. This interface is designed to interface with DSX1 or POTS line functionality.	1	
<b>MATRIX-2001-IPSMF IP Subscriber Management Firmware</b>			
MATRIX-2001-IPSMF	The MATRIX-2001-IPSMF is included in each MATRIX-2001 Base Package/card. Links to Centralized Subscriber Management Services Node: Supervising access, device mentoring, authentication, and IP address management. Includes software for Virtual Private Networking and Managed Internet Firewall. Activation required/fees apply.	1	
<b>MATRIX-2001-MGMT On-Site Management Support Features</b>			
MATRIX-2001-MGMT	The MATRIX-2001-MGMT Feature Includes: On-Site, Front or Rear panel Access, EIA-232, Physical RJ-48C or db-9 Connector, SNMP V1 Support, Full Menu Drive TELENET Access, Software Downloaded via TFTP.	1	
<b>Total Cost</b>			<b>\$55,914.30</b>

# NorVergence Equipment List

Lessee: Company E

Machine Number	Description	Qty	Price
<b>MATRIX - Merged Access Transport Redundant Intellignet eXchange Platform</b>			
MATRIX-2003 Chassis	10 slot Chassis with Craft, LAN, Network 1, Network 2/DSX-!, V.35, Amphenol Cable, DC Power Inputs, DS1/T-1 Interface, 24 line POTS Amphenol Port and Connector. Carrier Class ATM/IP Card - For POTS Interface, TR-57 Compliant, Management feature includes: On-Site Front or Rear panel Access, EIA-232, Physical RJ 48C or dB-9 Connector, SNMP V1 Support, Full Menu Drive TELNET Access, Software Downloaded via TFTP.	1	
MATRIX-2003-PSU	The MATRIX-2003-Power Supply AC Power Supply - 120 VAC/2A 80Hz input, -64V/2A Output, -48V/2A Input, AC Alarm Output, 3 AMP 1175043L3#NORV.	1	
<b>MATRIX-2003-EXP MATRIX Expansion Cards</b>			
MATRIX-MIPSU	Supports Ring Enable, ACO, Power Transfer, Ring, Bank ALM		
MATRIX-2003-MEXP	Modular Cars(s) that enable up to 4 ports per card of Voice over ATM/IP Encapsulated Signal Processing (VAISP) of "Voice as Fast Data" connections as high speed data access per card.		
MATRIX-2003-BCP	Supports Craft, T1 Met Rx, TX Mon Rx, Pwr, T1 Test, V.35 TD, EthL1, T1 Error, V.35 RD, ETH TX/RX	Incl	
<b>MATRIX-2003- Embedded Firmware Objects</b>			
MATRIX-2003-8D	The MATRIX-2003-8D is an embedded object that allows 8xx toll free numbers to be provisioned within the MATRIX solution. The 8D object allos incoming 8xxx cells to terminate into the MATRIX gateway.		
MATRIX-2003-VFD	The MATRIX-2003-VFD is inherent in each data/ATM expansion card. Multiple cards include automatic data call setup and failover. The customer is granted the Right-To-Use (RTU) on all activated ATM ports.	Incl	
MATRIX-2003-ISF	The MATRIX-2003-ISF includes: Support for Network Interface (RJ-48C) T1, ATM, AAL2(Voice), AAL6 (data & voice), IP Rounting Capability and Port Management.	Incl	
MATRIX-2003-OQS	The MATRIX-2003-OQS firmware continuously monitors and improves voice quality during all "Voice as Fast Data" calls. Automatically chooses optimum compression and echo cancellation techniques individually assessing calls sent to the packetized network. OQS suppresses background noise and fills dead space.	Incl	
MATRIX-2003-ALCAF	The MATRIX-2003-ALCAF automatically adapts transmission signals to changing line conditions, differences in line lengths, network delays, adjusts to changes in callers voice intensity or volume, differences in customer telephone set quality and changes in network congestion while keeping voice quality at toll quality levels.	Incl	

# NorVergence Equipment List

Lessee: Company E

Machine Number	Description	Qty	Price
MATRIX-2003-UC	The MATRIX-2003-UC is an optional embedded object. This feature allows Unlimited Conference Call Paths to be established and routed over the MATRIX-2003 Voice Ports. This interface is designed to interface with DSX1 or POTS line functionality.	1	
MATRIX-2003-IPSMF	The MATRIX-2003-IPSMF links to Centralized Subscriber Management Services Node: Supervising access, device mentoring, authentication, and IP address management. Features Virtual Private Networking and Managed Internet Firewall. Activation required/fees apply.	Incl	
<b>Total Cost</b>			<b>\$10,788.40</b>

# NorVergence Equipment List

Lessee: Company F

Machine Number	Description	Qty	Price
<b>MATRIX - Merged Access Transport Redundant Intellignet eXchange Platform</b>			
MATRIX-2003 Chassis	10 slot Chassis with Craft, LAN, Network 1, Network 2/DSX-!, V.35, Amphenol Cable, DC Power Inputs, DS1/T-1 Interface, 24 line POTS Amphenol Port and Connector. Carrier Class ATM/IP Card - For POTS Interface, TR-57 Compliant, Management feature includes: On-Site Front or Rear panel Access, EIA-232, Physical RJ 48C or dB-9 Connector, SNMP V1 Support, Full Menu Drive TELNET Access, Software Downloaded via TFTP.	1	
MATRIX-2003-PSU	The MATRIX-2003-Power Supply AC Power Supply - 120 VAC/2A 80Hz input, -64V/2A Output, -48V/2A Input, AC Alarm Output, 3 AMP 1175043L3#NORV.	1	
<b>MATRIX-2003-EXP MATRIX Expansion Cards</b>			
MATRIX-MIPSU	Supports Ring Enable, ACO, Power Transfer, Ring, Bank ALM		
MATRIX-2003-MEXP	Modular Cars(s) that enable up to 4 ports per card of Voice over ATM/IP Encapsulated Signal Processing (VAISP) of "Voice as Fast Data" connections as high speed data access per card.		
MATRIX-2003-BCP	Supports Craft, T1 Met Rx, TX Mon Rx, Pwr, T1 Test, V.35 TD, EthL1, T1 Error, V.35 RD, ETH TX/RX	Incl	
<b>MATRIX-2003- Embedded Firmware Objects</b>			
MATRIX-2003-8D	The MATRIX-2003-8D is an embedded object that allows 8xx toll free numbers to be provisioned within the MATRIX solution. The 8D object allos incoming 8xxx cells to terminate into the MATRIX gateway.		
MATRIX-2003-VFD	The MATRIX-2003-VFD is inherent in each data/ATM expansion card. Multiple cards include automatic data call setup and failover. The customer is granted the Right-To-Use (RTU) on all activated ATM ports.	Incl	
MATRIX-2003-ISF	The MATRIX-2003-ISF includes: Support for Network Interface (RJ-48C) T1, ATM, AAL2(Voice), AAL6 (data & voice), IP Rounting Capability and Port Management.	Incl	
MATRIX-2003-OQS	The MATRIX-2003-OQS firmware continuously monitors and improves voice quality during all "Voice as Fast Data" calls. Automatically chooses optimum compression and echo cancellation techniques individually assessing calls sent to the packetized network. OQS suppresses background noise and fills dead space.	Incl	
MATRIX-2003-ALCAF	The MATRIX-2003-ALCAF automatically adapts transmission signals to changing line conditions, differences in line lengths, network delays, adjusts to changes in callers voice intensity or volume, differences in customer telephone set quality and changes in network congestion while keeping voice quality at toll quality levels.	Incl	

# NorVergence Equipment List

Lessee: Company F

MATRIX-2003-UC	The MATRIX-2003-UC is an optional embedded object. This feature allows Unlimited Conference Call Paths to be established and routed over the MATRIX-2003 Voice Ports. This interface is designed to interface with DSX1 or POTS line functionality.	1	
MATRIX-2003-IPSMF	The MATRIX-2003-IPSMF links to Centralized Subscriber Management Services Node: Supervising access, device mentoring, authentication, and IP address management. Features Virtual Private Networking and Managed Internet Firewall. Activation required/fees apply.	Incl	
<b>Total Cost</b>			<b>\$10,553.67</b>

# NorVergence Equipment List

Lessee: Company G

Machine Number	Description	Qty	Price
<b>MATRIX - Merged Access Transport Redundant Intellignet eXchange Platform</b>			
MATRIX-2003 Chassis	10 slot Chassis with Craft, LAN, Network 1, Network 2/DSX-!, V.35, Amphenol Cable, DC Power Inputs, DS1/T-1 Interface, 24 line POTS Amphenol Port and Connector. Carrier Class ATM/IP Card - For POTS Interface, TR-57 Compliant, Management feature includes: On-Site Front or Rear panel Access, EIA-232, Physical RJ 48C or dB-9 Connector, SNMP V1 Support, Full Menu Drive TELNET Access, Software Downloaded via TFTP.	1	
MATRIX-2003-PSU	The MATRIX-2003-Power Supply AC Power Supply - 120 VAC/2A 80Hz input, -64V/2A Output, -48V/2A Input, AC Alarm Output, 3 AMP 1175043L3#NORV.	1	
<b>MATRIX-2003-EXP MATRIX Expansion Cards</b>			
MATRIX-MIPSU	Supports Ring Enable, ACO, Power Transfer, Ring, Bank ALM		
MATRIX-2003-MEXP	Modular Cars(s) that enable up to 4 ports per card of Voice over ATM/IP Encapsulated Signal Processing (VAISP) of "Voice as Fast Data" connections as high speed data access per card.		
MATRIX-2003-BCP	Supports Craft, T1 Met Rx, TX Mon Rx, Pwr, T1 Test, V.35 TD, EthL1, T1 Error, V.35 RD, ETH TX/RX	Incl	
<b>MATRIX-2003- Embedded Firmware Objects</b>			
MATRIX-2003-8D	The MATRIX-2003-8D is an embedded object that allows 8xx toll free numbers to be provisioned within the MATRIX solution. The 8D object allos incoming 8xxx cells to terminate into the MATRIX gateway.		
MATRIX-2003-VFD	The MATRIX-2003-VFD is inherent in each data/ATM expansion card. Multiple cards include automatic data call setup and failover. The customer is granted the Right-To-Use (RTU) on all activated ATM ports.	Incl	
MATRIX-2003-ISF	The MATRIX-2003-ISF includes: Support for Network Interface (RJ-48C) T1, ATM, AAL2(Voice), AAL6 (data & voice), IP Rounting Capability and Port Management.	Incl	
MATRIX-2003-OQS	The MATRIX-2003-OQS firmware continuously monitors and improves voice quality during all "Voice as Fast Data" calls. Automatically chooses optimum compression and echo cancellation techniques individually assessing calls sent to the packetized network. OQS suppresses background noise and fills dead space.	Incl	
MATRIX-2003-ALCAF	The MATRIX-2003-ALCAF automatically adapts transmission signals to changing line conditions, differences in line lengths, network delays, adjusts to changes in callers voice intensity or volume, differences in customer telephone set quality and changes in network congestion while keeping voice quality at toll quality levels.	Incl	

# NorVergence Equipment List

Lessee: Company G

Machine Number	Description	Qty	Price
MATRIX-2003-UC	The MATRIX-2003-UC is an optional embedded object. This feature allows Unlimited Conference Call Paths to be established and routed over the MATRIX-2003 Voice Ports. This interface is designed to interface with DSX1 or POTS line functionality.	1	
MATRIX-2003-IPSMF	The MATRIX-2003-IPSMF links to Centralized Subscriber Management Services Node: Supervising access, device mentoring, authentication, and IP address management. Features Virtual Private Networking and Managed Internet Firewall. Activation required/fees apply.	Incl	
<b>Total Cost</b>			<b>\$10,358.00</b>

# NorVergence Equipment List

Lessee: Company H

Machine Number	Description	Qty	Price
<b>MATRIX - Merged Access Transport Redundant Intellignet eXchange Platform</b>			
MATRIX-2003 Chassis	10 slot Chassis with Craft, LAN, Network 1, Network 2/DSX-!, V.35, Amphenol Cable, DC Power Inputs, DS1/T-1 Interface, 24 line POTS Amphenol Port and Connector. Carrier Class ATM/IP Card - For POTS Interface, TR-57 Compliant, Management feature includes: On-Site Front or Rear panel Access, EIA-232, Physical RJ 48C or dB-9 Connector, SNMP V1 Support, Full Menu Drive TELNET Access, Software Downloaded via TFTP.	1	
MATRIX-2003-PSU	The MATRIX-2003-Power Supply AC Power Supply - 120 VAC/2A 80Hz input, -64V/2A Output, -48V/2A Input, AC Alarm Output, 3 AMP 1175043L3#NORV.	1	
<b>MATRIX-2003-EXP MATRIX Expansion Cards</b>			
MATRIX-MIPSU	Supports Ring Enable, ACO, Power Transfer, Ring, Bank ALM		
MATRIX-2003-MEXP	Modular Cars(s) that enable up to 4 ports per card of Voice over ATM/IP Encapsulated Signal Processing (VAISP) of "Voice as Fast Data" connections as high speed data access per card.		
MATRIX-2003-BCP	Supports Craft, T1 Met Rx, TX Mon Rx, Pwr, T1 Test, V.35 TD, EthL1, T1 Error, V.35 RD, ETH TX/RX	Incl	
<b>MATRIX-2003- Embedded Firmware Objects</b>			
MATRIX-2003-8D	The MATRIX-2003-8D is an embedded object that allows 8xx toll free numbers to be provisioned within the MATRIX solution. The 8D object allos incoming 8xxx cells to terminate into the MATRIX gateway.		
MATRIX-2003-VFD	The MATRIX-2003-VFD is inherent in each data/ATM expansion card. Multiple cards include automatic data call setup and failover. The customer is granted the Right-To-Use (RTU) on all activated ATM ports.	Incl	
MATRIX-2003-ISF	The MATRIX-2003-ISF includes: Support for Network Interface (RJ-48C) T1, ATM, AAL2(Voice), AAL6 (data & voice), IP Rounting Capability and Port Management.	Incl	
MATRIX-2003-OQS	The MATRIX-2003-OQS firmware continuously monitors and improves voice quality during all "Voice as Fast Data" calls. Automatically chooses optimum compression and echo cancellation techniques individually assessing calls sent to the packetized network. OQS suppresses background noise and fills dead space.	Incl	
MATRIX-2003-ALCAF	The MATRIX-2003-ALCAF automatically adapts transmission signals to changing line conditions, differences in line lengths, network delays, adjusts to changes in callers voice intensity or volume, differences in customer telephone set quality and changes in network congestion while keeping voice quality at toll quality levels.	Incl	

# NorVergence Equipment List

Lessee: Company H

Machine Number	Description	Qty	Price
MATRIX-2003-UC	The MATRIX-2003-UC is an optional embedded object. This feature allows Unlimited Conference Call Paths to be established and routed over the MATRIX-2003 Voice Ports. This interface is designed to interface with DSX1 or POTS line functionality.	1	
MATRIX-2003-IPSMF	The MATRIX-2003-IPSMF links to Centralized Subscriber Management Services Node: Supervising access, device mentoring, authentication, and IP address management. Features Virtual Private Networking and Managed Internet Firewall. Activation required/fees apply.	Incl	
<b>Total Cost</b>			<b>\$5,968.08</b>

# NorVergence Equipment List

Lessee: Company I

Machine Number	Description	Qty	Price
<b>MATRIX - Merged Access Transport Redundant Intellignet eXchange Platform</b>			
MATRIX-2003 Chassis	10 slot Chassis with Craft, LAN, Network 1, Network 2/DSX-!, V.35, Amphenol Cable, DC Power Inputs, DS1/T-1 Interface, 24 line POTS Amphenol Port and Connector. Carrier Class ATM/IP Card - For POTS Interface, TR-57 Compliant, Management feature includes: On-Site Front or Rear panel Access, EIA-232, Physical RJ 48C or dB-9 Connector, SNMP V1 Support, Full Menu Drive TELNET Access, Software Downloaded via TFTP.	1	
MATRIX-2003-PSU	The MATRIX-2003-Power Supply AC Power Supply - 120 VAC/2A 80Hz input, -64V/2A Output, -48V/2A Input, AC Alarm Output, 3 AMP 1175043L3#NORV.	1	
<b>MATRIX-2003-EXP MATRIX Expansion Cards</b>			
MATRIX-MIPSU	Supports Ring Enable, ACO, Power Transfer, Ring, Bank ALM		
MATRIX-2003-MEXP	Modular Cars(s) that enable up to 4 ports per card of Voice over ATM/IP Encapsulated Signal Processing (VAISP) of "Voice as Fast Data" connections as high speed data access per card.		
MATRIX-2003-BCP	Supports Craft, T1 Met Rx, TX Mon Rx, Pwr, T1 Test, V.35 TD, EthL1, T1 Error, V.35 RD, ETH TX/RX	Incl	
<b>MATRIX-2003- Embedded Firmware Objects</b>			
MATRIX-2003-8D	The MATRIX-2003-8D is an embedded object that allows 8xx toll free numbers to be provisioned within the MATRIX solution. The 8D object allos incoming 8xxx cells to terminate into the MATRIX gateway.		
MATRIX-2003-VFD	The MATRIX-2003-VFD is inherent in each data/ATM expansion card. Multiple cards include automatic data call setup and failover. The customer is granted the Right-To-Use (RTU) on all activated ATM ports.	Incl	
MATRIX-2003-ISF	The MATRIX-2003-ISF includes: Support for Network Interface (RJ-48C) T1, ATM, AAL2(Voice), AAL6 (data & voice), IP Rounting Capability and Port Management.	Incl	
MATRIX-2003-OQS	The MATRIX-2003-OQS firmware continuously monitors and improves voice quality during all "Voice as Fast Data" calls. Automatically chooses optimum compression and echo cancellation techniques individually assessing calls sent to the packetized network. OQS suppresses background noise and fills dead space.	Incl	
MATRIX-2003-ALCAF	The MATRIX-2003-ALCAF automatically adapts transmission signals to changing line conditions, differences in line lengths, network delays, adjusts to changes in callers voice intensity or volume, differences in customer telephone set quality and changes in network congestion while keeping voice quality at toll quality levels.	Incl	

# NorVergence Equipment List

Lessee: Company I

Machine Number	Description	Qty	Price
MATRIX-2003-UC	The MATRIX-2003-UC is an optional embedded object. This feature allows Unlimited Conference Call Paths to be established and routed over the MATRIX-2003 Voice Ports. This interface is designed to interface with DSX1 or POTS line functionality.	1	
MATRIX-2003-IPSMF	The MATRIX-2003-IPSMF links to Centralized Subscriber Management Services Node: Supervising access, device mentoring, authentication, and IP address management. Features Virtual Private Networking and Managed Internet Firewall. Activation required/fees apply.	Incl	
<b>Total Cost</b>			<b>\$7,499.45</b>

# NorVergence Equipment List

Lessee: Company J

Machine Number	Description	Qty	Price
<b>MATRIX - Merged Access Transport Redundant Intellignet eXchange Platform</b>			
MATRIX-2003 Chassis	10 slot Chassis with Craft, LAN, Network 1, Network 2/DSX-!, V.35, Amphenol Cable, DC Power Inputs, DS1/T-1 Interface, 24 line POTS Amphenol Port and Connector. Carrier Class ATM/IP Card - For POTS Interface, TR-57 Compliant, Management feature includes: On-Site Front or Rear panel Access, EIA-232, Physical RJ 48C or dB-9 Connector, SNMP V1 Support, Full Menu Drive TELNET Access, Software Downloaded via TFTP.	1	
MATRIX-2003-PSU	The MATRIX-2003-Power Supply AC Power Supply - 120 VAC/2A 80Hz input, -64V/2A Output, -48V/2A Input, AC Alarm Output, 3 AMP 1175043L3#NORV.	1	
<b>MATRIX-2003-EXP MATRIX Expansion Cards</b>			
MATRIX-MIPSU	Supports Ring Enable, ACO, Power Transfer, Ring, Bank ALM		
MATRIX-2003-MEXP	Modular Cars(s) that enable up to 4 ports per card of Voice over ATM/IP Encapsulated Signal Processing (VAISP) of "Voice as Fast Data" connections as high speed data access per card.		
MATRIX-2003-BCP	Supports Craft, T1 Met Rx, TX Mon Rx, Pwr, T1 Test, V.35 TD, EthL1, T1 Error, V.35 RD, ETH TX/RX	Incl	
<b>MATRIX-2003- Embedded Firmware Objects</b>			
MATRIX-2003-8D	The MATRIX-2003-8D is an embedded object that allows 8xx toll free numbers to be provisioned within the MATRIX solution. The 8D object allos incoming 8xxx cells to terminate into the MATRIX gateway.		
MATRIX-2003-VFD	The MATRIX-2003-VFD is inherent in each data/ATM expansion card. Multiple cards include automatic data call setup and failover. The customer is granted the Right-To-Use (RTU) on all activated ATM ports.	Incl	
MATRIX-2003-ISF	The MATRIX-2003-ISF includes: Support for Network Interface (RJ-48C) T1, ATM, AAL2(Voice), AAL6 (data & voice), IP Rounting Capability and Port Management.	Incl	
MATRIX-2003-OQS	The MATRIX-2003-OQS firmware continuously monitors and improves voice quality during all "Voice as Fast Data" calls. Automatically chooses optimum compression and echo cancellation techniques individually assessing calls sent to the packetized network. OQS suppresses background noise and fills dead space.	Incl	
MATRIX-2003-ALCAF	The MATRIX-2003-ALCAF automatically adapts transmission signals to changing line conditions, differences in line lengths, network delays, adjusts to changes in callers voice intensity or volume, differences in customer telephone set quality and changes in network congestion while keeping voice quality at toll quality levels.	Incl	

# NorVergence Equipment List

Lessee: Company J

Machine Number	Description	Qty	Price
MATRIX-2003-UC	The MATRIX-2003-UC is an optional embedded object. This feature allows Unlimited Conference Call Paths to be established and routed over the MATRIX-2003 Voice Ports. This interface is designed to interface with DSX1 or POTS line functionality.	1	
MATRIX-2003-IPSMF	The MATRIX-2003-IPSMF links to Centralized Subscriber Management Services Node: Supervising access, device mentoring, authentication, and IP address management. Features Virtual Private Networking and Managed Internet Firewall. Activation required/fees apply.	Incl	
<b>Total Cost</b>			<b>\$20,753.98</b>

# NorVergence Equipment List

Lessee: Company K

Machine Number	Description	Qty	Price
<b>Merged Access Transport Intelligenet Xchange - MATRIX SOHO</b>			
<b>Matrix SOHO Base Package</b>			
MATRIX-SOHO	SOHO Base Package; Integrated Data Access Box Chassis, Core Wiring, Core I/O Ports, Voice Package (up to 5 POTS lines)	1	
<b>MATRIX-SOHO Firewall Throughput Speed</b>			
MATRIX-SOHO-FTS2	SOHO Processor2 - up to 9Mbps Throughput	1	
<b>MATRIX-SOHO-3DES-Encryption Processor</b>			
	3DES Endryption Option - SOHO		
<b>MATRIX SOHO - Security Feature</b>			
	Security Feature Option Package - SOHO		
	Stateful Packet Filtering Option - SOHO	1	
<b>MATRIX-SOHO Power Supply Unit</b>			
	The Matrix SOHO-PSU hardware unit is fixed into the chassis of the Matrix SOHO Base Unit		
MATRIX-SOHO-NAT	Network Address Translation Option - SOHO (Version 2.1 Static IP address Uplink)	1	
<b>MATRIX-SOHO-ISF - Interface Support Featrues</b>			
	Five RJ-45 10-BaseT Ethernet Fixed Port Card - SOHO		
MATRIX-SOHO-BB	Broadband Connection Sharing Option - SOHO	1	
<b>MATRIX-SOHO User Licenses</b>			
	The Matrix SOHO provides a firmware configuration for up to 10 users.		
<b>Total Cost</b>			<b>\$13,592.38</b>

**Exhibit 3. NorVergence Marketing Descriptions and Invoices**



Jan. 20, 2005 4:10PM PRIME MOVING STORAGE

**"Dramatically Reducing Your Telecommunications Costs"**  
 548 Broad Street  
 3rd Floor  
 Newark, NJ 07102  
 Toll (877) 243-7528  
 Fax (973) 242-7414  
 Contact: Ed Lusse x7096  
 Lynn Paschickow X129

Order: 422000 Invoice#: 1414  
 App#: 184991

### INVOICE

Item Description	Quantity	Price
MATRIX EMS	1	\$20,147.85
Lease Calculation Fee	1.50%	\$301.77
<b>TOTAL</b>		<b>\$ 20,449.62</b>

Bill to: CIT Technology Pumping Services, Inc.  
4808 Touchton Road  
Building 700 Suite 000  
Jacksonville, FL 32248

All payments should be sent to: CIT Technology Pumping Services, Inc. 4808 Touchton Road, Building 700 Suite 000, Jacksonville, FL 32248  
 Number: 031301487 Account Number: 0000011232077 Account Name: Matrix, Inc.  
**PLEASE ACH ALL PAYMENTS A.S.A.P.**

No. 0031 P. 2





CIT



*"Drastically Reducing Your Telecommunications Costs"*

550 Broad Street  
3rd Floor  
Newark, NJ 07102  
Tel# (973) 242-7500  
Fax# (973)242-7414

Date: 7/1/2003

Invoice#: 15169  
App# 204765

Contact: Ed Lucas x7066  
Lynn Fredrickson X129

# INVOICE

<u>Item Description</u>	<u>Quantity</u>	<u>Price</u>
Matrix 2001	2	\$22,655.43

**TOTAL** \$22,655.43

Installation Address: [REDACTED]

Bill to CIT-Technologies Financing Services, Inc.  
4600 Touchton Road  
Building 100 Suite 300  
Jacksonville, FL 32246

All Payment Should Be Sent To: First Union National Bank 550 Broad Street Newark, NJ 07102 Wire Routing  
Number: 031201487 Account Number: 2000011202277 Account Name: NoVergence, Inc.  
**PLEASE ACH ALL PAYMENTS A.S.A.P.**



850 Broad Street, 2nd Floor  
Newark, NJ 07102  
(973) 242-7368



Page 2 of Order

Customer Name: [REDACTED]

Order code	Product Description	QTY
<b>Merged Access Transport Intelligent Exchange - MATRIX Base Chassis Package</b>		
MATRIX-2001	Integrated Voice and Data Multi-Protocol Access System, including DSMT-1 interface and POTS capacity to support the port and card hardware listed below. Base chassis package includes advanced data engineering, high speed internet access connectivity and Voice over IP over ATM provisioning with on-site installation and cabling.	2
<b>MATRIX-2001-EXP MATRIX Expansion Package</b>		
MATRIX-2001-EXP	Card based firmware supporting dynamic voice and data bandwidth allocation at DSMT-1 speeds with up to 24 simultaneous voice paths over high speed access with POTS or DSX1 interface as required.	2
MATRIX-2001-DualATM Expansion CM06	Modular Card Voice over ATM/VP Encapsulated Signal Processing (VASP) providing 4 simultaneous "Voice as Fast Data" connections at high speed data access per card.	2
<b>MATRIX-2001-VFO Embedded Firmware Operating System</b>		
MATRIX-2001-VFO	The MATRIX-2001-VFO is an embedded firmware operating system inherent in each dualATM expansion card. Multiple cards include automatic data call set up and array failover. The customer is granted the Right-To-Use (RTU) the card based firmware (MATRIX-2001-VFO) and receive all future updates on the MATRIX-2001 Advanced Merged Access System for a 5 Year period.	2
<b>MATRIX-24-TR57 Compliant Analog POTS Interface</b>		
MATRIX-24	In addition to DSMT-1 interface, the MATRIX-2001-EXP includes 24 line POTS Analog Port and Connector, Carrier Class ATMP Card - For POTS interface, TR-57 Compliant.	2
<b>MATRIX-2001-PSU Power Supply Unit</b>		
MATRIX-2001-PSU	The MATRIX-2001-PSU is included with each MATRIX Base Chassis Package. Redundant PSU optional. AC Power Supply - 80-130VAC, 60Hz, 50W MAX.	2
<b>MATRIX-2001-4SF Interface Support Firmware</b>		
MATRIX-2001-4SF	The MATRIX-2001-4SF is embedded in each MATRIX-2001 Base Chassis Package/card. Includes Support for Network Interface(RJ-45C) T1, ATM, AAL2(Voice), AAL5 (data & voice), IP Routing Capacity and Port Management.	2
<b>MATRIX-2001-QGS Optimum Quality System</b>		
MATRIX-2001-QGS	The MATRIX-2001-QGS is embedded with each MATRIX-2001 Base Package/card. Firmware continuously monitors and improves voice quality during all "Voice as Fast Data" calls. Automatically chooses optimum compression and echo cancellation techniques, intelligently addressing calls sent to the selected network. QGS suppresses background noise and fills dead space.	2
<b>MATRIX-2001-ALCAF Automatic Line Condition Adaptation Firmware</b>		
MATRIX-2001-ALCAF	The MATRIX-2001-ALCAF is embedded with each MATRIX-2001 Base Package/card. ALCAF automatically adapts transmission signals to changing line conditions, differences in line lengths, network delays, adjusts to changes in caller voice intensity or volume, differences in customer telephone set quality, and changes in network congestion while keeping voice quality at toll quality levels.	2
<b>MATRIX-2001-TFO Toll Free Inbound Option</b>		
MATRIX-2001-TFO	The MATRIX-2001-TFO is an optional accessory for each MATRIX-2001 System. Firmware allows inbound Toll Free Directory Numbers to be routed over the MATRIX-2001 Voice Ports. This interface is designed to interface with DSX1 or POTS line functionality.	2
<b>MATRIX-2001-IPSMF IP Subscriber Management Firmware</b>		
MATRIX-2001-IPSMF	The MATRIX-2001-IPSMF is included in each MATRIX-2001 Base Package/card. Links to Centralized Subscriber Management Services Node; Supervising account, device monitoring, authentication, and IP address management. Includes software for Virtual Private Networking and Managed Internet Firewall. Activation requirements apply.	2
<b>MATRIX-2001-MGMT On-Site Management Support Features</b>		
MATRIX-2001-MGMT	The MATRIX-2001-MGMT Features include: On-Site, Front or Rear panel Access, EIA-232, Physical RJ-45C or RS-485 Connector, SNMP V1 Support, Full Mgmt Drive TELNET Access, Software Downloaded via TFTP.	2

TOTAL SALE PRICE: >>>> \$22,855.43





11/12/2003 07:54 5626982226  
03/03/2004 14:20 7700424034

LIMEWORKS \*



*"Dramatically Reducing Your Telecommunications Costs"*

560 Broad Street  
2nd Floor  
Newark, NJ 07102  
Tel# (973) 242-7800  
Fax# (973) 242-7414

Date: 12/23/03

Invoice: 19056  
Approval: n/a

Contact: Ed Lucas x7088  
Lynn Fredrickson X129

# INVOICE

Item Description	QTY	Price
Matrx 2003	1	10,788.40

Ship To: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Bold To: OFC Capital  
676 Colonial Park Drive  
Suite 200  
Roswell, GA 30075

**TOTAL \$10,788.40**

All Payment Should Be Sent To: First Union National Bank 550 Broad Street Newark, NJ 07102 Wire Routing Number: 021251467  
Account Number: 2000211202277 Account Name: Verigence, Inc.

**PLEASE ACH ALL PAYMENTS A.S.A.P.**





*"Drastically Reducing Your Telecommunications Costs"*

550 Broad Street  
3rd Floor  
Newark, NJ 07102  
Tel# (973) 242-7500  
Fax# (973) 242-7414

Date: 1/13/04

Invoice: 19688  
Approval: n/a

Contact: Ed Lucas x7066  
Lynn Fredrickson X129

## INVOICE

Item Description	QTY	Price
Matrix 2003	1	10,553.67

Ship To: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Sold To: Sterling National Bank  
600 Seventh Avenue  
New York, NY 10018-4502  
\_\_\_\_\_

**TOTAL \$10,553.67**

All Payment Should Be Sent To: First Union National Bank 550 Broad Street Newark, NJ 07102 Wire Routing Number: 031201467 Account Number: 2000011202277 Account Name: NetVergence, Inc.

**PLEASE ACH ALL PAYMENTS A.S.A.P.**

2003



800 Broad Street, 3rd Floor  
Newark, NJ 07102  
(973) 262-7100

Schedule A

Page 2 of 10

Customer: [Redacted]

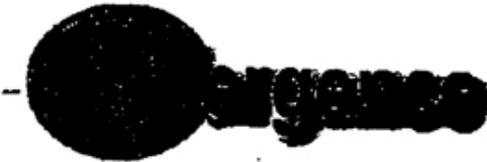
**MATRIX - Merged Access Transport Redundant Intelligent eXchange Platform**

Order code	Product Description	
<b>MATRIX-2003</b>		
MATRIX-2003-CHAS	10 slot chassis with Cat, LAN, Network, Network/DCE-V, V.35, Amphenol Cable, DC Power Input, DS1/T1 Interface, 24 line POTS Amphenol Port and Connector, Carrier Class ATM/P Card - For POTS Interface, TR-87 Compliant, Management features include: On-Site, Front or Rear panel Access, RJ-45, Physical RJ-45C or RJ-8 Connector, SNMP V1 Support, Full Menu Drive TSN/NET Access, Software Downloaded via TFTP.	
MATRIX-2003-PBU	MATRIX-2003-Power Supply AC Power Supply - 125 VAC/2A 60Hz Input, -48V/3A Output, -48V/2A Input, AC Alarm Output, 3 AMP, 1170048, 899020V	Included
<b>MATRIX-2003 MATRIX Expansion Cards</b>		
MATRIX-41P4U	Subscriber Ring Enable, ACC, Power Transfer, Ring, Bank ALM	
MATRIX-2003-MEDP	Modular Cards that enable up to 4 ports per card of Voice over ATM/P Encapsulated Signal Processing (VAS/P) of "Voice as Fast Data" connections as high speed data access ports.	
MATRIX-2003-BCP	Supports Call, T1 Net Rcv, TX Mon Rcv, Pwr, T1 Test, V.35 TD, E1/L1, T1 Alarm, T1 Error, V.36 RD, ETH TRKRX	
<b>MATRIX-2003 Embedded Firmware Objects</b>		
MATRIX-2003-EO	The MATRIX-2003-EO is an embedded object that allows for call flow numbers to be provisioned within the MATRIX solution. The EO object allows incoming fax calls to terminate into the MATRIX gateway.	
MATRIX-2003-VTD	The MATRIX-2003-VTD is inherent in each default ATM expansion card. Multiple cards include automatic data call set up and easy follow-up. The customer is granted the Right-To-Line (RTL) on all activated ATM ports.	Included
MATRIX-2003-ISF	The MATRIX-2003-ISF includes support for Network Interface (RJ-45C) T1, ATM, AAL2(Voice), AAL5 (Data & Video), @ Bandwidth, Call Forwarding and Fax Interconnect.	Included
MATRIX-2003-OC6	The MATRIX-2003-OC6 firmware continuously monitors and improves voice quality during all "Voice as Fast Data" calls. Automatically chooses optimum compression and echo cancellation techniques, individually assessing calls sent to the provisioned network. OC6 suppresses background noise and site dead zones.	Included
MATRIX-2003-ALCAF	The MATRIX-2003-ALCAF automatically adapts transmission signals to changing line conditions, differences in line lengths, network delays, adjusts to changes in caller voice intensity or volume, differences in customer telephone set quality, and changes in network congestion while keeping voice quality at full quality levels.	Included
MATRIX-2003-UC	The MATRIX-2003-UC is an optional embedded object. This feature allows Unlimited Conference Call Parks to be established and routed over the MATRIX-2003 Voice Ports. This interface is designed to interface with DCE1 or POTS line functionality.	
MATRIX-2003-IPSMF	The MATRIX-2003-IPSMF links to Centralized Subscriber Management Services Node, supervising access, device monitoring, authentication, and IP address management. Features Virtual Private Networking and Managed Internet Firewall. Activation required fees apply.	Included
Take the difference between the invoice cost and total price of phone sets (based below) and enter here:		
		Total Price: \$19,553.67
<b>MATRIX-2003-Base</b>		
MATRIX-2003-Base	The MATRIX Complete Calling Station - COB - Base Cabinet Includes Advanced Call Control Functionality, Integrated VoiceMail/Answering Machine, 2 Slots	0
MATRIX-2003-Line	Embedded Firmware for EXTENSIONG. One object per Extension port needed.	0
MATRIX-2003-Trunk	Embedded Firmware for Trunk Slots/POTS/T1. One object per LINE or TRUNK OR T1 port needed.	0
MATRIX-2003-P48	Multi Key Digital Feature Phone	0
MATRIX-2003-ACD	Automatic Call Distribution Embedded Object Firmware (ACD)	0
		Total Price:

FROM : ~~XXXXXXXXXXXX~~  
ALG-17-2004 13181

FAX NO. : 7034919164  
STERLING BANK LEASING

Jan. 28 2005 12:59PM PG  
1 212 575 3442 P.06/08



*"Dramatically Reducing Your Telecommunications Costs"*

850 Broad Street  
3rd Floor  
Newark, NJ 07102  
Tel# (973) 242-7500  
Fax# (973) 242-7414

Date: 1/21/04

Invoice: 20000  
Approval: n/a

Contact: Ed Lucas x7086  
Lynn Fredrickson X129

# INVOICE

Item Description	QTY	Price
Matrix 2003	1	10357.99
CCS Phone Sets	6	

Ship To: ~~XXXXXXXXXXXX~~  
2714 Code Way  
Woodbridge, VA 22192

To: Starling National Bank  
600 Seventh Avenue  
New York, NY 10018-4502

TOTAL

All Payment Should Be Sent To: First Union A  
Number: 2000011202277 Account Name: NorVirginia, Inc  
**PLEASE ACH ALL PAYMENTS A.R.P.**

NJ 07102 Wire Routing Number: 031201487 Account



08/00/0000 10E 10.00 FAX 12129200433

08/31/2004 18:18 7786424631

@U13/020

OFC CAPITAL

PAGE 86

2003

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"Drastically Reducing Your Telecommunications Costs"

550 Broad Street  
3rd Floor  
Newark, NJ 07102  
Tel# (973) 242-7500  
Fax# (973) 242-7414

Date: 3/3/04

Invoice: 21742  
Approval: N/A

Contact: Ed Lucas x7066  
Lynn Fredrickson X129

# INVOICE

Item Description	QTY	Price
Matrix 2003	1	5,968.00
CCS Phone Sets	9	13,500.00
FL Doc Stamp Fee		-65.64

TOTAL: \$19,372.42

Ship To: [Redacted]

Sold To: OFC Capital  
676 Colonial Park Drive  
Suite 200  
Roswell, GA 30075

All Payment Should Be Sent To: Wachovia 550 Broad Street Newark, NJ 07102 Wire Routing Number: 031201467 Account Number: 2000011202277 Account Name: NorVergence, Inc.

PLEASE MAKE ALL PAYMENTS A.S.A.P.



