

Insights from Rick Day, President and CEO of Daycom Systems, Inc.

Daycom Systems, Inc. has been a premier provider of practical and effective business communications solutions since it was founded by Rick Day in 1992. Headquartered in San Diego and with offices in regional markets across the U.S., the company brings together leading industry experts, world-class products, and the creativity and expertise to create, implement, and manage communications solutions for medium to large businesses nationwide.

Offering a full range of services to help customers plan, design, install and maintain voice and data networks, Daycom Systems optimizes clients' communications systems by delivering custom, affordable, single-point-of-contact solutions supported by industry-leading services, top-quality products and industry-specific technical expertise. Says Rick Day, President and CEO of Daycom Systems, "Our goal is to develop a communication plan, design solutions and offer maintenance to help companies more effectively convey information."

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"I pride myself and my company on the hard work ethic and the no-nonsense, service oriented approach we apply to business. We have found that Irving Hughes follows our same creed. In each of our three contracts with them, it was obvious that their goal was to provide solutions that really made sense for our company." In 1997, Irving Hughes helped Daycom Systems find a larger space when they outgrew their Carlsbad facility. They moved from a 3,000 square-foot space to a 9,500 square-foot building in Sorrento Mesa. Within three years their growth again prompted them to contact Irving Hughes. Daycom Systems then moved into their current 18,000 square-foot space.

"Irving Hughes recently renegotiated our lease and got us an exceptional lease rate. They really represent our interests well. Irving Hughes takes the time to talk about our business and to find out about our vision for the space. We wouldn't use anyone else. We knew from day one that Irving Hughes was on our side."

For additional information, please contact Jason Hughes at (619) 238-4393 or jasonh@irvinghughes.com.

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IRVING HUGHES
Life is a lease. Negotiate well.