

lowDai

Tuesday, March 16, 2010

Adelstein seeks round two applications for RUS funding

omparing building broadband networks to every corner of the United States to the 1930's effort of providing electricity to all parts of the country, the Rural Utilities Service Administrator encouraged members of COMPTEL to apply for the second round of federal stimulus funding.

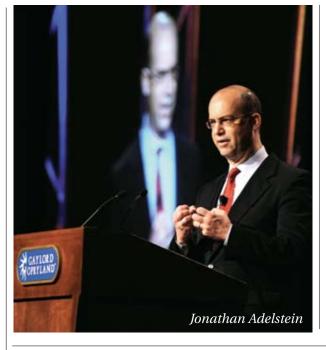
The former Federal Communications Commissioner Jonathan S. Adelstein said, "I have a new job and a lot of money to give away."

Adelstein was appointed by President Barack Obama last July to the RUS position. And Adelstein had plenty of praise for the President and his administration.

"We can finally do what we've been talking about doing for a long, long time," Adelstein said. "And we have the support of a White House, from the top on down. From the Vice President and the staff, because they all believe, as we do, that bringing broadband to all parts of the country is vital to our economy and vital to the growth of business."

He added that President Obama believes that broadband connecting all parts of the country, including sparsely populated rural areas, is necessary to jumpstart the nation's economy, because in the long term they will create more opportunities for people in the rural areas and will create a better quality of life.

(See Adelstain, page 5)



COMPTEL elects new board members

embers of COMPTEL yesterday elected 12 companies to serve on the COMPTEL Board of Directors for the 2010-2012 term during the association's annual membership meeting. Joining the 15 others who are currently serving their 2009-2011 terms, the newly elected board members include:

Small Member Category

- FastTrack Communications Steven Dorf, CEO
- Fiber Tower Kurt van Wagenen, President and CEO
- STS Telecom Keith Kramer, Executive Vice President

(See COMPTEL Elects, page 5)

ATLANTIC-ACM names U.S. Long Haul Wholesale Awards

TLANTIC-ACM, a telecommunications research consultancy and benchmarking firm, awarded its 2010 ATLAN-TIC-ACM Awards for U.S. Long Haul Wholesale Carrier Excellence during the keynote session Monday at the COMPTEL PLUS Spring 2010 Conference & Expo at the Gaylord Opryland in Nashville.

The awards reflect the results of the 2010 edition of ATLANTIC-ACM's U.S. Long Haul Wholesale Carrier Report Card – the industry's principal customer satisfaction benchmarking

(See ATLANTIC-ACM, page 5)

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The jury's motivation:

"TeliaSonera International Carrier has a strong IP focus and expansion of its business far beyond the traditional wholesale carrier market.

Their single-source strategy and commitment to customised services in media distribution and gaming has paid off and proved that wholesale operators can differentiate themselves.

TeliaSonera International Carrier is an innovative carrier."

We also won the category Best New Service with our Child Safeguard service.



Floor Plan



Today's Agenda

7:30 - 9:30 a.m.

Board of Directors meeting

(Hermitage D)

8:30 a.m. to 4:30 p.m.

COMPTEL PLUS Deal Center

Sponsored by: Charter Business,

Interstate Fibernet, O1 Communications

& Pac-West Telecomm

(Ryman Exhibit Hall B1)

Member Lounge

Sponsored by: Charter Business,

Intellifiber Networks

(Ryman Exhibit Hall B1)

Sessions:

Business Track in Tennessee B Regulatory Track in Tennessee D Technology Track in Tennessee A 9:30 to 10:15 a.m. –

Business Track: "Overcoming Objections"

Regulatory Track: "Hot Topics at FCC"

Technology Track: "Next Gen Networks:

Making a Smooth Shift to Packet-based Transport"

10:30 to 11:15 a.m. –

Business Track: "Cable and RLEC Entry into the

CLEC Market"

Regulatory Track: "Net Neutrality"

Technology Track: "Wireless Backhaul"