2003



*"Drastically Reducing Your Telecommunications Costs"*

550 Broad Street  
3rd Floor  
Newark, NJ 07102  
Tel# (973) 242-7500  
Fax# (973)242-7414

Date: 4/5/04

Invoice: 23215  
Approval: 045371.01

Contact: Ed Lucas x7068  
Lynn Fredrickson X128

# INVOICE

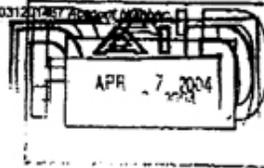
Item Description	QTY	Price
Matrix 2003	1	7,499.45
CCS Phone Sets	3	4,500.00
Lease Calculation Fee	1.50%	179.99
<b>TOTAL</b>		<b>\$12,179.44</b>

Ship To: [Redacted]  
[Redacted]  
[Redacted]

Sold To: Popular Leasing  
16280 Woodwood Business Park Drive  
Ellicottville, MD 63021

All Payment Should Be Sent To: Wachovia, 550 Broad Street Newark, NJ 07102 Wire Routing Number: 031201587 Account Name: VerVergence, Inc.  
2000011202277 Account Name: VerVergence, Inc.

**PLEASE ACH ALL PAYMENTS A.S.A.P.**



APR 6 2004

2003



640 Boro. Get Flow  
Newark, NJ 07102  
(973) 242-7600

Schedule A

Page 2 of 6

Customer: [Redacted]

MATRIX - Merged Access Transport Redundant Intelligent eXchange Platform

Order code	Product Description	
MATRIX-2003-Chassis	10 slot Chassis with Chassis, LAN, Network, Network2003-1, V.35, Aerials, Cable, DC Power Inputs, DS1/T-1 Interface, 24 line POTS Analog Port and Connector, Carrier Class ATMPC Card - For POTS Interface, TR-67 Compliant, Management features include: On-Site, Front or Rear panel Access, EIA-232, Physical RJ-45C or RJ-45 Connector, SNMP V1 Support, Full Menu Drive TELNET Access, Software Downloaded via TFTP.	
MATRIX-2003-PSU	MATRIX-2003-Power Supply AC Power Supply - 120 VADGA 50Hz Input, -4V/5A Output, -48V/2A Output, AC Alarm Output, 3 AMP, 1170-EN-MEMORY	Included
MATRIX-2003-MATRIX Expansion Cards		
MATRIX-MPSU	Two ports Ring Enable, ACD, Power Transfer, Ring, Base RJ-45	
MATRIX-2003-MEXP	Modular Card(s) that enable up to 4 ports per card of Voice over ATM/SP Encapsulated Signal Processing (VAMP) of "Voice as Fast Data" connections as high speed data access per card.	
MATRIX-2003-6CP	Business Card, T1 Max Pct, TX Non Pct, Port: T1 Test, V.36 TD, Eth U, T1 Alarm, T1 Error, V.36 PD, ETH 200RX	
MATRIX-2003-Embedded Firmware Objects		
MATRIX-2003-SD	The MATRIX-2003-SD is an embedded object that allows the total line numbers to be provisioned within the MATRIX chassis. The SD object allows incoming flat calls to terminate into the MATRIX gateway.	
MATRIX-2003-VFD	The MATRIX-2003-VFD is inherent in each data/TM expansion slot. Multiple slots isolate automatic data call set up and carry follow. The customer is granted the Right-To-Line (RTL) on all scheduled ATM ports.	Included
MATRIX-2003-4SF	The MATRIX-2003-4SF includes: Support for Network Interface(RJ-45C) T1, ATM, AAL2/Voice, AAL5 (with A. Vocoder, IP Routing Capabilities, and Packet Management).	Included
MATRIX-2003-ODS	The MATRIX-2003-ODS firmware continuously isolates and improves voice quality during all "Voice as Fast Data" calls. Automatically chooses optimum compression and echo cancellation techniques. Instantly assessing calls sent to the provisioned network. ODS suppresses background noise and file drop noise.	Included
MATRIX-2003-ALCAF	The MATRIX-2003-ALCAF automatically adapts transmission signals to changing line conditions, differences in line lengths, network delays, adjusts to changes in callers voice intensity or volume, differences in customer telephone set quality, and changes in network congestion while keeping voice quality at top quality levels.	Included
MATRIX-2003-LC	The MATRIX-2003-LC is an optional embedded object. This feature allows Unlimited Conference Call Paths to be established and muted over the MATRIX-2003 Voice Ports. This interface is designed to interface with DSKY or POTS line functionality.	
MATRIX-2003-IPMANF	The MATRIX-2003-IPMANF lets to Controlled Subscriber Management Services Node; supervising access, device monitoring, authentication, and IP address management, Features Virtual Portable Networking and Managed Internet Firewall. Activation required/fee apply.	Included

Value the difference between the invoice cost and total price of phone sets (listed below) and order base

Total Price: \$7,699.45

MATRIX-008-Base	The MATRIX Complete Calling Solution - 008 - Base Cabinet Includes Advanced Call Control Functionality with Integrated VoiceMail/Message Machine, 2 Slot	1
MATRIX-008-Line	Embedded Firmware for EXTENSIONS, One object per Extension port needed.	3
MATRIX-008-Trunk	Embedded Firmware for Trunk Sites(POTS/T1), One object per LINE or TRUNK OR T1 port needed.	3
MATRIX-008-P48	Soft Key Digital Feature Phone	3
MATRIX-008-ACD	Automatic Call Distribution Embedded Object Firmware (ACD)	0

Total Price: \$4,966.80

APR - E 2004

JAN-19-2005 15:25 FROM: 00/00/2004 13:44 110094004

UFC CAPITAL TO: 12129258459 P. 8

011/020



"Dramatically Reducing Your Telecommunications Costs"

550 Broad Street  
3rd Floor  
Newark, NJ 07102  
Tel: (973) 242-7800  
Fax: (973) 242-7414

Date: 4/14/04

Invoice: 23823  
Approval: N/A

Contact: Ed Lucas x7088  
Lynn Fredrickson X120

# INVOICE

Item Description	QTY	Price
Matrix 2003	1	20,753.98

*ed lucas*  
*matrix*

TOTAL 20,753.98

Ship To: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Sold To: OFC Capital  
578 Colonial Park Drive  
Suite 200  
Roswell, GA 30075

All Payment Should Be Sent To: Wachovia 550 Broad Street Newark, NJ 07102 Wire Routing Number: 031201467 Account Number: 2000011202277 Account Name: NetVergence, Inc.

PLEASE ACH ALL PAYMENTS A.S.A.P.





350 Broad Street  
3rd Floor  
Jewark, NJ 07102  
Tel# (973) 242-7500  
Fax# (973) 242-7414

*"Drastically Reducing Your Telecommunications Costs"*

Date: 12/8/09

Invoices: 18482

Approval: n/a

Contact: Ed Lucas x7066  
Lynn Fredrickson X129

## INVOICE

Item Description	QTY	Price
Matrix SOHO	1	13,592.38

Ship To:

Sold To: Commerce Bank

655 Business Center Drive  
Suite 250  
Horsham, PA 19024

**TOTAL \$13,592.38**

Payment Should Be Sent To: First Union National Bank 350 Broad Street Newark, NJ 07102 Wire Routing Number: 031201467 Account Number: 2030011202277 Account Name: NonVergence, Inc.

PLEASE ACH ALL PAYMENTS ASAP.



550 Broad Street, 2nd Floor  
Newark, NJ 07102  
(973) 242-7500



Page 2 of Invoice

**SOHO Product Line**

CUSTOMER NAME: [REDACTED]  
DBA: [REDACTED]

Order code	Product Description	QTY
<b>Merged Access Transport Intelligent Xchange - Matrix SOHO</b>		
<b>MATRIX SOHO Base Package</b>		
Matrix SOHO	SOHO Base Package: Integrated Data Access Box Chassis, Core Wiring, Core I/O ports, Voice Package (up to 5 POTS lines)	1
Matrix SOHO	Firewall Throughput Speed	
Matrix SOHO-FTS2	SOHO Processor2 - Up to 9Mbps Throughput	1
<b>Matrix SOHO -3DES-Encryption Processor</b>		
<b>3DES Encryption Option - SOHO</b>		
<b>Matrix SOHO - Security Features</b>		
Security Feature Option Package - SOHO		
	Stateful Packet Filtering Option - SOHO	1
<b>Matrix SOHO-PSU Power Supply Unit</b>		
The Matrix SOHO-PSU hardware unit is fixed into the chassis of the MATRIX SOHO Base Unit.		
Matrix SOHO-NAT	Network Address Translation Option - SOHO [Version 2.1 - Static IP address Uplink]	1
<b>Matrix SOHO-ISF Interface Support Features</b>		
Five RJ-45 10-BaseT Ethernet Fixed Port Card - SOHO		
Matrix SOHO-BB	Broadband Connection Sharing Option - SOHO	1
<b>Matrix SOHO User Licenses</b>		
The Matrix SOHO provides a firmware configuration for Up to 10 Users.		

Total Sale Price \$13,592.38



on you of your intention to purchase or return the Equipment, the Rental we automatically reserve a succeeding one-year period commencing at the expiration of the original Rental Term. If this Rental is renewed, the first renewal payment will be due the first day after the original Rental Term expires. My security deposit held by us shall continue to be held to secure your performance for the renewal term.

**LOSS; DAMAGE; INSURANCE:** You are responsible for and accept the risk of loss or damage to the Equipment. You agree to have the Equipment insured against all risks of loss in an amount at least equal to the replacement cost until this Rental is paid in full and will list us as loss payee. You will also carry public liability insurance with respect to the Equipment and the use thereof and name us as additional insured. You will give us written proof of this insurance before this Rental Term begins. You agree to promptly notify us in writing of any loss or destruction or damage to the Equipment and you will, at our option, (a) repair the Equipment to good condition and working order, (b) replace the Equipment with like Equipment in good repair, condition and working order, acceptable to us and transfer clear title to such replacement Equipment to us, such Equipment shall be subject to the Lease and be deemed the Equipment, or (c) pay to us the present value of the total of all unpaid Rental Payments for the full Rental term plus the estimated Fair Market Value of the Equipment at the end of the originally scheduled Rental term, all discounted at six percent (6%) per year whereupon the Lease shall terminate. All proceeds of insurance received by us as a result of such loss or damage will be applied, where applicable, toward the replacement or repair of the Equipment or the payment of your obligations. IF YOU DO NOT GIVE US PROOF OF PHYSICAL DAMAGE INSURANCE, WE MAY (BUT WILL NOT BE OBLIGATED TO) OBTAIN OTHER PHYSICAL DAMAGE INSURANCE AND CHARGE YOU A FEE FOR IT, ON WHICH WE MAY MAKE A PROFIT, OR WE MAY CHARGE YOU A MONTHLY CHARGE EQUAL TO 0.25% OF THE ORIGINAL EQUIPMENT COST DUE TO THE INCREASED CREDIT RISK TO US AS WELL AS TO COVER OUR INCREASED INTERNAL OVERHEAD COSTS OF REQUESTING PROOF OF PHYSICAL DAMAGE INSURANCE FROM YOU.

**ASSIGNMENT:** YOU MAY NOT SELL, PLEDGE, TRANSFER, ASSIGN OR SUBRENT THE EQUIPMENT OR THIS RENTAL. We may not, assign or transfer all or any part of this Rental and/or the Equipment without notifying you. The new owner will have the same rights that we have, but not our obligations. You agree you will not assert against the new owner any claims, defenses or set-offs that you may have against us.

**TAXES AND FEES:** You agree to pay when due all sales and use taxes, personal property taxes and all other taxes and charges, license and registration fees, relating to the ownership, leasing, rental, sale, purchase, possession or use of the Equipment as part of this Rental or as billed by us. You agree to pay us any estimated taxes when we request payment. You agree that if we pay any taxes or charges on your behalf in excess of the estimated taxes previously collected, you shall reimburse us for all such payments and shall pay us a late charge (as described in the paragraph titled Payment) on such payments if applicable with the next payment. You agree to pay us a monthly fee up to one hundred and fifty thousandths of one percent (1/1000) of the original Equipment cost to reimburse us for our costs of preparing, reviewing and filing any such returns. You agree, and we have the right to (i) bill monthly the estimated applicable personal property taxes together with the fees described herein and (ii) bill any remaining estimated amount due upon assessment of such taxes, without regard to any discounts we may obtain. You also agree to appoint us as your attorney-in-fact to sign your name to any document for the purpose of such filing, so long as the filing does not interfere with your right to use the Equipment. We may charge you and you shall pay to us a one time administrative fee of up to \$75.00 to reimburse us for documentation and investigation costs. You also agree to pay us for any filing and releasing fees prescribed by the Uniform Commercial Code or other law including filing or other fees incurred by us.

**LIABILITY:** We are not responsible for any losses or injuries caused by the installation or use of the Equipment. You agree to reimburse us for and to defend us against any claims for the losses or injuries caused by the Equipment.

**DEFAULT:** Each of the following is a "Default" under this Rental: (a) you fail to pay any Rental Payment or any other payment when due, (b) you fail to perform any of your other obligations under this Rental or in any other agreement with us or with any of our affiliates, and this failure continues for 10 days after we have notified you of it, (c) you become insolvent, you dissolve or are dissolved, you fail to pay your debts as they mature, you assign your assets for the benefit of your creditors, or you enter (voluntarily or involuntarily) any bankruptcy or reorganization proceeding, or (d) any guarantor of this Rental dies, does not perform its obligations under the guaranty, or becomes subject to one of the events listed above.

and the laws of the State in which the Rental is to be enforced, if it is determined that your Rental Payment results in a payment greater than would be allowed by applicable law, then any excess collected by us will be applied to any outstanding balance due and owing under this Rental. In no event will we charge or receive or will you pay any amounts in excess of that allowed by applicable law. This agreement shall be governed by, construed and enforced in accordance with the laws of the State in which Rentor's principal offices are located or, if this Lease is assigned by Rentor, the State in which the assignee's principal offices are located, without regard to such State's choice of law considerations and all legal actions relating to this Lease shall be venue exclusively in a state or federal court located within that State, such court to be chosen at Rentor or Rentor's assignee's sole option. You hereby waive right to a trial by jury in any lawsuit in any way relating to this Rental.

**ADDITIONAL SERVICES:** To request copies of your billing or payment history or for other information or services with respect to your Rental, please contact us. You will be charged a reasonable fee for these services.

**OTHER CONDITIONS:** You understand and agree that:

**YOUR DUTY TO MAKE THE RENTAL PAYMENTS IS UNCONDITIONAL DESPITE EQUIPMENT FAILURE, DAMAGE, LOSS OR ANY OTHER PROBLEM. RENTER IS RENTING THE EQUIPMENT "AS IS", WITHOUT ANY WARRANTIES, EXPRESS OR IMPLIED, INCLUDING WARRANTIES OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE IN CONNECTION WITH THIS AGREEMENT. IF THE EQUIPMENT DOES NOT WORK AS REPRESENTED BY THE MANUFACTURER OR SUPPLIER, OR IF THE MANUFACTURER OR SUPPLIER OR ANY OTHER PERSON FAILS TO PROVIDE SERVICE OR MAINTENANCE, OR IF THE EQUIPMENT IS UNSATISFACTORY FOR ANY REASON, YOU WILL MAKE ANY SUCH CLAIM SOLELY AGAINST THE MANUFACTURER OR SUPPLIER OR OTHER PERSON AND WILL MAKE NO CLAIM AGAINST US.**

If any term of this Rental conflicts with any law in a state where the Rental is to be enforced, then the conflicting term shall be null and void to the extent of the conflict but this will not invalidate the rest of this Rental.

**NO WARRANTIES:** We are renting the Equipment to you "AS IS". WE MAKE NO WARRANTIES, EXPRESS OR IMPLIED, INCLUDING WARRANTIES OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE IN CONNECTION WITH THIS AGREEMENT. We transfer to you for the term of this Rental all warranties, if any, made by manufacturer or supplier to us. We are not liable to you for any modifications or recision of supplier or manufacturer warranties. You agree to continue making payments to us under this Rental regardless of any claims you may have against the supplier or manufacturer. YOU WAIVE ANY RIGHTS WHICH WOULD ALLOW YOU TO: (a) cancel or repudiate the Rental; (b) reject or revoke acceptance of the Equipment; (c) grant a security interest in the Equipment; (d) accept partial delivery of the Equipment; (e) "cover" by making any purchase or Rental of substitute Equipment; and (f) seek specific performance against us.

**YOU UNDERSTAND THAT ANY ASSIGNEE IS A SEPARATE AND INDEPENDENT COMPANY FROM RENTORMANUFACTURER AND THAT NEITHER WE NOR ANY OTHER PERSON IS THE ASSIGNEE'S AGENT. YOU AGREE THAT NO REPRESENTATION, GUARANTEE OR WARRANTY BY THE RENTOR OR ANY OTHER PERSON IS BINDING ON ANY ASSIGNEE, AND NO BREACH BY RENTOR OR ANY OTHER PERSON WILL EXCUSE YOUR OBLIGATIONS TO ANY ASSIGNEE.**

\_\_\_\_\_  
Rentor: Please initial if submitting via facsimile.

City \_\_\_\_\_ State \_\_\_\_\_ County \_\_\_\_\_ Zip \_\_\_\_\_ Renter Contact Name \_\_\_\_\_ Telephone Number \_\_\_\_\_

Transaction Terms: Rental Payment \$ 230.00 (plus applicable taxes) RENTAL TERM 60 Months Security Deposit \$ \_\_\_\_\_

Your payments shown above may not include any applicable tax. If any taxes are due, you authorize us to pay the tax when it is due and agree to reimburse us by adding a charge to your Rental Payment. You authorize us to correct missing or incorrect information on the Rental, we will send you notice of such changes. Payments will be applied first to past due balances, taxes, fees and late charges, and then to the current amount due.

You agree to all the terms and conditions show above and the reverse side of this Rental, that those terms and conditions are a complete and exclusive statement of our agreement and that it may be modified only by written agreement between you and us. Terms or oral promises which are not contained in this written Rental may not be legally enforced. You also agree that the Equipment will not be used for personal, family or household purposes. You acknowledge receipt of a copy of this Rental. Your obligations to make all Rental Payments for the entire term are not subject to set off, with holding or deduction for any reason whatsoever.

This Rental is not binding on us until we accept it by signing below. You authorize us to record a UCC-1 financing statement or similar instrument, and appoint us as your attorney-in-fact to execute and deliver such instrument, in order to protect our interest in the Equipment.

**THIS RENTAL MAY NOT BE CANCELLED OR TERMINATED EARLY**

Rentor: NorVergence, Inc. By: [Signature] Renter: [Signature]  
 By: X [Signature] By: X [Signature]  
 Accepted on behalf of FRANK DAUDIER Name (print) [Redacted]  
VPI ATTORNEY IN FACT Title: [Redacted]  
 Date: 6/22/03

You agree that a facsimile copy of this Rental bearing signatures may be treated as an original.

**Guaranty** In this guaranty, you mean the person(s) making the guaranty, and we, us and our refer to the Rentor indicated above. You warrant unconditionally, jointly and severally guarantee that the Rentor will make all payments and pay all the other charges required under this Rental and under any other agreement now or hereafter entered into between the Rentor and us (the "agreement(s)") when they are due and will perform all other obligations under the agreement(s) fully and promptly. You also agree that we may make other arrangements with the Rentor and you will still be responsible for those payment and other obligations.

We do not have to notify you if the Rentor is in default. If the Rentor defaults, you will immediately pay in accordance with the default provisions of this Rental all sums due under the terms of this Rental and you will perform all other obligations of Rentor under this Rental. It is not necessary for us to proceed first against the Rentor before enforcing this guaranty. You will reimburse us for all the expenses we incur in enforcing and of our rights against the Rentor or you, including attorney fees. **THE SAME STATE LAW AS THE RENTAL WILL GOVERN THIS GUARANTY. YOU AGREE TO JURISDICTION AND VENUE AS STATED IN THE PARAGRAPH TITLED APPLICABLE LAW OF THE RENTAL.**

Personal Guaranty: \_\_\_\_\_ Personally Guaranty: \_\_\_\_\_  
 By: X \_\_\_\_\_, Individually By: X \_\_\_\_\_, Individually  
 Name (print) \_\_\_\_\_ Name (print) \_\_\_\_\_

NorVergence, Inc. (Rentor)

Equipment Rental Agreement



Rental Number \_\_\_\_\_

Renter (Full Legal Name) Ergence, Inc.				Renter (Full Legal Name) [Redacted]		
Address 500 Broad St 3rd Floor				Address [Redacted]		
City Newark	State NJ	County Essex	Zip Code 07102	City [Redacted]	State [Redacted]	Zip Code [Redacted]
Telephone Number 873-243-7000				Telephone Number [Redacted]	Federal Tax ID Number [Redacted]	State of Organization [Redacted]

Dear Customer: We've written this Equipment Rental Agreement (the "Rental") in simple and easy-to-read language because we want you to understand its terms. Please read this Rental carefully and feel free to ask us any questions you may have about it. We use the words you and your to mean the Renter indicated above. The we, us and our refer to the Renter indicated herein.

Rental Agreement: We agree to rent to you and you agree to rent from us the Equipment listed below (the "Equipment"). You promise to pay us the Rental Payments shown below according to the payment schedule below.

Quantity	Equipment Model & Description	Serial Number
1	MATRIX 2001 LICARD	

Equipment to be new unless otherwise noted: Used  Reconditioned

Equipment Location (if different from Renter address above)  
 Address: [Redacted]  
 City: [Redacted] State: [Redacted] Zip Code: [Redacted]  
 Renter Contact Name: [Redacted] Telephone Number: [Redacted]

Transaction Terms: Rental Payment \$ 230.00 (plus applicable taxes) RENTAL TERM 60 Months Security Deposit \$ \_\_\_\_\_

Your payments shown above may not include any applicable tax. If any taxes are due, you authorize us to pay the tax when it is due and agree to reimburse us by adding a charge to your Rental Payment. You authorize us to borrow or correct mistakes in equipment information on this Rental Agreement.

**Exhibit 4. Adtran Marketing Descriptions**

**Featured Solutions**

Co-Location with Derived Voice and Data Over ATM Networks

Cost-Effective Integrated Service Delivery Over T1 or ATM Networks

Diverse DSL

T1 / T3 Voice and Data DACS

Transition of Voice and Data from TDM to ATM Networks

**Services**

ACES (ADTRAN Custom Extended Services)

**Resources**

- Course Description
- Data Sheet
- FAQ
- Firmware
- Images
- Manual
- Visio Objects

**Total Access 850 w/ T1 ATM RCU**



- Cost-effective single T1/FT1 TDM, T1 ATM, or SDSL IAD
- Modular chassis supports voice-only or voice and data
- VoATM support
- Compact size, 3.5"(h) x 8.5"(w) x 11"(d)
- Two common slots, one Power Supply Unit (PSU) slot and one System Controller slot for Bank Controller Unit (BCU) or Router Controller Unit (RCU)
- Integral IP router (10/100BaseT Ethernet interface), SNMP, and V.35 Nx56/64 interface for integrated data support
- Six access module slots plus special AB slot
- Six slots for FXS, FXO, and U-BR1TE
- Supports up to 24 FXS/FXO interfaces
- 50-pin female amphenol connector for subscriber loop terminations
- Rugged metal chassis is NEBS Level 3 and UL 1950 compliant
- AC or DC power options
- Optional 48 Volt, 8-hour battery backup
- Wallmount or rackmount design (19" and 23") rackmount brackets available
- 10-year warranty

Name	Part Number	CLEI Des
Total Access 850 VoATM Package w/16 FXS	4203376L16#ATM	Mod Mul ser Inte Acc Dev with ATM inte anc bui Rol
Total Access 850 VoATM Package w/24 FXS & ADPCM 4203376L24#ATM		

**Modules, Software and Accessories**

- Total Access 850 Access Modules (RCU)
- Total Access 850 Accessories
- Total Access 850 Chassis and Commons

## Exhibit 5. Curriculum Vita for Peter Daley

Peter Daley  
61 Wentworth  
Newport Beach, CA 92660

### EDUCATION:

Bachelor of Science, Business Administration  
Cal State Northridge - 1965  
Masters of Business Administration  
Pepperdine University -1991  
Accredited Senior Appraiser  
American Society of Appraisers -1999

### BUSINESS:

**IBM Corporation, Marketing Representative.** Marketed mid-range computer systems and peripherals in the Southern California area. Received Regional Managers Award and two District Managers Awards for competitive wins. Qualified for three hundred percent clubs.

**Itel Corporation, Marketing Representative.** Re-marketed the IBM System/360 portfolio to customers in Southern California, Hawaii, Colorado and Arizona. Qualified for three hundred percent clubs.

**Saddleback Marketing Corporation, President.** Brokered and leased used IBM equipment to customers in the western United States. Sales volume varied between \$3 and \$5 million per year.

**1980-2001 - Daley Marketing Corporation.** President. From 1980 to summer of 1985, brokered and leased IBM equipment in the Western United States. In 1981 began to market an IBM Computer Price List and in June of 1985 sold existing leasing business and created the market value and residual value publications that are sold worldwide today.

**1994-Present - DMC Consulting Group.** President. From 1994 to present Mr. Daley has been writing computer appraisals and reports for Fortune 500 customers. He received his Accredited Senior Appraisal certificate in April 1999 from the American Society of Appraisers.

**2001-Present – Computer Economics.** President. Mr. Daley acquired CEI on January 1, 2001. CEI is an IT Consulting company that deals with economics of running and managing an Information Technology department. It publishes FMV and Residual Values for the computer equipment as well as salary and demographic information.

## **Appraiser Qualifications**

PETER DALEY, Accredited Senior Appraiser

### Professional Overview

Mr. Daley is an ASA (Accredited Senior Appraiser) for the discipline of Machinery and Equipment with a specialty in High-Tech for the valuation of computer equipment.

Mr. Daley has been in the computer business since 1965, first with IBM as a computer broker/lessor and then with Daley Marketing Corporation (DMC), a firm he founded in July 1980 to publish reports about computer equipment, including "Market Value Reports" and "Residual Value Reports." In January 2001 Mr. Daley acquired Computer Economics, (CEI), and recently merged DMC into CEI. CEI is an independent research organization founded in 1979 devoted to helping IT executives control and manage IT costs. CEI has an on-line subscription based IT consulting web site and advisory service as well as a number of monthly and quarterly print newsletters. Today, the combination of CEI and DMCs published and online reports and services cover all segments of the secondary computer markets. These reports are used extensively by Fortune 500 companies in the preparation of IT budgets. Mr. Daley directs the company's research and the publication of its reports. Additionally, Mr. Daley remains president of DMC Consulting Group, a separate company that specializes in writing Appraisals, Portfolio Analysis and Property Tax Valuation from Fair Market Value (FMV) to Residual Value (RV) valuations.

Mr. Daley has developed a database of "Fair Market Value" equipment values from 1989 to the present, utilizing a variety of reports and publications along with the DMC Market Value Reports. This database has been successfully used in the valuation of computer equipment in the settlement of a number of Virginia tax cases. He has also previously testified in California, Minnesota, Michigan, New York and the Virginia Courts as an expert in the field of valuation of computer equipment.

Lectures/Seminars/Presentations

**Equipment Leasing Associations Management Conference** - Residual Value Forecasting, Tuscon, AZ, February 1997.

**American Society of Appraisers Machinery Conference** - Determining Fair Market Values and Residual Value Forecasting, Chicago, IL, October 2001.

Panelist at the fall **Comdex** - Orderly Disposition of Computer Assets. Las Vegas, November 2001.

**American Society of Appraiser's International Conference** – Residual Value Forecasting for the Computer Industry, San Diego, CA, August 2002.

**Equipment Leasing Associations Management Conference** – Fair Market Value's Scottsdale, AZ, March 2004.

**AFCOM Spring Conference** – Lease Negotiations April 2004

Published Articles

Computer Economics IT Advisory Web Site - Planning IT Equipment Acquisitions – Overview – October 2003

Computer Economics IT Advisory Web Site – Lease Negotiations – March 2004

Mr. Daley has testified in District, Federal and Tax Courts in the following cases:

Andantech, LLC v. Commissioner of IRS  
No. 15532-98, 4277-00, 6348-00  
U.S. Tax Court  
October 2000  
St. Paul, MN

Nicole Rose v. Commissioner of IRS  
No. 1967-00  
U.S. Tax Court  
December 2000  
New York, NY

Central Funding Inc v. CompuServe Interactive Services, Inc.  
Case No. 01CVH05-4019  
May 10, 2002  
Columbus, Ohio

CMA Consolidated, Inc and Subsidiaries, Inc. v. Commissioner of IRS  
No. 12746-01  
U.S. Tax Court  
October 2002  
San Francisco, CA

CTC Communications, v CCA Financial LLC.  
Case No. 02-12873  
Bankruptcy Court  
January 2003, March 2003  
Wilmington. DL

Long Term Capital Holding v United States  
Case No. 3:01CV1290  
U.S. District Court  
June 2003  
New Haven, CT

Cable & Wireless USA of Virginia v Commonwealth of Virginia State Corporation Commission  
Case No PST-2002-00045  
Tax Court  
October 2003  
Richmond, VA

Mr. Daley has been deposed in the following cases:

Fogler v. Motorola; Adv 94-939  
ComNet Technologies, Inc. 93-113243-PHx-GBN  
U.S. Bankruptcy Court, District of Arizona  
Phoenix, AZ.  
February 3, 1998

Central Funding Inc v. CompuServe Interactive Services, Inc.  
Case No. 01VH05-4019  
Santa Ana, CA  
April 23, 2002

Magnetek v. United States  
Case No. 3-00-0925  
Los Angeles, CA  
July 16, 2002

Long Term Capital Holdings v United States  
Case No. 3:01CV1290  
Santa Ana, CA  
February 19, 2003

## **Background**

The **mission statement** of Computer Economics is: to be the **recognized leader** in capturing **today's information** and to disseminate that information in a **quality and timely service** to companies around the world; to provide pertinent and timely information that benefits companies to make business decisions that allow them to obtain the greatest amount of profit from each transaction; and to use the **latest technology to publish** and transmit information to our customers in a timely manner.

**Market values** are obtained from brokerage and leasing companies across the United States. The information is compiled and these values then become an integral part of the Market Value Reports published monthly.

Computer Economics publishes four different **Residual Value reports** that cover everything from Hubs, Routers, PC's, to midrange and mainframe products. These reports cover the future value of over 1,000 pieces of equipment. Besides the normal reports, Computer Economics does independent residual forecasting for a number of clients.

The Computer Economics **Computer Price List** reports on the description, feature code, and purchase and maintenance prices of current machines marketed by IBM. This report supplements the market value reports and keeps the broker/dealer up to date with IBM list prices.

The Computer Economics reports are distributed in hard copy and over the Internet. Computer Economics subscription list consists of some of the largest end-users, broker/dealers and lessors in the world. Computer Economics also markets its' products in 15 countries around the world.

Peter Daley is a member of the ASA (American Society of Appraisers).

## **Computer Economics, Inc.**

### **Partial Customer List**

BankAmerica Leasing & Capital  
Boeing Computer Services  
Charles Schwab & Company  
Commonwealth Capital Corp  
Dreamworks Interactive  
Earnst & Young  
EMC Corporation  
FLC Partnership  
Fleet Credit Corporation  
Forsythe Solutions Group  
G.E. Capital Corporation  
Gartner Group  
GTE Service Corporation  
Hewlett Packard Financial Services  
IBM Corporation  
Internal Revenue Service  
Leasing Technologies Int'l  
Meridian Leasing Corporation  
PWC Coopers  
Pacific Gas & Electric  
Sanwa Business Credit Corporation  
United Computer Capital  
Wisconsin Gas

## DMC Publications History

The following is a breakdown of reports conceived and marketed by Daley Marketing Corporation and now part of Computer Economics:

PRODUCT	STARTED	DESCRIPTION
Manufacturer's Price Lists		
IBM Computer Price Lists Non-IBM Price List	1981 1990- 1998	Mfr's List Price, Maintenance Prices Amdahl, Hitachi Data Systems, EMC, StorageTek List Prices
Market Value Reports - Broker and End-User Reports		
IBM/PCM Market Value Report Monthly and Weekly reports	1985	Market Values for Amdahl, IBM, EMC, HDS, Memorex, STK . From Mainframes to Midrange to I/O Equipment
DEC Market Value Report	1991	Market Values for DEC I/O Equipment, VAX, MicroVAX
Workstation/PC Market Value	1992	Market Values for DEC, HP, IBM, SGI, SUN, Compaq etc.
Network Communications	1995	Market Values for over 25 mfrs. Bridges, Hubs, Routers, Switches
Residual Value Reports		
Mainframe/Midrange Report	1987	Mainframe Residuals for Amdahl, HDS, HP, IBM and Stratus
Disk/Tape/Miscellaneous I/O Report	1987	Residual Values on DASD, printers, controllers and tape Subsystems for Amdahl, EMC, HDS, IBM, HP & StorageTek.
Workstation & PC Report	1994	Residual Values for DEC, HP, IBM, SGI, SUN, Compaq etc.
Network Communications Report	1995	Residual Values on Bridges, Hubs, Routers, Switches, etc.
Miscellaneous Publications Computer Dealer Information Guide	1992	Directory of Brokers/Dealers, Lessors, Maintenance, Refurb companies in North America

The above subscriber products are available either hard copy, on-line or email.



**Option 2 - Use Your Own Insurance Carrier**

If you wish to use your own property insurance on the leased equipment, simply have your agent or broker submit your proof of insurance to our leased equipment insurance representative. Your agent or broker must reference your property insurance for the equipment includes (1) CIT TECHNOLOGY FINANCING SV INC, as the "loss payee," (2) an insured value of \$22,655 , (3) "special form" coverage that includes theft, and (4) coverage effective as of 07/01/03 .

Your agent or broker can fax or mail the evidence of insurance to:

Fax Number: (305) 256-7113

Mailing Address: CIT TECHNOLOGY FINANCING SV INC  
c/o ABIC - Specialty Services, 5th Floor  
P.O. Box 979220  
Miami, FL 33197-9220

Please include your quote and Lease or Conditional Service Contract number on all correspondence to the insurance representative.

We appreciate your assistance in assuring that the equipment is properly insured. Again, thank you for choosing CIT TECHNOLOGY FINANCING SV INC.

If you or your agent or broker have any questions relating to insurance, our insurance representative can be reached at 1-888-873-1917.

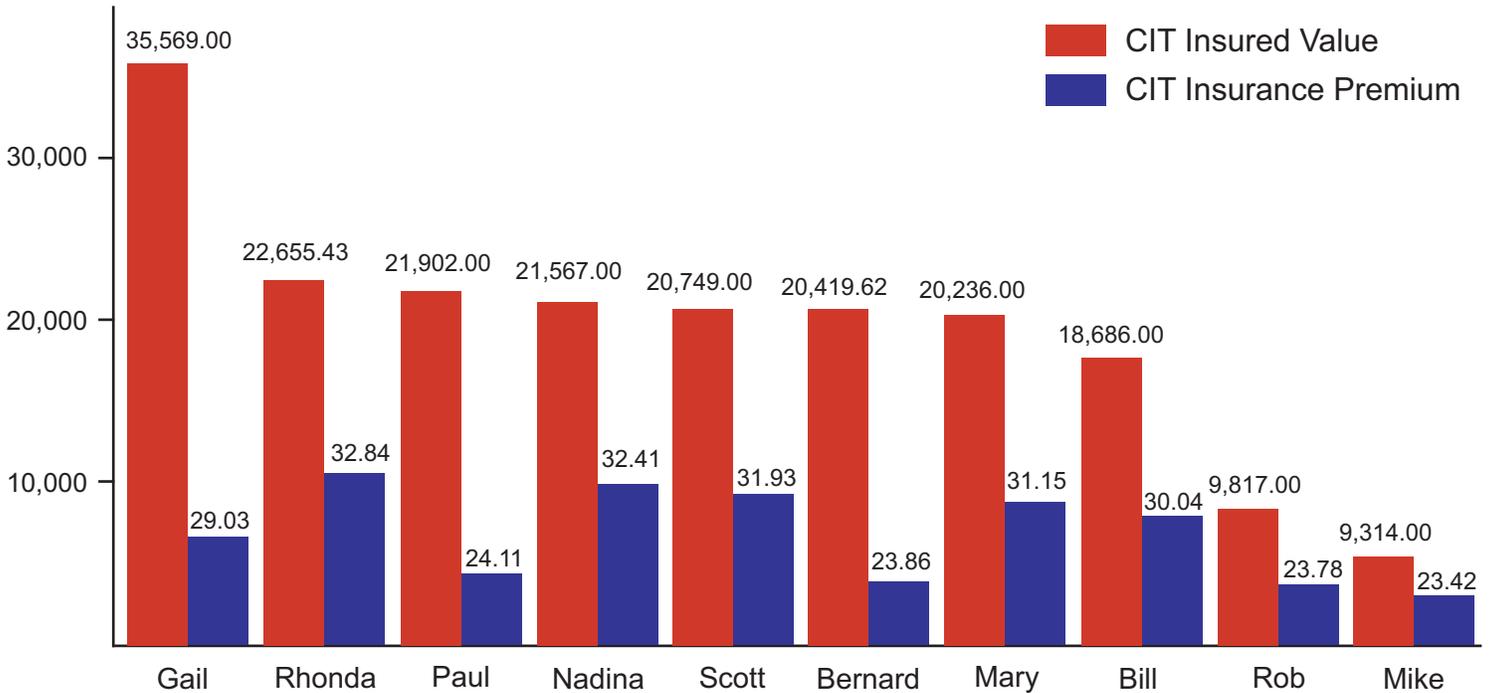
Sincerely,

CIT TECHNOLOGY FINANCING SV INC

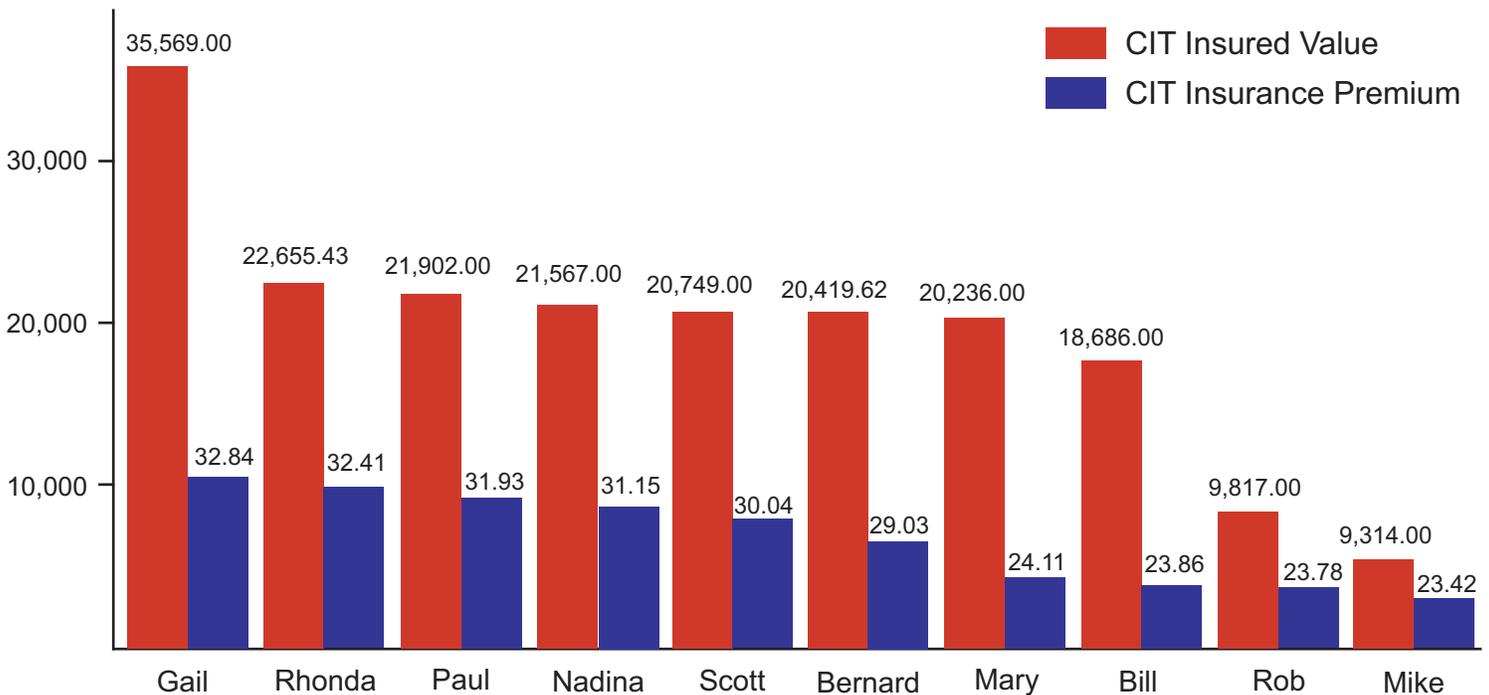
Enclosure

## CIT's stated "Insured Valued" Do not Correlate with Premium Charge in 10 Randomly Sampled Leases

ACTUAL (Highest Insured Amounts Do Not Correlate to Highest Premiums)



EXPECTATION (Highest Insured Amounts Should Correlate to Highest Premiums)



## Violations of Insurance Regulations

### Systematically Comparing CIT’s Insurance Premiums with their Assignment of “Insured Values” Reveals Disturbing Inconsistencies

With an examination of many CIT leases, a bizarre and disturbing pattern emerges. Premiums that CIT charged to its Norvergence lessee customers for the same Matrix equipment were random and uncorrelated to the “insured values” that CIT named to its insurer.

