

*In a nutshell.....*

**SALIENT FACTS ABOUT US:**

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- 1 . Full-service architectural firm with extensive commercial, residential, and telecom experience.**
- 2 . Telecom experience collectively includes responsibility for over 1200 wireless sites since 1995.**
- 3 . Proven track-record in delivering quality drawings and diligent service within telecom's tough project schedules.**
- 4 . Full-service construction management group: estimating and bid administration, site supervision, processing of contractor invoices, project closeout, developing client standard specifications.**

**CONTACT US:**

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We are high-impact pro's who are ready to make a difference in your implementation program. Call or write us at our office address, or you can email one of our principals directly:

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**Salient associates**

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*Serving the  
Telecommunications Industry*



*Architecture, Engineering, and  
Construction Management*

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# WHY SALIENT?

Deal directly with real telecom professionals.....

1. who have the broad-based experience in wireless implementation to understand your needs, and to deliver quality service
2. who will be as aggressive about advancing the process as you are
3. who are true specialists, with the technical skills to provide innovation and sound advice that you can count on

## WHO ARE WE?

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Salient is a young, aggressive company, with a core of partners who were leaders at major companies established in providing AE and construction management services to the telecommunications industry. Collectively, we have managed the design and construction of over 1200 wireless sites. Our principals have 12 to 33 years of diversified experience in architecture and construction management, producing published and award-winning buildings, and in leadership roles with prominent design and construction firms.

We offer top-notch AE services to the telecommunications industry as well as quality architectural services to commercial and residential clients.

## THE PRINCIPALS:

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### Charles Whelan, A.I.A.:

- 20 years of diverse architectural experience
- Telecom experience includes design of over 300 sites, and management of the overall AE effort for the New Jersey build-out of a major wireless services provider
- Managed overseas office of US-based architectural firm for 7 years
- US Army Corps of Engineers (Major, USAR retired)
- NCARB-certified and licensed to practice architecture in four states

### Richard Bonanomi, A.I.A.:

- Practice of architecture since 1968
- 11 years with a well-known Manhattan firm, where he was vice president and senior designer, handling major projects, several of which were published and won design awards
- 5 years as a sole practitioner doing residential and commercial work
- 3 years with the Peace Corps, working as an architectural consultant and design instructor in Tunisia and the Congo
- NCARB-certified and licensed to practice architecture in New York and New Jersey

### Mark Gatanis:

- 12 years of broad experience in architecture and construction management.
- Working exclusively in telecom since 1995: Comcast, Omnipoint / VoiceStream, AT&T Wireless, AT&T Local Service, Metricom, Advanced Radio Telecommunications

## ARE YOU LOOKING FOR SPECIALISTS?

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We have handled wireless sites with special requirements such as the following:

- Amtrak, Conrail, Garden State Parkway, electrical utilities,
- New York City Landmarks
- Environmentally-challenged properties

## WHO HAVE WE WORKED FOR?

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Clients over the past year have included:  
Telecom:

- T-Mobile
- Berliner Communications (for Sprint PCS)
- Advanced Radio Telecommunications
- Inner Wireless
- General Dynamics (for Nextel)

Commercial and Residential:

- New York University
- Borough of Leonia, NJ
- Numerous residential clients