11:30 a.m. to 4:30 p.m. -

COMPTEL PLUS Trade Expo in Ryman Exhibit Hall

6 to 8 p.m. -

Tuesday Night with Gabe Dixon

Sponsored by Arent Fox in Tennessee C

Wednesday's Agenda

9 a.m. to noon — Regulatory Workshop

COMPANY	B00TH#
24/7 Fiber Network	915
321 Communications 360networks	500 709
Accedian Networks Inc.	412
ADVA Optical Networking, Inc. Alliance Group Services, Inc.	300 812
American Registry for Internet Numbers (ARIN)	422
Associated Network Partners, Inc. (ANPI)	523
BillSoft, Inc.	513
Broadvox Brocade	718 800
BTI Systems	419
CABS Agent Capacity Media	721 911
CCH, a Wolters Kluwer business	305
CenturyLink Wholesale Services ChannelVision (Beka Publishing)	700 421
Charter Business	301
CHR Solutions, Inc. Communications Data Group	804 527
Compliance Solutions, Inc.	418
COMPTEL Core Tel Communications	626 310
CustomCall Data Systems, Inc.	519
CYAN Dash Carrier Services	820 818
DCA Services, Inc.	613
DDR Broadband Networks D-Link Systems, Inc.	508 312
DSET Corporation	521
Edison Carrier Solutions Endstream Communications	808 512
Equinox Information Systems	512
FiberLight, LLC	306
GENBAND GeoResults, Inc.	611 622
Glimmerglass	826
Hatteras Networks Henkels & McCoy, Inc.	313 905
Homisco	608
IE - Dynetics INDATELgroup	906 413
Infinera Corporation	410
InterCall InterMetro Communications, Inc.	707 507
International Telecoms Week (ITW)	913
Interstate FiberNet Iowa Network Services	609 814
iQsim	819
IRIS Networks KDL	723 612
Knology, Inc.	518
LightRiver Technologies, Inc. LightSpeed Technologies	619 710
Mapcom Systems	424
MRV Communications, Inc. Nokia Siemens Networks US, LLC	821 908
Nortel	520
Omnitron Systems Technology, Inc. Optelian	406 909
Overture Networks	822
Performance Technologies	307
Positron Fiber Systems Power & Telephone Supply Co.	408 423
Profitec Billing Services, Inc.	511
Qwest Communications RAD Data Communications	600 802
RCN Metro Optical Networks	713
Regulatory Back Office/GSAssociates RNK Communications	914 411
Sales Manage Solutions	425
Salestream Software Sales Tax Associates, Inc.	309 525
Sandy Beaches Software	514
Sansay, Inc. Sprint Nextel	314 400
SRP Telecom	407
Sunesys, LLC Technologies Management, Inc.	420 900
TelePacific Communications	401
TeleSphere Software TeliaSonera International Carrier	414 302
Telispire	807
Telsource Corporation Thermo Credit, LLC	719 809
Transaction Clearing	620
TransNexus, Inc.	618
UDP US Signal	606 311
Vertek Corporation	708
Windstream Xtera Communications	901 526
ZONE Telecom	904

(Adelstein, continued from page 1)

"We've never had the resources to do this, but we do today," Adelstein pointed out. "Given the situation with the federal budget, this is a unique opportunity for the rural areas."

He said that during the first round of funding, the RUS provided about 10 percent of the money it allocated to CLECS. Other applicants included ILECS and wireless providers.

In all, the RUS awarded more than \$800 million in stimulus money to telecom companies. The money is targeted for 22 broadband infrastructure projects in 18 states.

As the second round of funding takes place, Adelstein said even more money, \$2.2. billion, is available and will be awarded. The deadline to apply for the funds, which come in the form of grants or loans, was extended until March 29. The administrator also said that some changes were

made in the process to make it easier to apply.

"We hope to target high caliber projects, so I hope if you applied and didn't get funded during the first round, or if you didn't apply during the first round, you will consider doing so during this second round," he said.

"This has really been a key priority for our Secretary [of Agriculture Tom] Vilsack and for President Obama to make sure that rural parts of America have access ... to the latest in broadband technology. Cutting-edge technology so that small businesses ... farmers and ranchers can have up-to-date information," Adelstein emphasized.

Lauding COMPTEL's members for their commitment to competition and innovation, he said, "I hope you are as thrilled as we are about this program. And we look forward to putting broadband in all parts of the nation."

(ATLANTIC-ACM, continued from page 1)

study, based on more than 1,000 individual carrier evaluations by their wholesale customers. Winners were:

- AT&T: Brand, Network, Voice Product Quality, Data Product Quality
- Qwest: Provisioning
- Sprint: Provisioning
- XO: Sales Reps, Provisioning, Billing, Customer Service, Voice and Data Product Price, **Data Quality**

"For the second year in a row, we saw scores for product quality and operations improve while price satisfaction declined," said ATLAN-TIC-ACM president Fedor Smith.