I have taken 10 CIT customers and ranked their premiums and “insured value” 1-10, with 1 the highest amount and 10 the lowest. The highest insured values should have the highest premiums and the lowest insured values the lowest premiums. As this chart illustrates, there is little correlation between the two.

### **When Compared, Ten CIT Customer’s Premiums and the “Insured Value” Basis, have little correlation:**

<u>CIT Insurance Premium</u>			<u>CIT Insured Value</u>		
1.	Rhonda	32.84	1.	Gail	35,569.00
2.	Nadina	32.41	2.	Rhonda	22,655.43
3.	Scott	31.93	3.	Paul	21,902.00
4.	Mary Ellen	31.15	4.	Nadina	21,567.00
5.	Bill	30.04	5.	Scott	20,749.00
6.	Gail	29.03	6.	Bernard	20,419.62
7.	Paul	24.11	7.	Mary Ellen	20,236.00
8.	Bernard	23.86	8.	Bill	18,686.00
9.	Rob	23.78	9.	Rob	9,817.00
10.	Mike	23.42	10.	Mike	9,314.00

Look at the chart above. Mary Ellen pays CIT a **\$31.15** premium for the “insured value” they gave her, **\$20,236**. She pays a whopping **\$7.29** more than Bernard, who pays only **\$23.86**, for the “insured value” of **\$20,419.62**. Not only is Mary Ellen’s premium **\$7.29** higher than Bernard’s, but the basis for her insurance premium, **\$20,236**, is **\$146.62** less than Bernard’s **\$20,419.62**.

The following Comparison Chart of 8 different CIT’s Norvergence leases highlight some of these troubling contradictions. These 8 were not hand-selected but the first 8 CIT leases cases that I become aware of by random:



## The Matrix Puzzle

Let's start with the Matrix T1. In our chart we have 3 cases: Scott has one Matrix with 2 cards; I (Rhonda) have two Matrix with 2 cards; and Bernard has one Matrix with 1 card. Logic allows us to assume that two boxes would be worth more than one. We'd also assume that 2 cards would be worth more than 1 card. (This is why the joke 1<sup>st</sup> prize is 1 week in Philadelphia; and 2<sup>nd</sup> prize is 2 weeks in Philadelphia works—it's logically unexpected and you immediately get the point. In this hierarchy, more is worse, not better.) However, instead of the two Matrix with 2 cards being the most valuable of the three, in CIT's topsy-turvy accounting world, the two are the *least* valuable. Just look at the chart. Using a simple correlation analysis technique, I numbered the total lease amount numbers and the insurance premiums CIT charged in three cases of Matrix 2001 model in a 1-3 hierarchy. For example, the top or highest lease total is ranked 1 and the bottom or lowest is 3. Again, logically one would expect a correlation – the highest lease amount per Matrix would correlate with the highest insurance premium.

Illogically, Bernard's one Matrix 2001 with only 1 card, that we would predict as the least expensive, with the lowest premium, is ranked 1 with the highest lease total with the lowest premium. My total lease of \$28,641 for 2 Matrix with 2 cards, has the highest premium at \$32.84 but Scott's box at \$26,123.40 has a premium of \$31.93.

## The Matrix SOHO Mystery

Among the 8 CIT lease cases in the chart are two product types: the Matrix and the Matrix SOHO. As discussed above, the SOHO retailed for \$400 (wholesale \$200) and the Matrix listed for 3, 301.12 with no card, and approximately \$223 list price is added for each card (the wholesale cost, \$1,550, was not increased by additional cards according to Adtran).

With this said, one would predict that the lease totals for the Matrix 2001, 2003, SB models would be significantly higher than for the Matrix SOHO models; and yet the highest total lease of all 8 is a Matrix SOHO. The total lease amount for the *same* Matrix SOHO equipment ranges from \$11,617 to \$28,767. I circled the five Matrix SOHO and labeled the total lease amount in a 1 to 5 hierarchy, representing 1 as the top amount and 5 the bottom. I also circled the five insurance premiums for the Matrix SOHO as 1 to 5, also representing the highest amount as 1 and the lowest 5. The next chart rather dramatically demonstrates the fundamental lack of correlation between total cost and insurance premiums in all five instances of the Matrix SOHO equipment. The number 1 and top lease total is correlated with the number 1 and largest insurance amount with a line, and so forth through number 5.

The Comparison Chart below shows no correlation between the cost of leased equipment and the insurance premiums among the five cases of the Matrix SOHO. Again, the prediction would be that highest premium through the lowest (1-5) would correlate to the highest lease amount to the lowest (1-5). The lines would be vertical between the lease value and the insurance premium if the 1 to 5 hierarchical order correlated.



## The History of CIT' Solicitation of Insurance to former Norvergence Customers

With the assignment of Norvergence leases to CIT days or weeks after Norvergence leases were signed, CIT was the first of the two leaseholders to enforce the insurance clause in the rental agreement. CIT Technology Financing SV INC sent all the lessees an insurance letter. They wrote, “**As you know one of the terms of our lease or CSC agreement requires that you maintain insurance...for the replacement value of the leased equipment, naming us as loss-payee.”**

CIT next offered a selection of either one of “two options” for lessees to fulfill their requirement. They wrote, “You can satisfy this requirement by obtaining your own insurance or by taking advantage of the coverage which CIT Technology Financing SV INC has arranged for the equipment under its own insurance policy.”

### **Option 1- Insure Equipment Under Our Property Insurance Policy**

Since many customers prefer not to obtain their own policy on the leased equipment, CIT Technology Financing SV INC has procured its own coverage on the leased equipment which satisfies the property insurance requirement contained in your lease. Protecting the equipment and the policy of CIT Technology Financing SV INC is easy. Unless you decide to obtain your own insurance policy, there is nothing for you to do, the equipment is covered under the policy we have in effect as of the date you accept the insurance by remitting payment as described below...If you elect this option by not acquiring your own insurance policy, we'll add **X**, **which includes the insurance reimbursement and other related charges, to each of your monthly invoices. This reimbursement charge is included on your monthly invoice as a separate line item.**

### **Option 2- Use Your Own Insurance Carrier**

*If you wish to use your own property insurance on the leased equipment, simply have your agent or broker submit your proof of insurance to our leased insurance representative. Your agent or broker must reference your property insurance for the equipment includes (sic) (1) **CIT Technology Financing SV INC as “loss payee”** (2) **an insured value of X**...**We appreciate your assistance in assuring that the equipment is properly insured.***

## What the Norvergence Lease Contract States About Insurance

The insurance letter, as quoted above, notably refers to the “property insurance requirement contained in your lease.” The text in the Norvergence lease is as follows:

**LOSS; DAMAGE; INSURANCE:** You are responsible for and accept the risk of loss or damage to the equipment. You agree to keep the Equipment insured against all risks of loss in an amount **at least equal to the replacement cost until this Rental is paid in full and will list us as loss payee.** You will also carry public liability insurance with respect to the Equipment and the use thereof and name us as additional insured. You will give us written proof of this insurance before this rental term begins. You agree to promptly notify us in writing of any loss or destruction or damage to the Equipment and **you will, at our option,** (a) **repair the Equipment** to good condition and working order, (b) **replace the Equipment with like Equipment** in good repair, condition and working order, acceptable to us and transfer clear title to such replacement Equipment to us, such Equipment shall be subject to the Lease and deemed the equipment, or (c) **pay to us the present value of the total of all unpaid rental payments for the full Rental term plus the estimated Fair market Value of the Equipment at the end of the originally scheduled rental term,** all discounted at six percent (6%) per year whereupon the Lease shall terminate. **All proceeds of insurance received by us as a result of such loss or damage will be applied, where applicable, toward the replacement or repair of the Equipment or the payment of your obligations.** **IF YOU DO NOT GIVE US PROOF OF PHYSICAL DAMAGE INSURANCE, WE MAY (BUT WILL NOT BE OBLIGATED TO) OBTAIN OTHER PHYSICAL DAMAGE INSURANCE AND CHARGE YOU A FEE FOR IT, ON WHICH WE MAY MAKE A PROFIT, OR WE MAY CHARGE YOU A MONTHLY CHARGE EQUAL TO 0.25% OF THE ORIGINAL EQUIPMENT COST DUE TO THE INCREASED CREDIT RISK TO US AS WELL AS TO COVER OUR INCREASED INTERNAL OVERHEAD COSTS OF REQUESTING PROOF OF PHYSICAL DAMAGE INSURANCE FROM YOU.**

## The CIT’s Insurance Letter Referred to the Premium as a Reimbursement

The following is the rate charged CIT according to their insurer, Assurant:

The premium for the first \$2,500 is \$154. The remainder cost per hundred is 0.86. This will give you the annual premium. Divide the annual premium by 12 to get the monthly premium. Multiply by months in term (59) and divide by # of billing cycles (60) to get premium amount.

I had Dr. Barry Cipra, a mathematician, and a well known math reporter for *Science Magazine*, do the calculations for me. The resulting numbers made no sense. First we used the number of the full lease, \$28,641. However, **the total lease amount would have to be \$30,416.30, not \$28,641 using the insure rate formula to come up with my monthly premium of \$32.84.**

Next we tried CIT's "insured value" number that I was suppose to give to my carrier. No good again. **The monthly premium for \$22, 655 would be \$27.28, not the \$32.84 that I was paying.** We then used the "inventory amount." Forget this as well. **The premium for \$8,960 replacement coverage would be, using the formula, \$17.46.**

### **How did CIT get the \$32.84?**

A letter from Assurant offered a clue. Her last sentence was disturbing. "Any additional amounts charged by CIT Technology Financing SV Inc. ("CIT") in connection with the insurance coverage offered through CIT should be discussed directly with CIT."

Extra Charges? The insurance letter sent by CIT used the words "reimbursement" twice regarding the \$32.84 premium. ***Their statement that this premium was a "separate line item" also supported the apparently obvious interpretation that this was not a sale of insurance with profits to them if you took their insurance offer.*** The only additional wording they used once with "insurance reimbursement" and "reimbursement charge" was "and other related charges." See wording below from CIT's insurance letter:

If you elect this option by not acquiring your own insurance policy, we'll add **\$32.84** , which includes the **insurance reimbursement and other related charges**, to each of your monthly invoices. This **reimbursement charge** is included on your monthly invoice as a **separate line item**.

I still do not have an answer from CIT as to an itemized account of what the extra charges are in my \$32.84 premium. A CIT competitor, Preferred Capital, reveals the application of extra charges in their insurance letter to Norvergence lessees. They write, "Should you use program to protect the leased equipment, we will bill you a monthly insurance charge of X, which includes all premiums, charges, fees, and profit to us for providing this service." When I selected CIT's Option 1, I dutifully paid their request for a premium up until the time of the Norvergence bankruptcy. It was afterwards that I had the revelation that the resale value of the Matrix box in the marketplace was \$100 on Ebay. I was deceived by CIT's appraisal of the equipment's "insured value," and was commensurately overcharged for premiums.

I had no idea I was paying profits and fees in my premium. Logically, that I am over-paying is a fact, since the total lease value would need to be \$30, 416.30 as a basis for my \$32.84 premium and my lease total is only \$28,641.

In the Norvergence contract, the clause on insurance states, with original emphasis:

**IF YOU DO NOT GIVE US PROOF OF PHYSICAL DAMAGE INSURANCE, WE MAY (BUT WILL NOT BE OBLIGATED TO) OBTAIN OTHER PHYSICAL DAMAGE INSURANCE AND CHARGE YOU A FEE FOR IT, ON WHICH WE MAY MAKE A PROFIT, OR WE MAY CHARGE YOU A MONTHLY CHARGE EQUAL TO 0.25% OF THE ORIGINAL EQUIPMENT COST DUE TO THE INCREASED CREDIT RISK TO US AS WELL AS TO COVER OUR INCREASED INTERNAL OVERHEAD COSTS OF REQUESTING PROOF OF PHYSICAL DAMAGE INSURANCE FROM YOU.**

I indeed did “not give them proof of physical damage insurance” as stated in above paragraph. The reason why I did not was because I chose CIT’s Option 1, as demonstrated by having paid for their insurance. Does this point of fact—that I did not send in a proof of insurance because I was taking *their* insurance-- allow for what sounds like a resulting penalty of “fees,” “profit,” and “increased credit risk” and “internal overhead costs” for negligence? The insurance letter says “Unless you decide to obtain your own insurance policy, there is nothing for you to do.” Will this contract and not the letter paragraph, be the justification for CIT’s hidden charges in my premiums and those of many others? Since there is profit instead of just a pass-through, is CIT licensed to sell insurance in this form?

CIT lists “customer’s insurance coverages” as one of their operations subjected to regulatory authorities for which they are accountable in their 2003 Annual Report:

CIT’s 2003 Annual Report and SEC Filing (page 6) [emphasis in bold and underlined mine]:

#### Regulation

Our operations are subject, in certain instances, to supervision and regulation by state, federal and various foreign governmental authorities and may be subject to various laws and judicial and administrative decisions imposing various requirements and restrictions, which, among other things, (i) regulate credit granting activities, including establishing licensing requirements, if any, in various jurisdictions, (ii) establish maximum interest rates, finance charges and other charges, (iii) **regulate customers' insurance coverages**, (iv) require disclosures to customers, (v) govern secured transactions, (vi) set collection, foreclosure, repossession and claims handling procedures and other trade practices, (vii) prohibit discrimination in the extension of credit and administration of loans and (viii) regulate the use and reporting of information related to a borrower's credit experience and other data collection....

## Excerpt Followed By Entire Settlement Document:

### In the Matter of:

**TCF LEASING, INC. d/b/a TCF Express Leasing,  
Respondent.**

### **ASSURANCE OF VOLUNTARY COMPLIANCE /DISCONTINUANCE**

This Assurance of Voluntary Compliance /Discontinuance (“Assurance”) is entered into

by the Attorneys General of the States of Arizona, California, Colorado, Florida, Georgia,<sup>1</sup> Louisiana, Maryland, Massachusetts, Michigan, New Jersey, New York, North Carolina, Pennsylvania, Rhode Island, and Texas, (“States”), acting pursuant to their respective consumer protection statutes and TCF Leasing, Inc., d/b/a TCF Express Leasing (“TCF”). As used herein,<sup>2</sup> TCF shall refer to TCF Leasing, Inc. and its successors and assigns, and any wholly owned subsidiaries, which hold Equipment Rental Agreements for customers of the former **NorVergence** which were taken by assignment.

## **Relevant Excerpt**

Even after the termination of telecommunications service to the customers, and while the customers were required to pay higher costs for alternative telecommunications services provided by other carriers which had no use for the Matrix and Soho boxes, most of the leasing companies, improperly continued to enforce the Equipment Rental Agreements as against the customers. Respondent TCF, however, did not attempt to enforce the Equipment Rental Agreements following the filing of the NorVergence bankruptcy, and TCF ceased billing customers.

### **I. STATES' POSITION**

1.

The statements contained in this “States Position” Section represent the position of the States only with respect to the business practices of **NORVERGENCE**, Inc. and **NORVERGENCE CAPITAL LLC**, including the assignment and procurement of certain Equipment Rental Agreements to and for several leasing companies, including respondent TCF Express Leasing, and TCF does not admit the truth of any of the statements contained in this “States’ Position” Section.

2.

**NorVergence**, Inc. is a New Jersey corporation with its principal place of business located at 550 Broad Street, Newark, New Jersey 07102. Prior to the filing of an involuntary bankruptcy proceeding on June 30, 2004 (Docket 04-32079-RG), **NorVergence**, Inc. was engaged in the business of offering for sale and reselling telecommunications service, together with the provision of certain telecommunications equipment, to small businesses and not-for-profit organizations in the States.

3.

**NorVergence** Capital LLC is a limited liability corporation and a subsidiary of **NorVergence**, Inc., with offices at 550 Broad Street, Newark, New Jersey 07102. **NorVergence** Capital LLC is a debtor, along with **NorVergence**, Inc. in the bankruptcy proceeding, Docket 04-

32079-RG. Prior to the bankruptcy, **NorVergence** Capital LLC, together with **NorVergence**, Inc.,

was engaged in the business of offering for sale and reselling telecommunications service, together with the provision of certain telecommunications equipment, to small businesses and not-for-profit organizations in the States. **NorVergence**, Inc. and **NorVergence** Capital LLC are hereinafter collectively referred to as “**NorVergence**.”

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4.

Respondent TCF Leasing, Inc., d/b/a TCF Express Leasing ("TCF") is a corporation organized and existing under the laws of the State of Minnesota, with its principal place of business located at 11100 Wayzata Blvd., Suite 801, Minnetonka, MN 55305. TCF is one of the leasing companies which held Equipment Rental Agreements with **NorVergence** customers in the States and elsewhere. TCF obtained its **NorVergence** Equipment Rental Agreements by assignment from **NorVergence**. It has a total of forty-two Equipment Rental Agreements from customers in fifteen states.

5.

TCF holds Equipment Rental Agreements from customers in the states of Arizona, California, Colorado, Connecticut, Florida, Georgia, Louisiana, Maryland, Michigan, Missouri, New Jersey, New York, Pennsylvania, Rhode Island, and Texas. The aggregate rental payments due on TCF's **NorVergence** leases is \$1,453,074. TCF has collected a total of \$10,973.36 on these Agreements prior to the **NorVergence** bankruptcy. Unlike other leasing companies, TCF did not attempt to enforce the **NorVergence** Equipment Rental Agreements subsequent to the **NorVergence** bankruptcy.

#### **NorVergence's Fraudulent Business Scheme**

6.

Since at least 2002 and continuing until shortly before the **NorVergence** bankruptcy filing in June 2004, **NorVergence** was in the business of offering to sell and reselling telecommunications services as integrated long-term packages, including local and long distance telephone, cellular and high speed Internet access. **NorVergence** marketed its services principally

to small businesses and not-for-profit organizations with high credit ratings, and which, for the most part, did not have in-house counsel or technology personnel. **NorVergence's** salespeople personally visited these entities, offering to provide telecommunications services at greatly

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reduced prices compared to the prices charged by the customers' then current service providers.

7.

**NorVergence** represented that customers would receive over a five year period, dramatic savings of 20-60% on telecommunications services and unlimited free minutes. **NorVergence** claimed to be offering these services through its purported alliances with Nortel Networks and Qwest Communications. **NorVergence** further represented that its highly beneficial service offering was made possible by a purportedly proprietary, technologically innovative, and carrier neutral "black box" called, the "Matrix Solution," that would be installed on the customer's premises. In fact, the "Matrix Solution" did not eliminate per minute charges or make cost savings possible.

8.

The cost savings in **NorVergence**'s proposal had nothing to do with the "black box" or other innovative technology touted by **NorVergence**. Rather, **NorVergence** constructed its cost savings proposals simply by applying a discount of 20-30% to the potential customer's current cost for telecommunications services. In fact, **NorVergence** chose this discounted price without regard to the actual cost of providing the services (which was generally much higher).

9.

The promised savings were set forth in the form of a "Cost Savings Proposal," and were represented as a monthly cost for an integrated service package, including the cost of telecommunications services and rental of related hardware.

10.

Through deceptive and high pressure sales tactics and outright trickery, **NorVergence** salespeople signed customers up, putting the bulk (*i.e.*, at least 80%) of the service agreement into an equipment finance lease, designated "Equipment Rental Agreement," purportedly for the Matrix box. The rental payments due on the Equipment Rental Agreements varied from approximately \$200 to \$5,700 per month (or \$12,000 to over \$340,000 over a 60 month lease),

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while the actual price of the Matrix was not greater than \$1,500. Customers were not provided the option to purchase the box.

11.

Potential customers were told falsely by **NorVergence**'s salespeople that they needed to "qualify" for **NorVergence**'s telecommunications services, which were in high demand and available only to a limited number of applicants. The **NorVergence** salespeople further told the customers that the forms were non-binding and no-risk, and merely served to reserve the circuitry and hardware, while the customers' "qualifications" were being investigated.

12.

The Equipment Rental Agreements that were included in the stack of supposedly non-binding forms were, in actuality, noncancellable agreements. Contrary to the customers' understanding of the transaction as presented by **NorVergence**'s salespeople, the Agreements, under these circumstances, were fraudulently characterized as UCC Article 2A finance leases for the Matrix box. As such, these Agreements were designed to obtain the special protections applicable to equipment finance leases.

13.

Under the circumstances, the Equipment Rental Agreements are **unconscionable** in that they contain terms that are unreasonably and unfairly harsh and one-sided in favor of **NorVergence** and the leasing companies. In fact, included in the fine print of the Equipment Rental Agreements are provisions that purported to:

a.

remove any obligations by assignees of **NorVergence** to the customers;

b.

require that all legal actions relating to the agreement be brought in a forum distant from the customer's place of business, in many cases where the leasing company that would take a assignment was located, unknown at the time the customer signed the contract ("floating jurisdiction clauses");

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c.

characterize the vast majority of the total fees agreed to by the customer as payments for the Matrix box which grossly exceeded its actual price and value;

d.

characterize the Equipment Rental Agreement as a finance lease under Article 2A of the Uniform Commercial Code in a fraudulent and **unconscionable** attempt to gain the protections of

equipment finance leases. In fact, the Agreement was for an integrated telecommunications service offering, although the service component was not documented in the Agreements. Moreover, the equipment purportedly financed under the Agreement was not first offered for sale to the customers or offered in a buy-out to the customer at the end of the Agreement's five-year term;

e.

suggest that the customers were given information about the comparative costs of purchasing and renting the Matrix box that enabled them to make a reasoned decision to rent rather than purchase (*i.e.*, "You understand that the Equipment may be purchased for cash or it may be rented."), when, in fact, the customers had no opportunity to purchase the Matrix, and were not provided any information about the costs of the box; and

f.

waive all the customer's defenses to demands for payment, even if the promised services were not provided ("hell or high water clauses").

14.

Soon after the customers signed the Equipment Rental agreements, **NorVergence** assigned the agreements to one of the leasing companies. In some cases, as with respondent, the **NorVergence** salesperson had the customer sign an Equipment Rental Agreement directly with the leasing company as "owner."

15.

The leasing companies paid **NorVergence** the full-five year Equipment Rental Agreement value less a "lease factor" such that **NorVergence** received approximately 75-85% of the value of

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the Equipment Rental Agreements up front.

16.

The **NorVergence** business plan was a “Ponzi” scheme. **NorVergence** deceived small, unsophisticated businesses into signing sham equipment finance leases with **unconscionable** terms, and obtained up front payments from the assignment or procurement of those sham leases. **NorVergence** then used these payments to purchase the telecommunications services it resold to its customers. Yet even with those monies, the **NorVergence** business plan was doomed to fail before **NorVergence** could fulfill the five year term it promised to provide service to the customers because (a) **NorVergence** was selling unlimited local, long distance, high speed Internet and wireless service for a fixed monthly price, while it was actually liable to Qwest, T-Mobile, and other carriers on a per minute toll basis; (b) the cost of providing the unlimited service **NorVergence** was selling far exceeded the small payments that customers were required to make directly to **NorVergence** for their telecommunications service, together with the monies **NorVergence** received from the leasing companies; and (c) **NorVergence** had promised the customers long-term (*i.e.*, five year) service, but had no long-term contracts in place to provide that service.

17.

Less than three years after **NorVergence** put its scheme into effect, **NorVergence** failed to pay its obligations to its carriers and suppliers, triggering the filing of an involuntary Chapter 11 bankruptcy proceeding against it. Service to the customers was turned off on or about July 15, 2004.

18.

Although **NorVergence** had represented to its customers that its Matrix box could be used with any carrier of their choice, after the termination of telecommunications service, the customers could not find carriers who would use the Matrix box to provide service to them. In

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fact, the customers were required to pay significantly more for their telecommunications services despite their having the Matrix box which **NorVergence** had touted as a cost savings solution.

19.

Even after the termination of telecommunications service to the customers, and while the customers were required to pay higher costs for alternative telecommunications services provided by other carriers which had no use for the Matrix and Soho boxes, most of the leasing companies, improperly continued to enforce the Equipment Rental Agreements as against the customers.

Respondent TCF, however, did not attempt to enforce the Equipment Rental Agreements following the filing of the **NorVergence** bankruptcy, and TCF ceased billing customers.

20.

The practices which **NorVergence** engaged in as set forth in paragraphs 6 through 19 are fraudulent under the laws of the States as set forth in footnote 2, and the Equipment Rental Agreements **NorVergence** entered into with its customers are **unconscionable** under the laws of the States as set forth in footnote 2 and the Uniform Commercial Code (“UCC”) 2-302. Accordingly, the Equipment Rental Agreements should be rescinded as of the date that telecommunications services to **NorVergence**’s customers was terminated.

## II. TCF'S POSITION

1.

The statements contained in this "TCF's Position" Section represent the position of TCF only, and the States do not admit the truth of any of the statements contained in this "TCF's Position" Section.

2.

Without an admission as to the State's position on the enforceability of the Equipment Rental Agreements, TCF desires to resolve this investigation by forgiving 100% of any monies owed on the Equipment Rental Agreements since July 15, 2004.

3.

TCF affirmatively alleges that it has at all times acted lawfully with respect to its

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**NorVergence** Equipment Rental Agreements. TCF supports the goals of the State Attorneys General in relieving the customers and any guarantors from any obligations under the **NorVergence** Equipment Rental Agreements.

## III. GENERAL AGREEMENTS

1.

The parties have agreed to resolve the issues raised during the States' inquiry by entering into this Assurance. TCF is entering into this Assurance solely for the purpose of settlement and nothing contained herein may be taken as or construed to be an admission or concession of any violation of law, or of any other matter of fact or law, or of any liability or wrongdoing, all of which TCF expressly denies.

2.

Each State agrees that such State shall not proceed with or institute any civil action or proceeding based upon the above-cited consumer protection statutes against TCF or its parents, and all of its subsidiaries and affiliates, past and present, and their past and present representatives, successors, administrators, employees, shareholders, officers, directors, boards of directors, attorneys, agents, servants, and assigns, including but not limited to an action or proceeding seeking restitution, injunctive relief, fines, penalties, attorneys' fees or costs, for any conduct or practice prior to the Effective Date of this Assurance which relates to the subject matter of this Assurance. Notwithstanding the foregoing, a State may institute an action or proceeding to enforce the terms and provisions of this Assurance.

3.

This Assurance may be entitled an "Assurance of Voluntary Compliance" or an "Assurance of Discontinuance" as provided by applicable State law.

4.

As to each customer and guarantor listed on the chart annexed hereto as Exhibit A

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which elects to participate in the settlement terms agreed to herein (hereinafter, "participating customer"), TCF agrees to forgive 100% of the remaining outstanding balance due on the participating customers' obligations to TCF under the Equipment Rental Agreements and refund any rental payments or other amounts which have been paid to TCF since the filing of the

**NorVergence** bankruptcy on June 30, 2004.

5.

In the event that it is subsequently determined that additional customers in the same or additional states have **NorVergence** Rental Agreements with TCF, TCF shall make the same offer available to such customers on the same terms.

6.

Within thirty (30) calendar days of the Effective Date of this Assurance, TCF shall mail a letter in the form annexed hereto as Exhibit B to each customer listed on Exhibit A. Such letter shall inform the customers and guarantors of the opportunity to participate in the settlement described herein. As to four customers who have agreed to an independent settlement with TCF after July 15, 2004, within five (5) calendar days of the Effective Date of this Assurance, TCF will issue refunds to those customers of any amounts paid.

7.

As a condition to TCF's agreement to forgive 100% of the customers' outstanding obligations under the Equipment Rental Agreements, the participating customers will be required to sign a Settlement and Mutual Releases in the form annexed hereto as Exhibit B.

8.

Within ninety (90) days of the Effective Date of this Assurance, TCF shall submit an affidavit to the Attorney General of each State, subscribed to by an officer of the corporation, attesting that it sent the letters to the customers and guarantors of that Attorney General's State listed in Exhibit A in accordance with the terms of paragraph 5 of this Assurance.

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9.

This Assurance shall be governed by the laws of the respective States. Nothing in this Assurance shall be deemed to permit or authorize any violation of the laws of any state or otherwise be construed to relieve TCF of any duty to comply with the applicable laws, rules and regulations of any state, nor shall anything herein be deemed to constitute permission to engage in any acts or practices prohibited by such laws, rules or regulations.

10.

Nothing in this Assurance shall be construed to authorize or require any action by TCF in violation of applicable federal, state or other laws. TCF agrees that this Assurance constitutes a legally enforceable obligation of TCF in accordance with its terms.

11. This Assurance does not constitute an approval by the States of any of TCF's programs or practices and TCF shall not make any Representation to the contrary.

12.

This Assurance may be executed in counterparts.

13.

The "Effective Date" of this Assurance shall be December 23, 2004

14.

Nothing in this Assurance shall be construed as a waiver of any private rights of any person, consumer or customer except to the extent such person, consumer or customer executes a Settlement and Mutual Releases in the form annexed hereto as Exhibit C.

15. This Assurance constitutes the entire agreement of the parties hereto and supersedes all prior agreements or understandings, whether written or oral, between the parties and/or their respective counsel with respect to the subject matter hereof. Any amendment or modification to

this Assurance must be in writing and signed by duly authorized representatives of all the parties hereto.

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16.

The undersigned representative for each party certifies that he/she is fully authorized by the party he/she represents to enter into the terms and conditions of this Assurance and to legally bind the party he/she represents to the Assurance.

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**FOR THE STATES**

**TERRY GODDARD**

Attorney General  
State of Arizona

**NOREEN R. MATTS**

Assistant Attorney General

**BILL LOCKYER**

Attorney General  
State of California

**HOWARD WAYNE**

Deputy Attorney General

**KEN SALAZAR**

Attorney General  
State of Colorado

**GARTH C. LUCERO**

Assistant Attorney General

**CHARLIE CRIST**

Attorney General  
State of Florida

**LORI S. ROWE**

Assistant Deputy Attorney General

**JOSEPH B. DOYLE**

Administrator  
Governor's Office of Consumer Affairs  
State of Georgia

**ANNE S. INFINGER**

Director, Legal Division

**CHARLES C. FOTI, JR.**

Attorney General  
State of Louisiana

**KRISTI M. GARCIA**

Assistant Attorney General

**J. JOSEPH CURRAN, JR.**

Attorney General  
State of Maryland

**WILLIAM D. GRUHN**

Assistant Attorney General

**THOMAS F. REILLY**

Attorney General  
Commonwealth of Massachusetts

**KARLEN J. REED**  
Assistant Attorney General

**MICHAEL A. COX**  
Attorney General  
State of Michigan

**KATHY FITZGERALD**  
Assistant Attorney General

**PETER C. HARVEY**  
Attorney General  
State of New Jersey

**JEFFREY KOZIAR**  
Deputy Attorney General

**ELIOT SPITZER**  
Attorney General  
State of New York

**JOY FEIGENBAUM**  
Assistant Attorney General

**ROY COOPER**  
Attorney General  
State of North Carolina

**KEVIN ANDERSON**  
Assistant Attorney General

**GERALD J. PAPPERT**  
Attorney General  
Commonwealth of Pennsylvania

**E. BARRY CREANY**  
Senior Deputy Attorney General

**PATRICK C. LYNCH**  
Attorney General  
State of Rhode Island

**EDMUND F. MURRAY, JR.**  
Special Assistant Attorney General

**GREG ABBOTT**  
Attorney General  
State of Texas

**LEELA R. FIRESIDE**  
Assistant Attorney General

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**FOR TCF LEASING D/B/A TCF EXPRESS LEASING**

We the undersigned, who have the authority to consent and sign on behalf of the parties in this matter, hereby consent to the form and contents of the foregoing Assurance and to its entry:

Signed this \_\_\_\_\_ date of December, 2004

TCF LEASING, D/B/A TCF EXPRESS  
LEASING

By: \_\_\_\_\_

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**FOR THE STATE OF NEW YORK**

**IN THE MATTER OF:  
TCF LEASING, INC. D/B/A TCF EXPRESS LEASING,  
RESPONDENT.**

Dated: December , 2004

ELIOT SPITZER

Attorney General of the State of New York

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JOY FEIGENBAUM

Assistant Attorney General

Bureau of Consumer Frauds and Protection

120 Broadway

New York, NY 10271

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**EXHIBIT A**

**[CHART]**

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**Exhibit B**

**NOTICE TO BUSINESSES AND NOT-FOR-PROFIT ORGANIZATIONS THAT ENTERED INTO AN EQUIPMENT RENTAL AGREEMENT WITH TCF [DIRECTLY OR] BY ASSIGNMENT FROM NORVERGENCE, INC., AND TO ANY GUARANTORS [Date]**

**Dear [name of Lessee and/or Guarantor]:**

**You are receiving this notice because the records of TCF Leasing, Inc., d/b/a TCF Express Leasing (“TCF”) reflect that [Lessee] entered into an Equipment Rental Agreement (referred to herein as the “Rental Agreement”) with TCF, [either directly or] by**

**assignment from NorVergence, Inc. (“NorVergence”) in connection with its prior service from NorVergence, Inc. Pursuant to an agreement with the Attorneys General of the States of New York, \_\_\_\_\_ (the “Attorneys General”), TCF is offering you the opportunity to participate in a Settlement Program in which you will be forgiven 100% of the outstanding balance on the Rental Agreement, no part of which has been collected since the filing of the NorVergence bankruptcy on June 30, 2004, and settle any and all disputes between you and TCF arising from the Rental Agreement. The Settlement Program Offered By TCF:**

If you elect to participate in this Settlement Program, TCF will (a) forgive one hundred percent (100%) of the remaining balance due under [Lessee’s] Rental Agreement, no part of which has been collected since the filing of the **NorVergence** bankruptcy on June 30, 2004. In exchange for the benefits provided above, you must agree to release TCF from any claims concerning your Rental Agreement, as described more fully below.

To inform TCF of your acceptance of this Settlement Program, **you must complete, sign and return to TCF, by [date 60 days from the date of the mailing of this notice] the enclosed document entitled “Settlement and Mutual Releases.”** In that document, you must fully release TCF from, and agree not to sue TCF for any and all claims (including any claims as a member or representative of a putative class action) that you have or may have had

against TCF based upon [Lessee's] Rental Agreement. If you are currently involved in any litigation with TCF over [Lessee's] Rental Agreement and you wish to participate in the Settlement Program, you and TCF will mutually dismiss that action with prejudice. TCF, in turn, will fully release you from, and agree not to sue you for or to dismiss you from any and all claims

that it has or may have had against you based upon [Lessee's] Rental Agreement. Both you and TCF will retain all rights under law to enforce the "Settlement and Mutual Releases."

TCF has agreed to this Settlement Program for the purpose of avoiding the expense and inconvenience of litigation and it is not an admission on the part of TCF that it engaged in any form of unlawful conduct or business practices. Indeed, TCF expressly denies that it engaged in any such unlawful conduct or business practices and expressly denies that it is liable to any person or entity in connection with the rental of **NorVergence** telecommunications equipment.

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**If You Decide Not To Participate In The Settlement Program:**

You are not obligated to participate in the Settlement Program agreed to by TCF and the Attorney General, and you have the right to consult with an attorney of your choosing before you decide whether to participate in the Settlement Program. Nothing in the settlement between TCF and the Attorneys General prevents you from pursuing any right or remedy at law which you may

have against TCF, except to the extent that you elect to participate in this settlement and execute a

Settlement and Mutual Release.

**What You Would Be Agreeing To Pay If You Enroll In The Settlement Program:**

TCF has the following information about the Rental Agreement and the amount you would be forgiven under the Settlement Program :

**Balance remaining to be forgiven:** \_\_\_\_\_

Please call [phone number] if you have any questions regarding this Settlement Program or your Rental Agreement account.

Yours truly,

TCF Leasing, Inc., d/b/a TCF Express Leasing

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**Exhibit C**

**SETTLEMENT AND MUTUAL RELEASES**

between

**[LESSEE AND ANY GUARANTOR] and TCF LEASING, INC., d/b/a TCF EXPRESS LEASING**

I, \_\_\_\_\_, on behalf of the entity named above (the "Lessee") and/or as personal guarantor (together, the "Lessee and/or Guarantor"), elect to take advantage of the Settlement Program agreed to by the Attorneys General of the States of

\_\_\_\_\_ and TCF Leasing, Inc. d/b/a/ TCF Express Leasing ("TCF") to resolve Lessee's Rental Agreement with TCF (the "Rental Agreement") at a substantial discount and to settle any and all disputes between Lessee and/or Guarantor and TCF arising from the Rental Agreement. With this Settlement and Mutual Releases I am: (1) enrolling in the Settlement Program; and (2) entering into a mutual release of claims with TCF and related parties.

I understand that TCF and the Attorneys General of the States of \_\_\_\_\_ have agreed to the terms of this Settlement Program for the purpose of avoiding the expense and inconvenience of litigation and it is not an admission on the part of TCF that it engaged in any form of unlawful conduct or business practices, and that TCF expressly denies that it engaged in any such unlawful

conduct or business practices and expressly denies that it is liable to any person or entity in connection with the Rental Agreement.

### **1. Enrolling In The Settlement Program**

I understand that, upon Lessee's and/or Guarantor's acceptance of this Settlement Program, TCF will forgive 100% of the outstanding balance due under the Equipment Rental Agreement, no

part of which has been collected since the filing of the **NorVergence** bankruptcy on June 30, 2004.

