



# *News Release*

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## **Metro Washington DC SCORE Chapter Recognizes LTI DataComm as Client of the Year**

**Washington, DC**—The Metro Washington DC SCORE Chapter has named LTI DataComm, 23020 Eaglewood Court, Suite 100, Sterling, Virginia as its Client of the Year.

LTI DataComm and its family of companies have succeeded in doubling revenues and tripling earnings in the past two and a half years following the unfortunate passing of LTI DataComm's founder and CEO, Mr. Leo Miller a year and a half ago. Ms Patti Miller, Chairman of the Board and Mr. Karl Hantho, CEO of one of the operating entities, guided the company through a reorganization, which was completed in 2007. Ms. Miller was honored at a luncheon reception on May 21, 2008.

Mr. Leo Miller, the CEO of a successful twenty-five year old telecommunications equipment reseller, came to SCORE expressing the desire to grow his business by re-vectoring it into the telecommunications systems integration segment, concentrating on the federal government market. This was stimulated by success in winning a significant sub-contact in this area with a large government contractor. Mr. Miller was seeking additional management experience to assist him in this critical strategic revectoring of his company.

SCORE suggested an ongoing Business Review program to help him, and a SCORE counselor, together with another outside advisor (Mr. Scott McBride) that the CEO had been working with, started this process. All aspects of the business were reviewed with the management team, a set of objectives was established and work was begun to institute a more formal set of financial controls deemed necessary to be successful in the government sector. Another SCORE counselor with expertise in marketing to the federal government participated with the team in advising on winning federal marketing strategies.

Tragically, after about six months, Leo Miller informed his advisors that he had been diagnosed with a terminal illness. An immediate crash program was undertaken to accelerate the financial restructuring process, engage an investment banker to advise on valuation of the company, and a search was begun for an new CEO. Unfortunately there was not enough time to carry this work to completion as Leo Miller passed away during this process. The SCORE counselor immediately undertook to provide management guidance to the senior management team on an ongoing basis, until legal, tax and estate issues could be satisfactorily assessed to allow more permanent actions to be taken. Ms Miller (now the owner of the enterprise) made the decision to continue to grow the company, a board of directors was appointed with advice and input from

the Business Review team. The SCORE counselor undertook the search to find a CEO candidate,

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and Mr. Karl Hantho joined the team two months later.

The company continued to execute superbly on its large government services contract, and today the opportunity has doubled in size compared to the original award. LTI DataComm posted in excess of a 35% increase in revenue in 2007 compared with 2006 and has continued an upward growth in earnings and return on investment (ROI).

Since 1964, SCORE “Counselors to America’s Small Business” has assisted more than 7.5 million aspiring entrepreneurs and small business owners through counseling and business workshops. More than 10,500 volunteer business counselors in 389 chapters serve their communities through entrepreneurial education dedicated to the formation, growth and success of small businesses. For more information about starting or operating a small business, call 1-800/634-0245 for the SCORE chapter nearest you. Or, visit SCORE on the Web at [www.score.org](http://www.score.org).

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