"The macroeconomic trends and pressures that impacted last year's pricing scores remain at play in this year's scores," Smith said. "Unlike last year, however, declines in price satisfaction were greater than satisfaction increases in other areas, signaling greater opportunities for pricebased wholesalers to capture share."

Boston-based ATLANTIC-ACM serves the telecommunications and information industries. In addition to producing the industry's principal benchmarking, sizing and opportunity studies, the company assists clients in evaluating telecommunications opportunities for successful investment, market entry and longterm planning.

For information, visit ATLANTIC-ACM's Web site at www.atlantic-acm.com. ■

(COMPTEL Elects, continued from page 1)

Medium Member Category

- Alpheus Communications Paul Hobby, Chairman and CEO
- Hypercube Ron Beaumont, Founder and CEO
- Lightyear Network Solutions J. Sherman Henderson III, President and CEO
- Zavo Group Scott E. Beer, General Counsel
- Zone Telecom Dan Boynton, President and CEO

Large Member Category

• Cbeyond - Julia Strow, Co-Founder

- EarthLink (New Edge Networks) Penny H. Bewick, Vice President - External Affairs
- Sprint Dan Dooley, President, Sprint Wholesale Solutions
- tw telecom Don Shepheard, Vice President, Federal Regulatory Affairs and Policy

During today's board meeting, the COMPTEL Board of Directors will elect the association's new chairman, vice chairman, treasurer and at-large members of the Executive Committee. ■



Mobile apps drive bandwidth demand

he fast growing demand for wireless smart phones, laptop data cards and other mobile devices is driving explosive growth in bandwidth requirements at cellular towers. And as wireless carriers upgrade their networks to 3G and 4G technologies, needs for backhaul connectivity from cell towers to mobile switching centers are changing rapidly.

"Wireless backhaul is a hot topic in our industry right now," said Ron Mudry of Tower Cloud, who will lead a panel on the topic at 9:30 a.m. today. "From 4G to WiMAX to long term evolution (LTE), this is a fast growing segment of the market. This panel will address the changing needs of wireless carriers and how companies in many areas of telecom can benefit from serving this fast growing marketplace."

Because of the importance of wireless to the changing telephony landscape, Mudry said that anyone attending COMPTEL *PLUS* will enjoy the panel, adding that "wireless carrier executives, metro fiber service providers, backhaul focused companies and long haul carriers will all benefit from attending this session."

He said that he believes that attendees will take away a number of things from the panel discussion including:

- Aggressive Growth It's no secret that 4G network evolution is driving the significant growth in backhaul capacity demand. Bandwidth needs at many cell sites are growing from the handful of T1s today to 25-50 megabits by next year. Capacity is expected to grow to 100-300 megabits over the next three to five years, which means even more demand for infrastructure upgrade and growth.
- Demand The demand for backhaul capacity will continue to grow at an exponentially high rate for the next few years placing additional demands throughout carrier networks. Wireless applications clearly drive demand, and we are still very early in the development of applications.

• Industry Participation – There are many ways for fiber services providers to participate in this fast growing market from building fiber to the cell sites to partnering with other backhaul operators to get a piece of the pie.

Mudry said he believes the Federal Communications Commission understands what is happening and that its National Broadband Plan – scheduled to be released today – will be comprehensive in addressing a host of broadband technologies including DSL, cable modems, fiber, wireless, satellite and broadband over power lines.

"From 4G to WiMAX to long term evolution (LTE), this is a fast growing segment of the market."

Ron Mudry of Tower Cloud

"It will establish specific objectives and priorities over a number of years, and it may make new broadband facilities available for wireless backhaul providers to consider in their deployment planning," Mudry said.

He continued, "Increasing the available network capacity to carriers at locations in the wireless network where the most demand for 3G and 4G services originates helps shore up short-term needs. Identifying the priority markets and cell locations is a significant forecasting challenge for the carriers and one which will likely change quickly."

Mudry added, "Responding to and supporting the aggressive 3G and 4G deployment plans of the wireless carriers will be the primary driver of the wireless backhaul providers. Having additional broadband facilities alternatives for backhaul may provide deployment alternatives by helping

TECHNOLOGY TRACK Wireless Backhaul Tennessee A, 9:30 a.m.

to reduce costs and broaden reach. However, it all comes down to making the investment now to upgrade infrastructure networks with technology that will support the long term."