I also understand that TCF's records reflect the following information about Lessee's Rental Agreement account:

**Balance remaining which will be forgiven** \_\_\_\_\_

### **2. Release Of Claims**

I understand that, in exchange for the opportunity to be relieved of any obligations under the Rental Agreement, Lessee and/or Guarantor hereby release and discharge TCF and all of its subsidiaries, parents, affiliates, predecessors, successors and assigns, officers, directors, employees, shareholders and agents (the "TCF Parties") from, and covenant not to file or pursue any lawsuit or claim in any place against any TCF Party for, any and all claims (including claims as a member or representative of a proposed class action) that Lessee and/or Guarantor has or may

have had against it for any and all damages, restitution, equitable relief, attorneys' fees and/or

penalties based upon the Rental Agreement. Lessee and/or Guarantor further agree that if they are

currently involved in any litigation arising from the Rental Agreement, Lessee and/or Guarantor and TCF will mutually dismiss that litigation with prejudice.

In exchange for Lessee and/or Guarantor's release pursuant to this Settlement and Mutual Releases, TCF hereby releases and discharges Lessee and/or Guarantor from, and covenants not to

file or pursue any lawsuit or claim in any place against Lessee and/or Guarantor for, any and all claims that TCF has or may have had against Lessee and/or Guarantor and all of its subsidiaries, parents, affiliates, predecessors, successors, assigns, officers, directors, employees, shareholders, agents, and guarantors for any and all damages, equitable relief, attorneys' fees and penalties based upon the Rental Agreement.

I hereby acknowledge and represent that I have read this Settlement and Mutual Releases; that I have had the opportunity to consult with a lawyer concerning it; that Lessee and/or Guarantor are voluntarily entering into this Settlement and Mutual Releases; that neither TCF nor

its agents or attorneys have made any representations or promises concerning the terms or effects of this Settlement Agreement other than those set forth in this document; and I understand that this is a full and final release of all claims Lessee and/or Guarantor has or may have against the TCF Parties concerning the Rental Agreement.

The signatory for the Lessee below represents that he or she is duly authorized to enter into this Settlement Agreement and Mutual Releases on behalf of the Lessee.

This Settlement and Mutual Releases shall be deemed accepted upon your return to TCF of an executed copy of this agreement.

IN WITNESS WHEREOF, and intending to be legally bound hereby, the undersigned has caused this Settlement and Mutual Releases to be executed this \_\_\_\_ day of

\_\_\_\_\_,  
2004.

Dated: \_\_\_\_\_

[NAME OF LESSEE]

By: \_\_\_\_\_

[Name]

[Title]

[Address]

By: \_\_\_\_\_

[Name], as Guarantor

TCF Leasing, Inc., d/b/a TCF Express Leasing

By: \_\_\_\_\_

**FILL OUT COMPLETELY AND SEND TWO SIGNED ORIGINALS TO TCF AT:  
PLEASE KEEP A COPY FOR YOUR RECORDS. A FULLY EXECUTED DOCUMENT  
WILL BE SENT TO LESSEE AND ANY GUARANTOR.**

**Source of Document**

[http://64.233.161.104/search?q=cache:4QUOMzq1pPQJ:www.oag.state.ny.us/telecommunications/filings/TCF\\_Assurance.pdf+unconscionable+norvergence&hl=en](http://64.233.161.104/search?q=cache:4QUOMzq1pPQJ:www.oag.state.ny.us/telecommunications/filings/TCF_Assurance.pdf+unconscionable+norvergence&hl=en)

## **Excerpts from CIT SEC Filing 2004/2005**

Three Specific Disclosures Regarding CIT'S Norvergence Legal Fight:

### **1. CIT Group annual 10-K filing (filed 3/7/05)**

**EXCERPTS:** (Text repeated on page 10 and page 92)

#### NorVergence Related Litigation

On September 9, 2004, Exquisite Caterers v. Popular Leasing et al. ("Exquisite Caterers"), a putative national class action, was filed against 13 financial institutions, including CIT, who had acquired equipment leases ("NorVergence Leases") from NorVergence, Inc., a reseller of telecommunications and Internet services to businesses. The Exquisite Caterers lawsuit is now pending in the Superior Court of New Jersey, Monmouth County. Exquisite Caterers based its complaint on allegations that NorVergence misrepresented the capabilities of the equipment leased to its customers and overcharged for the equipment. The complaint asserts that the NorVergence Leases are unenforceable and seeks rescission, punitive damages, treble damages and attorneys' fees. In addition, putative class action suits in Florida, Illinois, New York, and Texas and several individual suits, all based upon the same core allegations and seeking the same relief, have been filed by NorVergence customers against CIT and other financial institutions.

On July 14, 2004, the U.S. Bankruptcy Court ordered the liquidation for NorVergence under Chapter 7 of the Bankruptcy Code. Thereafter, the Attorneys General of Florida, New Jersey, New York, Illinois, Massachusetts and Texas commenced investigations of NorVergence and the financial institutions, including CIT, which purchased NorVergence Leases. CIT entered into settlement negotiations with those Attorney Generals and with Attorneys General from several other states, including Pennsylvania and Massachusetts. In December 2004, CIT reached separate settlements with the New York and the New Jersey Attorneys General. Under those settlements, lessees in those states will have an opportunity to resolve all claims by and against CIT by paying a percentage of the remaining balance on their lease. Negotiations with other Attorneys General are continuing. CIT has also been asked by the Federal Trade Commission to produce documents for transactions related to NorVergence. In addition, on February 15, 2005, CIT was served with a subpoena seeking the production of

documents in a grand jury proceeding being conducted by the U.S. Attorney for the Southern District of New York in connection with an investigation of transactions related to NorVergence. CIT is in the process of complying with these information requests.

## 2. Transcript from CIT Year-Ending Earnings Conference Call

**Moderator: Valerie Gerard**

**January 19, 2005**

**11:00 am CIT**

<http://www.cit.com/NR/rdonlyres/ezrl6gzlzfmxros2whvm5jsqcg2by44fndsyixxlxgo7df3fsu7qxsizaliquegazy3fl5jsn7qh3nfid2wlnti5fzg/TranscriptQ4unedited.pdf#Page=8>

page 8

**Jeffrey Peek:**

In the quarter profitability declined somewhat due to the charge-offs related to the NorVergence situation.

pages 33-34

**Stephen Schulz:** Okay great and then there was just one last housekeeping item. You had mentioned in the press release the charge-offs related to NorVergence, what was the actual number and dollar number on those charge-offs and then how much exposure do you guys have as of the end of the fourth quarter?

**Joseph Leone:** The numbers in the aggregate - our charge-offs that we've taken are about \$15 million between the two quarters, 10 or 11 in the third quarter and 4 or 5 this quarter. And then the remaining exposure that we have any concerns for are covered through and carved out in our loss reserve.

## 3. Previous 3<sup>rd</sup> Quarter CIT SEC Filing

Specialty Finance

\* The increase in charge-offs for Specialty Finance - Commercial was due largely to **charge-offs taken with respect to leases to customers of NorVergence, Inc.**, a bankrupt vendor currently subject to regulatory investigations. At September 30, 2004, **after taking into account charge-offs and loan loss reserves, the remaining outstandings of NorVergence customers is approximately \$6.0 million.** (emphasis mine)

## **Excerpts: with Full Transcript Following**

The most salient quotations are below. (However, the whole transcript is attached if you want to see the context). All 3 quotations are from the attached transcript regarding:

UNITED STATES DISTRICT COURT

DISTRICT OF NEW JERSEY

CASE NO. 04-4467 (SRC)

November 1, 2004, 402 E. State Street, Trenton, New Jersey

B E F O R E: HONORABLE STANLEY R. CHESLER, USDJ

### **I. Quotation #1**

Starting on Transcript **page 55...**

**Mr. Melodia, CIT Attorney [...]**

17 To hear them describe it, it's unconscionable, per

18 se unconscionable. There should be a per se ruling

19 invalidating it all. But courts time and time again have

20 upheld the appropriateness of exactly this arrangement and,21 in fact, it's been enshrined in  
the UCC and it's been

22 enshrined in the cases that have upheld hell-or-high-water

23 clauses, and the reason for that, your Honor, is the

24 function of leasing companies in our economy is to make it

25 possible for businesses to obtain the use of these goods

### **Page 56**

1 without having to buy them.

**2 What the leasing companies bring to the table is**

**3 not expertise in the product. The value that they add to**

**4 these deals is capital and the willingness to take the risk**

**5 that the customer will be unable to pay. To play that role,**

**6 the expertise that leasing companies develop is in assessing**

**7 credit worthiness and it's not an exact science and there are**

8 plenty of times that we get it wrong and we have to take  
9 losses.

## II. Quotation # 2

Page 69...

Mr. Glickman, Delage Landen Attorney....

24 The other argument they make, your Honor, in terms  
25 of why we can't be holders in due course is that the pricing

Page 70

1 was supposedly disproportionate to the value of the boxes.  
2 Even assuming that that were true, that doesn't mean that  
3 there was a fraud here.  
4 Even if we knew that different prices were being  
5 charged for the boxes, even if we knew that they were having  
6 a substantial markup of the boxes, that doesn't mean we were  
7 on notice of their fraud.

8 They said the fraud is these boxes don't work. It  
9 doesn't mean that we knew that these boxes don't have  
10 anti-slamming technology, which they claim in one of their  
11 affidavits was one of the misrepresentations, and it doesn't  
12 mean that we knew of the alleged misrepresentation that they  
13 also cite that NorVergence lied when it said that other

14 telecommunications carriers would continue to service if

15 NorVergence went bankrupt.

**16 How are we supposed to know any of that stuff even**

**17 if we knew this about the pricing? Nor is there any**

**18 evidence that we did know about the pricing. They say it's**

**19 obvious. Anybody could have figured it out if they went to**

**20 the web, they say.**

21 Well, if that's really true, your Honor, why didn't

22 they figure it out. Why didn't George Jon, the technology

23 company, figure it out?

24 Now, they put in an affidavit from an asserted

25 former NorVergence employee, David Rodriguez, you know, he.....

### **III. Quotation #3**

Page 71....

Glickman continues...

**9 Look at their own papers, your Honor, if you want**

**10 to know how supposedly obvious this fraud was. Let's go**

**11 back to Mr. Bellin again. Mr. Bellin says, I have over 20**

**12 years of experience in the telecom business and I have a**

**13 certification from the unit's manufacturer, Adtran, and I**

**14 conclude that this thing was radically overpriced and how**

**15 did I do it, how did I reach my conclusion?**

**16 I put the box through a test to determine whether**

17 there was proprietary software, hardware or a special  
18 configuration that might warrant the price.  
19 We're expected to do that? We're expected to have  
20 20 years experience like Mr. Bellin and to conduct Mr.  
21 Bellin's tests? So much for the idea that anybody could  
22 figure this out.  
23 They also attach a page in their reply papers from  
24 Adtran's web site discussing various models but there's no  
25 prices there and, in fact, if you look at Adtran's web site,

Page 72

1 they say that what they gave NorVergence was a special  
2 different model. They say Adtran manufactured a special OEM  
3 version, integrated access device for NorVergence, also  
4 known as their Matrix unit, so, it wasn't a question of  
5 simply going to the Adtran site and saying, oh, yes, now I  
6 know what the price is for these units.

1 UNITED STATES DISTRICT COURT  
DISTRICT OF NEW JERSEY  
2 CASE NO. 04-4467 (SRC)

3

4 EXQUISITE CATERERS, LLC, et al., MOTIONS  
on behalf of themselves and all  
5 others similarly situated,

6 Plaintiffs,

7 vs.

8 POPULAR LEASING USA., INC.,  
et al., and DOE CORPS 1-40,

9

Defendants.

10 -----

11 November 1, 2004  
402 E. State Street  
12 Trenton, New Jersey

13

14 B E F O R E: HONORABLE STANLEY R. CHESLER, USDJ

15

16

17 Pursuant to Section 753 Title 28 United States Code, the  
following transcript is certified to be an accurate record  
18 as taken stenographically in the above-entitled proceedings.

19

JACQUELINE KASHMER  
20 Official Court Reporter

21

22

23

JACQUELINE KASHMER, C.S.R., C.R.R.  
OFFICIAL COURT REPORTER

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13 For State of New Jersey

14

1 THE COURT: Well, I guess we better have  
2 appearances by counsel. We'll start off with plaintiffs.

3 MR. GRAIFMAN: Gary Graifman, Kantrowitz, Goldhamer  
4 & Graifman, co-counsel for plaintiffs.

5 MR. GREEN: Michael Green, Law Office of Michael  
6 Scott Green, co-counsel for plaintiffs.

7 MR. GLICKMAN: Good afternoon, your Honor. Alan  
8 Glickman, Schulte, Roth & Zabel, counsel for DeLage.

9 THE COURT: Let me stop you for a second, Mr.  
10 Glickman. Are you going to be doing the main argument?

11 MR. GLICKMAN: We tried to divide it up, your  
12 Honor, so, I will be doing a substantial portion of it but  
13 there will be others as well.

14 MR. MELODIA: Mark Melodia from Reed Smith in  
15 Princeton representing CIT Technology Financing Services,  
16 Inc.

17 MS. BETTINO. Good afternoon, your Honor. Diane  
18 Bettino from the law firm of Reed Smith, also on behalf of  
19 CIT.

20 MR. LEVY: Your Honor, my name is Robert Levy from  
21 the law firm of Scarinci & Hollenbeck, representing the

22 defendant Interchange Capital.

23 MR. SIEGEL: Andrew Siegel, Peretore & Peretore,

24 representing Lackland Bank.

25 MR. HART: Bruce Hart, Hogan & Hartson, Wells Fargo

7

1 Financial Leasing.

2 MR. CURTIN: Tom Curtin, Graham, Curtin & Sheridan,

3 also for Wells Fargo.

4 MR. COONER: Good afternoon, your Honor. David

5 Cooner from McCarter & English for defendant DeLage Landen.

6 MR. LaSALLE: Good afternoon, your Honor. Frank

7 LaSalle from Schulte, Roth & Zabel, DeLage Landen Financial

8 Services.

9 MS. ROPER: Good afternoon. Mary Catherine Roper,

10 from Drinker, Biddle & Reath. We represent ABB Financial

11 and also General Electric Capital Corporation. I brought

12 with me David Antczak and Alex Haldeman, also from Drinker,

13 Biddle.

14 MR. MANNING: Francis Manning, Stradley, Ronon,

15 Stevens & Young, for Court Square Leasing, along with Pam  
16 Conover, Whiteford, Taylor & Preston.

17 MR. KARLIN: Good afternoon, your Honor. Steven  
18 Karlin, Platzer, Swergold, Karlin, for defendant IFC Credit  
19 Corp.

20 MR. DUBE: Good afternoon, your Honor. Michael  
21 Dube from the law firm of Sherman, Silverstein, Kohl, Rose &  
22 Podolsky for the co-defendant First Lease, Incorporated.

23 MR. VAN OORT: Your Honor, Aaron Van Oort from  
24 Faegre & Benson. We represent Lyon Financial Services,  
25 which does business as U.S. Bancorp Business Equipment

1 Finance Group.

2 MR. DEEB: Good afternoon, your Honor. Peter Deeb,  
3 Frey, Petrakis, Deeb, Blum, Briggs & Mitts. I'm here today  
4 on behalf of Popular Leasing, Studebaker Worthington,  
5 Sterling Bank, Liberty Bank, Dolphin Capital, ILC, Alpha  
6 Financial doing business as OFC Capital, Preferred Capital,  
7 Celtic Bank, Crown Bank Leasing, Commerce Commercial

8 Leasing, and Irwin Business Finance.

9 Your Honor, I have also Christine McGuigan from the  
10 firm with me today.

11 MR. SCHWARTZ: Good afternoon, your Honor. Frank  
12 Schwartz of the firm of Flamm, Boroff & Bacine, representing  
13 Patriot Commercial Lease.

14 MR. WEISENBECK: Good afternoon, your Honor.  
15 Thomas Weisenbeck from Bressler, Amery & Ross, representing  
16 BB&T Leasing Corporation.

17 MR. CAPASSO: Good afternoon, your Honor. I'm  
18 Armando Capasso, Ballard, Spahr, Andrews & Ingersoll,  
19 representing TCF Leasing.

20 MR. PERLMUTTER: Randy Perlmutter, Kantrowitz,  
21 Goldhamer & Graifman, also here, co-counsel for the  
22 plaintiffs.

23 THE COURT: Is that it? All right. I'm sorry,  
24 yes.

25 MR. RABINOWITZ: I'm Deputy Attorney General Joshua

1 Rabinowitz, representing the Attorney General of the State  
2 of New Jersey. We submitted an application.

3 THE COURT: I have your amicus brief. Now, it's a  
4 little bit weird because your motion to appear amicus is  
5 returnable December 1st.

6 MR. RABINOWITZ: Sixth actually.

7 THE COURT: The sixth. On the other hand, I  
8 presume somebody would like me to decide whether or not a  
9 preliminary -- a TRO should be issued a little bit earlier  
10 than that but, at any rate, look, I mean, I have read the  
11 brief, all right, and if there are any issues which  
12 defendants see in that which they think requires some  
13 further submissions, I'll be glad to hear from them with  
14 regard to it. Okay.

15 At this point let me hear from plaintiffs.

16 MR. GRAIFMAN: Good afternoon, your Honor. This  
17 case arises out of one of the largest frauds ever  
18 perpetrated on small businesses throughout this country  
19 involving the mechanism of equipment leasing.

20 The equipment involved in this case is the Matrix  
21 box, which was sold by NorVergence. This was a  
22 high-tech-looking box which was supposed to channel phone  
23 calls to the method that was the most cost effective and the

24 least expensive. However, as we now know, it didn't do that  
25 or anything else. It was essentially an ordinary telephone

10

1 router that was made by a company called Adtran, which sold  
2 it as two models, one for \$400 and one for \$1200. Matrix --  
3 I'm sorry -- NorVergence simply took the Matrix name and  
4 slapped it onto the Adtran product.

5       With claims of substantial savings and using slick  
6 promotional material and with the aid of equipment lease  
7 financing, NorVergence was able to sell this equipment for  
8 on average 30- to \$40,000 and sometimes as high as \$250,000  
9 for the so-called Matrix box.

10       THE COURT: Okay. Mr. -- is it Greisman or  
11 Graifman?

12       MR. GRAIFMAN: Graifman.

13       THE COURT: Mr. Graifman. Okay. Mr. Graifman,  
14 now, there was an equipment lease which was executed, which  
15 at least on its face purported to simply cover lease  
16 payments on the Matrix box or whatever it is.

17 Now, there was a separate service agreement that  
18 was routinely executed in connection --

19 MR. GRAIFMAN: Separate service agreement.

20 THE COURT: -- which called for separate payments  
21 to be made under the service agreement.

22 MR. GRAIFMAN: I'm not so sure about that, your  
23 Honor. I think everything was bundled into one lease  
24 payment as far as my understanding is and was all -- and all  
25 in price in which there was a lease amount.

11

1 THE COURT: Okay. So that the service agreement  
2 did not contain a service fee.

3 MR. GRAIFMAN: Well, it may have contained -- I'm  
4 not sure. It may have contained some servicing. Mr. Green,  
5 who is my co-counsel --

6 MR. GREEN: If I might, your Honor, there were  
7 payments to NorVergence for services. In addition, it was a  
8 separate payment for the equipment lease.

9 THE COURT: Okay. That's what I --

10 MR. GREEN: Our contention is that the service --

11 THE COURT: I understand what your contention is  
12 but, first of all, I'm trying to get some idea of what the  
13 paperwork is here and, apparently, then there is one set of  
14 paper which in fact constitutes at least on its face an  
15 equipment lease and another document which on its face  
16 purports to be a service agreement and calls for payments  
17 under the service agreement. That is correct, Mr. Green?

18 MR. GREEN: Correct.

19 THE COURT: Okay. Go ahead.

20 MR. GRAIFMAN: Now, in this case, these defendants  
21 did not take assignment of these leases after they were  
22 signed and simply become a new party in the transaction or  
23 they did not -- they did not obtain and purchase leases from  
24 NorVergence itself.

25 What happened here is that these defendants and

1 NorVergence arranged in advance that the defendants, the  
2 leasing companies, would run the finance operation side of

3 NorVergence's operations. Essentially what happened is you  
4 had in form a lease with a NorVergence name on it but in  
5 substance and in practice, in fact, it was the leasing  
6 companies who were involved in the integral aspects of the  
7 actual lease finance.

8       For example, when a customer signed a credit  
9 application or a lease application, that lease application  
10 would go to the lease finance company, and if your Honor had  
11 looked at any of those master agreements between NorVergence  
12 and the leasing companies of which we've submitted about  
13 three, I believe three of them so far, you would see that it  
14 says right in there that NorVergence from time to time shall  
15 submit credit applications of customers to the leasing  
16 company for review and approval.

17       So, they get the credit application, they review  
18 it, they approve it. They run the credit history on the  
19 client. They are the ones who approve the credit and  
20 approve the actual lease. It's only then --

21       THE COURT: So that argument -- so those facts at  
22 least arguably lead to a conclusion that this does not  
23 constitute a finance lease under the UCC.

24       MR. GRAIFMAN: Correct. Not a finance and also not  
25 a holder in due course.

1 THE COURT: Okay. Now, all these leases have  
2 provisions in them which are popularly referred to in the  
3 industry as hell-or-high-water clauses which, apart from the  
4 UCC, purport essentially to give these leases the same  
5 functional qualities of negotiable commercial paper.

6 Correct?

7 MR. GRAIFMAN: That's what it purports to, subject  
8 to the UCC provision on hell-or-high-water clauses, which if  
9 your Honor wants, I can --

10 THE COURT: Yes.

11 MR. GRAIFMAN: -- expand on. Well, this gets us a  
12 little into the holder-in-due-course aspect of what I was  
13 going to present but essentially what happened, in New  
14 Jersey there is a provision 9-403, and under 9-403 it says  
15 that these hell-or-high-water clauses, that is the clause  
16 that says that the defenses or claims cannot be asserted  
17 against the assignee, require that the assignee be a holder  
18 in due course because that clause says that the clause is

19 operative, the contractual clause is operative if the  
20 assignee takes full value, takes in good faith, has no  
21 notice or knowledge of defenses.

22 THE COURT: Which is the same even if it was a UCC  
23 finance clause. If you weren't the holder in due course,  
24 you'd still be subject to the defenses that the purchaser  
25 would have against the assignor. Right?

14

1 MR. GRAIFMAN: Right, correct. The statute --

2 THE COURT: To get protection, you have to be a  
3 holder in due course.

4 MR. GRAIFMAN: Absolutely. In addition to that,  
5 that same section says that, nonetheless, any assignee still  
6 subject to the defenses that a holder in due course would  
7 be, and that would be the provision 9-403(c), and basically  
8 that takes us back to the so-called what we call real  
9 defenses, that is, the defense that could be assertable  
10 against someone, whether they're a holder in due course or  
11 not, and in this case, as your Honor I'm sure has seen in

12 our papers, we are arguing that the violations of the CFA  
13 here which we claim have existed make these contracts  
14 illegal and unenforceable.

15 The CFA, of course, says that any act, practice or  
16 employment by any person of an unconscionable commercial  
17 practice, fraud, fraudulent pretense, etc., is unlawful.

18 The fact that the CFA makes these contracts, makes a  
19 contract that's obtained by fraud, false pretenses or  
20 knowing concealment unlawful makes these illegal under that  
21 provision.

22 THE COURT: Now, let me see if I understand. The  
23 Attorney General's Office has also submitted a submission on  
24 this. Do I understand your argument to be that if I put  
25 into a commercial contract a venue clause, a forum selection

15

1 clause and a choice of law clause which are subsequently  
2 deemed to be unconscionable, that not only are they  
3 unenforceable but the entire contract is unenforceable?

4 MR. GRAIFMAN: No, no, I'm not saying that within

5 the context of this argument. What I'm saying is it's  
6 really a two-step process in that analysis. One step is, is  
7 the contract illegal and unenforceable, period. If it is,  
8 then they can't enforce any provision of the contract and we  
9 get back to your basic choice of law provision under the  
10 federal law which would be to look to New Jersey, which  
11 would be a governmental interest analysis.

12       However, if you look within -- the second step  
13 would be, okay, the contract itself is not or at this time  
14 I'm not prepared to say that the contract -- if your Honor  
15 says you're not prepared to say that the contract is in  
16 itself unenforceable based on the CFA, the Consumer Fraud  
17 Act, you look to the clause. We are saying that  
18 alternatively and, nonetheless, if you look at this forum  
19 selection clause, it really has two parts to it.

20       Part one, the applicable law will be the law of the  
21 rentor, with an "o-r" at the end, meaning NorVergence, and  
22 everybody who signs the contract presumably was aware or has  
23 knowledge, has information available that they could know  
24 that NorVergence is a New Jersey company which would make  
25 the law New Jersey.

1           The second part of that clause said, however, if we  
2 assign this contract to somebody, to another company, the  
3 law of the -- the principal place of business of the  
4 assignee will be the law that will control.

5           Now, that clause we contend is unconscionable and  
6 does not meet the standard in New Jersey under the Copelco  
7 case which is that two parts. You have to show that the  
8 consumer at the time they signed it had knowledge or notice  
9 of what jurisdiction they were going to be going in and it's  
10 a requirement of reasonableness, and under the Copelco case,  
11 the court found that this rather similar language to the one  
12 in Copelco did not meet either of those two branches, and  
13 the reason was when you sign the contract, you don't know  
14 that it's going to be assigned. You don't know where the  
15 assignee is going to be located. You assume that you're  
16 dealing with a set of laws in New Jersey and suddenly now  
17 you're in Missouri and you're being sued in a place in  
18 Missouri when you had no idea the contract was even assigned  
19 or, if you did, you didn't know what jurisdiction it was  
20 going to be. It's a clear notice violation with respect to

21 that type of jurisdictional clause.

22 THE COURT: On the other hand, the district court

23 in Danka Funding upheld such a clause.

24 MR. GRAIFMAN: Well, in Danka Funding, first of

25 all, that case was decided before Copelco and I think the

17

1 Danka Funding court was looking at the New Jersey law in the

2 absence of Copelco. Had it had Copelco to rely on, I doubt

3 the court would have come up with the same conclusion that

4 it did. I mean, Copelco was decided after Danka.

5 The second thing, in reading the decision, I see

6 the court noted three or four times that the defendants in

7 that case were a New Jersey -- I'm sorry -- were a, I

8 believe it was Atlanta or Georgia law firm and should have

9 known better, and I think that they were influenced on a

10 practical level by the fact that they were dealing in that

11 specific case with a law firm who had signed the contract.

12 I'm just reading into the decision a little, I know, but --

13 THE COURT: But wouldn't that argue at least in

14 terms of how that court viewed the issue that  
15 unconscionability of a clause ends up being determined not  
16 on a blanket basis but, in fact, based upon the specific  
17 facts of the case, the sophistication of the parties, the  
18 relative bargaining power of the parties in that particular  
19 situation and so on?

20 MR. GRAIFMAN: Well, I think in Danka, I think  
21 there was some of that involved, but Danka was a single  
22 plaintiff, and in Copelco that didn't take place.

23 In Copelco it was clear that the court looked at  
24 the clause and said this type of clause does not meet the  
25 notice or the reasonable requirements. I don't believe that

1 the Danka court used that two-prong test. If it did, it  
2 certainly didn't apply it in the same way as Copelco.

3 I think this Court sitting and looking at the case  
4 that we have in front of us should take this clause and if  
5 you take the circumstances as to what was sold here and what  
6 kind of fraud was perpetrated, I think that the

7 circumstances of the case certainly demonstrate that there  
8 was no notice and that this was not reasonable to apply this  
9 clause to 11,000 people who were going to now be sued in  
10 jurisdictions that are far and away from where they are in  
11 the most part.

12 THE COURT: Well, one problem which strikes me is  
13 this. I have no idea whether or not this clause will be  
14 applied with regard to 11,000 people. In short, when I look  
15 at the papers in front of me, there seems to be this  
16 assumption that the only jurisdiction which has an  
17 enlightened view of the rights of purchasers, the lessees  
18 and equipment contract and so on, would be New Jersey and  
19 that, for example, Florida, where apparently any number of  
20 the lessees are located, would not be protected in Florida.

21 It might very well be, for example, that the  
22 Florida view, including choice of law and unconscionability  
23 analysis, might be much more favorable than New Jersey's  
24 view.

25 MR. GRAIFMAN: I don't think, if I may, your Honor,

1 I don't think we're necessarily -- although I think New  
2 Jersey does have a rather enlightened view, I must say, but  
3 I don't think that New Jersey is the only place.

4 I think the question really here is that you have  
5 these small businesses being sued and we've submitted to  
6 your Honor the docket sheets to show that this is, in fact,  
7 the case, sued in places that are rather far away from where  
8 they are located, which is a very onerous and oppressive  
9 type of litigation tactic that was designed to prevent them  
10 from being able to pursue a remedy legitimately in the  
11 locale where they either originally agreed, which would be  
12 New Jersey --

13 THE COURT: Well, of course, I mean, let's get to  
14 some of the more fundamental issues here then. Let's assume  
15 arguendo and, first of all, that what NorVergence did was  
16 one of the most egregious consumer frauds that ever  
17 occurred. I'm assuming it because, quite frankly, all I've  
18 got is, you know, your submissions. They are certainly not  
19 voluminous.

20 There appear to be some service managers or sales  
21 managers who submitted some affidavits, but it's rather  
22 clear that, you know, what happened here is going to be

23 something much more developed in terms of what NorVergence  
24 did. But I've got these folks out there and they've been  
25 suing. You keep on giving me docket sheets. They've

20

1 submitted case law for the proposition that with regard to  
2 the people who have been sued, there's nothing that this  
3 Court can do, that the Anti-Injunction Act bars me from  
4 enjoining those lawsuits.

5 MR. GRAIFMAN: I think the Anti-Injunction statute  
6 does bar or we're certainly willing to concede for the  
7 purposes of this argument that this Court could not or would  
8 not enjoin another court from proceeding. However, what it  
9 can do is enjoin these defendants from pursuing the  
10 enforcement of this contract which we claim, and we believe  
11 we made a fair showing of, is unenforceable, and if that  
12 includes suing somebody, then this Court can certainly  
13 enjoin them from so doing.

14 THE COURT: And where they have started suit, what  
15 can the Court do?

16 MR. GRAIFMAN: Where they've started suit, I  
17 believe that this Court can enjoin them from continuing  
18 without necessarily enjoining another court. If another  
19 court decides to say, well, I'm going to go ahead regardless  
20 of what Judge Chesler says, then I agree that this Court  
21 can't do anything.

22 THE COURT: Have you checked their authority? Did  
23 you check Atlanta Coastline Railroad Company vs. The Board  
24 of Locomotive Engineers, 398 U.S. 281 at 287, 90 Supreme  
25 Court 1739?

21

1 MR. GRAIFMAN: Well, we're aware of their claim,  
2 yes.

3 THE COURT: Have you checked the case?

4 MR. GRAIFMAN: Yes. Well, Mr. Green, in fact,  
5 dealt with the anti-injunction portion. If you want, he can  
6 deal with the specifics of the case.

7 THE COURT: Mr. Green, can I enjoin a party who is  
8 a party in an existing lawsuit in state court from

9 proceeding with that lawsuit?

10 MR. GRAIFMAN: Again, your Honor, we are not  
11 necessarily saying you can enjoin them from proceeding in  
12 the lawsuit. What we are saying is you can enjoin them from  
13 enforcement of the contract. Okay.

14 THE COURT: Once they've started a lawsuit?

15 MR. GRAIFMAN: Well, I think what would happen is  
16 the defendant would have to go into court in Texas or  
17 Missouri and say they've been enjoined from starting a  
18 lawsuit. This Court can now enjoin them from continuing in  
19 this lawsuit until the action in New Jersey has been  
20 resolved. It may be a two-step process.

21 THE COURT: Mr. Green --

22 MR. GREEN: I would agree with my co-counsel but,  
23 your Honor, again, it all comes down to whether or not they  
24 can enforce the contract.

25 THE COURT: Look, the Anti-Injunction Act has been

2 only barring a court from enjoining another court, but it  
3 cannot be done indirectly by enjoining the parties to an  
4 existing lawsuit from proceeding with that lawsuit, and the  
5 case which I just cited stands for that proposition in the  
6 Third Circuit.

7 The Third Circuit in *In Re Diet Drugs* reported at  
8 282 F. 3d. 220, Third Circuit 2002, at, let's see, looks  
9 like page 233, cited right back to it. For lawsuits which  
10 have been filed, there is nothing which --

11 MR. GRAIFMAN: We've said that in our reply papers,  
12 that we do not ask this Court to enjoin the lawsuits --

13 THE COURT: Or the parties --

14 MR. GRAIFMAN: Well --

15 THE COURT: -- in those lawsuits.

16 MR. GRAIFMAN: You can certainly enjoin them from  
17 enforcing the contracts. Now, whether --

18 THE COURT: If they are in a lawsuit?

19 MR. GRAIFMAN: Well, first of all, not all of these  
20 have been commenced.

21 THE COURT: But I'm talking about the ones which  
22 are in lawsuits.

23 MR. GRAIFMAN: Well, I mean, if those need to be  
24 excluded, then, I mean, certainly the extent of your Honor's

25 power to enjoin them from commencing -- well, from enforcing

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1 the contract in any manner, which means threatening a  
2 lawsuit, can be --

3 THE COURT: Where there is a suit which has already  
4 been initiated, the law is clear. This Court simply does  
5 not have the power to enjoin the parties from proceeding  
6 with that lawsuit, nor enjoin the court from proceeding with  
7 that lawsuit, nor do anything to stay that lawsuit unless it  
8 is to protect the jurisdiction of this Court or to  
9 effectuate its judgments, and those are the only two  
10 exceptions to the Anti-Injunction Act which have been  
11 recognized by the U.S. Supreme Court.

12 MR. GRAIFMAN: Right. And which is, again, why we  
13 in our reply papers backed away from any suggestion that we  
14 were asking this Court to enjoin the lawsuits themselves.

15 THE COURT: But you told me you wanted me to enjoin  
16 the parties.

17 MR. GRAIFMAN: Well, you can certainly enjoin the

18 parties who have not yet started suit. Now, obviously, when  
19 the defendants found out we were going to bring this action,  
20 they rushed out and they started a substantial number of the  
21 lawsuits, as your Honor can see. However, not everybody has  
22 been sued. There are some people who have been ordered to  
23 prevent themselves from being sued, have either tried to  
24 make some payments under protest or have done whatever they  
25 can to try to delay being sued legitimately, so, certainly

24

1 you have a body of consumers out there.

2 Now that we've kind of removed those who are  
3 currently being sued, there's a large body of consumers out  
4 there who have not yet been sued who certainly can benefit  
5 from the exercise of this Court's injunctive powers if, in  
6 fact, in this case we prove that we're entitled to  
7 injunctive relief under the three-prong test.

8 THE COURT: Now, by the way, part of your suit is  
9 predicated upon the FTC Holder rule.

10 MR. GRAIFMAN: Well, our original complaint was --

11 there was a claim under the FTC Holder rule on the basis of  
12 the fact that some of the class members and plaintiffs or  
13 almost all the class members and plaintiffs have signed  
14 personal guarantees and were personally liable.

15       However, I will tell your Honor at this point in  
16 time, and I think you could see from our reply papers, the  
17 primary focus of our suit is the CFA because we don't  
18 believe that the FTC Holder rule will apply to the  
19 plaintiffs at this stage. However, the Federal Unfair Trade  
20 Practices Act may apply through the CFA to the plaintiffs in  
21 this case, but we're not arguing --

22       THE COURT: Have you dismissed your FTC Holder  
23 claims?

24       MR. GRAIFMAN: We haven't dismissed them yet, nor  
25 has the time for the defendants to move come, and we may

1 work that out with them prior to that time. But right now  
2 our claim, our primary claim on likelihood of success would  
3 be the consumer fraud claims, the Consumer Fraud Act claims,

4 not the FTC Holder rule claims because even --  
5 notwithstanding the fact that we're dealing with consumers  
6 that are being personally sued, we had a problem with the  
7 way that consumer is described under the FTC Holder rule.

8       You don't have that problem under the Consumer  
9 Fraud Act because consumer clearly under the Consumer Fraud  
10 Act includes businesses and certainly would include small  
11 businesses that are involved in this case, so, we contend  
12 that and we've asserted in our papers that the activity that  
13 we're alleging in this case on the part of NorVergence would  
14 be a violation of the Consumer Fraud Act and that,  
15 therefore, we would, with respect to the success --  
16 likelihood of success on the merits, certainly be entitled  
17 to prevail on that claim with respect to NorVergence.

18       Now, the next question that obviously leaps from  
19 that is, well, do these people stand in the shoes of  
20 NorVergence or are they holders in due course? If they're  
21 holders in due course, then obviously, they can claim,  
22 unless we can show it's one of the real defenses, they can  
23 claim that they're immune from a consumer fraud claim.

24       Now, we contend that on the facts of this case they  
25 are not holders in due course. As I said, to be holders in

1 due course, they need to show that they acquired the paper  
2 for value without notice or knowledge of a defense and in  
3 good faith, and we contend that they cannot show good faith  
4 and they cannot show that they took it without notice or  
5 knowledge because in this case they were involved, as I  
6 mentioned, in the actual leasing process, in approving the  
7 leases and in many cases they even signed the NorVergence  
8 agreement on behalf of NorVergence.

9 **What was existing here was what is known as a**  
10 **private label agreement; that is, that NorVergence's name**  
11 **was on the lease agreement but, in fact, all of the**  
12 **processing and all of the operation of it, including review**  
13 **of the application, approval of the application, running the**  
14 **consumer's credit, was all done by the leasing company.**  
15 **They were too integrally involved to become holders in due**  
16 **course here.**

17 Under the General Investment vs. Angelini case and  
18 the Westfield Investments case, which we have cited to your  
19 Honor, the defendants here have so much of an involvement

20 here that they could not have possibly been on -- without  
21 notice of the fact that there was substantial irregularities  
22 here. We've also cited to your Honor --

23 THE COURT: What I'm wondering about is, if you  
24 have a piece of evidence with regard to defendant A, a piece  
25 of evidence with regard to defendant B, how many defendants

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1 do I have in this case?

2 MR. GRAIFMAN: 26.

3 THE COURT: You're asking me to enjoin every single  
4 one of them. All right. Now, they aren't a class. They  
5 are a bunch of individual defendants. Have you submitted  
6 evidence to me with regard to every single one of them which  
7 is sufficient to show, even if it's albeit circumstantially,  
8 that none of them will be able to have holder-in-due-course  
9 status?

10 **You start off with the fact that they paid value.**

11 **That much appears to be true. Correct?**

12 **MR. GRAIFMAN: We're not arguing the value.**

13           **THE COURT: Okay. In short, what appears to be is**  
14 **they bought these leases at discount, which is what**  
15 **equipment leasing companies do. Right?**

16           MR. GRAIFMAN: Right. But in this case they were  
17 actually involved in the process from day one.

18           THE COURT: Okay. But they're not involved, at  
19 least in terms of the evidence in front of me, in  
20 NorVergence's alleged scam.

