

## More Slim Down Success

I just finished reading your "Shrinking My Bottom Line" Notes in the September issue and wanted to say congratulations on your success so far! Four of us at the Credit Union were recently selected as part of a BetterU Challenge through the American Heart Association's "Go Red for Women" [campaign] and Harvard Pilgrim. We just finished week five. We all definitely share your thoughts on detox week!

The four of us work out together once a week with a group personal trainer in addition to our regular weekly meetings/exercise and other individual exercise schedules. We are learning so much and have no doubt that we will continue on with the wonderful tools that we've been given! My hope is that we will be adding a few Commit to be Fit "scholarships" to our slate of benefits at Bellwether Community Credit Union for next year!!

Thanks so much for sharing your story. I've already [shared] it with the other three BCCU participants. It will no doubt inspire us all!

### Nancy Nadeau

Vice President/Administration  
Bellwether Community Credit Union  
Manchester

## FairPoint Invests in The North Country

As a follow-up to the recent articles, "The North Country: Tearing Away from its Paper Past," in the August and September issues, we wanted to review the work FairPoint has done to support economic development by improving and upgrading FairPoint's telecommunications infrastructure in the region.

Since 2008, FairPoint has invested more than \$200 million to expand broadband in northern New England, including building thousands of miles of new fiber across the region. FairPoint's new fiber-based, high capacity network offers customers a better, faster way to communicate.

By yearend, this investment will increase residential high-speed broadband availability in NH to more than 95 percent of FairPoint's access lines. In addition, high-speed carrier Ethernet services are now available to serve businesses throughout NH.

With more than 15,000 miles of fiber and access to 95 percent of all businesses in northern New England, the network is by far the most robust and ubiquitous network



in the region. As a result, regional business customers—such as banks and health care providers—have upgraded their services to FairPoint's next generation network.

FairPoint also designed and built diverse telecommunications rings in northern NH that benefit both business and residential customers. If there is a failure in one section of the network, these fiber rings ensure that traffic can be rerouted in another direction to maintain service.

Businesses in the North Country—small and large—can get the bandwidth they need to conduct their business, the flexibility to handle future growth, along with a reliable, diverse and survivable network from FairPoint. FairPoint stands ready to serve the needs of the North Country now and in the future.

### Ellen Scarponi

Director Government Relations  
& Economic Development NH  
FairPoint Communications  
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## Wait Before You Dump IT

This is in response to your August 2013 [article], "Is It Time to Outsource Your IT?"

WOW, are you kidding?!?! STOP and think a minute!!!

Any company that thinks that an IT department is an expense is just not trying. Are your CEO, salesmen, support staff, technicians, equipment, utilities an expense? If so, do away with any of them and see how long your company will be in business.

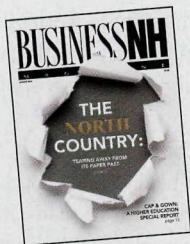
The thing to remember here is that every company is unique depending on its services and/or products. Further, the level at which a company is providing its services and/or products is in direct proportion to its unique staff and desire to be the best in its field.

Specifically here, a great IT department is the backbone of any serious company and to outsource and/or give away your most valuable data should not even be considered.

If your current IT department is not great today, change it, but certainly don't give it away. Write reports from your collected data to help administration, sales and production make decisions to improve your company.

### Michael R. Royce

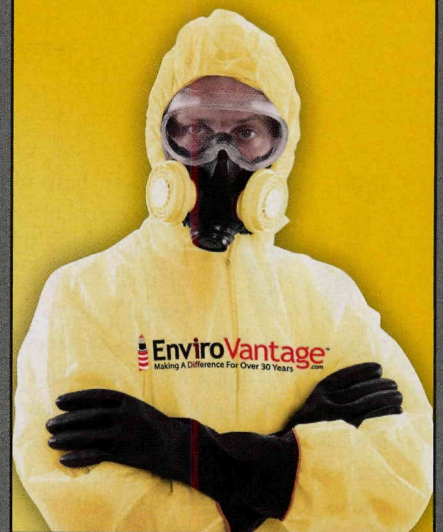
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