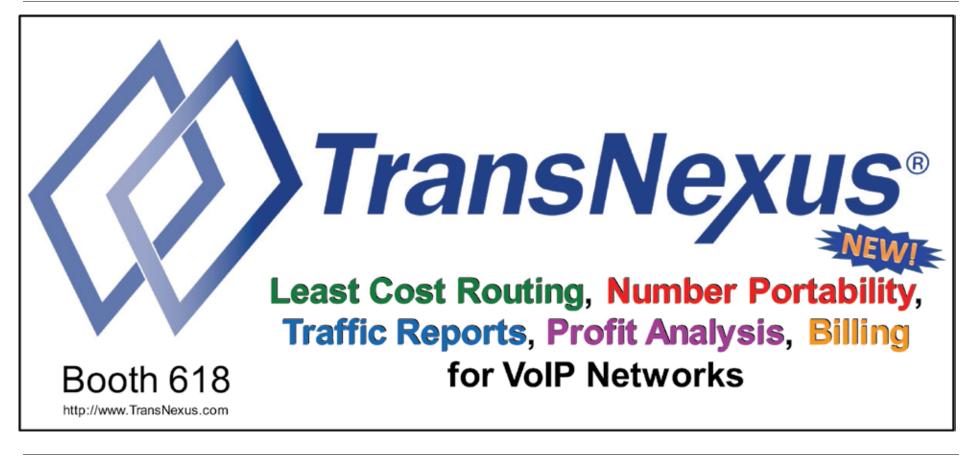
As the 4G race heats up with Verizon introducing and testing LTE, Mudry said that the wireless backhaul provider business models allow for the support of both LTE and WiMAX standards.

"With the size, financial strength and technical competence of the major wireless carriers and their partners lined up behind each technology, the most likely scenario is that both will be around for the fforeseeable future," said Mudry.

Of course the driver of backhaul providers' growth is the continuous development of applications.

"Apps available on the iPhone, the Droid and other smart phones help make these devices essential tools in today's connected world," Mudry said. "The smart phone user simply wants their app to be available wherever they are, whenever they need it, and they want it to work as if it were connected to a broadband wireline network.

In order to make this happen wireless backhaul networks must be expanded and their capacity increased. The impact of application development on technology is a big push forward. We should not overlook that future applications will include machine-to-machine direct communication further increasing backhaul demand," Mudry said.



Verizon Wholesale focuses on small, medium-sized businesses

t a time when small and medium-sized businesses look for every technological advantage to help them continue as the fundamental economic growth engine in the United States, Verizon is providing support with two new VoIP and Internet packages available through the Verizon Global Wholesale division.

The offers are designed to respond to the rapid growth of VoIP in the small business realm and the resulting demand for powerful high-speed Internet connections. In addition, the offers support Verizon Global Wholesale customers' marketing efforts to small and medium-sized businesses.

"By creating new VoIP and Internet packages that include both services and hardware, we're giving our wholesale customers new ways to support their small and medium-sized business customers in a time when every nickel and every efficiency counts toward success," said Quintin Lew, senior vice president of marketing for Verizon Global Wholesale. "Our goal continues to be to arm our wholesale customers with the tools that help them to help small and medium-sized businesses succeed."

The first new package, Verizon's SIP Gateway Service, transports VoIP traffic between packet-based IP networks and the traditional telephone network, allowing Verizon Global Wholesale's customers to give small and medium-sized businesses a quick and easy way to get into the VoIP world.

In addition to providing access to Verizon's expansive IP local network and its telephone number inventory, wholesale customers can offer small and medium-sized businesses a new NEC UNIVERGE SV8100 IP PBX and its associated installation and maintenance bundle at a discount, simplifying the setup and lowering the cost of entry into the IP market. This enables small and medium-sized businesses to work with a single vendor, receive one bill and gain access to a feature-rich VoIP solution that delivers cost reductions and the promise of increased productivity.

The SIP connection and NEC UNIVERGE SV8100 PBX are priced at a discount with this new package, which is simple, feature rich and offered at competitive prices.

A second new package, Internet Dedicated T1, combines service and hardware. It provides a high-capacity connection for 30 or more users and is designed for transmitting high-volume

email traffic, transferring large files or hosting Web sites from anywhere.