21           MR. GRAIFMAN: Not the sales part.

22           THE COURT: At least not as far as the evidence  
23 which has been demonstrated to me. Correct?

24           MR. GRAIFMAN: Correct.

25           THE COURT: They don't have salesmen with scripts

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1 out there. There's no evidence that they knew about the  
2 salesmen with scripts. They don't know -- and there's no  
3 evidence that they knew about the service managers who, you  
4 know, who feel that they are in fact defrauding people. So,  
5 what is it that they are, if they've given to value, **what do**

**6 I have with regard to all of them with regard to each which  
7 shows they took with notice and not in good faith?**

8 MR. GRAIFMAN: Before I explain the facts, I'd like  
9 to just quote from the Angelini court, which is one of the  
10 cases that we cite and in which the court stated, One who  
11 takes a negotiable instrument is required to inquire about  
12 possible defenses when it has knowledge of circumstances  
13 such that the **party's failure to inquire reveals a  
14 deliberate attempt to evade knowledge because of a fear that  
15 investigation would disclose a defense arising from the  
16 transaction, which in simple legal jargon would be if I put  
17 my head in the sand, what I don't know won't hurt me  
18 principle, essentially is what they're saying.**

19 THE COURT: Or arguably in more legalistic terms,  
20 **that inquiry notice is sufficient.**

21 MR. GRAIFMAN: Correct.

22 THE COURT: Perhaps.

23 MR. GRAIFMAN: Certain level of inquiry notice is  
24 sufficient. And we've also submitted, by the way, an  
25 affidavit of an expert in the leasing field who's a

1 certified leasing professional, Kenneth Goodman, who has  
2 stated where a leasing company, a license finance company is  
3 taking the same leases on the same equipment for hundreds  
4 and thousands of leases, **there is a duty of due diligence**  
5 **and that these leasing companies have failed to do even a**  
6 **modicum of due diligence relating to this.**

7 Now, getting back to the factual side as to what  
8 they would have known had they done even a modicum of due  
9 diligence, they would have known that the Matrix equipment  
10 which was sold to customers for tens of thousand of dollars  
11 was really an Adtran routing box that sold for 450.

12 **If they had just looked at the equipment, they**  
13 **would have known that the leases for the same equipment from**  
14 **lease to lease varied radically in price or with these**  
15 **leases, that there was just a wide fluctuation of the price.**  
16 **If they only looked at the leases, they would have known**  
17 **that there was a high rate of default.**

18 THE COURT: Let me stop you there, and I haven't  
19 taken a close look. All right. Do the leases tell that the  
20 paper that's assigned to these leasing companies show the  
21 number of units that have been --

22 MR. GRAIFMAN: Well, we have one right here, for  
23 example. This one is for one Matrix Soho box for \$374,  
24 which, by the way, is signed by NorVergence. It was signed  
25 by Erin Buchanan, who happens to also be the person that

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1 sends a letter on Popular Leasing letterhead, which means  
2 that Popular Leasing in this instance was actually signing  
3 the NorVergence leases, and we have a number of these signed  
4 by Miss Buchanan.

5 Here's another Matrix Soho, the same unit, for a  
6 \$190, and basically had the same unit for varying prices.  
7 These are monthly -- this is a monthly price, so, when you  
8 add it up, it's a substantial difference between \$190 and  
9 \$374 over the rental term of, I believe it's 60 months.

10 So, you're talking about -- I mean, that's a good  
11 graphic example of the same piece of equipment signed by the  
12 person, same person from NorVergence -- I mean, I'm sorry --  
13 from Popular Leasing. She's looking at hundreds of leases,  
14 thousands of leases maybe and she or Popular Leasing doesn't

15 even consider the fact that why are these so varying in  
16 price.

17 **That would put them on notice that there was**  
18 **substantial irregularities going on and then if they went to**  
19 **the next step and looked at what is this equipment that**  
20 **they're charging different prices, they'd find out that it's**  
21 **actually a \$450 telephone router.**

22 THE COURT: Let me ask you this question, though.

23 If I am actually Popular Leasing, **why do I look at that?**

24 MR. GRAIFMAN: Why do you look at --

25 THE COURT: Yes. Why did I look at the prices?

1 MR. GRAIFMAN: Well, you're signing the lease on

2 behalf of NorVergence. Why wouldn't you?

3 THE COURT: This lady, obviously -- let's put it

4 this way. Popular Leasing in this particular circumstance

5 may very well have a problem being a holder in due course

6 since their employee seems to have signed the lease. But

7 let's take a situation in which the leasing company's

8 employee has not signed the lease. Why does the leasing  
9 company look at that?

10 MR. GRAIFMAN: Well, because I think that the law  
11 as I related in Angelini and as stated in Westfield and our  
12 expert has stated, says that when they're taking the tens or  
13 hundreds or thousands of the same lease and the same lease  
14 on the same lease agreement, they are required to do some  
15 due diligence.

16 THE COURT: And what was his authority for that?

17 MR. GRAIFMAN: Well, I just cited substantial  
18 authority.

19 THE COURT: No, no. Your expert's opinion that  
20 this is -- that they are supposed to do that.

21 MR. GRAIFMAN: Well, his opinion, I believe, is  
22 based -- my understanding is that to be a certified leasing  
23 professional, you have to go through a certain test and  
24 there are certain code of conduct and code of ethics that  
25 is --

**1 THE COURT: But what I'm wondering about, you know,**  
**2 in short, if I'm a leasing company, one of the things which**  
**3 would be normal, I would expect, is that I've written the**  
**4 collateral off the moment it was delivered to the customer,**  
**5 that, in fact, what is involved here is the underwriting**  
**6 process of the creditworthiness of the lessee because, at**  
**7 least the way I understand this industry is, the collateral**  
**8 not infrequently is worth about two cents on the dollar the**  
**9 moment it's turned over to the customer.**

10 MR. GRAIFMAN: Well, I mean, certainly the fact  
11 that they were in the process from the inception, they were  
12 not simply taking assignment of leases that had been signed  
13 up by NorVergence but they were in the process of actually  
14 facilitating this financing process for NorVergence requires  
15 a higher standard than merely somebody who just comes into  
16 the picture after the fact and takes assignment of a hundred  
17 or two hundred leases, because they are involved in the  
18 process of checking the applications.

19 I mean, they're getting paid a lot of money in  
20 return theoretically for a large numbers of leases. It's  
21 beholden on them to make sure that the process is okay.  
22 That's what the Angelini court says and that's what the  
23 Westfield court says. I mean, in Westfield the language is

24 very similar.

25 THE COURT: You know something, let me cut to at

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1 least what I see as the most vexing problem in your  
2 application apart from the Anti-Injunction Act, irreparable  
3 harm. In short, your argument to me is that the proposed  
4 class in this case suffers irreparable harm by being sued  
5 and having to defend the lawsuit.

6 MR. GRAIFMAN: That's part of it.

7 THE COURT: You know something --

8 MR. GRAIFMAN: That's part of it, not being sued  
9 generically but being sued in a foreign jurisdiction  
10 hundreds of miles away where they either cannot defend  
11 properly or they have to pay substantial amount in terms of  
12 the fact that there's long distance involved.

13 The other thing that's involved in that, though, is  
14 ruination of credit which these companies are small  
15 companies. They rely on their credit. They spent -- most  
16 of them worked have very hard to build up their credit. I

17 mean, you get a no-pay, your credit is ruined. You get a  
18 lawsuit, your credit is ruined. I mean, that's irreparable  
19 harm that can't be refunded to them in the form of money.

20 THE COURT: Why can't it? I mean, there's the Fair  
21 Credit Reporting Act. There are all sorts of other remedies  
22 available to the consumers and businesses, aren't there?

23 MR. GRAIFMAN: Well, I mean, there may be reporting  
24 act requirements but, nonetheless, if they can still  
25 follow -- I mean, here you would have -- you could

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1 conceivably have a no-pay on a lease that doesn't work and  
2 was acquired by fraud which is subject to the CFA and you  
3 could still have a credit mark done legitimately vis-a-vis a  
4 credit reporting company.

5 Yes, you can put in your response to it and that  
6 would also be noted on the record.

7 THE COURT: Looking through your papers, I haven't  
8 seen any case cited which stands for the proposition that  
9 someone being sued and defending that, having the ability to

10 defend that lawsuit somewhere constitutes irreparable harm.

11 Now, is there authority for that proposition?

12 MR. GRAIFMAN: Well, I think there are certainly

13 cases that have held that ruination of credit would

14 constitute irreparable harm and I know certainly there are

15 cases that found that even where there's potential monetary

16 damages but there's a likelihood of no recovery, that

17 injunction would issue.

18 THE COURT: What case is that?

19 MR. GRAIFMAN: Well, I mean, in the Compton case I

20 think your Honor found that there was no likelihood that the

21 money could be recovered even though the plaintiff I think

22 was seeking \$750,000. If the money were gone, they couldn't

23 recover it and, therefore, sometimes even a case where

24 they're seeking monetary damages could constitute

25 irreparable harm.

1 THE COURT: Mr. Graifman, my opinion in the Compton

2 Press case relied upon the Third Circuit's decision in

3 Hoxworth v. Blinder, Robinson & Company, 903 F.2d 186, Third  
4 Circuit 1990, which stood for the proposition that the  
5 prospect of an unsatisfied money judgment can under  
6 appropriate circumstances constitute irreparable injury for  
7 the purposes of granting a preliminary injunction.

8 MR. GRAIFMAN: Correct. So, even --

9 THE COURT: Mr. Graifman, in 1999 the United States  
10 Supreme Court at Grupo Mexicano de DeSarrolo vs. Alliance  
11 Bond Fund, 527 U.S. 308 ruled that an injunction may not be  
12 issued by a district court in order to secure funds to  
13 ensure payment of an action at law for money damages. So,  
14 while my decision was remarkably brilliant in 1990, it's  
15 less brilliant in 2004 in light of the Supreme Court's  
16 decision.

17 MR. GRAIFMAN: Well, I'm citing it by analogy to  
18 show, I mean, because we don't have that exact situation  
19 here, obviously, but what I was showing was that even under  
20 circumstances where there may be money -- that money may be  
21 the remedy, sometimes the remedy is still out of reach.

22 I don't have a case to cite off the top of my head  
23 as we're standing here to the proposition that the fact that  
24 you may be sued in a foreign jurisdiction would constitute  
25 irreparable harm. I think it's a proposition that stands to

1 reason that money damages is not a remedy for that. If, in  
2 fact, you are wrongfully sued under this contract because  
3 the contract itself is fraudulently obtained and they are  
4 not a holder in due course, the question is should they be  
5 enjoined from suing somebody in a foreign jurisdiction  
6 before they started suing and the potential ruin of credit  
7 that goes along with that.

8       THE COURT: Let me pose a hypothetical to you.  
9 Forget about the fact that the genesis of this is an  
10 allegedly rather large scale fraud. Instead, there aren't  
11 these thousands of victims. Instead, there's you and you  
12 got conned by these folks over at NorVergence. Your law  
13 firm dealt with this wonderful salesman who said that, buy  
14 my black box or lease it and you're going to be able to get  
15 cell phone prices reduced and your DSL reduced and your  
16 telephone reduced.

17       So, you did it and you signed this thing up and it  
18 had a floating forum selection clause and a floating choice

19 of law clause, and you had the opportunity to read it. It  
20 was a busy day for you. You had some other lawsuits which  
21 you had to pursue. You signed it and, lo and behold,  
22 NorVergence went belly up and then you got a dunning letter  
23 from a leasing company out in Waukegan, Illinois, forget all  
24 the other people here, just you and that leasing company and  
25 the fact that you've been scammed by NorVergence.

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1 Have you got a suit for injunctive relief in New  
2 Jersey barring that leasing company from seeking to collect  
3 and seeking to litigate whether or not they are a holder in  
4 due course or otherwise are entitled to collect on your  
5 lease out in Waukegan, Illinois?

6 MR. GRAIFMAN: The answer --

7 THE COURT: That's the core issue here, isn't it?

8 MR. GRAIFMAN: Well, with respect to the forum  
9 selection clause, it is the core issue. And I think with  
10 respect to the forum selection clause, I think the answer is  
11 that clause, what we would do and what we are doing is

12 stating that that clause itself is unconscionable under New  
13 Jersey law, it's unreasonable under New Jersey law and it  
14 lacks the notice that is required because, I mean, in that  
15 situation, I don't know that the lease is going to be  
16 assigned. I don't know that it's going to be assigned to  
17 somebody else. The law that I've agreed to is the law of  
18 the --

19 THE COURT: What I want to know quite simply is  
20 this. Where it's just you, NorVergence and the leasing  
21 company and they're seeking to sue you in Waukegan,  
22 Illinois, what makes your case any different from any other  
23 case where somebody seeks to initiate suit on a claim which  
24 is anywhere from shaky to nonexistent?

25 In short, if you've got those defenses and, you

1 know something, I'm taking a look here, hey, it may very  
2 well be that those defenses are going to be maintainable,  
3 but there's a wonderful circuit court out in Illinois  
4 delighted to hear your arguments, delighted to hear argument

5 that, you know something, under their policies these  
6 provisions are unconscionable, your motion to dismiss for  
7 lack of in personam jurisdiction is granted, your motion to  
8 dismiss for lack of venue is granted.

9 I just spent the morning hearing motions to dismiss  
10 for lack of in personam jurisdiction and improper venue.  
11 What makes this case any different from any other case where  
12 a defendant party would make that application and those good  
13 judges in other parts of the country would decide whether or  
14 not in your case it was right or wrong, and they might go  
15 along with Danka Funding or they might go along with the New  
16 Jersey Appellate Division?

17 MR. GRAIFMAN: I think what your Honor is saying is  
18 that these attempts to strike the forum selection clause or  
19 to prevent it from being done there should be done in the  
20 locale where the suit by the leasing company is taking  
21 place, is what you're saying.

22 THE COURT: What I'm suggesting to you is, and one  
23 fundamental concern for me is, where what they propose to do  
24 has defenses which are perfectly capable of being heard in  
25 the various jurisdictions where they might bring it, why do

1 I get the opportunity to decide all of those issues on a  
2 preemptive strike where, when I look at each individual  
3 case, it's no different from thousands of other cases which  
4 are decided effectively by other courts in the country and  
5 they decide choice of law issues and they decide whether or  
6 not a forum selection clause or a choice of law provision  
7 deeply offends the public policy of that state.

8 MR. GRAIFMAN: I think the answer to your Honor's  
9 question is three-fold. First of all, we have to remember  
10 we're dealing here with a forum selection clause that is two  
11 parts, as I said at the beginning.

12 The first part says that the jurisdiction will be  
13 in the location of the rentor, which means that that's New  
14 Jersey. The applicable law provision and the jurisdictional  
15 clause places these cases in New Jersey by its own terms  
16 with regard to the first clause.

17 THE COURT: Isn't that unconscionable as could be  
18 for a lessor in Waukegan, Illinois?

19 MR. GRAIFMAN: No.

20 THE COURT: In fact, that forum selection clause

21 would require -- I'm sorry -- a lessee in Waukegan, Illinois  
22 would have to be dragged into New Jersey.

23 MR. GRAIFMAN: But he knows about that when he  
24 signs the contract. That's the difference. The difference  
25 is that when you sign the contract, you know you're signing

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1 it with a rentor who's in New Jersey and that New Jersey law  
2 is going to apply to your contract. That's the difference.

3 THE COURT: So, let me ask you this. What about  
4 those lessees who, in fact, may end up being sued in their  
5 home states, is the clause unconscionable as to them and are  
6 the choice of law provisions unconscionable as to them?

7 MR. GRAIFMAN: Arguably the same analysis would  
8 apply in the sense that there are two clauses to this  
9 contract which are the forum selection clause that says that  
10 the case will be brought in the jurisdiction of the rentor,  
11 which the signer knows is New Jersey, and the second part of  
12 the clause, which is where he doesn't know.

13 Now, as a matter of convenience, would it be more

14 convenient for them? It may be more convenient, it may not  
15 be more convenient depending on the law of that  
16 jurisdiction.

17 THE COURT: Tell me what's the irreparable harm  
18 that occurs to a lessee who finds that he or she is being  
19 sued in his or her home state under that state's law, what  
20 is the irreparable harm of asserting whatever defenses to  
21 that lawsuit may exist in that particular forum?

22 MR. GRAIFMAN: Well, there may be irreparable harm  
23 in a certain sense but what would result would be whether  
24 they should be sued -- what we're claiming is that there  
25 should be an injunction preventing the defendants from

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1 enforcing the contract and starting any other suits at this  
2 point.

3 I mean, putting the Anti-Injunction statute aside  
4 because of the fact that --

5 THE COURT: I put the Anti-Injunction statute  
6 aside. What I'm asking is what is the irreparable harm of

7 --remember, all you --

8 MR. GRAIFMAN: I think.

9 THE COURT: -- all you ask is relief pendente lite.

10 All right. I don't make any final decision here. The only  
11 issue is whether I put a halt to all sorts of activity  
12 throughout the country.

13 You're seeking to demonstrate to me that there is  
14 irreparable harm for a class of plaintiffs against a large  
15 group of defendants here and my question is with an  
16 uncertified class, what is the irreparable harm to each  
17 member of that proposed class.

18 MR. GRAIFMAN: Well, I guess the question, I mean,  
19 as to the class itself, my response to that is that there's  
20 potential for what could be termed legal chaos where we  
21 would have thousands of suits related to the same lease  
22 agreement with the same forum selection clause and the same  
23 issues being litigated in courts in different parts of the  
24 country before different judges, maybe even different  
25 results in the same courthouses, rather than that one

1 contract which has the issues that we contend are going to  
2 be -- can you determined on a class-wide basis determined  
3 here where the clause indicates -- the first part of the  
4 forum selection clause indicates it should be determined.

5       So, the answer being that the damage is on a  
6 class-wide basis -- irreparable harm, rather, is on a  
7 class-wide basis. I don't think we need to get into the  
8 analysis and demonstrate that every single class member has  
9 some sort of unique set of irreparable harm that relates to  
10 the forum selection clause if it would be unconscionable due  
11 to -- based on the issues of notice and reasonableness to  
12 enforce that clause under Copelco.

13       THE COURT: But the only -- look, what you are  
14 seeking to do is enjoin them from making any efforts to  
15 enforce their contract. The irreparable harm, the only  
16 irreparable harm that you can point to at this stage of the  
17 proceeding has to be the irreparable harm which would stem  
18 from them, in fact, being able to proceed with what would  
19 otherwise be normal lawful methods of, in fact, seeking to  
20 enforce the rights which they contend they have, which they  
21 may not have.

22       MR. GRAIFMAN: Which we contend they don't have

23 because if they can't show holder-in-due-course status, we  
24 get back to whether NorVergence could enforce this contract  
25 and if this were NorVergence sitting on the other side of

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1 the table, I think your Honor perhaps would have a different  
2 view of whether they can enforce the contract.

3 Our position simply is that they stand in the shoes  
4 of NorVergence and if NorVergence should not be allowed to,  
5 then these 26 leasing companies that facilitated NorVergence  
6 in selling these leases should not be allowed to.

7 THE COURT: Okay.

8 MR. GRAIFMAN: That's essentially our point on  
9 that.

10 THE COURT: Fine. All right. Let me hear from  
11 defendants.

12 MR. GLICKMAN: Good afternoon, your Honor. It's  
13 hard to resist not addressing what you see over here because  
14 what you heard is a complete misconstruction of how the  
15 holder-in-due-course rule and how the UCC interact as has

16 been determined by this Court and I'm going to get to that  
17 in a minute. But before we get to the substance of what our  
18 positions are today, let me just take a second to talk about  
19 how we tried to organize ourselves to present an efficient  
20 presentation to you today.

21 As the Court knows, there's a number of defendants  
22 here and for purposes of opposing the motion, to avoid  
23 repetition as we did in the brief, defense counsel sought to  
24 pull together all the arguments that we have in common. We  
25 did that in our briefing and we're going to do that today.

1 That doesn't mean that we agree that the defendants can be  
2 treated in the same monolithic way that the plaintiffs have  
3 sought to do and, in fact, as your Honor knows from our  
4 papers, one of the arguments that we have in common is that  
5 they failed to address individually all of our positions,  
6 and there's numerous other legal deficiencies that we'll  
7 discuss.

8 Your Honor knows what the standards are for the

9 grant of a preliminary injunction and your Honor also knows  
10 that it is an extraordinary remedy and these plaintiffs have  
11 not come close.

12 There are four factors that they have to establish:  
13 Likelihood of imminent irreparable harm, likelihood of  
14 success on the merits, harm to the non-movant if the  
15 injunction is issued, and the public interest. And the  
16 Supreme Court has made clear that they have to show by a  
17 clear showing the burden of persuasion on all four of those  
18 factors.

19 I will deal with the issue of likelihood of success  
20 on the merits and at that time I'll also talk about the  
21 procedural issue of the Attorney General's papers, but we're  
22 going to begin today with Mr. Melodia addressing the issue  
23 of irreparable harm and certain related issues, so, if I  
24 could turn the podium over to him.

25 MR. MELODIA: Good afternoon, your Honor. Mark

2 designated to speak on behalf of all the defendants,  
3 although anybody is free to stand up if they need to and  
4 supplement what I'm saying on irreparable harm and related  
5 issues.

6 I guess given the extensive colloquy between you  
7 Mr. Graifman, your Honor, I won't go into the basics at all  
8 but I would like to cite a few more cases and cite some more  
9 authority for some of the propositions that the Court is  
10 making.

11 First of all, the Adams case I think is really the  
12 definitive case we ought to be looking at in the Third  
13 Circuit, a 2000 case out of the Third Circuit, when it comes  
14 to defining the standard for irreparable harm, and there  
15 most importantly in a multiple plaintiff situation and a  
16 multiple defendant situation such as this, we have a  
17 direction from the Third Circuit that there needs to be  
18 specific and personal showings of irreparable harm, and  
19 that's exactly what the colloquy between your Honor and  
20 plaintiff's counsel drew out is lacking, entirely lacking  
21 here.

22 I was quite surprised today to hear that this is  
23 not all about the lawsuits. I saw the original complaint, I  
24 saw the original application, the briefing. I fully

25 expected and must admit prepared to discuss the lawsuits as

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1 the sole source of irreparable harm. Apparently, that's not  
2 the case, but what we didn't hear was a substitute. If it  
3 isn't the lawsuit, then what is it?

4 All Mr. Graifman fell back on, your Honor, was  
5 ruination of credit and your Honor suggested that there -- I  
6 guess asked the question was there any authority for the  
7 idea that the mere defense of a lawsuit is sufficient to  
8 cause irreparable harm, even defending a lawsuit in a  
9 foreign jurisdiction. Mr. Graifman couldn't offer anything.

10 I'd like to offer a few cases going the other  
11 direction, that is, some cases suggesting that being forced  
12 to defend a lawsuit even in a foreign jurisdiction is not  
13 without more irreparable harm.

14 EEOC vs. Rath, 787 F.2d, 318, that's an Eighth  
15 Circuit case.

16 THE COURT: You cited that case in your brief.

17 MR. MELODIA: I believe so. And another district

18 court case following that. Those cases say that being sued  
19 is not enough. So, what about ruination of credit? There  
20 are circumstances, your Honor, under which ruination of  
21 credit could be sufficient and there's case law on that,  
22 too. We cited that in the brief. The Dover Steel case is  
23 one such case discussing what it takes on a plaintiff-by-  
24 plaintiff basis to meet the Adams test to show ruination of  
25 credit as a basis for irreparable harm.

1 In Dover Steel there was testimony, there were tax  
2 returns, there were financial statements on behalf of each  
3 plaintiff showing that risk.

4 What we have here and which defendants have not had  
5 an opportunity to respond to are the seemingly voluminous  
6 exhibits presented on reply brief by the plaintiff, but when  
7 those exhibits are dug into a bit, it becomes clear that  
8 none of them support a finding of irreparable harm based on  
9 lawsuits, ruination of credit or any other theory, your  
10 Honor.

11        Instead, what we have are so-called expert  
12 affidavits from consultants, unsworn statements from some  
13 people about issues related to technology or standards,  
14 nothing related to the irreparable harm that would be  
15 visited on these lessees if an injunction doesn't issue, and  
16 then we do hear from about a dozen of the lessees but what  
17 lessees? The lessees in this case? The lessees that are  
18 named in this case? No. We hear from one of them. Out of  
19 the dozen, there are two affidavits from lessees named in  
20 this case.

21        One is a boilerplate statement that the Exquisite  
22 Caterers Company believes that the things that are said in  
23 the amended complaint are true, and the other is a statement  
24 by James Lombardo of Lombardo Electric, Inc., which doesn't  
25 discuss anything related to irreparable harm at all. He

1 speaks about his origination problems and his lease problems  
2 with NorVergence.  
3        The other lessees also similarly talk about perhaps

4 the threat of a lawsuit or even an actual lawsuit, but what  
5 do they talk about? Some of them say I went and got a  
6 lawyer and I'm defending that lawsuit.

7 My personal favorite is the fellow from Illinois,  
8 Exhibit 6, the affidavit of Kenneth Allen, who actually  
9 filed his own lawsuit. When did he file his own lawsuit?  
10 From the looks of the papers attached, it appears he filed  
11 his lawsuit in May of '03, so, who has the first filed  
12 lawsuit here?

13 In fact, a lot of the suits filed by the defendants  
14 that were made so much of in the brief by the plaintiffs and  
15 are now seemingly abandoned in light of the Anti-Injunction  
16 Act, a lot of those cases were filed prior to Mr. Graifman's  
17 case in August and that's obvious again on the affidavits  
18 and on the printouts, the docket sheets that are submitted  
19 supposedly in support of this application.

20 What else do we have in these exhibits that  
21 defendants haven't yet responded to? Not much. We have a  
22 very interesting affidavit from a lawyer in Pennsylvania,  
23 who represents 24 of the lessees that are in litigation  
24 right now apparently with one of the leasing companies;  
25 again, one of the 26 leasing companies that are named here.

1 In all, I think there are four, I may be wrong by one or  
2 two, but I think there are four leasing companies that we  
3 have documentation of having brought suit here at all.

4 The other 22, the record before your Honor is  
5 silent and, yet, you're being asked to enter a national  
6 injunction.

7 The lawyer from Pennsylvania is actually defending  
8 that case, pretty much in line with what your Honor  
9 suggested in your hypothetical might be the appropriate  
10 thing to do. The lawyer in that case has filed preliminary  
11 objections, POs as they're called in Pennsylvania, on the  
12 basis of jurisdiction, the floating jurisdiction clause and  
13 the other bases that Mr. Graifman is seeking to in a  
14 preemptive way have this Court determine instead of allowing  
15 the court in Pennsylvania.

16 I don't know what the motivation of the lawyer here  
17 in Pennsylvania is for agreeing to let Mr. Green and  
18 Graifman go ahead and, you know, he says I'll voluntarily  
19 stay my case and let you fellows go ahead. I don't know

20 what arrangement they have, but I do know it's not their  
21 decision. It's not plaintiffs' lawyers to get together and  
22 decide whether the state court in Pennsylvania or the  
23 federal court can determine these issues.

24 In fact, the relief they seek violates federal law.  
25 It violates the Anti-Injunction Act. It sounds like we now

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1 all agree on that.

2 The only other case I would cite to supplement the  
3 record is the General Motors vs. Pick-Up Truck Fuel Tank  
4 Products case, Third Circuit in 1998, 134 F.3d, 133. That  
5 case specifically made the point I think your Honor was  
6 making which is, quote, "An order directed at the parties  
7 and their representatives but not the court itself", state  
8 court, "does not remove it from the scope of the  
9 Anti-Injunction Act."

10 Clearly based on both the 1970 Supreme Court case,  
11 this case out of the Third Circuit, and then as your Honor  
12 cited the Diet Drug case in 2002 out of the Third Circuit,

13 it doesn't matter. It can't do indirectly what they are not  
14 allowed under federal law to do directly.

15 So, they throw at us the First Filed rule. You  
16 didn't hear much about that now.

17 The First Filed rule clearly only applies between  
18 federal courts, not between a state and a federal court.

19 That's a non-starter. So, we talked about the Class, the  
20 Class, capital "C" Class. The moving brief, when this used  
21 to be about lawsuits, said upon information and belief --  
22 this is plaintiff's moving brief -- there are approximately  
23 11,000 small businesses from around the country facing this  
24 dilemma, the suits. They face the defense of legal action  
25 in foreign jurisdictions, ruination of credit and, quote,

1 perhaps the loss of their livelihoods, businesses.

2 Clearly in the absence of a preliminary injunction  
3 prohibiting the enforcement of these lease agreements,  
4 plaintiffs and the Class will suffer irreparable harm.

5 There is no Class. There's no motion for a Class.

6 This is at best a mass action but a mass action unsupported  
7 by any evidence from each of these plaintiffs.

8 THE COURT: Now, the Anti-Injunction Act does not  
9 bar the Court from enjoining the parties from filing future  
10 lawsuits.

11 MR. MELODIA: That's true, your Honor.

12 THE COURT: It only bars the Court from enjoining  
13 pending lawsuits or enjoining the parties in pending  
14 lawsuits from proceeding.

15 MR. MELODIA: Correct, your Honor. If there were a  
16 showing of irreparable harm and all the other things they  
17 haven't proved, but your Honor is right. Theoretically the  
18 Anti-Injunction Act does allow a court to step in and  
19 proceed to stop the parties from filing future suits if  
20 there were truly irreparable harm, so, let's go to that.

21 There is none. There are at best legal theories  
22 unproved, selected documents unsubstantiated, untestified  
23 to, untested as to selected defendants, and money damages  
24 can solve all of it. There's no allegation that money  
25 damages are not sufficient.

1 I said the ruination of credit could rise in  
2 certain cases to be enough but the Dover Steel case and the  
3 Adams case make it clear what is required. We are not close  
4 to that point in this case and on this application, and  
5 let's not forget this is the second bite at the apple.

6 We've already been in state court, and this case has been  
7 going on for two months. This is the best we still have.

8 And the affidavits that were submitted, your Honor,  
9 with the reply brief, the dates are rather interesting on  
10 those affidavits. Even though supposedly we weren't  
11 sandbagged on the brief, in fact, they're all dated, the  
12 affidavits that are not related to the Florida AG action are  
13 all dated after we filed our opposition, four days, five  
14 days after.

15 Clearly they went out, got affidavits to try to  
16 meet the arguments we raised and, yet, they still don't  
17 touch irreparable harm other than a glancing touch on the  
18 lawsuit issue, which under the Anti-Injunction Act is gone.

19 There is a -- back to your Honor's preemptive  
20 strike hypothetical about going to the state, go to the  
21 jurisdiction where these issues can be heard, that, while

22 I'd be happy to give your Honor all the credit, the Supreme  
23 Court has said the same thing as well.

24 In 1924, in the State of Georgia vs. City of  
25 Chattanooga, 264 U.S. 472, the Supreme Court made that

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1 point. It said that no injunction will issue if it can be  
2 presented -- if the defenses -- I'm sorry -- and the  
3 objections in the legal action can be presented in the other  
4 jurisdiction, that the court should not enjoin another  
5 proceeding if the issues can be heard and developed there.  
6 Just a corollary, if you will, to the Anti-Injunction Act.

7 On the uncertified class issue, I would cite to one  
8 other case, the Ameron vs. U.S. Army Corps of Engineers  
9 case, Third Circuit 1986. Again, if the class is  
10 uncertified, then we have to have harm as to each member.  
11 We've had no showing of that here. If your Honor has  
12 nothing else, that's all.

13 THE COURT: Thank you.

14 MR. MELODIA: Thank you.

15 THE COURT: Just give me one moment. Please give  
16 me the cite of that Supreme Court case you just referred to  
17 again.

18 MR. MELODIA: Sure. It's 264 U.S. 472.

19 THE COURT: 254 U.S. --

20 MR. MELODIA: 264 U.S. 472.

21 THE COURT: Thank you. I'm sorry. Please go  
22 ahead.

23 MR. GLICKMAN: Likelihood of success on the merits,  
24 your Honor. Look at the reply papers. What you hear is,  
25 news bulletin. We suddenly have new information. Private

1 label leases were entered into and that totally changes the  
2 analysis under holder in due course.

3 First, the NorVergence bankruptcy was back in June  
4 of this year. They initially filed their complaint in  
5 August. They filed this motion for the first time in state  
6 court in September. Then they filed it again in this court.  
7 It has been months since this got started and for the first

8 time we see on reply that there's a new theory, the Close  
9 Connection theory that vitiates holder-in-due-course status,  
10 and we have a brief that's filed on reply that has supposed  
11 expert affidavits for the first time, exceeds the 15-page  
12 limit, not appropriate.

13 But your Honor need not reject the brief, although  
14 we would argue it is rejectable because those arguments  
15 carry no weight.

16 This Court has expressly rejected the so-called  
17 Close Connection Doctrine in the AT&T case that we cite in  
18 our brief. It's AT&T Credit Corp. vs. Transglobal Telecom  
19 Alliance, 966 F. Supp, 299. In that case we were dealing  
20 with a telecommunications lease, just like this case, and  
21 that case, by the way, was affirmed by the Third Circuit,  
22 261 F.3d, 490 in 2001.

23 We had a telecommunications lease from AT&T and  
24 guess who was leasing it, AT&T Credit Corp. It was  
25 affiliated with the vendor. They say affiliation means no

1 holder-in-due-course status. This Court says no. Under the  
2 UCC, it doesn't matter. You just look at whether it's a  
3 finance lease. The Close Connection Doctrine applies in  
4 consumer cases. **It doesn't apply to a commercial lease that**  
**5 meets the requirements of a finance lease. So, all of this**  
**6 new theory is utter nonsense. The Close Connection Doctrine**  
**7 is inapplicable here.**

8 Before I get into the UCC and a little bit more  
9 about the holder-in-due-course doctrine, I want to talk  
10 about the underlying blood and guts behind all these  
11 doctrines that you're hearing. This is not the first time  
12 in the history of the known universe that a court's been  
13 presented with the issue that they're raising today. Can a  
14 leasing company require continued payments from a customer  
15 regardless of problems with whatever the goods are that were  
16 leased.

17 To hear them describe it, it's unconscionable, per  
18 se unconscionable. There should be a per se ruling  
19 invalidating it all. But courts time and time again have  
20 upheld the appropriateness of exactly this arrangement and,  
21 in fact, it's been enshrined in the UCC and it's been  
22 enshrined in the cases that have upheld hell-or-high-water  
23 clauses, and the reason for that, your Honor, is the

24 function of leasing companies in our economy is to make it  
25 possible for businesses to obtain the use of these goods

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1 without having to buy them.

2 What the leasing companies bring to the table is  
3 not expertise in the product. The value that they add to  
4 these deals is capital and the willingness to take the risk  
5 that the customer will be unable to pay. To play that role,  
6 the expertise that leasing companies develop is in assessing  
7 creditworthiness and it's not an exact science and there are  
8 plenty of times that we get it wrong and we have to take  
9 losses.

10 THE COURT: Let me stop you for a second now. The  
11 usual UCC finance lease, as I understand it, is I go to a  
12 vendor of computer equipment. I say I like that one, that  
13 one and that one. I pick them out, I decide that I want  
14 them and, actually, I really have a choice which is I could  
15 try to get a chattel mortgage loan or I can get a finance  
16 lease.

17 I go for a finance lease perhaps because of the tax  
18 advantages or whatever. Okay. Fine. I go to a finance  
19 company, the ABC Finance Company. I'm referred there by  
20 somebody, maybe a good friend. It may even be the seller of  
21 the equipment.

22 MR. GLICKMAN: Or an affiliate, as in the AT&T  
23 case.

24 THE COURT: Now, as I understand it, routinely, for  
25 example, the ABC Finance Company not infrequently, by the

1 way, has no money at all. Frequently the ABC Leasing  
2 Company is, in fact, the functional equivalent of a  
3 brokerage company except for one thing. They've got a line  
4 of credit from somewhere or other. So, they prepare all  
5 this wonderful documentation for me which I sign, which is  
6 immediately assigned to their funding source with the hell-  
7 or-high-water clause and then, lo and behold, my computer  
8 doesn't work and I'm mad as could be and, you know  
9 something, I throw it out but I keep on getting bills from

10 your assignee or from the ABC Leasing Company's assignee.

11 Now, functionally that's no different from my

12 leasing a car and finding out that it's not a good car.

13 Where I see them arguing is there is this difference which

14 is you folks, indeed, your leasing companies are signing the

15 leases although your assignees, your people on some

16 occasions, I guess with Popular at least, I assume that's

17 from Banco Popular, yes, from Banco Popular, apparently

18 they're signing the lease before it even gets assigned to

19 them.

20 Does that create an issue about

21 holder-in-due-course status?

22 MR. GLICKMAN: I don't think so, your Honor, for a

23 couple of reasons. First of all, let's talk about the

24 evidentiary reason that your Honor mentioned. This is a

25 motion for preliminary injunction. They have to meet the

1 standards.

2 What have they shown you? Three leases, four

3 leases? There's no basis to assume that in the case of  
4 every named plaintiff this was the arrangement. There's no  
5 basis to assume that that was the arrangement with all the  
6 defendants.

7 But in any event, it doesn't matter because what  
8 the UCC looks at is the lease in the hands of the leasing  
9 company, and it asks the questions that are enumerated in  
10 the test under UCC 2A. Did the leasing company make the  
11 goods? No. Is this a lease for goods? **You just heard that**  
**12 services were part of a separate contract.** The answer is  
13 yes. Did the leasing company acquire the goods in  
14 connection with the lease? Yes.

15 Now, they say, well, you assigned it to yourself.  
16 You signed it on behalf of the vendor. You were involved  
17 from the beginning, they say, and you were involved in  
18 checking the credit of these people from the beginning.

19 Again, assuming arguendo, which they haven't  
20 established, that that applied to all the leasing companies,  
21 so what? The leasing companies can be involved from the  
22 beginning in the financing. That's understood and it's  
23 accepted.

24 What the leasing companies don't get involved in is

**1 parties in this triangular relationship that have the**  
**2 responsibility to pay in the event of a problem with the**  
**3 goods aren't here, and I'm talking now about the vendor.**

4 NorVergence is in bankruptcy. This system works  
5 perfectly well most of the time, most days, but now we have  
6 a bankruptcy. NorVergence is not at the table, so, they're  
7 trying to find a way to break through well-established law,  
8 your Honor.

9 Let me talk a little bit about this issue that's  
10 very important in terms of differentiating among the  
11 parties. First we have to differentiate among the  
12 plaintiffs, and your Honor raised a very interesting point  
13 during the argument of my adversary which is, don't courts  
14 have to look at the issue of sophistication on a  
15 case-by-case basis.

16 If you notice, their argument with respect to  
17 holder in due course constantly emphasizes the lack of  
18 sophistication among all of these parties. Well, that's  
19 something if it is relevant that has to be determined on a  
20 case-by-case basis.

21 Now, if you take a look at what their specific  
22 plaintiffs say, you can go to the web sites of some of these  
23 plaintiffs and you'll find that they're in the technology  
24 business. George Jon is one of them. It's in the computer  
25 Internet business. And you will find other companies among

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1 the plaintiffs, if you do an investigation, all you have to  
2 do is go to their web site, you'll find that they say we  
3 know technology. So, if you're going to get into the issue  
4 of sophistication, that has to be taken on a case-by-case  
5 basis.

6 Take plaintiff Rainier Corp. Go to  
7 [www.Rainierco.com](http://www.Rainierco.com). They're information technology marketing  
8 specialists. We truly understand technology.

9 How about George Jon, [www.georgejon.com](http://www.georgejon.com). With over  
10 ten years experience in information technology, we have the  
11 skills, knowledge and expertise to assist you in choosing  
12 the right equipment, setting up your network, sharing your  
13 files and printers with coworkers and even getting you

14 connected to the Internet.

15 Or plaintiffs like Digital Information Technologies  
16 or Chernoff Systems Solutions or maybe, your Honor, a  
17 plaintiff like Furniss & Quinn, PC, which Martindale-Hubbell  
18 will tell you is a law firm just like the law firm, your  
19 Honor, in the Danka case. And you heard today that,  
20 according to the other side, the Danka case didn't look into  
21 the specific issues about whether the law firm in that case  
22 was sophisticated.

23 Well, let's read from the decision. The court is  
24 also unmoved by defendant's averments that it signed the  
25 agreement on a take-it-or-leave-it basis implying an unequal

1 bargaining position. Defendant is a law firm. The  
2 signatory to the lease on behalf of the defendant was a vice  
3 president and partner of the firm who had been employed by  
4 defendant for over 23 years. As such, the defendant must be  
5 considered to have entered into exactly the type of arm's  
6 length negotiation by experienced and sophisticated

7 businessmen that favors upholding such clauses. The  
8 analysis is done on a case-by-case basis, not in a  
9 preemptive litigation like this one.

10 Now, let me talk for a moment about the issue of  
11 applicable law and, your Honor, it goes without saying, I  
12 mentioned the differentiation of the plaintiffs. If you're  
13 making a holder-in-due-course argument and you're trying to  
14 argue lack of good faith, that is obviously an issue that  
15 has to be taken up case-by-case for every defendant in the  
16 room. Your Honor made that point. They have not done that  
17 differentiation.

18 Let's talk about the applicable law here. They  
19 repeatedly rely on New Jersey law. They cite New Jersey  
20 statutes. They misconstrue New Jersey law. But even if  
21 they didn't, it doesn't matter because it's not the  
22 applicable law across the board no matter what happens here,  
23 which is another reason that you can't litigate a case like  
24 this in the preemptive way that they have.

25 There's two possibilities, Judge, about what can

1 happen in terms of applicable law. Possibility number one,  
2 the so-called forum selection clause, which is also the  
3 choice of law clause, gets upheld.

4       Let's say that happens. And, by the way, all the  
5 law they cite with respect to that clause when they attack  
6 it is forum selection law. It's not choice of law clause  
7 law. That law is different. It's well-established that  
8 choice of law clauses are honored, so, we have the choice of  
9 law that's in there and it doesn't say New Jersey law. It  
10 says the law of the assignee. If that choice of law clause  
11 is upheld, you'd be looking at the law of every defendant in  
12 this room.

13       But suppose it's not. Suppose they establish that  
14 the clause is invalid. Then where do we go? Well, federal  
15 court sitting in New Jersey looks at New Jersey's choice of  
16 law rule. New Jersey, as they say correctly, has an  
17 interests test where you look at what are the applicable  
18 interests here.

19       Now, they offer no evidence that application of New  
20 Jersey interests test would take you anywhere except for the  
21 plaintiffs' jurisdictions which is, again, a multitude of  
22 states. We have cited to your Honor customer class actions

23 that it held precisely that, that the states that have the  
24 greatest interest here, okay, unless there's a clause that  
25 provides for the law, the states that have the greatest

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1 interest are the plaintiff states, not New Jersey law, the  
2 plaintiff states.

3       They signed their agreements in their place of  
4 residence, presumably their businesses. That's where the  
5 NorVergence salesmen allegedly made their misrepresentations  
6 in their sales calls. That's where the equipment was  
7 allegedly flashing or not flashing or installed or not  
8 installed.

9       NorVergence, yes, it's headquartered here. It had  
10 offices all over the country and if you read some of the  
11 papers that they submitted from the Florida action, which  
12 they simply dump wholesale into this case, but you read  
13 those papers, there were local sales calls that were made,  
14 so, don't tell us that NorVergence is headquartered in New  
15 Jersey. The contacts, so far as we can see from this scanty

16 and limited record, were done on a local basis. The New  
17 Jersey portion of that choice of law clause only applied if  
18 NorVergence was the lessor. It is not the lessor, so, it  
19 does not apply. So, you can't wholesale apply New Jersey  
20 law the way they say you can.

21 Now, for the same reason, your Honor, the New  
22 Jersey statutes are inappropriate to be invoking in their  
23 complaint.

24 Let me talk for a moment about the forum selection  
25 clause. Okay. First of all, the issue is some day, not

1 here, but some day whether that clause is enforceable.  
2 There's no question about that. Your Honor appropriately  
3 pointed out that it makes no sense for your Honor to be  
4 considering that question, but that's the issue.

5 They have not cited a single case to show that even  
6 if it is deemed to be unenforceable, that it's  
7 unconscionable. There's never been a case that's held that.  
8 There's never been a case that said that the inclusion of a

9 clause like that in a contract renders a contract  
10 unconscionable under the New Jersey Consumer Fraud statute  
11 or anybody else's consumer fraud statute. It's irrelevant  
12 to this determination but, by the way, it is enforceable.

13       You look at, in this case, state law in terms of  
14 assessing whether it's enforceable or not and that's going  
15 to take you again to different states. Now, there's some  
16 authority for the proposition that maybe federal law applies  
17 to this issue. The Third Circuit has issued some statements  
18 on that, but it doesn't matter. If you look at the Danka  
19 case, we heard the Danka case distinguished because it was  
20 decided before Copelco.

21       Well, the fact of the matter is the Danka case was  
22 seeking to interpret New Jersey law and federal law and it  
23 is not bound -- no federal court is bound by an intermediate  
24 appellate court of the state. That does not determine what  
25 the law of the state is.

1       Now, had they cited you -- remember, we just talked

2 about the fact that New Jersey law is not applicable.  
3 Copelco is a New Jersey case. You're going to have to apply  
4 potentially either federal law, which Danka speaks to,  
5 they're not going to win under that, or you have to apply  
6 the law as I just indicated of each of the states of the  
7 plaintiffs.

8       Have they talked to you about that law? All they  
9 say is, well, you know, under conflict of laws you don't get  
10 to choosing your state law unless there's an actual conflict  
11 and you use the substantive law of the forum state unless  
12 there's a conflict, but they have the burden of persuasion  
13 here on this motion. That's what the Supreme Court has  
14 said.

15       Have they come forward and have they shown you what  
16 the law is of the potentially applicable states here? We  
17 have ten states other than New Jersey that are applicable.  
18 Have they done an analysis? They submitted one case on the  
19 issue of the enforceability of these clauses and it's  
20 Copelco. There's a lot of other cases cited in their brief,  
21 Judge, but they're not on a clause like this.

22       There's only one other case besides Danka that's  
23 cited in the briefs on the clause that's just like this and  
24 it's a Minnesota case, I won't go over it now. You'll find

25 it in the brief. We cited it. It goes our way.

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1 **UCC 2A, your Honor. Let's understand the legal**  
2 **framework here because they said it wrong. If this lease is**  
3 **an UCC 2A finance lease, holder in due course does not**  
4 **apply.**

5 **The UCC 2A, if its terms are met, there's no need**  
6 **to go into a holder-in-due-course analysis because what UCC**  
7 **2A says is that anything with respect to the goods is**  
8 **irrelevant. The commitment becomes irrevocable upon the**  
9 **receipt of the goods, period.**

10 **You can't say, oh, well, you know, the vendor lied**  
11 **to me. I was fraudulently induced about the goods. They**  
12 **lied about the goods. The goods don't matter if, as a**  
13 **matter of law under UCC 2A, this is a finance lease.**

14 Now, so why do we even talk about holder in due  
15 course in our brief? Because we have an alternative  
16 argument. The alternative argument is that if UCC 2A  
17 doesn't apply by its terms, then we have a contractual basis

18 for hell or high water. We have two contractual bases for  
19 hell or high water, as a matter of fact.

20 One contractual basis is that the lease says -- now  
21 when I say the lease, by the way, they put in one lease.  
22 Again, we have no evidence here that that's the same lease  
23 that applies for everybody in this room, but let's just  
24 assume for purposes arguendo that it's the same lease.

25 What that lease says is if this lease is a lease

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1 under UCC 2A, then you agree that it's a finance lease.

2 Now, what does it take to be a lease under UCC 2A?  
3 That's specified in UCC 2A, and there's been no argument by  
4 the plaintiffs that this is not a lease. So, contractually  
5 we have a basis to apply UCC 2A. Even if it doesn't apply  
6 itself, contractually we have a basis to do it by virtue of  
7 the language in the contract.

8 We need holder in due course to take advantage of  
9 that language and that's true and I'll come to that, but  
10 it's in there clear as a bell and, in fact, the comments

11 that we've cited in our brief to the UCC say that parties by  
12 agreement can arrange for the UCC to be applicable, so,  
13 that's the first contractual basis that we have.

14 The second contractual hell-or-high-water basis  
15 that we have is the actual language of the lease that you  
16 read over and over and over again that says in black and  
17 white problems with the goods do not absolve the lessee of  
18 its responsibility to pay.

19 So, let's just understand the conceptual framework  
20 here. You don't get to hold in due course if you find  
21 that UCC 2A applies on its terms, and it does for the  
22 reasons that I mentioned. We're dealing with goods. **They**  
**23 just acknowledged that there was a separate contract for**  
**24 services. The lessor was not involved in the goods**  
**25 themselves and on and on.** We've given the analysis in our

1 brief and their reply brief has no response whatsoever.  
2 Excuse me. That's not true. They submitted the affidavit  
3 of a so-called expert, Mr. Goodman, who says this is not a

4 UCC 2A lease. Well, of course that's inappropriate  
5 testimony. It's a legal conclusion. That affidavit wasn't  
6 even sworn to. If you take a look at it, the notary didn't  
7 sign it and there's no appropriate language that makes it an  
8 enforceable declaration under federal law, so, that's not  
9 going to help them, and they offer no legal argument for  
10 that.

11 Let me go now to holder in due course. Okay. Now,  
12 let's assume we don't make it under the UCC 2A and now we're  
13 dealing with the contractual language that says UCC 2A  
14 applies or we're dealing with the issue of the hell-or-high-  
15 water language that's specifically in the lease.

16 How do they argue that we are not holders in due  
17 course? Well, you know how they first argued it, Judge.  
18 First it was the FTC Holder rule. You can't be a holder in  
19 due course. Well, that's gone. They said we put that in  
20 our original complaint. Well, they put it in their amended  
21 complaint, too. And they put it in their moving papers,  
22 too. It's all over their papers and it's gone, and if you  
23 want to know why at the last minute, your Honor, they  
24 submitted this new theory of close connection in their reply  
25 papers, that's the answer, because the FTC Holder rule

1 collapsed on them so they tried to come up with this  
2 argument, which doesn't do them any more good than the  
3 Holder rule did.

4 Now, how do they say that we are not holders in due  
5 course? What are their arguments? Well, they say we were  
6 on notice. How do they say we're on notice? Customer  
7 complaints is one thing. They say you must have received  
8 customer complaints, but the only complaints that they  
9 described, specific complaints that they described on this  
10 motion are supposed letters sent by their affiant, Barry  
11 Bellin, Exhibit 8. Okay.

12 One of those letters was supposedly sent to  
13 NorVergence and cc'd to one of the leasing companies, my  
14 client, in November of 2003. They attached the letter.

15 You go down to the bottom and there's no cc. Mr.  
16 Bellin says he sent another letter to the same leasing  
17 company but no date is given for that letter and the letter  
18 is not attached. Mr. Bellin lastly says he sent two letters  
19 to two other leasing companies. When did he send them? In

20 April and June of 2004, just before the NorVergence  
21 bankruptcy. There's been no critical showing, your Honor,  
22 as they must show, that any alleged knowledge on the part of  
23 the defendants was had at the time the lease was assigned.

**24 The other argument they make, your Honor, in terms**  
**25 of why we can't be holders in due course is that the pricing**

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**1 was supposedly disproportionate to the value of the boxes.**

**2 Even assuming that that were true, that doesn't mean that**

**3 there was a fraud here.**

**4 Even if we knew that different prices were being**

**5 charged for the boxes, even if we knew that they were having**

**6 a substantial markup of the boxes, that doesn't mean we were**

**7 on notice of their fraud.**

8 They said the fraud is these boxes don't work. It  
9 doesn't mean that we knew that these boxes don't have  
10 anti-slamming technology, which they claim in one of their  
11 affidavits was one of the misrepresentations, and it doesn't  
12 mean that we knew of the alleged misrepresentation that they

13 also cite that NorVergence lied when it said that other  
14 telecommunications carriers would continue to service if  
15 NorVergence went bankrupt.

**16 How are we supposed to know any of that stuff even**

**17 if we knew this about the pricing? Nor is there any**

**18 evidence that we did know about the pricing. They say it's**

**19 obvious. Anybody could have figured it out if they went to**

**20 the web, they say.**

21 Well, if that's really true, your Honor, why didn't  
22 they figure it out. Why didn't George Jon, the technology  
23 company, figure it out?  
24 Now, they put in an affidavit from an asserted  
25 former NorVergence employee, David Rodriguez, you know, he

1 said I blew the cover on NorVergence in an Internet  
2 announcement that I made. Well, that so-called Internet  
3 announcement was made on September 28th of last year, which  
4 was late in the day, and he did it by asserting that he was  
5 Satchel Paige.

6 Well, that doesn't really give a lot of credibility  
7 to somebody reading it and it's hardly putting everybody in  
8 the world on notice of this supposed fraud.

9 Look at their own papers, your Honor, if you want  
10 to know how supposedly obvious this fraud was. Let's go  
11 back to Mr. Bellin again. Mr. Bellin says, I have over 20  
12 years of experience in the telecom business and I have a  
13 certification from the unit's manufacturer, Adtran, and I  
14 conclude that this thing was radically overpriced and how  
15 did I do it, how did I reach my conclusion?

16 I put the box through a test to determine whether  
17 there was proprietary software, hardware or a special  
18 configuration that might warrant the price.

19 We're expected to do that? We're expected to have  
20 20 years experience like Mr. Bellin and to conduct Mr.  
21 Bellin's tests? So much for the idea that anybody could  
22 figure this out.

23 They also attach a page in their reply papers from  
24 Adtran's web site discussing various models but there's no  
25 prices there and, in fact, if you look at Adtran's web site,

**1 they say that what they gave NorVergence was a special**  
**2 different model. They say Adtran manufactured a special OEM**  
**3 version, integrated access device for NorVergence, also**  
**4 known as their Matrix unit, so, it wasn't a question of**  
**5 simply going to the Adtran site and saying, oh, yes, now I**  
**6 know what the price is for these units.**

7       If you look at some of the statements that they  
8 also include from three NorVergence employees asserting that  
9 NorVergence committed fraud, none of them says, your Honor,  
10 that any of the leasing companies knew of the alleged  
11 fraudulent practices. Look at Mr. Weebles' affidavits. He  
12 submits two of them, Exhibit 9. Look at Mr. Zurkin's.  
13 Exhibit 10. Look at Mr. Harmon, Exhibit 12. Nobody says  
14 that the leasing companies knew. And you know what's  
15 interesting about those affidavits? Those affidavits like,  
16 by the way, Mr. Rodriguez, Satchel Paige, those affidavits  
17 all say that even NorVergence's salespeople didn't know  
18 about the fraud. It was unknown to them. It's so obvious  
19 that the very people who were working at NorVergence didn't  
20 know.

21       Let me just talk for another minute about their

22 supposed leasing expert, Mr. Kenneth Goodman, and his  
23 unsworn affidavit that's supposed to be a basis for getting  
24 a preliminary injunction against 26 defendants. He says  
25 he's an expert about leasing industry practices. There's

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1 not one syllable, though, Judge, in there about his  
2 qualifications.

3 He complains, well, you know, I wish I knew the  
4 serial numbers. Well, if he looked at the certificates that  
5 were attached to the papers that the plaintiffs submitted,  
6 at least those certificates have the serial numbers.

7 He says a cursory review would have established  
8 that these Matrix boxes were worth only a small fraction of  
9 the stated selling price. Is he a qualified expert on boxes  
10 as well? He says he's an expert in the leasing industry,  
11 doesn't tell us about that, but he certainly doesn't tell us  
12 how somebody is supposed to know this and on and on, giving  
13 legal judgments and so forth. That is not a basis for this  
14 injunction.

15 Now, let me talk about their new theory again of  
16 close connection. There's a close connection, they say,  
17 because this was signed on behalf of the leasing  
18 companies -- signed on behalf of NorVergence, which is  
19 simply a matter of convenience.

20 They say, you know, there's a Close Connection  
21 Doctrine that says I don't even have to show bad faith under  
22 holder in due course, they say. Close connection, that's  
23 per se.

24 There's several problems with this argument aside  
25 from the fact that they haven't shown that all the

1 defendants have private label leases. There's no evidence.  
2 If you assume that they were all private label, you assume  
3 that defense were involved in drafting them, it doesn't mean  
4 that they knew, as I say, of the underlying fraud.

5 Now, let's talk about the case law on close  
6 connection. They cite a bunch of cases from New Jersey on  
7 the Close Connection Doctrine. First of all, as I told you

8 before, that's not the applicable law here. You have to  
9 look at the law of each plaintiff's state.

10 Well, other states have a different view of the  
11 Close Connection Doctrine than New Jersey does. For  
12 example, Pennsylvania. Pennsylvania doesn't recognize the  
13 Close Connection Doctrine. Banker's Trust Co. vs.  
14 Crawford, 781 F. 2d 39, Third Circuit 1986, interpreting  
15 Pennsylvania law.

16 Michigan does not recognize the Close Connection  
17 Doctrine, Cessna Finance Corp. vs. Warmus, 407 NW 2d 66,  
18 Michigan Court of Appeals 1987. Iowa does not recognize the  
19 Close Connection Doctrine, Citicorp of North America, Inc.  
20 vs. Lifestyle Communications Corp., 836 F. Supp 644. New  
21 York. Parties are from all these states with the possible  
22 exception of one of them. New York doesn't recognize it.  
23 A.I. Trade Finance, Inc. vs. Laminaciones de Lesaca, 41 F.  
24 3d, Second Circuit 1984.

25 Other states have expressly limited the doctrine

1 only to consumer situations. That's not this case. That's  
2 why they're dropping the FTC Holder rule. They know this  
3 isn't a consumer case. Illinois limits it that way.  
4 Christinson vs. Venturi. My client's plaintiff is from  
5 Illinois. I have a special thing for Illinois. Illinois  
6 limited only to consumers, Christinson vs. Venturi  
7 Construction Company, 440 NE 2d 226.

8 Tennessee does the same thing. International  
9 Harvester Credit Corp. vs. Hill. Other states are silent on  
10 the issue.

11 Now, they cite some cases that are not from New  
12 Jersey. They cite a case from Nevada. Well, Nevada, that  
13 case applied to promissory notes, not a lease, and there's  
14 no one from Nevada here. There's no plaintiff from Nevada.  
15 There's no defendant from Nevada.

16 They cite a case in California. That was a  
17 consumer case. They cite a case in Florida. That was also  
18 a consumer case, and courts have subsequently held that  
19 Florida would not apply the doctrine in a commercial finance  
20 lease transaction.

21 Equico Lessors, Inc. Vs. Ramadan, 493 So.2d 516.  
22 Siemens Credit Corp. vs. Newlands, 905 F.Supp. 757. That's  
23 the Northern District of California interpreting Florida

24 law. Even in New Jersey this doctrine would not apply.

25 The only cases they cite, your Honor, apply it in

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1 the consumer context. That applies to the Unico v. Owen  
2 case involving record albums. It applies to the Westfield  
3 case involving food plan and freezer. They also cite the  
4 Ramapo Bank case from this state, which is not even a  
5 holder-in-due-course case.

6 Perhaps most importantly, your Honor, every case  
7 that they cite preceded the promulgation of UCC 2A, every  
8 one of them. UCC 2A was promulgated in 1987 by the  
9 committee. It was then passed during the course of the '90s  
10 by the various states. New Jersey enacted it for  
11 transactions that are on or after January 10, 1995.

12 All their cases are pre-UCC 2A, and I'll come back  
13 to where I started, your Honor is probably grateful, to the  
14 AT&T case that said, no, given UCC 2A, I don't care if  
15 they're affiliates. We will judge whether this is a  
16 financed lease on the terms of the UCC, not on the basis of

17 affiliation.

18       What they said was AT&T merely provided the vehicle  
19 necessary for Transglobal, that was the lessee, to finance  
20 the equipment. AT&T Credit performed no other function, and  
21 with all of this signing on behalf of NorVergence, whatever  
22 they want to say, they haven't pointed to anything that  
23 showed that we had another function here besides financing  
24 this transaction, and the Siemens Credit case that I cited  
25 from the Northern District of California also noted the

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1 inappropriateness of the Close Connection Doctrine when you  
2 have the UCC applicable.

3       I won't dwell on the proceedings that they  
4 described, the supposed Attorney General proceedings that  
5 are going on. Those proceedings will take their course,  
6 your Honor. The Florida Attorney General has filed an  
7 action. Those proceedings will take their course. But you  
8 don't take the papers that were filed in that case, dump  
9 them into a reply brief and say, well, there's our evidence.

10 We'll deal with that in Florida.

11 The other two cases that they've cited that  
12 settled, those are settlements. Those are not  
13 determinations of law.

14 The last two prongs of the test, harm to the  
15 defendants and policy, I basically covered the issues but  
16 your Honor knows the longer you wait in this business, and  
17 that's why things are specifically designated 60 days, 90  
18 days, 120 days, the longer you wait, the harder it is to  
19 collect, and that's all they're trying to do is delay that.

20 Issues of policy. Your Honor, this case, it's no  
21 secret by looking around the room potentially would have, if  
22 you decided it on the preemptive basis they want you to  
23 decide it, would have major implications for the industry.

24 You've got to turn square corners when you're  
25 asking for that kind of relief and they have not come close.

1 THE COURT: Thank you. Mr. Graifman.

2 MR. GRAIFMAN: Thank you, your Honor. With respect

3 to my adversary's last argument on likelihood of success on  
4 the merits and the holder-in-due-course argument, although  
5 he mentioned that he believes that these are finance leases,  
6 he interjects in that the fact that, in fact, any holder of  
7 such a lease is still subject to the holder-in-due-course  
8 requirement.

9 Now, he's raised the issue of his Close Connection  
10 Doctrine.

11 THE COURT: No, he's not argued that. He's argued  
12 that that's a second string to his bow. In short, he's  
13 argued that if for some reason there was a finding that this  
14 was not covered by the UCC, then that would still be a  
15 contractual hell-or-high-water clause which would require a  
16 determination that they were not holders in due course.

17 MR. GRAIFMAN: Right. Which is the exact mirror  
18 image of the argument that I made when I started out, which  
19 was that either they have to show that they're holders in  
20 due course or if they rely on the contractual clause under  
21 UCC 9-403B, that statute says that, a clause which states  
22 that a defense cannot be asserted against an assignee is  
23 valid if the assignee takes good for value in good faith and  
24 without any knowledge of a defense, which is essentially a  
25 holder-in-due-course standard. So, under 9-403B, the clause

1 still has to meet the requirement of a holder in due course  
2 by statute, so, there's no way to get around that in New  
3 Jersey or any other state that has adopted 9-403.

4 So, it still brings you full circle around to the  
5 fact that they need to show that they were holders in due  
6 course.

7 **With regard to the fact that they were not holders**  
**8 in due course, again, my adversary suggests that they're not**  
**9 under an obligation to look at the substantial**  
**10 irregularities within the context of these leases that they**  
**11 themselves were financing, but not only financing, they were**  
**12 involved in the administration and operation of the approval**  
**13 of these leases as well, and that is our point.**

14 I don't care whether you call it the Close  
15 Connection Doctrine or the lack of good faith or the  
16 presence of knowledge of a substantial irregularity which  
17 requires notice under the cases, you still have to find that  
18 that close of a relationship and their integral involvement

19 with the application requires that they not be deemed to be  
20 holders in due course or, again, if you're going to look at  
21 the hell-or-high-water clause, that it doesn't meet the  
22 standard in New Jersey that's required under 9-403.

23 And with regard to the contention that this is only  
24 in a consumer context, well, under the Consumer Fraud Act,  
25 the businesses involved here are consumers and the language

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1 in Westfield Investment would apply, I would suggest, to  
2 these defendants as well as a defendant in a pure freezer  
3 case, and there the court said if it had chosen carelessly,  
4 meaning the finance company, or has notice the employment of  
5 doubtful business ethics, the financing company should not  
6 be allowed to hide behind the holder-in-due-course cloak and  
7 thumb its nose at the consumer public. The choice which a  
8 finance company exercises should not be a choice devoid of  
9 responsibility for its selection.

**10 There is another public policy that's at stake here**  
**11 and that policy is whether a lease finance company which is,**

**12 in fact, integrally involved in the operation of the**  
**13 financing part of the business such as NorVergence, should**  
**14 not bear the obligation to do some due diligence as the**  
**15 courts require. If they had in this case, if they had done**  
**16 the due diligence, if they had found that this was a scam,**  
**17 they wouldn't be here and we wouldn't be here.**

18       They would have been -- they're in the situation  
19 that's the best place to determine whether this is, in fact,  
20 a fraud and a scam, whether the equipment that they're  
21 financing is, in fact, a loser, which we contend is the case  
22 here.

23       With regard to the issue of whether this, in fact,  
24 is a finance lease, the language that requires it to be a  
25 finance lease states that the lessor is not the selector,

1 manufacturer or supplier of the goods. In this case,  
2 NorVergence, at the time the lease was signed, was the  
3 lessor and, in fact, this could not qualify as a finance  
4 lease under those circumstances.

5           Finally, with regard to the merits of this case,  
6 the defendants have not addressed the fact that they're  
7 still subject to the real defenses whether they are holders  
8 of a hell-or-high-water lease and subject to the real  
9 defenses whether they're holders in due course. One of  
10 those real defenses is illegality of the contract which  
11 nullifies -- which would nullify the obligation of the  
12 obligor. That's under Section 3-305 A1 of the UCC.

13           If, in fact, it's subject to illegality, which we  
14 contend it is because it is a violation of the Consumer  
15 Fraud Act, then, in fact, the holder-in-due-course status is  
16 destroyed on both the contractual claim and on the  
17 hell-or-high-water contract claim, so, we would contend that  
18 under this case, the language of the UCC demonstrates that  
19 they cannot show that they are holders in due course which,  
20 by the way, is the burden of the defendants to show that  
21 they are entitled to that status, not the plaintiffs  
22 normally in a case to show that they are not, although I  
23 realize that we have the burden on a motion for injunction  
24 to demonstrate likelihood of success.

25           With regard to the balance of equities, I mean,

1 here you have the 26 leasing companies. They've got  
2 billions of dollars in assets. These losses are spread  
3 among 26 leasing companies as opposed to, in the case of the  
4 plaintiffs and the class, where you have small businesses  
5 involved here. Some of these leasing companies have already  
6 agreed to a moratorium, I understand, with regard to  
7 lawsuits. That would be CIT, I believe, BDT, and Court  
8 Square Leasing. They've agreed with, in the context of  
9 either the Florida Attorney General or the New Jersey  
10 Attorney General, not to pursue lawsuits, I believe. The  
11 Attorney General, I believe, has a representative who can  
12 clarify that, but clearly the equities balance in favor of  
13 the plaintiffs and the punitive class in this case.

14       With respect to an injunction, there is case law  
15 that demonstrates that a punitive class can obtain  
16 injunctive relief, and we have those cites for your Honor  
17 if -- in fact, Mr. Green is prepared to address that, if  
18 your Honor wants to hear that.

19       MR. GREEN: Your Honor, defendants relied on Adams  
20 and Yolton vs. El Paso Tennessee Pipeline Company, 318 F.

21 Supp 2d, 455 distinguishes Adams and granted a preliminary  
22 injunction for punitive class and, in fact, there is a line  
23 of cases that actually granted preliminary injunctions for  
24 punitive classes.

25 I also would say that there's an argument here as

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1 to irreparable harm with Yolton as well and Yolton, the  
2 class was required to contribute \$501 per month to maintain  
3 any of their health benefits and they were going to lose  
4 their health care if they couldn't pay that and the judge  
5 held that the class could not afford to pay based on  
6 reviewing affidavits from 34 people.

7 In Adams there were only three people that the  
8 court was able to cite could not afford to pay for their  
9 health benefits, and I would argue, your Honor, that it's  
10 analogous in this situation in that Yolton, there was a lost  
11 opportunity. If they couldn't pay, they lost the  
12 opportunity to have health benefits. In this instance, the  
13 businesses, if they can't pay for the additional new

14 services plus the cost of the lease as well, they'll lose  
15 the opportunity for perhaps future business or business  
16 today and, in addition, if they have to pay for lawsuits in  
17 foreign jurisdictions, again, they could lose future  
18 opportunities.

19 THE COURT: Thank you. All right. As the parties  
20 know, the party seeking the temporary restraining order is  
21 required to show substantial likelihood that the movant will  
22 eventually prevail on the merits, that the movant will  
23 suffer irreparable injury unless the injunction issues, that  
24 the threatened injury to the movant outweighs whatever  
25 damage the proposed injunction may cause the opposing party,

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1 and that the temporary restraining order if issued would not  
2 be averse to the public interest.

3 In this case the Court is satisfied that there has  
4 been an insufficient demonstration of irreparable harm. The  
5 Court need not go into all the other grounds for denying a  
6 temporary restraining order where it concludes that that

7 requirement has not been met.

8       The Court frankly is not prepared to start parsing  
9 through the arcane choice of law issues which might prevail  
10 on the underlying issue of likelihood of success. What is  
11 clear to the Court is that, one, under the Anti-Injunction  
12 Act, this Court is without power to issue an injunction to a  
13 state court which prohibits that state court or prohibits a  
14 party to a pending lawsuit from proceeding with that state  
15 lawsuit unless the requirements of the Anti-Injunction Act  
16 are met.

17       There is no contention here that an injunction  
18 should issue to preserve this Court's jurisdiction or to  
19 enforce its orders and, absent that, the Court has no power  
20 to enjoin state court actions which are currently pending.

21       Moreover, as counsel for defendant properly  
22 indicated, the First Filed Rule has no application in a  
23 situation in which state court lawsuits are pending. It  
24 only applies with regard to parallel pending federal  
25 lawsuits.

1           Secondly, it is apparent to the Court that the key  
2 relief which plaintiff seeks and the key cause, irreparable  
3 harm, that it alleges would occur if the injunction were not  
4 to issue is that the plaintiff class in this lawsuit would  
5 have to proceed to defend lawsuits and other efforts by the  
6 defendants in this case to enforce the leases which are the  
7 subject of this lawsuit.

8           As the Court indicated earlier, it saw a conceptual  
9 problem with that. Individuals throughout the country are  
10 on a daily basis required to defend lawsuits. It is, for  
11 better or for worse, one of the fundamental tenets of our  
12 American system of justice that anybody is allowed to sue  
13 anybody for any reason anywhere and, unfortunately, I have  
14 to sometimes scratch my head about the results of that  
15 particular rule of law, but it is indeed at the core of our  
16 system.

17          But, of course, defendants in lawsuits have the  
18 right to defend. In this case I was asking plaintiff's  
19 counsel what would happen if he were one of the unfortunate  
20 folks who had purchased a NorVergence product or leased it.  
21 Being a sophisticated lawyer, what would be the irreparable  
22 harm. He would have to defend it and depending on the

23 wisdom or lack of wisdom of some other judge somewhere, he  
24 might win and he might lose. He might even be able to  
25 counterclaim under Consumer Fraud statutes and might or

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1 might not be successful.

2       Indeed, the New Jersey Consumer Fraud statute, if I  
3 recall correctly, has a treble damages provision, does it  
4 not?

5       MR. GRAIFMAN: For intentional --

6       THE COURT: And it also has a provision for an  
7 award of attorney's fees to the prevailing party who brings  
8 a lawsuit under the Consumer Fraud Act in New Jersey. I  
9 have no idea whether or not that statute as argued by  
10 plaintiff might be applicable in defending lawsuits  
11 throughout the country.

12       What I do have a problem with is concluding on a  
13 mass basis that some 11,000 alleged members of this class  
14 will all or virtually all suffer irreparable harm if forced  
15 to defend the lawsuits that the various defendants in this

16 case might bring in various jurisdictions.

17       This Court is, in fact, confident that if  
18 appropriate, courts throughout the country will conclude  
19 that forum selection clauses which are arguably products of  
20 a contract of adhesion, if found to be so and if found to  
21 indeed be an egregious violation of the defendants' rights,  
22 will be voided.

23       What's apparent to this Court is that forum  
24 selection clause, at least to the extent it has been  
25 litigated in the District of New Jersey, has been the

1 subject of conflicting decisions; Copelco on one hand, Danka  
2 Funding on the other. But what is clear is that there is  
3 nothing before this Court which demonstrates at all that the  
4 plaintiffs in this lawsuit and punitive defendants in  
5 lawsuits brought by these leasing companies will suffer  
6 irreparable harm if they, in fact, are subject to that  
7 litigation.

8       As counsel for defendant pointed out, Adams vs.

9 Freedom Forge Corporation, 204 F.3d, 475, Third Circuit 2000

10 held, "In short, in the absence of a foundation from which  
11 one could infer that all or virtually all members of a group  
12 are irreparably harmed, we do not believe that a court can  
13 enter a mass preliminary injunction".

14 This Court is bound by the Third Circuit's  
15 decisions in this area. There has been no effort to  
16 demonstrate that all or virtually all members of the  
17 plaintiff group would be irreparably harmed.

18 This Court has been told in a conclusory form that  
19 the plaintiff class consists of small business people.  
20 Small business people vary from small business people to  
21 people who aren't such small business people. This Court  
22 has no information at all about the economic strength and  
23 viability of the various members of this plaintiff class  
24 and, yet, the irreparable harm that is being urged upon this  
25 Court is to make a determination that those class members,

1 that virtually all of those class members would be subject

2 to irreparable harm because the economic straits in which  
3 they find themselves would make it impossible for them to  
4 viably and effectively defend themselves in the  
5 jurisdictions which defendants might bring suit. There is  
6 simply no basis for the Court to reach that conclusion.

7       Indeed, what is suggested to the Court from the  
8 submissions that have been made before it is that, indeed,  
9 there appears to be a likelihood that the members of this  
10 plaintiff group and defendants in that imputative  
11 collections actions may very well band together for  
12 consolidated defenses with counsel representing groups of  
13 them so as to make it economically viable for them to, in  
14 fact, assert the defenses which may be appropriate in those  
15 lawsuits and, indeed, potentially assert various types of  
16 consumer counterclaims and, if successful, collect on them.

17       During oral argument the Court asked counsel  
18 whether or not there are any cases which stand for the  
19 proposition that merely having to defend a lawsuit  
20 constitutes irreparable harm. Counsel for the defendant  
21 cited to *EEOC vs. Rath Packing Company*, 787 F.2d, 318,  
22 Eighth Circuit 1986, which, while in the context of a  
23 bankruptcy case, suggested indeed a stay of proceedings  
24 would not implicitly be authorized simply because of

25 litigation expenses which might be incurred absent such a

1 stay.

2       It appears that other cases have reached a similar  
3 conclusion. In *Travis vs. Pennyrite Rural Electric*  
4 *Cooperative*, 399 F.2d 726, Sixth Circuit Court of Appeals  
5 1968, the court noted, "An injunction against threatened  
6 legal action will not issue if the party will have an  
7 adequate opportunity to fully present his defenses and  
8 objections in the legal action he seeks to enjoin."

9       Frankly, that strikes the Court as making eminent  
10 sense. The Court has not been presented with any authority  
11 to the contrary proposition. Indeed, there is not one case  
12 which has been cited to the Court which holds that the  
13 threat of litigation and litigation costs, even in an  
14 inconvenient forum, constitute an adequate basis for the  
15 issuance of an injunction.

16       The Court further notes that, of course, it may  
17 very well be the case that many members of this class will,

18 in fact, be sued in convenient forums and in jurisdictions  
19 which, indeed, the defense of those lawsuits will not be an  
20 imposition. There has been no effort to demonstrate the  
21 extent to which such an imposition would indeed occur.

22 In short, this Court is not satisfied that the harm  
23 which plaintiffs seek to rely upon is indeed irreparable and  
24 under those circumstances the Court is compelled to deny the  
25 application for a temporary restraining order.

1 Now, there are a couple of issues which I do want  
2 to deal with while I have you folks here. First, this case  
3 was removed from the Superior Court of the State of New  
4 Jersey largely on the basis of the fact that plaintiffs  
5 asserted a claim based upon the FTC Holder Rule.

6 It appears to the Court that plaintiffs have  
7 functionally abandoned that claim. This Court quite frankly  
8 is prepared to issue an order to show cause why that cause  
9 of action should not be dismissed for failure to state a  
10 claim upon which relief can be granted.

11 Now, that presents other interesting issues. The  
12 removal papers suggest that alternate bases for removal are,  
13 one, that some state causes of action rely upon a federal  
14 standard to establish liability. If the holder claim  
15 results in being dismissed, this Court, quite frankly, is  
16 going to be very interested in whether or not a state law  
17 cause of action which references a federal standard in some  
18 manner or other arises under federal law and is, in fact, a  
19 basis for arising under jurisdiction.

20 The second potential basis for federal jurisdiction  
21 that's asserted in the removal petition, although not  
22 developed, is the potential that this Court could exercise  
23 jurisdiction under the federal bankruptcy laws as related to  
24 a pending bankruptcy. If I recall correctly, there was a  
25 tangential reference to that in the removal papers.

1 MR. GLICKMAN: Yes, your Honor.

2 THE COURT: If that is, in fact, going to be a  
3 basis for the defendants to, in fact, assert continuing

4 federal jurisdiction, the Court will be very interested also  
5 in understanding why both discretionary and/or mandatory  
6 abstention under the Bankruptcy Act would not apply and  
7 warrant the remand of the case to Superior Court of the  
8 State of New Jersey since that would be apparently or at  
9 least potentially the only basis for federal subject matter  
10 jurisdiction.

11 Now, to a certain degree I'm getting a blank stare  
12 from some of the attorneys on the defense side which shows  
13 that they have not been blessed with the removal provisions  
14 of federal bankruptcy statute but, in short, at this point,  
15 just so the parties are indeed on notice, it would appear to  
16 the Court that if the federal holder claims end up being  
17 dismissed either voluntarily or pursuant to the Court  
18 issuing an order to show cause, that this Court would be  
19 issuing an order to show cause requiring defendants to  
20 demonstrate why continued subject matter jurisdiction should  
21 be exercised and whether or not this matter should be  
22 remanded to the Superior Court of the State of New Jersey,  
23 which I can assure you has judges who would be delighted to  
24 hear the case.

25 Anything further, counsel? Thank you very much.

1 MR. GLICKMAN: Thank you, your Honor.

2 (Whereupon the proceedings are adjourned.)

SUPERIOR COURT OF NEW JERSEY  
LAW DIVISION, CIVIL PART  
ESSEX COUNTY  
DOCKET NO. ESX-L-7278-04  
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NC OFFICE SOLUTIONS, )  
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Plaintiff, )  
 )  
Vs. )  
 )  
IFC CREDIT CORPORATION, )  
 )  
Defendant. )

TRANSCRIPT  
OF  
MOTION

Place: Hall of Records  
465 Dr. Martin Luther King Blvd.  
Jersey City, New Jersey 07102

Date: March 4, 2005

BEFORE:

HONORABLE FRANCINE A. SCHOTT, J.S.C.

TRANSCRIPT ORDERED BY:

MICHAEL S. GREEN, ESQ. (Law Office of Michael Scott Green)

APPEARANCES:

ALEXANDER R. PAGANO, ESQ. (Sole Practitioner)  
Attorney for Plaintiff, NC Office Solutions

LINDA MANDEL GATES, ESQ. (Platzer, Swergold, Karlin,  
Levine, Goldberg & Jaslow)  
Attorney for Defendant, IFC Credit Corp.

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Page

APPEARANCES:

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ARGUMENTS:

By Ms. Gates:

6

THE COURT

Decision:

21

1 THE COURT: Can I have the parties in NC  
2 Office Solutions vs. IFC Credit?

3 (Pause)

4 THE COURT: Good morning, counsel. If I  
5 could have your appearances for the record please?

6 MR. PAGANO: Alexander R. Pagano for the  
7 plaintiff, NC Office Solutions.

8 MS. GATES: Linda Mandel Gates for the  
9 defendant, IFC Credit Corp.

10 THE COURT: Mr. Pagano, are the plaintiffs in  
11 this matter parties in the Monmouth County Action?

12 MR. PAGANO: Yes, they are --

13 THE COURT: Why are you here?

14 MR. PAGANO: Because IFC Solutions -- excuse  
15 me, IFC Credit was suing Norvergence victims all over  
16 the country and --

17 THE COURT: No, no, no, I mean -- well, you  
18 filed the action in Monmouth County before you filed  
19 this action?

20 MR. PAGANO: No, I'm sorry. I'm not involved  
21 in the Monmouth County Action.

22 THE COURT: No, are your clients -- are the  
23 plaintiffs in this Essex County action --

24 MR. PAGANO: They're punitive class members.

25 THE COURT: Are they named plaintiffs in --

1           MR. PAGANO: They're not named plaintiffs,  
2 they're just class members.

3           THE COURT: When you say the class -- have  
4 they opted in?

5           MR. PAGANO: They -- they may opt in --  
6                           (Siren interference)

7           THE COURT: Hold on, gotta wait for the  
8 sirens.

9   (Pause)

10          THE COURT: Okay. The -- can't pick you up  
11 when the sirens are going, so -- so they're not named  
12 plaintiffs then?

13          MR. PAGANO: That's correct.

14          THE COURT: And they have not opted in?

15          MR. PAGANO: They have not opted in or opted  
16 out.

17          MS. GATES: Your Honor, this class has not  
18 been certified.

19          THE COURT: It's not been certified. Okay.

20          MS. GATES: There's a motion -- the plaintiff  
21 has made a motion in the Monmouth County action to  
22 certify the class. I believe the motion is on the  
23 middle of the month or toward the end of March.

24          THE COURT: Now how -- how are they gonna do  
25 two -- if they're -- if they're members of a class in

1 Monmouth County, how can they be plaintiffs here as  
2 well?

3 MR. PAGANO: Because they're -- they're  
4 looking to have the lease voided -- the lease agreement  
5 voided --

6 THE COURT: You can't -- but -- but part of  
7 the action in Monmouth County is also for damages,  
8 right?

9 MR. PAGANO: As far as --

10 THE COURT: Well how can they split the cause  
11 of action then?

12 MR. PAGANO: Well, one -- one thing that  
13 could be done is to stay this case until the class  
14 action --

15 THE COURT: Well, the issue is not staying,  
16 the issue -- I guess the issue I'm trying to raise, you  
17 filed this lawsuit. I don't see how they can opt into  
18 Monmouth County and continue this lawsuit.

19 MR. PAGANO: We want -- we would dis -- we  
20 would dismiss this lawsuit in the event of a favorable  
21 result in the class action and they would then -- or  
22 the class gets certified. Right now the lawsuit is a  
23 defensive measure due to --

24 THE COURT: But they do not appear -- your  
25 clients in this action do not appear as named -- in

1 other words, their names are not in the caption of that  
2 Monmouth County action, is that --

3 MR. PAGANO: That's correct, Your Honor.

4 THE COURT: Okay. Well, I'm gonna deal with  
5 what I have before me and let you folks have to hash  
6 out the procedural matters later. I don't know if  
7 quite candidly the filing of this lawsuit would prevent  
8 them from opting in, because they have a lawsuit of  
9 their own. But that's another issue altogether that we  
10 don't have to deal with today.

11 Your argument is about the forum and asking  
12 me to overrule Copelco (phonetic) aren't you?

13 MS. GATES: Your Honor, what -- what the  
14 defendant is stating is that Copelco can be  
15 distinguished from the facts here. Here you have --

16 THE COURT: Your brief seems to argue it was  
17 just wrong.

18 MS. GATES: Well, it was -- it's arguing that  
19 on -- based on precedent that it was perhaps not the  
20 best decision, but that other cases --

21 THE COURT: That that's not for me to say --

22 MS. GATES: -- would be more on point than  
23 Copelco and that under the Brennan ruling that the  
24 question is did the lessee have notice of the forum  
25 selection filed here; they clearly did. And if you

1 read the forum selection -- it says that it's either in  
2 a forum of the original party or any assignee. So they  
3 were on notice that there could -- there could be an  
4 assignee and that the proper forum in that case would  
5 be the assignee's State, not an either or, it would be  
6 -- if there is an assignment it is in the State of the  
7 assignee and here that's Illinois.

8 THE COURT: But if the contract is void, then  
9 you don't have an issue about the forum, because they  
10 only --

11 MS. GATES: If the contract is void in  
12 entirety --

13 THE COURT: If it's void of an issue for  
14 fraud, because the magic matrix wasn't magic at all.

15 MS. GATES: Um-hum.

16 THE COURT: If it's void of an issue for  
17 fraud then the forum selection clause simply isn't  
18 binding on anybody, right?

19 MS. GATES: Then there is no contract. But I  
20 think that we're getting ahead of the horse here.

21 First of all, Your Honor, this is a dismissal  
22 motion, it's not a summary judgment motion and what the  
23 plaintiff has attempted to do by putting in I think six  
24 affidavits, including an expert's affidavit is to turn  
25 it into a summary judgment motion.

1           THE COURT: Well, no, I think what -- what  
2 they're saying is to the extent on a motion to dismiss  
3 my obligation is to give all available favorable  
4 inferences they're demonstrating to me that the  
5 inferences about the matrix box. In other words, there  
6 are certain allegations in their complaint about  
7 representations made, that they were fraudulent  
8 representations --

9           MS. GATES: None of which are made against  
10 IFC Credit.

11           THE COURT: Well, hold on we're gonna get  
12 there. They attached -- direct matters outside the  
13 record saying, you know, Judge, you're supposed to give  
14 me favorable inferences and so that you're convinced  
15 I'm not just -- you know, reaching at straws here, here  
16 are things that I give to you to demonstrate that  
17 favorable inferences are available and those inferences  
18 are that the matrix box was a fraud in and of itself,  
19 that there were misrepresentations made that this is  
20 nothing more -- this was nothing more or less than a  
21 Ponzi scheme, so the contract, if they can prove all  
22 that, the contract itself including this forum  
23 selection is no defenses to collection, all of it is  
24 cast aside and the common law prevails.

25           MS. GATES: I think that those arguments are

1 appropriately made against Norvergence, that the issue  
2 is --

3 THE COURT: No, no, wait, here's --

4 MS. GATES: -- whether you can make those  
5 arguments against IFC which there are no allegations --

6 THE COURT: Well wait, IFC still wants --

7 MS. GATES: -- the party to the original  
8 contract --

9 THE COURT: But they still want money from  
10 the plaintiffs, right? In other words, IFC's position  
11 in all of this is it doesn't matter that the matrix box  
12 was a fraud, doesn't matter that there was fraud in the  
13 contract; these claims have had to continue paying  
14 through the lease term to IFC, right?

15 MS. GATES: Their position is that they  
16 relied upon a written lease, upon a delivery and  
17 acceptance certificate --

18 THE COURT: It's a yes or no, you want them  
19 to keep paying.

20 MS. GATES: That's correct, Your Honor.

21 THE COURT: Okay.

22 MS. GATES: Because as -- as --

23 THE COURT: Hold on. If the contract's no  
24 good, the contract's void ab initio, the common law  
25 prevails, right?

1 MS. GATES: And IFC as a let's say holder in  
2 due course --

3 THE COURT: No, common law, no holder in due  
4 course.

5 MS. GATES: Well, but I think that you have  
6 to -- if this was not Norvergence, if this was not a  
7 matrix box, let's say this was an automobile, okay --

8 THE COURT: That had no engine.

9 MS. GATES: That the party -- no, not that  
10 has no engine, that was a lemon, okay --

11 THE COURT: No, it has no engine, the matrix  
12 box was nothing more than --

13 MS. GATES: Well, if it had no engine then  
14 why did they take delivery of it?

15 THE COURT: Because it was wrapped up in the  
16 box, don't break the seal person in your office, and  
17 we'll come back and hook it up for you later. We'll  
18 bring you the key to the car, because we're gonna  
19 deliver the car, we'll bring you the key --

20 MS. GATES: I think that all of those  
21 defenses are appropriate, but not against IFC, because  
22 they --

23 THE COURT: Well then --

24 MS. GATES: -- relied on certain  
25 representations that the plaintiff made that this lease

1 was executed, that they accepted delivery -- that they  
2 accepted delivery and IFC bought this lease.

3 THE COURT: Under the common law the assignee  
4 stands in the shoes of the assignor, correct?

5 MS. GATES: Correct.

6 THE COURT: So any defense as to payment that  
7 a lessee would have as against the original lessor, if  
8 the common law prevails those defenses to payment are  
9 still available.

10 MS. GATES: That's correct, if the common law  
11 were applicable.

12 THE COURT: Okay. But on this motion to  
13 dismiss how is it that you argue I'm supposed to  
14 resolve the factual question of whether or not there  
15 was fraud here? They've plead it, they've said there  
16 were misrepresentations made, they've said the matrix  
17 box was not what it was --

18 MS. GATES: But they haven't --

19 THE COURT: -- represented to be.

20 MS. GATES: -- but they haven't plead fraud  
21 as against IFC.

22 THE COURT: No, but your just -- if they pled  
23 fraud against Norvergence such as to set aside the  
24 contract between them and Norvergence, your argument  
25 that they have no defense to payment is based on that

1 contract, right? So that contract doesn't apply once  
2 the common law says that they can raise any defenses to  
3 payment as against the assignee that they could've  
4 raised against the assignor.

5 MS. GATES: I can't -- Your Honor. But I  
6 think that that's steps ahead of where this motion is,  
7 which is this case shouldn't be in this Court.

8 THE COURT: Why not?

9 MS. GATES: Because you've got an Illinois --  
10 the parties in Illinois and parties in Georgia.

11 THE COURT: But the only way you get to  
12 Illinois is by the contract that they say is  
13 fraudulent.

14 MS. GATES: -- forcing foreign selection  
15 clause and let them fight -- fight over it in the  
16 proper forum.

17 THE COURT: In a -- but in a contract that  
18 they say is a fraud, beginning to end a fraud. Is  
19 there any other reasons for your motion to change -- to  
20 transfer venue other than that forum selection clause  
21 in the contract?

22 MS. GATES: Well, I'm not sure what interest  
23 New Jersey has.

24 THE COURT: The -- NFC [sic] is a New Jersey  
25 company, right?

1           MR. PAGANO: Norvergence is a New Jersey  
2 company, Your Honor.

3           MS. GATES: Norvergence is a New Jersey  
4 company, --

5           THE COURT: Where's --

6           MS. GATES: -- but they're not a party.

7           THE COURT: I'm sorry, where is NF [sic]  
8 Office Solutions?

9           MS. GATES: The plaintiff is a Georgia  
10 corporation.

11          THE COURT: Hold on. Where -- where's your  
12 client, Mr. Pagano?

13          MR. PAGANO: It's an Georgia -- Georgia  
14 plaintiff.

15          THE COURT: What are you doing here?

16          MR. PAGANO: Well, all the --

17          THE COURT: -- stand when you address the  
18 Court, counsel.

19          MR. PAGANO: All the -- facts of the lawsuit  
20 are heard here. My plaintiff had no other option but  
21 to sue in New Jersey because otherwise he wouldn't be  
22 able to sue anyway.

23          THE COURT: Why not? Why can't he -- he  
24 didn't sue Norvergence.

25          MR. PAGANO: He -- he cannot sue, because

1 Illinois does not have a basis of personal  
2 jurisdiction. He could not sue in Illinois.

3 THE COURT: Why not?

4 MR. PAGANO: There's no basis for personal  
5 jurisdiction.

6 THE COURT: Where's IFC, in Illinois?

7 MS. GATES: IFC is in Illinois.

8 THE COURT: Why can't you sue them in  
9 Illinois?

10 MR. PAGANO: Because Illinois doesn't have  
11 personal jurisdiction or they would've moved --

12 THE COURT: Over IFC?

13 MR. PAGANO: Hum?

14 THE COURT: I'm sorry, I'm confused. You say  
15 they don't have personal jurisdiction over IFC?

16 MR. PAGANO: I'm sorry, Your Honor, I -- I  
17 misspoke. One reason why they should not -- they  
18 didn't want to sue in Illinois is that IFC could've  
19 protested personal jurisdiction.

20 THE COURT: Where, in Illinois?

21 MR. PAGANO: I'm sorry, Your Honor, I  
22 misspoke again. They don't want to sue in Illinois  
23 because it's --

24 THE COURT: They don't have a consumer fraud  
25 statute.

1           MR. PAGANO: Right. They don't have a  
2 consumer -- it's --

3           THE COURT: Well that's a different issue.

4           MR. PAGANO: It's halfway across the country.

5           THE COURT: Well, so is Georgia.

6           MR. PAGANO: But they wouldn't be able --  
7 probably wouldn't be able to get personal jurisdiction  
8 in Georgia.

9           THE COURT: Well I understand that, but --

10          MR. PAGANO: And New Jersey has --

11          THE COURT: -- that doesn't --

12          MR. PAGANO: -- consumer fraud.

13          THE COURT: Counsel, let me ask you  
14 something. I'm having déjà vu. I had a similar action  
15 to the one in Monmouth County here in Essex and I ruled  
16 on it. Now it was presented in a different context.  
17 Hasn't -- and I assume, Mr. Pagano, you're in contact  
18 with the folks who brought the one action here in Essex  
19 and the other action in Monmouth, yes?

20          MR. PAGANO: That's correct, Your Honor.

21          THE COURT: Didn't I rule -- what is the  
22 status of that case?

23          MR. PAGANO: The status of that case is it's  
24 been remanded back to State Court from Federal Court  
25 and now there's a motion for summary judgment and for

1 class certification and I think that --

2 THE COURT: Where's that, who's got that?

3 MR. PAGANO: I'm not sure which judge has  
4 that, but it's in Monmouth County.

5 THE COURT: No, no, no, the one that was here  
6 in Essex County, what happened to that one?

7 MR. PAGANO: It got remanded to Federal  
8 Court. Oh, excuse me, I don't think there was ever --  
9 the class action was ever in Essex County.

10 THE COURT: There was a lawsuit with about  
11 200 plaintiffs.

12 MR. PAGANO: Oh, that was -- Weir and  
13 Partners (phonetic). I have not been in contact with  
14 Weir -- the Weir group and I believe they moved for  
15 preliminary injunction and it was denied. Based on the  
16 fact that they had thousands of plaintiffs.

17 THE COURT: Does NC Office Solutions have a  
18 certificate to do business in New Jersey?

19 MR. PAGANO: I don't know that, Your Honor.

20 THE COURT: How do you bring a lawsuit, you  
21 need that certificate? You can't use the Courts unless  
22 you have a certificate.

23 MR. PAGANO: I'm not sure of that, Your  
24 Honor, but as far as I know NC Office Solutions was  
25 defrauded in New Jersey. A contract between them and

1 Norvergence --

2           THE COURT: Separate issue, counsel.  
3 Procedurally a corporation in order to take advantage  
4 of the New Jersey Courts has got to have some sort of  
5 either certification of good standing or certificate --  
6 business, etc., in New Jersey.

7           MR. PAGANO: I don't know whether they have  
8 that certificate, Your Honor.

9           THE COURT: You haven't made your motion on  
10 that ground, right?

11          MS. GATES: I'm sorry, Your Honor?

12          THE COURT: You have not made you motion on  
13 that ground, am I right?

14          MS. GATES: No, Your Honor, we have not, but  
15 I think that the --

16          THE COURT: It's something they can fix. I  
17 mean don't -- don't go getting your hopes up here,  
18 okay, because they can -- they can fix that easily  
19 enough. The other question I have, how do you sue -- I  
20 understand -- part of your lawsuit is I don't want to  
21 have to pay this anymore because I was defrauded, I  
22 shouldn't be paying for something that -- that was just  
23 a fraud. But how do you sue IFC for fraud? Where is  
24 the allegation in the complaint --

25          MR. PAGANO: I have out --



1 transaction to begin with, then they are just as guilty  
2 as Norvergence in being part --

3 THE COURT: Where is law that says that,  
4 counsel? Where is the law that says, I take an  
5 assignment knowing that the original contracting party  
6 there was -- there were issues there and I take the  
7 assignment knowing that Norvergence made some  
8 misrepresentations, okay, so I took the assignment  
9 knowing that. How does that have anything to do with  
10 whether or not your client was defrauded?

11 MR. PAGANO: Because if IFC knew about the  
12 fraud and they knew that this was a scheme that could  
13 not happen without them, because Norvergence would not  
14 be able to sell leases and continue to fraud --

15 THE COURT: You're alleging they were co-  
16 conspirators, --

17 MR. PAGANO: Yes, Your Honor.

18 THE COURT: -- yes or no?

19 MR. PAGANO: Yes, Your Honor.

20 THE COURT: You gotta say it out loud. You  
21 don't do that. The only thing this complaint alleges  
22 is that IFC knew what Norvergence had done, but in the  
23 absence of a claim that they not only knew what  
24 Norvergence had done but they knew that their  
25 participation was necessary to allow Norvergence to

1 continue to do it, you've not stated a claim against  
2 them for monetary damages for Norvergence's fraud.

3 MR. PAGANO: Your Honor, I'd like a moment to  
4 take a look at the complaint and also I'd like to make  
5 a motion to amend the complaint if that's necessary.

6 THE COURT: The law is clear that in a motion  
7 to dismiss what the Court's supposed to do is giving  
8 everybody reasonable inferences to the extent that a  
9 party says, you know what, Judge, I have more facts I  
10 can put in here and amend the complaint, the law is  
11 clear that that's something I'm supposed to allow you  
12 to do. But the reason you're gonna have to say it out  
13 loud is because they're entitled, if you don't have a  
14 good faith basis, I don't know anything -- is IFC a  
15 national company or are they a small financing --

16 MS. GATES: Your Honor, they're a relatively  
17 small financing company. I mean there are other  
18 leasing companies -- there are hundreds of leasing  
19 companies involved in the bigger Norvergence case, CIT,  
20 GE Capital, --

21 THE COURT: Right.

22 MS. GATES: -- the big players, also involved  
23 is --

24 THE COURT: Right.

25 MS. GATES: -- IFC is very small.



1 distinction between this case and Copelco and as I've  
2 indicated it's not for me as a trial judge to say  
3 whether the Appellate Division was right or wrong, it's  
4 for me to just follow their instruction and -- and the  
5 law that they've sent out.

6           So the motion to transfer venue on the  
7 grounds asserted an as identified -- is denied.

8           As to the motion to dismiss so much of the  
9 complaint that seeks to relieve NC Office Solutions and  
10 the individual plaintiffs from further payment on the  
11 lease, the motion is to dismiss for failure to state a  
12 claim, I'm gonna deny that motion.

13           The claim made is that the contract which IFC  
14 would seek to enforce by compelling additional payments  
15 was a contract that was void ab initio as a result of  
16 fraud and deception and to the extent that there are  
17 some conclusory terms pled in the complaint in regard  
18 to Norvergence's fraud there have been matters  
19 submitted that are outside of the complaint that  
20 demonstrate that a court should given the standard on a  
21 motion to dismiss give plaintiff the reasonable  
22 inferences about that fraud and that misrepresentation.

23           Now, the remaining issue becomes whether or  
24 not the complaint alleges a cause of action for what  
25 I'll call affirmative damages against IFC and on that I

1 -- the moving party that the complaint pleads those  
2 matters with such conclusory terms as to place the  
3 defendant in a somewhat unfair situation. Although  
4 they're given notice, the notice is really just the  
5 legal terminology. The plaintiff is going to have to  
6 plead more specifically what it is that IFC, the  
7 violations of the Consumer Fraud Act and are -- that  
8 the plaintiff is alleging IFC engaged in.

9           So what we're gonna do is I'm gonna deny the  
10 motion -- deny it with prejudice as to the first two  
11 cat -- deny it with prejudice as to any claims in the  
12 complaint that the plaintiff makes to be relieved of  
13 any further payment obligation. That application is  
14 denied with prejudice.

15           There's allegations made and the Court --  
16 sufficient to the extent that there's also a claim in  
17 the complaint to recover affirmative damages from IFC  
18 for fraud or consumer fraud, the motion to dismiss is  
19 gonna be denied without prejudice and the plaintiff  
20 will have 20 days to file an amended and more specific  
21 complaint as against IFC.

22           To the extent that the defendant then  
23 believes that even that more specific complaint falls  
24 short, the motion on that particular count has been  
25 denied without prejudice and so there's no impediment

1 to a motion concerning whatever amendment is filed.

2           And in the absence of the filing of an  
3 amended complaint then the motion as to those counts  
4 will be granted. All right?

5           MS. GATES: Your Honor, I'm -- I'm --  
6 confused. You said the motion to dismiss is denied --

7           THE COURT: Right.

8           MS. GATES: -- without prejudice for me to  
9 re-plead.

10          THE COURT: Right. And if he doesn't --

11          MS. GATES: Not granted with leave to re-  
12 plead?

13          THE COURT: The problem is that if I -- it's  
14 more an administrative matter, counsel. Substantively  
15 the rights are as I've ruled they will be, but if I  
16 grant your motion -- grant it without prejudice to his  
17 ability to re-plead, then we are of necessity going to  
18 have to have another motion because he'll have -- to  
19 restore, etc, etc. Where you may very well get his  
20 more specific pleading, take a look at it and realize  
21 whatever. You may be of the view that whatever  
22 deficiencies may have existed have been cured and no  
23 further motion practice is necessary just on that  
24 particular issue and so it's really just an  
25 administrative way to save everybody some additional

1 time and money. All right, we'll send the order out in  
2 the next couple --

3 MR. PAGANO: Your -- Your Honor, I have one  
4 more request. Could you rule summarily that there has  
5 been fraud by Norvergence --

6 THE COURT: No. Counsel, please, it's a  
7 motion to dismiss on the pleading. There's been no  
8 testimony, no discovery, no depositions, etc. So I  
9 can't give you summary judgment on the face of your  
10 complaint, all right?

11 MR. PAGANO: Thank you, Your Honor.

12

13

CERTIFICATION

14

15 I, GAIL M. TORNETTA, the assigned transcriber, do hereby  
16 certify the foregoing transcript of proceedings on Tape  
17 number 1, index number from 0107 to 1720, is prepared in  
18 full compliance with the current Transcript Format for  
19 Judicial Proceedings and is a true and accurate non-  
20 compressed transcript of the proceedings as recorded.

21

22

23

24

25 \_\_\_\_\_  
GAIL M. TORNETTA AOC #511  
G&L TRANSCRIPTION OF NJ

Date: March 7, 2005



550 Broad St., 3<sup>rd</sup> Floor, Newark, NJ 07102

**FAX**

*Lead #  
267800*

TO: Katherine Muslija FROM: Lisa Romain

FAX: 973-242-7414 EFAX: 646-210-2598

PHONE: \_\_\_\_\_ PHONE: 646-210-3598

RE: TURBO - Financials PAGES: 8 DATE: 5/14/03

URGENT  FOR REVIEW  PLEASE COMMENT  PLEASE REPLY  PLEASE RECYCLE

Kathy,  
Please find attached 2 years of financials for Turbo, Inc. , contract submitted 5/9/03.  
Please update Len Tobias regarding the STARS scoring for this account.

Thanks,  
*L. Romain*

**Deal Package Preparation Checklist Coversheet**

Matrix T1 Box:

- Credit Application
- Two No Risk Rental Agreements (2 Pages, 1<sup>st</sup> page signed/2<sup>nd</sup> initialed)
- Non-Binding Matrix T1 Hardware & Services Application
- Facilities Information Form/Marketing Worksheet (Make Sure FAN# is included)
- Savings Proposal
- Matrix T1 Bill Analysis Worksheet
- Qwest Letter of Authorization (LOA)
- Line Optimization Diagram
- Accurate Bill Receipt and Proposal Request
- National Conversion Assistance Program
- Required Pre-credit/Financial Paperwork
- Bills
- Other: 2 years Tax Returns

Customer: TURBO, INC

Screening Manager: ROMAN

MVP: CALCAGNO

AVP: \_\_\_\_\_

RVP: \_\_\_\_\_

Inside Sales: \_\_\_\_\_

Matrix Monthly Value: # 477.35

Deal Value: # 21,897

Matrix SOHO Box:

- Credit Application
- Two No Risk Equipment Rental Agreement (2 Pages, 1<sup>st</sup> page signed, 2<sup>nd</sup> initialed)
- Non-Binding Matrix SOHO Hardware & Services Application
- Qwest Letter of Authorization (LOA)
- Facilities Information Form/Marketing Worksheet (Make Sure FAN # is included)
- Savings Proposal
- Matrix SOHO Bill Analysis Worksheet
- Accurate Bill Receipt and Proposal Request
- National Conversion Assistance Program
- Required Pre-Credit/Financial Paperwork
- Bills
- Other: \_\_\_\_\_

**Comments:**

2 BOXES

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**Important:**

All forms should be filled out completely. Also, all forms must be the most recent versions. Deals will not be processed without all required forms attached and filled out correctly.





# NorVergence™



## CARRIER NEUTRAL UNLIMITED CELLULAR Consideration for National Conversion Assistance Program

I understand that due to controlled allocation of Unlimited Calling Services, we may have to change \_\_\_\_\_ cellular phone number(s) and equipment or our provider. If this is necessary, we would like to be considered for the National Conversion Assistance Program.

This letter serves as a request only. It is my understanding that the National Conversion Assistance Program provides companies with financial support to cover the operational costs associated with a conversion including but not limited to:

1. Maintaining your existing Cellular Provider Service up to 30 days.
2. Provide financial assistance for:
  - o Business Cards
  - o Letterhead
  - o Stationery
  - o Notification to existing contacts
  - o Other Costs and Expenses associated with a smooth transition to new numbers

In order to be considered for the National Conversion Assistance Program, I am also submitting Non-Binding Hardware and Services Applications. I understand that my application serves as a reservation only until engineering's approval is issued and mutual consent is given, allowing both parties to perform their due diligence.

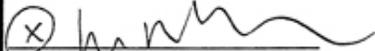
Current Cellular Set-Up:

- ? AT&T \_\_\_\_\_
- ? Sprint \_\_\_\_\_
- ? Nextel \_\_\_\_\_
- ? Verizon \_\_\_\_\_
- ? T-Mobile \_\_\_\_\_
- ? Cingular \_\_\_\_\_
- ? Other \_\_\_\_\_

# of Phones:

- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- 1 \_\_\_\_\_
- \_\_\_\_\_

Total Quantity of Phones: 1

  
Applicant Signature

LISA ROMAN  
NorVergence Screening Manager

RHONDA SHEARER  
Print Name

PRESIDENT  
Title



Proposal & Savings Guarantee

Current Costs	
Total Domestic Outbound Charges	\$118.50
Local Phone Charges	\$338.03
Other Connectivity Costs	\$0.00
International Costs	\$18.95
Internet Access	\$299.00
<b>Old Total Costs</b>	<b>\$774.48</b>

New Costs	
Wireless & Circuit Facility	\$73.99
Remaining Local Phone Charges	\$215.55
Reduced International Costs	\$7.58
Matrix System Rental Payment	\$477.35
<b>New Total Costs</b>	<b>\$774.48</b>

Customer Monthly Savings \$0.00

Customer Yearly Savings \$0.00

Savings Percentage 0%

Savings Percentage 0%

Monthly Savings	
\$774.48	\$774.48
Old Costs	New Costs
A 0% Savings	

Yearly Savings	
\$9,293.76	\$9,293.76
Old Costs	New Costs
A 0% Savings	

**NorVergence Pricing & Savings Guarantee:** Subject to mutual Due Diligence & Acceptance by Engineering, the savings numbers represented in the Proposal above are based on actual bills and represent your current telecommunications expenditures. This proposal can only be generated once and is not subject to change.

Both parties hereto agree that during month 12 of this agreement, and during every month 12 anniversary thereafter, the customer can review competitive pricing offers from other providers for identical services. If two or more written quotes are received from alternate providers for the same services that are 10% less than the above costs NorVergence will reduce the customer's monthly payout to equal the lowest confirmed quote for the balance of the term. Finally, all savings represented in the customer proposal attached hereto and confirmed by receipt of your first savings check are hereby guaranteed for the term.

Applicant Initial LRM

NorVergence Screening Manager - Print Name LISA ROMAN

Signature [Signature]

Date 5/7/03

Credit Application

NOTICE: If your application for business credit is denied, you have the right to a written statement of the specific reasons for denial. To obtain the statement, please contact the Credit Department, 510 Broad St., 3rd Floor, Newark, NJ, 07102 or call 1-800-724-4378 within 60 days from the date you are notified of our decision. We will send you a written statement of reasons for the denial within 30 days of receiving your request for the statement. The Federal Equal Credit Opportunity Act prohibits creditors from discriminating against credit applicants on the basis of race, color, religion, national origin, sex, marital status, age (provided the applicant has the capacity to enter into a binding contract); because all or part of the applicant's income derives from any public assistance program; or because the applicant has in good faith exercised any right under the Consumer Credit Protection Act. The federal agency that administers compliance with this law concerning the creditor is the Federal Trade Commission, Equal Credit Opportunity, Washington, D.C. 20540.

Customer (Full Legal Name) <b>TURBO INC</b>		Phone Number <b>212-925-8812</b>	Fax Number <b>212-925-0459</b>
Address <b>62 GREENE ST, 3FL</b>	City <b>NY</b>	State <b>NY</b>	Zip Code <b>10017</b>
Equipment Location (if different from above) <b>302/304/306 SPRING ST FL</b>	City <b>NY</b>	State <b>NY</b>	Zip Code <b>10012</b>
<input checked="" type="checkbox"/> Corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Sole Proprietorship <input type="checkbox"/> Other (List Type)	Federal Tax ID Number [REDACTED]		In Business Since

Nonvergency	Equipment Description <b>MATRIX</b>
Equipment Cost	Payment Amount (before taxes) <b>\$ 477.35</b>
Contact Person <b>BOB WEITZMAN</b>	Term <b>60</b>
	Phone Number <b>1973-241-7520</b>
	Security Deposit <b>-0-</b>

U.S. TRUST

Bank References	
Bank Name (Please Print) <b>U.S. TRUST - TR TURBO</b>	[REDACTED]
Address <b>114 W. 47TH STR</b>	City <b>NEW YORK, NY</b>
Contact Person <b>ANDREW SCHWARZ</b>	Phone Number <b>212-477-8314</b>
	Type of Account <b>CHECKING BUS. RESERVE</b>

Trade References (and credit card accounts)	
Name <b>37 GLENBROOK RD</b>	Address <b>350 5TH AVE, SUITE 703</b>
City <b>STAMFORD CT</b>	City <b>NEW YORK NY</b>
Phone Number <b>203-477-8314</b>	Phone Number <b>212-564-1250</b>
Contact <b>DIANE E. MARTIN, CPA</b>	Contact <b>WATIE FLAHERTY</b>

Personal Data (Principal or Officer)	
Name (Last) <b>SHEARER</b>	First <b>RHONDA</b>
Home Address <b>62 GREENE STR</b>	City <b>NY</b>
	State <b>NY</b>
	County <b>MANHATTAN</b>
	Zip Code <b>10012</b>
	Social Security Number [REDACTED]

Authorization to Release Information

The undersigned authorizes and instructs any person, consumer reporting agency or banking institution to compile and furnish the Rantor's assigns with any information it may have in response to an inquiry from the Rantor. Undersigned further states that all of the above statements are true and correct and are made to the Rantor to obtain a contract.

Date **5/7/03**

[Signature]



NorVergence



**MATRIX™ T1 Non-Binding Services Application**

THIS IS A NON-BINDING APPLICATION TO RESERVE "VOICE AS UNLIMITED DATA", HIGH SPEED T-1 ACCESS FACILITIES AND CELLULAR HANDSETS SUBJECT TO THE TERMS BELOW, FINAL CREDIT AND ENGINEERING APPROVAL

This Services Application is non-binding until you are approved for the "Voice as Unlimited Data" services herein and all parties agree to move forward. Access Facilities will then be connected and installation confirmed.

Site Information			
Applicant Company Name: <b>TURBO</b>	Address: <b>62 GREENE ST, 3FL NYC 10012</b>	Voice as Unlimited Data Multi-Access Request: <input checked="" type="checkbox"/> T-1 <input checked="" type="checkbox"/> Cellular <input checked="" type="checkbox"/> Fraud Protection Feature	
Contact: <b>Rhonda Shearer</b>	Phone #: <b>212-925-8812</b>	Order Date: <b>5/7/03</b>	
Floor(s) / Close(s) name: <b>WAL IN TELCO ROOM</b>	Department(s):	Screening's Rating (for office use only):	Screening Mgr: <b>ROMAIN</b>
If approved and mutual consent is given the following services will be performed:			
<ul style="list-style-type: none"> <li>NorVergence will coordinate Carrier Neutral provisioning of your High Speed "Voice as Unlimited Data" Access Facilities.</li> <li>NorVergence will arrange for delivery of "Voice as Unlimited Data" High Speed T-1 Circuitry through your Local Service Provider to your premise.</li> <li>NorVergence will program and provide Cellular "Voice as Unlimited Data" handsets (as applicable) for toll free and surcharge free Cellular calling.</li> <li>NorVergence will connect your outbound lines to Unlimited Domestic Toll Free Calling without per Minute Charges, Fees, or Surcharges.</li> <li>NorVergence will have Fraud Protection Technology ("FPT") activated on all MATRIX™ Landlines and Cellular phones Removing Toll Fraud and Hacker Liability.</li> <li>NorVergence will provide one additional Unlimited Domestic Calling Outbound line (above those listed below) subject to your PBX Capacity*</li> <li>NorVergence will coordinate the National Conversion Assistance Program to provide for a smooth transition to new Cellular numbers, if applicable.</li> </ul>			
If approved and mutual consent is given, Applicant agrees to:			
<ul style="list-style-type: none"> <li>Authorize NorVergence to submit this Application for Credit and Engineering Acceptance.</li> <li>Save and Hold NorVergence Harmless if Credit or Engineering Approval is Not Granted for the Solution.</li> <li>Purchase the access services on the terms below and allow Local Service Provider installation.</li> </ul>			
If approved and mutual consent is given, NorVergence agrees to:			
<ul style="list-style-type: none"> <li>Coordinate &amp; Enable Carrier Neutral "Voice as Unlimited Data", T-1, Internet Access, for \$ <u>58</u> /per month for a 60 month term.</li> <li>Coordinate &amp; Enable Unlimited Cellular Access for \$ <u>35.99</u> /per month on a 60 month term for <u>1</u> Cellular Handsets (if applicable)</li> <li>Coordinate &amp; Enable Free Unlimited Domestic U.S. Calling for <u>4</u> Outbound lines* attached to your Phone System</li> <li>Coordinate &amp; Enable one new State of the Art Tri-Mode Cellular Handset per Cellular access number every 12 Months as requested by customer.</li> </ul>			
<input checked="" type="checkbox"/> Carrier Neutral Unlimited Cellular Service: <u>1</u> (Qty.) Phone sets/Phone Numbers <input checked="" type="checkbox"/> National Conversion Assistance Program Request Attached			
<b>WARRANTY &amp; ADDITIONAL GUARANTEES of SERVICE:</b> As long as Customer remains in good credit standing, this Agreement authorizes the Service Provider Carrier to guarantee pricing, service assurance and circuit continuity on all T-1s installed & Cellular phones programmed. Additionally, throughout the term, customers may request a change in Cellular Providers, subject to availability at the time of their request. In order to guarantee the customer savings outlined in your proposal, customer agrees that NorVergence may enhance or modify underlying carriers and hardware at any time during the term at NorVergence cost. All International & Directory Assistance calls are billed separately. Cell phones DO NOT include direct dialed International Calling capability. For comprehensive Terms and Conditions included herein by reference, please visit our web site at <a href="http://www.NorVergence.com">www.NorVergence.com</a>			
Applicant Authorization			
The parties noted below, as duly authorized representatives of their respective companies, hereby approve the above services to be provided and purchased on the terms herein subject to customer written confirmation of installation. This application is further conditioned upon Credit Approval, Engineering Review, and final consent of all parties to move forward.			
Name (please print)	Applicant Title	Signature	Date
<b>RHONDA SHEARER</b>	<b>PRESIDENT</b>	<i>[Signature]</i>	<b>5/7/03</b>
NorVergence Authorization			
Name (please print)	Employee Title	Signature	Date
<b>LISA ROMAIN</b>	<b>SCREENING MGR</b>	<i>[Signature]</i>	<b>5/7/03</b>

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NorVergence



MATRIX™ T1 Non-Binding Hardware Application

THIS IS A NON-BINDING APPLICATION TO RESERVE "VOICE AS UNLIMITED DATA" HIGH SPEED T-1 ACCESS HARDWARE ON THE TERMS BELOW UNTIL FINAL CREDIT AND ENGINEERING APPROVAL

This Reservation is effective, when accompanied by an Authorized Credit Application and an Equipment Rental Agreement. The Equipment Rental Agreement is non-binding until your application is approved for the MATRIX™ Hardware Solution, the system is mounted in your phone closet, and a "Delivery and Acceptance Receipt" is submitted. If approval is granted, and all parties agree to move forward, we will fulfill our Immediate Savings Guarantee to you by issuing a monthly payment for the cost reduction amount in your Proposal while waiting for the Phone System Vendor to connect all access facilities.

Site Information			
Applicant Company Name: <b>TURBO, INC</b>	Address: <b>62 GREENE ST, 3 FL NIC 10012</b>	MATRIX™ Features: <b>ST-1</b> <input checked="" type="checkbox"/> Fraud Protection Technology	
Contact: <b>RHONDA SHEARER</b>	Phone #: <b>212-925-8812</b>	Order Date: <b>5/7/03</b>	
Floor(s)/V Closet(s) name: <b>HALL IN TELCO AREA</b>	Department(s):	Screening's Rating (for office use only):	Screening Mgr: <b>ROMAN</b>
<b>If approved and mutual consent is given, NorVergence will perform the following work:</b>			
<ul style="list-style-type: none"> <li>NorVergence will provide and mount the quoted MATRIX™ Equipment Hardware "Voice as Unlimited Data" High Speed Access Solution.</li> <li>NorVergence will install the MATRIX™ Solution at each location and have your PBX vendor connect thereto at NorVergence cost.</li> </ul>			
<b>If approved and mutual consent is given Applicant agrees to:</b>			
<ul style="list-style-type: none"> <li>Allow access for the MATRIX™ device(s) to be mounted in the phone closet</li> <li>Provide Power and a Router with the NAT Feature to utilize the Internet Access capabilities of the MATRIX™.</li> <li>Rent the Matrix™ T1 Solution on the Terms &amp; Conditions of the Equipment Rental Agreement</li> </ul>			
<b>If approved and mutual consent is given, NorVergence agrees to:</b>			
<ul style="list-style-type: none"> <li>Submit for Approval an Equipment Rental Agreement for <u>2</u> (qty) MATRIX™ Hardware Solution(s) @ \$<u>477.35</u> mos., 60 month term rental. (Including Card Capacity for <u>4</u> outbound lines, with high speed internet access and Fraud Protection Technology).</li> </ul>			
<p><b>FIVE YEAR WARRANTY &amp; ADDITIONAL TERMS &amp; CONDITIONS:</b> The Manufacturer warrants that hardware supplied under this order shall be free from defects in materials and workmanship and will conform to applicable specifications and drawings. The Manufacturer's liability herein, whether based upon breach of warranty or contract or negligence in manufacture, shall be limited to replacement or repair at the Manufacturer's election of all such defective or nonconforming items, provided that this warranty shall apply only where Customer has given manufacturer written notice of such defect or nonconformity within the warranty period. For comprehensive Equipment Terms and Conditions included by this reference, please visit our web site at <a href="http://www.NorVergence.com">www.NorVergence.com</a>.</p>			
<b>Applicant Authorization</b>			
The parties noted below, as duly authorized representatives of their respective companies, hereby approve the above hardware to be provided on the terms above subject to written customer confirmation of MATRIX™ Solution mounting and receipt of any savings checks due. This application is further conditioned upon Credit Approval, Engineering Review and final consent of all parties to move forward.			
Name (please print) Applicant: <b>RHONDA SHEARER</b>	Applicant Title: <b>PRESIDENT</b>	Signature 	Date <b>5/7/03</b>
<b>NorVergence Authorization</b>			
Name (please print) Employee: <b>LISA ROMAN</b>	Employee Title: <b>SCREENING MGR</b>	Signature 	Date <b>5/7/03</b>

NBHA 12-18-02 V1

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CREDIT APPLICATION - #204765



Application Number: <b>204765</b>	Customer Number: <b>47157</b>	status <b>Approved</b>
Name <b>Turbo, Inc</b>	In Business Since	
Street Address <b>62 GREENE ST THIRD FLOOR</b>	External Ref	
City/State/Zip <b>NEW YORK NY 10012</b>	Phone No. <b>(212) 925-8812</b>	
Contact/Title <b>/</b>	<input type="checkbox"/> Corporation <input type="checkbox"/> Federal <input type="checkbox"/> LLC <input type="checkbox"/> Municipal <input type="checkbox"/> Non-Profit <input type="checkbox"/> Partnership <input type="checkbox"/> Proprietorship <input type="checkbox"/> SLG	
Equipment Location (if different from above)		
Principal/Partner/Guarantor	Social Security No.	
Home Street Address		
City/State/Zip	Phone No.	

**EQUIPMENT INFORMATION**

Supplier Name/ID <b>NORVERGENCE - NYC /NOR001.1</b>	Contact
Program Type: <b>Rental Stream</b>	Lease Term: <b>60</b>
	Rate Factor: <b>0.02079</b>
	\$ at close: <b>\$0.00</b>
	Cost of Equipment: <b>\$21,896.78</b>
Equipment Description (Manufacturer, Model) <b>1. matrix smb</b>	Add'l Avail. Credit Line: <b>\$120.39</b>
	Transaction Total: <b>\$21,896.78</b>
	Cred. Line Exp. Dt.: <b>8/17/2003</b>
	Monthly Payment: <b>\$455.23</b>

The additional available credit line as shown above is not and cannot be construed as a guaranteed available balance of a credit line. Additionally, all CIT credit lines are subject to change without notice. To verify if there is sufficient credit available on a specific transaction, please call and confirm availability with your CIT origination team specialist.

NO TAG \$22,055.43  
2001  
1 CARD



Equipment Rental Agreement

Rental Number \_\_\_\_\_

Renter (Full Legal Name) Norvergence, Inc				Renter (Full Legal Name) <u>TURBO, INC</u>			
Address 500 Broad St 3 <sup>rd</sup> Floor				Address <u>62 Greene St, 3 Floor</u>			
City Newark	State NJ	County Essex	Zip Code 07102	City <u>New York</u>	State <u>NY</u>	County	Zip Code <u>10012</u>
Telephone Number 973-242-7500				Telephone Number <u>212-925-8812</u>		Federal Tax ID Number [REDACTED]	

Dear Customer: We've written this Equipment Rental Agreement (the "Rental") in simple and easy-to-read language because we want you to understand its terms. Please read this Rental carefully and feel free to ask us any questions you may have about it. We use the words you and your to mean the Renter indicated above. The we, us and our refer to the Renter indicated herein.

Rental Agreement: We agree to rent to you and you agree to rent from us the Equipment listed below (the "Equipment"). You promise to pay us the Rental Payments shown below according to the payment schedule below.

Quantity	Equipment Model & Description	Serial Number
<u>1</u>	<u>MATRIX 2001 (CARD)</u>	

Equipment to be new unless otherwise noted: Used  Reconditioned

Equipment Location (if different from Renter address above)

Address <u>302 Spring Street, Ground Floor</u>			
City <u>New York N.Y.</u>	State <u>NY</u>	County	Zip Code <u>10013</u>
Renter Contact Name		Telephone Number	

Transaction Terms: Rental Payment \$ 230.00 (plus applicable taxes)      RENTAL TERM 60 Months      Security Deposit \$ \_\_\_\_\_

Your payments shown above may not include any applicable tax. If any taxes are due, you authorize us to pay the tax when it is due and agree to reimburse us by adding a charge to your Rental Payment. You authorize us to insert or correct missing or incorrect information on the Rental, we will send you notice of such changes. Payments will be reported to credit bureaus.

302 Spring Street, Ground Floor  
City: New York NY State: NY County: Zip Code: 10013  
Renter Contact Name: Telephone Number:

Transaction Terms: Rental Payment \$ 230.<sup>00</sup> (plus applicable taxes) RENTAL TERM 60 Months Security Deposit \$

Your payments shown above may not include any applicable tax. If any taxes are due, you authorize us to pay the tax when it is due and agree to reimburse us by adding a charge to your Rental Payment. You authorize us to correct missing or incorrect information on the Rental, we will send you notice of such changes. Payments will be applied first to past due balances, taxes, fees and late charges, and then to the current amount due.

You agree to all the terms and conditions shown above and the reverse side of this Rental, that those terms and conditions are a complete and exclusive statement of our agreement and that they may be modified only by written agreement between you and us. Terms or oral promises which are not contained in this written Rental may not be legally enforced. You also agree that the Equipment will not be used for personal, family or household purposes. You acknowledge receipt of a copy of this Rental. Your obligations to make all Rental Payments for the entire term are not subject to set off, with holding or deduction for any reason whatsoever.

This Rental is not binding on us until we accept it by signing below. You authorize us to record a UCC-1 financing statement or similar instrument, and appoint us as your attorney-in-fact to execute and deliver such instrument, in order to show our interest in the Equipment.

THIS RENTAL MAY NOT BE CANCELLED OR TERMINATED EARLY

Renter: NorVergence, Inc. By: X [Signature] Accepted on behalf of FRANK DAUDIER VP/ATTORNEY IN FACT  
Renter: [Signature] By: X [Signature] Name (print) Rhonda Shearer Title: President Date: 6/30/03

You agree that a facsimile copy of this Rental bearing signatures may be treated as an original.

Guaranty: In this guaranty, you mean the person(s) making the guaranty, and we, us and our refer to the Renter indicated above. You will unconditionally, jointly and severally guarantee that the Renter will make all payments and pay all the other charges required under this Rental and under any other agreement now or hereafter entered into between the Renter and us (the "agreement(s)") when they are due and will perform all other obligations under the agreement(s) fully and promptly. You also agree that we may make other arrangements with the Renter and you will still be responsible for those payment and other obligations.

We do not have to notify you if the Renter is in default. If the Renter defaults, you will immediately pay in accordance with the default provisions of this Rental all sums due under the terms of this Rental and you will perform all other obligations of Renter under this Rental. It is not necessary for us to proceed first against the Renter before enforcing this guaranty. You will reimburse us for all the expenses we incur in enforcing and of our rights against the Renter or you, including attorney fees. THIS SAME STATE LAW AS THE RENTAL WILL GOVERN THIS GUARANTY. YOU AGREE TO JURISDICTION AND VENUE AS STATED IN THE PARAGRAPH TITLED APPLICABLE LAW OF THE RENTAL.

Personal Guaranty: By: X \_\_\_\_\_, Individually Name (print) \_\_\_\_\_  
Personal Guaranty: By: X \_\_\_\_\_, Individually Name (print) \_\_\_\_\_

NorVergence, Inc. (Renter)

## Equipment Rental (continued)

**RENT/TERM OF RENTAL:** You agree to pay us the amount specified in this Rental as the Rental Payment (plus any applicable taxes) when each payment is due. Your acceptance of the Equipment will be conclusively and irrevocably established upon the receipt by us of your confirmation (verbal or written) of such acceptance. However, if you have not provided us with confirmation of acceptance or provided us with written notice of non-acceptance of the Equipment, in either case, within **10 days** after delivery of the Equipment, you will be deemed to have inspected and irrevocably accepted the Equipment and to have authorized us to pay for the Equipment. The term of this Rental begins on a date designated by us after receipt of all required documentation and acceptance by us ("Commencement Date") and continues for the number of months designated as "Rental Term" on the face of this Rental. The Rental Payments are payable in advance periodically as stated in or on any schedule to this Rental. You agree to pay an interim Rental Payment in the amount of one-thirtieth (1/30<sup>th</sup>) of the Rental payment for each day from and including the Effective Date (which shall be the date the Equipment is installed) until the day preceding the Commencement Date.

**PAYMENT:** You authorize us to change the Rental Payment by not more than 15% due to changes in the Equipment configuration, which may occur prior to our acceptance of this Rental. Restrictive endorsements on checks you send to us will not reduce your obligations to us. **Whenever any Rental Payment or other payment is not made when due, you agree to pay us, within one month, a late charge of the greater of ten percent (10%) of the payment or \$20.00 for each delayed payment for our internal operating expenses arising as a result of each delayed payment, but only to the extent permitted by law.**

**LOCATION AND OWNERSHIP OF EQUIPMENT:** You will keep and use the Equipment only at "the Equipment location address." You agree that the Equipment will not be removed from that address unless you get our written permission in advance to move it. You agree to pay the costs incurred by us to verify installation of the Equipment prior to commencement or during the term of the Rental. We are the owner of the Equipment and have title to the Equipment.

**USE, MAINTENANCE AND INSTALLATION:** You are responsible for protecting the Equipment from damage except for ordinary wear and tear and from any other kind of loss while you have the Equipment. If the Equipment is damaged or lost, you agree to continue to pay rent. You will not move the Equipment from the Equipment location without our advance written consent. You will give us reasonable access to the Equipment location so that we can check the Equipment's existence, condition and proper maintenance. You will use the Equipment in the manner for which it was intended, as required by all applicable manuals and instructions and keep it eligible for any manufacturer's certification and/or standard, full service maintenance contract. At your own cost and expense, you will keep the Equipment in good repair, condition and working order, ordinary wear and tear excepted. All replacement parts and repairs will become our property. You will not make any permanent alterations to the Equipment.

**REDELIVERY OF EQUIPMENT; RENEWAL:** You shall provide us with written notice, by certified mail, sent not less than 120 days nor more than 180 days prior to the expiration of the Rental Term or any renewal Rental Term of your intention either to exercise any option to purchase all but not less than all of the Equipment (if we grant you such an option) or cancel the Rental and return the Equipment to us at the end of the Rental Term. If you elect to return the Equipment to us at the expiration of the original or any renewal term of the Rental, you agree to return the Equipment in accordance with the paragraph titled Return of Equipment. If we have not received written notice from you of your intention to purchase or return the Equipment, the Rental will automatically renew for succeeding one-year periods commencing at the expiration of the original Rental Term. If this Rental is renewed, the first renewal payment will be due the first day after the original Rental Term expired. Any security deposit held by us shall continue to be held to secure your performance for the renewal period.

**LOSS; DAMAGE; INSURANCE:** You are responsible for and accept the risk of loss or damage to the Equipment. You agree to keep the Equipment insured against all risks of loss in an amount at least equal to the replacement cost until this Rental is paid in full and will list us as loss payee. You will also carry public liability insurance with respect to the Equipment and the use thereof and name us as additional insured. You will give us written proof of this insurance before this Rental Term begins. You agree to promptly notify us in writing of any loss or destruction or damage to the Equipment and you will, at our option, (a) repair the Equipment to good condition and working order, (b) replace the Equipment with like Equipment in good repair, condition and working order, acceptable to us and transfer clear title to such replacement Equipment to us, such Equipment shall be subject to the Lease and be deemed the Equipment, or (c) pay to us the present value of the total of all unpaid Rental Payments for the full Rental term plus the estimated Fair Market Value of the Equipment at the end of the originally scheduled Rental term, all discounted at six percent (6%) per year whereupon the Lease shall terminate. All proceeds of insurance received by us as a result of such loss or damage will be applied, where applicable, toward the replacement or repair of the Equipment or the payment of your obligations. **IF YOU DO NOT GIVE US PROOF OF PHYSICAL**

**REMEDIES:** If a Default occurs, we may do one or more of the following: (a) cancel or terminate this Rental or any or all other agreements that we have entered into with you; (b) require you to immediately pay us, as compensation for loss of our bargain and not as a penalty, a sum equal to (i) all amounts then due under this Rental plus, (ii) all unpaid Rental Payments for the remainder of the term plus our anticipated residual interest in the Equipment each discounted to present value at the rate of 6% per annum; (c) deliver the Equipment to us as set forth in the paragraph titled Return of Equipment; (d) peacefully repossess the Equipment without court order and you will not make any claims against us for damages or trespass or any other reason; and (e) exercise any other right or remedy available at law or in equity. You agree to pay all of our costs of enforcing our rights against you, including reasonable attorneys' fees and costs. If we take possession of the Equipment, we may sell or otherwise dispose of it with or without notice, at a public or private sale, and apply the net proceeds (after we have deducted all costs related to the sale or disposition of the Equipment) to the amounts that you owe us. You agree that if notice of sale is required by law to be given, 10 days notice shall constitute reasonable notice. You will remain responsible for any amounts that are due after we have applied such net proceeds. All our remedies are cumulative, are in addition to any other remedies provided for by law and may be exercised either concurrently or separately. Any failure or delay by us to exercise any right shall not operate as a waiver of any right, other or future rights or to modify the terms of this Rental.

**SECURITY DEPOSIT:** We will retain any required security deposit to ensure your performance of your obligations. Any security deposit is non-interest bearing. We may, but are not obligated to, apply any security deposit to cure any default by you, in which event you will promptly restore any amount so applied. If you are not in default, any security deposit will be returned to you within 90 days after the end of the original or renewal Rental Term (or as otherwise required by applicable law), or at your direction we may apply the security deposit towards your purchase of the Equipment (if we grant you a purchase option).

**RETURN OF EQUIPMENT:** If (a) a default occurs, or (b) you do not purchase the Equipment at the end of the Rental Term, you will immediately return the Equipment to any location(s) and aboard any carrier(s) we may designate in the continental United States. The Equipment must be properly packed for shipment in accordance with the manufacturer's recommendations or specifications, freight prepaid and insured, maintained in accordance with the paragraph titled Use Maintenance and Installation, and in "average Saleable Condition". "Average Saleable Condition" means that all of the Equipment is immediately available for use by a third party buyer, user or Renter, other than yourself, without the need for any repair or refurbishment. All Equipment must be free of markings. You will pay us for any missing or defective parts or accessories, including manuals and licenses. You will continue to pay Rental Payments until the Equipment is received and accepted by us.

**ARTICLE 2A STATEMENT:** YOU AGREE THAT IF ARTICLE 2A OF THE UNIFORM COMMERCIAL CODE IS DEEMED TO APPLY TO THIS RENTAL, THIS RENTAL WILL BE CONSIDERED A FINANCE LEASE THEREUNDER. YOU WAIVE YOUR RIGHTS AND REMEDIES UNDER ARTICLE 2A OF THE UCC.

**APPLICABLE LAW:** You understand that the Equipment may be purchased for cash or it may be rented. By signing this Rental, you acknowledge that you have chosen to rent the Equipment from us for the term of this Rental, and that you have agreed to pay the specified Rental Payment and other fees described herein. We both intend to comply with applicable laws. If it is determined that your Rental Payment results in a payment greater than would be allowed by applicable law, then any excess collected by us will be applied to any outstanding balance due and owing under this Rental. In no event will we charge or receive or will you pay any amounts in excess of that allowed by applicable law. This agreement shall be governed by, construed and enforced in accordance with the laws of the State in which Renter's principal offices are located or, if this Lease is assigned by Renter, the State in which the assignee's principal offices are located, without regard to such State's choice of law considerations and all legal actions relating to this Lease shall be venued exclusively in a state or federal court located within that State, such court to be chosen at Renter or Renter's assignee's sole option. You hereby waive right to a trial by jury in any lawsuit in any way relating to this rental.

**ADDITIONAL SERVICES:** To request copies of your billing or payment history or for other information or services with respect to your Rental, please contact us. You will be charged a reasonable fee for these services.

**OTHER CONDITIONS:** You understand and agree that:

**YOUR DUTY TO MAKE THE RENTAL PAYMENTS IS UNCONDITIONAL DESPITE EQUIPMENT**

accordance with the paragraph titled "Return of Equipment" in the first section hereof, from you of your intention to purchase or return the Equipment, the Rental will automatically renew for succeeding one-year periods commencing at the expiration of the original Rental Term. If this Rental is renewed, the first renewal payment will be due the first day after the original Rental Term expired. Any security deposit held by us shall continue to be held to secure your performance for the renewal period.

**LOSS; DAMAGE; INSURANCE:** You are responsible for and accept the risk of loss or damage to the Equipment. You agree to keep the Equipment insured against all risks of loss in an amount at least equal to the replacement cost until this Rental is paid in full and will list us as loss payee. You will also carry public liability insurance with respect to the Equipment and the use thereof and name us as additional insured. You will give us written proof of this insurance before this Rental Term begins. You agree to promptly notify us in writing of any loss or destruction or damage to the Equipment and you will, at our option, (a) repair the Equipment to good condition and working order, (b) replace the Equipment with like Equipment in good repair, condition and working order, acceptable to us and transfer clear title to such replacement Equipment to us, such Equipment shall be subject to the Lease and be deemed the Equipment, or (c) pay to us the present value of the total of all unpaid Rental Payments for the full Rental term plus the estimated Fair Market Value of the Equipment at the end of the originally scheduled Rental term, all discounted at six percent (6%) per year whereupon the Lease shall terminate. All proceeds of insurance received by us as a result of such loss or damage will be applied, where applicable, toward the replacement or repair of the Equipment or the payment of your obligations. IF YOU DO NOT GIVE US PROOF OF PHYSICAL DAMAGE INSURANCE, WE MAY (BUT WILL NOT BE OBLIGATED TO) OBTAIN OTHER PHYSICAL DAMAGE INSURANCE AND CHARGE YOU A FEE FOR IT, ON WHICH WE MAY MAKE A PROFIT, OR WE MAY CHARGE YOU A MONTHLY CHARGE EQUAL TO 0.25% OF THE ORIGINAL EQUIPMENT COST DUE TO THE INCREASED CREDIT RISK TO US AS WELL AS TO COVER OUR INCREASED INTERNAL OVERHEAD COSTS OF REQUESTING PROOF OF PHYSICAL DAMAGE INSURANCE FROM YOU.

**ASSIGNMENT:** YOU MAY NOT SELL, PLEDGE, TRANSFER, ASSIGN OR SUBRENT THE EQUIPMENT OR THIS RENTAL. We may sell, assign or transfer all or any part of this Rental and/or the Equipment without notifying you. The new owner will have the same rights that we have, but not our obligations. You agree you will not assert against the new owner any claims, defenses or set-offs that you may have against us.

**TAXES AND FEES:** You agree to pay when due all sales and use taxes, personal property taxes and all other taxes and charges, license and registration fees, relating to the ownership, leasing, rental, sale, purchase, possession or use of the Equipment as part of this Rental or as billed by us. You agree to pay us any estimated taxes when we request payment. You agree that if we pay any taxes or charges on your behalf in excess of the estimated taxes previously collected, you shall reimburse us for all such payments and shall pay us a late charge (as described in the paragraph titled "Payment") on such payments if applicable with the next payment. You agree to pay us a monthly fee up to one hundred and fifty thousandths of one percent (.150%) of the original Equipment cost to reimburse us for our costs of preparing, reviewing and filing any such returns. You agree, and we have the right to (i) bill monthly the estimated applicable personal property taxes together with the fees described herein and (ii) bill any remaining estimated amount due upon assessment of such taxes, without regard to any discounts we may obtain. You also agree to appoint us as your attorney-in-fact to sign your name to any document for the purpose of such filing, so long as the filing does not interfere with your right to use the Equipment. We may charge you and you shall pay to us a one time administrative fee of up to \$75.00 to reimburse us for documentation and investigation costs. You also agree to pay us for any filing and releasing fees prescribed by the Uniform Commercial Code or other law including filing or other fees incurred by us.

**LIABILITY:** We are not responsible for any losses or injuries caused by the installation or use of the Equipment. You agree to reimburse us for and to defend us against any claims for the losses or injuries caused by the Equipment.

**DEFAULT:** Each of the following is a "Default" under this Rental: (a) you fail to pay any Rental Payment or any other payment when due, (b) you fail to perform any of your other obligations under this Rental or in any other agreement with us or with any of our affiliates, and this failure continues for 10 days after we have notified you of it, (c) you become insolvent, you dissolve or are dissolved, you fail to pay your debts as they mature, you assign your assets for the benefit of your creditors, or you enter (voluntarily or involuntarily) any bankruptcy or reorganization proceeding, or (d) any guarantor of this Rental dies, does not perform its obligations under the guaranty, or becomes subject to one of the events listed above.

for the term of this Rental, and that you have agreed to pay the specified Rental Payment and other fees described herein. We both intend to comply with applicable laws. If it is determined that your Rental Payment results in a payment greater than would be allowed by applicable law, then any excess collected by us will be applied to any outstanding balance due and owing under this Rental. In no event will we charge or receive or will you pay any amounts in excess of that allowed by applicable law. This agreement shall be governed by, construed and enforced in accordance with the laws of the State in which Rentor's principal offices are located or, if this Lease is assigned by Rentor, the State in which the assignee's principal offices are located, without regard to such State's choice of law considerations and all legal actions relating to this Lease shall be venued exclusively in a state or federal court located within that State, such court to be chosen at Rentor or Rentor's assignee's sole option. You hereby waive right to a trial by jury in any lawsuit in any way relating to this rental.

**ADDITIONAL SERVICES:** To request copies of your billing or payment history or for other information or services with respect to your Rental, please contact us. You will be charged a reasonable fee for these services.

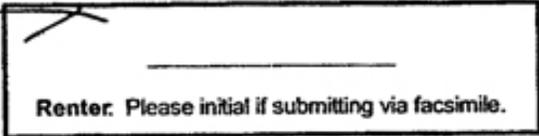
**OTHER CONDITIONS:** You understand and agree that:

**YOUR DUTY TO MAKE THE RENTAL PAYMENTS IS UNCONDITIONAL DESPITE EQUIPMENT FAILURE, DAMAGE, LOSS OR ANY OTHER PROBLEM. RENTER IS RENTING THE EQUIPMENT "AS IS", WITHOUT ANY WARRANTIES, EXPRESS OR IMPLIED, INCLUDING WARRANTIES OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE IN CONNECTION WITH THIS AGREEMENT. IF THE EQUIPMENT DOES NOT WORK AS REPRESENTED BY THE MANUFACTURER OR SUPPLIER, OR IF THE MANUFACTURER OR SUPPLIER OR ANY OTHER PERSON FAILS TO PROVIDE SERVICE OR MAINTENANCE, OR IF THE EQUIPMENT IS UNSATISFACTORY FOR ANY REASON, YOU WILL MAKE ANY SUCH CLAIM SOLELY AGAINST THE MANUFACTURER OR SUPPLIER OR OTHER PERSON AND WILL MAKE NO CLAIM AGAINST US.**

If any term of this Rental conflicts with any law in a state where the Rental is to be enforced, then the conflicting term shall be null and void to the extent of the conflict but this will not invalidate the rest of this Rental.

**NO WARRANTIES:** We are renting the Equipment to you "AS IS". WE MAKE NO WARRANTIES, EXPRESS OR IMPLIED, INCLUDING WARRANTIES OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE IN CONNECTION WITH THIS AGREEMENT. We transfer to you for the term of this Rental all warranties, if any, made by manufacturer or supplier to us. We are not liable to you for any modifications or rescission of supplier or manufacturer warranties. You agree to continue making payments to us under this Rental regardless of any claims you may have against the supplier or manufacturer. YOU WAIVE ANY RIGHTS WHICH WOULD ALLOW YOU TO: (a) cancel or repudiate the Rental; (b) reject or revoke acceptance of the Equipment; (c) grant a security interest in the Equipment; (d) accept partial delivery of the Equipment; (e) "cover" by making any purchase or Rental of substitute Equipment; and (f) seek specific performance against us.

**YOU UNDERSTAND THAT ANY ASSIGNEE IS A SEPARATE AND INDEPENDENT COMPANY FROM RENTOR/MANUFACTURER AND THAT NEITHER WE NOR ANY OTHER PERSON IS THE ASSIGNEE'S AGENT. YOU AGREE THAT NO REPRESENTATION, GUARANTEE OR WARRANTY BY THE RENTOR OR ANY OTHER PERSON IS BINDING ON ANY ASSIGNEE, AND NO BREACH BY RENTOR OR ANY OTHER PERSON WILL EXCUSE YOUR OBLIGATIONS TO ANY ASSIGNEE.**

  
Rentor. Please initial if submitting via facsimile.



Rhonda Shearer  
 Turbo Inc  
 62 Greene St APT 3  
 New York, NY 10012-4346

*Handwritten:*  
 Paid  
 4/28/04  
 T-# 6987

Invoice Number: NORV2004-039290  
 Invoice Date: 04/15/2004  
 Account Number: 102248  
 Billing Cycle: 04/15/2004 - 05/14/2004

Item	Qty	Price	Total
<b>Previous Balance</b>			
Past Due		90.96	90.96
<b>Payments</b>			
Payment received on 04/01/2004 - Thank you		( 90.96)	( 90.96)
<b>Current Charges</b>			
High Speed Multi-Protocol Unlimited Access Facilities	1	73.99	73.99
International "Voice as Unlimited Data" TM Connections Including Broadband Internet Access, Free Unlimited Domestic Voice as Data Connections		31.14	31.14
Free Cellular Access			<b>FREE</b>
*Federal Universal Service Fee/Surcharges		11.88	11.88
Taxes/Surcharges		9.54	9.54
<b>Total Current Charges:</b>			<b>126.55</b>

**Drastically Reducing Telecommunications Costs**

\* This is an FCC mandated fee to all interstate telecommunications providers to subsidize services for libraries, schools, and rural communities, and must be charged by all providers.



CIT TECHNOLOGY FIN SERV, INC  
 Attn: Customer Service  
 P.O. Box 550599  
 Jacksonville, Florida 32255-0599

PAGE	1 of 1
INVOICE NO.	5531413
INVOICE DATE	06/11/2004
CONTRACT NO.	901-0007954-000
DUE DATE	07/01/2004

View your account online at



Quality Digital Solutions

Where your answers are a click away.



[www.QDSontheweb.com](http://www.QDSontheweb.com)

Contract Number Asset Description	Description of charge(s)	Amount Due	Sales Tax	Total Due
901-0007954-000 MATRIX SMB	PAYMENT DUE 07/01/2004	477.35	41.17	551.36
	INSURANCE 07/01/2004	32.84	0.00	
	INVOICE TOTAL	510.19	41.17	551.36

*Paid  
6/24/04  
TA 7040*

**INQUIRIES**  
[www.QDSontheweb.com](http://www.QDSontheweb.com)  
 For Customer Service inquiries, please call 1-888-204-0799  
 For Insurance Inquiries, please call 888-873-1917



550 Broad Street, 3rd Fl.  
 Newark, NJ 07102  
 Phone: 973.242.7500  
 Fax: 973.242.7414

# FAX CIT

To: CIT Team	From: E. Lucas/L. Fredrickson
Fax: 800-234-7969	Phone: 973.242.7500
Phone: 800-234-3570	Date: 7-1-03
Re:	Total Pages (incl. cover): 8

Signed Rental Application  
  Requested Audited Financials  
  Invoice  
 Signed D&A  
  Other \_\_\_\_\_  
 \$22,055.43

Below are businesses included in this fax. Please check box if customer's "verbal acknowledgement" has been obtained by you and fax this form back to 973.242.7414.

- 1. TURBO, INC
- 2. RHONDA SHEARER
- 3. 917 412-4905 (CELL)
- 4. 212 925-8812 (PHONE)
- 5. \_\_\_\_\_
- 6. \_\_\_\_\_

RHONDA

CIT:



"Drastically Reducing Your Telecommunications Costs"

550 Broad Street  
3rd Floor  
Newark, NJ 07102  
Tel# (973) 242-7500  
Fax# (973)242-7414

Date: 7/1/2003

Invoice#: 15169  
App# 204765

Contact: Ed Lucas x7066  
Lynn Fredrickson X129

# INVOICE

<u>Item Description</u>	<u>Quantity</u>	<u>Price</u>
Matrix 2001	2	\$22,655.43

**TOTAL** \$22,655.43

Installation Address: 302 Spring Street, Ground Floor  
New York, NY 10013

Turbo, Inc  
62 Greene Street, 3rd Floor  
New York, NY 10012

Bill to CIT-Technologies Financing Services, Inc.  
4600 Touchton Road  
Building 100 Suite 300  
Jacksonville, FL 32246

All Payment Should Be Sent To: First Union National Bank 550 Broad Street Newark, NJ 07102 Wire Routing  
Number: 031201467 Account Number: 2000011202277 Account Name: NorVergence, Inc.

PLEASE ACH ALL PAYMENTS A.S.A.P.

15

**ONDA**



550 Broad Street, 3rd Floor  
Newark, NJ 07102  
(873) 242-7500



Page 2 of 3

Customer Name: Turbo, Inc

Order code	Product Description	QTY
<b>Merged Access Transport Intelligent Xchange - MATRIX Base Chassis Package</b>		
MATRIX-2001	Integrated Voice and Data Multi-Protocol Access System, including DS1/T-1 interface and POTS capacity to support the port and card hardware listed below. Base chassis package includes advanced data engineering, high speed internet access connectivity and Voice over IP over ATM provisioning with on-site installation and cabling.	2
<b>MATRIX-2001-EXP MATRIX Expansion Package</b>		
MATRIX-2001-EXP	Card-based firmware supporting dynamic voice and data bandwidth allocation at DS1/T-1 speeds with up to 24 simultaneous voice paths over high speed access with POTS or DSX1 interface as required.	2
MATRIX-2001-Data/ATM Expansion Card(s)	Modular Card Voice over ATM/IP Encapsulated Signal Processing (VAISP) providing 4 simultaneous "Voice as Fast Data" connections as high speed data access per card.	2
<b>MATRIX-2001-VFD Embedded Firmware Operating System</b>		
MATRIX-2001-VFD	The MATRIX-2001-VFD is an embedded firmware operating system inherent in each data/ATM expansion card. Multiple cards include automatic data call set up and array failover. The customer is granted the Right-To-Use (RTU) the card based firmware (MATRIX-2001-VFD) and receive all future updates on the MATRIX-2001 Advanced Merged Access System for a 5 Year period.	2
<b>MATRIX-24-TR57 Compliant Analog POTS Interfaces</b>		
MATRIX-24	In addition to DS1/T-1 interface, the MATRIX-2001-EXP includes 24 line POTS Amphenol Port and Connector. Carrier Class ATM/IP Card - For POTS Interface. TR-57 Compliant.	2
<b>MATRIX-2001-PSU Power Supply Unit</b>		
MATRIX-2001-PSU	The MATRIX-2001-PSU is included with each MATRIX Base Chassis Package. Redundant PSU optional. AC Power Supply - 90-130VAC, 60Hz, 50W MAX.	2
<b>MATRIX-2001-ISF Interface Support Firmware</b>		
MATRIX-2001-ISF	The MATRIX-2001-ISF is embedded in each MATRIX-2001 Base Chassis Package/card. Includes: Support for Network Interface(RJ-48C) T1, ATM, AAL2(Voice), AAL5 (data & voice), IP Routing Capability and Port Management.	2
<b>MATRIX-2001-OQS Optimum Quality System</b>		
MATRIX-2001-OQS	The MATRIX-2001-OQS is embedded with each MATRIX-2001 Base Package/card. Firmware continuously monitors and improves voice quality during all "Voice as Fast Data" calls. Automatically chooses optimum compression and echo cancellation techniques, individually assessing calls sent to the packetized network. OQS suppresses background noise and fills dead space.	2
<b>MATRIX-2001-ALCAF Automatic Line Condition Adaptation Firmware</b>		

**MATRIX-2001-VFD Embedded Firmware Operating System**

MATRIX-2001-VFD	The MATRIX-2001-VFD is an embedded firmware operating system inherent in each data/ATM expansion card. Multiple cards include automatic data call set up and array failover. The customer is granted the Right-To-Use (RTU) the card based firmware (MATRIX-2001-VFD) and receive all future updates on the MATRIX-2001 Advanced Merged Access System for a 5 Year period.	2
<b>MATRIX-24-TR57 Compliant Analog POTS Interfaces</b>		
MATRIX-24	In addition to DS1/T-1 Interface, the MATRIX-2001-EXP includes 24 line POTS Amphenol Port and Connector. Carrier Class ATM/IP Card - For POTS Interface. TR-57 Compliant.	2
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<b>MATRIX-2001-OQS Optimum Quality System</b>		
MATRIX-2001-OQS	The MATRIX-2001-OQS is embedded with each MATRIX-2001 Base Package/card. Firmware continuously monitors and improves voice quality during all "Voice as Fast Data" calls. Automatically chooses optimum compression and echo cancellation techniques, individually assessing calls sent to the packetized network. OQS suppresses background noise and fills dead space.	2
<b>MATRIX-2001-ALCAF Automatic Line Condition Adaptation Firmware</b>		
MATRIX-2001-ALCAF	The MATRIX-2001-ALCAF is embedded with each MATRIX-2001 Base Package/card. ALCAF automatically adapts transmission signals to changing line conditions, differences in line lengths, network delays, adjusts to changes in callers voice intensity or volume, differences in customer telephone set quality, and changes in network congestion while keeping voice quality at toll quality levels.	2
<b>MATRIX-2001-TFIO Toll Free Inbound Option</b>		
MATRIX-2001-TFIO	The MATRIX-2001-TFIO is an optional accessory for each MATRIX-2001 System. Firmware allows Inbound Toll Free Directory Numbers to be routed over the MATRIX-2001 Voice Ports. This interface is designed to interface with DSX1 or POTS line functionality.	2
<b>MATRIX-2001-IPSMF IP Subscriber Management Firmware</b>		
MATRIX-2001-IPSMF	The MATRIX-2001-IPSMF is included in each MATRIX-2001 Base Package/card. Links to Centralized Subscriber Management Services Node: Supervising access, device monitoring, authentication, and IP address management. Includes software for Virtual Private Networking and Managed Internet Firewall. Activation required/fees apply.	2
<b>MATRIX-2001-MGMT On-Site Management Support Features</b>		
MATRIX-2001-MGMT	The MATRIX-2001-MGMT Features include: On-Site, Front or Rear panel Access, EIA-232, Physical RJ-48C or DS-4 Connector, SNMP V1 Support, Full Menu Drive TELNET Access, Software Downloaded via TFTP.	2

**TOTAL SALE PRICE: >>>>> \$22,855.43**

**Delivery and Acceptance Certificate**

The undersigned certifies that it has received and accepted all the Equipment described in the Equipment Rental Agreement between NorVergence, Inc. (Renter), and the undersigned Turbo, Inc (Renter) dated 05-07-03. The Equipment conforms with our requirements. **There are no side agreements or cancellation clauses given outside the Equipment Rental Agreement.**

I have reviewed and I understand all of the terms and conditions of the Equipment Rental Agreement. **I AGREE THAT THE RENTAL PAYMENT UNDER THE EQUIPMENT RENTAL AGREEMENT WILL BEGIN 60 DAYS FROM THE DATE OF THIS DELIVERY AND ACCEPTANCE CERTIFICATE AND SHALL CONTINUE THEREAFTER FOR THE FULL LENGTH OF THE STATED INITIAL TERM OF THE EQUIPMENT RENTAL AGREEMENT AND IN ACCORDANCE WITH ITS TERMS AND CONDITIONS.** I was not induced to sign this by any assurances of the Renter or anyone else. I have had a reasonable opportunity to inspect the goods.

Renter: \_\_\_\_\_ Turbo, Inc \_\_\_\_\_

Date: 6/16/03 \_\_\_\_\_

By: Rhonda Roland Shearer \_\_\_\_\_  
(Print Name)

x Robert R. Shearer \_\_\_\_\_  
(Signature)

Title: owner, president \_\_\_\_\_

Serial # BOX ① — 0182392 (VOICE) \_\_\_\_\_  
BOX ② — 0182876 (DATA) \_\_\_\_\_

## IV. CONCLUSION

**Moral of this story ? You cannot declare a “pig in a poke’s” value to the SEC and then insure it without taking it out of the bag.**

This paper began with a quote on the title page from the ancient author of Aesop’s fables. Therefore, I felt it fitting to end this report with a moral that uses the origins story behind the expression “*a pig in a poke*.” Here is one explanation, found on the Internet sourced from. The Dictionary of Phrase and Fable. 1898, E. Cobham, Brewer, 1810–1897. <sup>1</sup>

### **A PIG IN A POKE:**

A blind bargain. The French say *Acheter chat en poche*. The reference is to a common trick in days gone by of substituting a cat for a sucking-pig, and trying to palm it off on greenhorns. If anyone heedlessly bought the article without examination he bought a “cat” for a “pig;” but if he opened the sack he “let the cat out of the bag,” and the trick was disclosed. The French *chat en poche* refers to the fact, while our proverb regards the trick. Pocket is diminutive of poke.

Leasing Companies, by analogy, are experts in “pigs’ (in this case, known equipment at correct price) and their valuations. They appraise pigs and lease them everyday. Their daily procedure, when vendors try to sell pigs to them to be leased, is to check the marketplace to make sure the pig in which they are investing money is, well, not a cat (a falsely valued piece of equipment).

It’s one thing to buy or lease a pig in a poke as a private company (poke or bag defined for this analogy as a hidden or unknown valuation). It’s quite another when you are a public company with a fiduciary responsibilities, which includes buying and reporting pigs at their “fair market” asset value as defined in the FASB guidelines and SEC requirements.

To declare a valuation of a pig in a poke to insurance companies, when it is really a cat and you have not bothered to open the bag (checked the marketplace), and worse yet, charge renters inflated premiums that are pig-sized instead of cat sized, is fraud. Hence, the CIT and leasing industry lesson here is: You can not declare a “pig in a poke’s” asset value to the SEC, insure it, and charge premiums, without out taking it out of the bag—it’s fraud!

The cat is now out of bag.