The package, based on T1 technology, combines 24 channels of broadband signal into a 1.544 Mbps service, with customer equipment available to enable the service. Quality of service (QoS) assurance is offered as an option, at an additional cost. QoS is important for businesses that consolidate voice, video and key business applications onto a converged IP network.

Equipment offered in the package is either a Samsung Ubigate iBG 1000 for data-only applications or a model 1003 for data and voice services combined.

"This package is about robust 'pipes' and powerful hardware with the hassles removed from the process," said Lew. "Giving our wholesale customers a turnkey option they can deliver to bandwidth-hungry businesses works for everyone, all-around." ■

Homisco announces winners

Homisco congratulates the winners of its Sunday booth drawing.

- The Marconi Gold and Silver coin set went to Navan Patel, VoicePulse
- Original Marconi Wireless Stock Certificate went to Kelly Sparks, Pac-West.

Homisco drew more winners Monday and will select some today. Stop by booth No. 608 and drop off a business card to enter.

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TeleBill signs agreement with BillSoft

BillSoft Inc. announced that TeleBill Inc., an outsourced billing services provider, has reached agreement with the company to provide tax rating on Telebill's communications services in a real-time billing and taxing environment.

TeleBill's unique billing software has evolved to handle the latest in VoIP and converged solutions while still being able to support legacy products.

The TeleBill solution provides flexibility at an affordable price, making it well-suited for small to mid-sized telecommunications carriers that may not have the resources to maximize their revenues through billing or to minimize their carrier costs. With TeleBill, companies can improve in each area.

BillSoft will provide TeleBill its tax rating to ensure accuracy and speed.

"We were impressed with BillSoft's EZTax platform and its ability to tax all kinds of telecommunications services in real-time," said Paul Tucci, TeleBill's president and founder. "And the remotehosted EZTax ASP application was a perfect fit with our outsourced business model."

BillSoft's President Vicki Klein added, "It's a great partnership between two companies that deliver standout solutions. By coming together, you can expect bigger and better things."

RiverRock rocks Pac-West's rating, billing platform

ac-West Telecomm, a provider of advanced wholesale telecommunications services, chose RiverRock Systems' RADIX flagship software suite to replace its existing rating and billing platforms.

RiverRock supplies operational and business support systems for integrated communications providers.

"With RiverRock's integrated CRM and billing solution, Pac-West will be able to further streamline its back office operations, focus on core competencies and grow without limits," said David Thompson, president of River-Rock Systems. "We have a great relationship with Pac-West and are pleased to provide the systems needed for Pac-West to seek new

growth opportunities and to create an exceptional customer experience."

Pac-West's vice president of business operations Shelly Hendrix added, "We needed to improve the efficiency of our billing processes while consolidating our internal applications.

"We are very pleased with the suite of solutions being provided by RiverRock Systems," she said. "What they have to offer made it very easy for us to move forward with our business strategy."

RiverRock RADIX ASP delivers a high value optimized solution to create a tailored offering based on a service provider's business. River-Rock's industry and operational experts use proven processes to manage the customer's back office.

Arbinet deploys Customer Based Routing

rbinet Corporation announced Monday at COMPTEL *PLUS* convention & EXPO that it has introduced into its network a new level of routing flexibility for its Arbinet Carrier Services (ACS) customers.

Customer Based Routing lets a service provider or carrier customer select from multiple grades of service for each destination over a single trunk group. A carrier can choose routes with guaranteed CLI delivery and mobile subscriber roaming number (MSRN) support from Arbinet's Premium Mobile routing table for destinations where its customers need the highest quality of service with advanced features.

On the same trunk group, it can choose more aggressively priced routes from Arbinet Quality or Value routing tables for destinations where cost is the most important attribute in route selection. And if it needs caller line identity (CLI) delivery, but not MSRN support, it can select routes from Arbinet's Premium table.

"We set as a goal for ourselves in 2009 to leverage the technology at the core of our voice network and increase the flexibility with which we work with the marketplace," said Dan Powdermaker, senior vice president, sales & marketing.

"We launched Carrier Services, a traditional wholesale way of working with customers and suppliers. Utilizing supply from the more than 1,100 service providers and network operators that are connected to Arbinet's network, ACS offers a number of grades of service ranging from an aggressively priced wholesale table to a recently announced Premium Mobile table with direct termination to more than 250 fixed and mobile network operators and guaranteed CLI transmission and delivery to terminating network suppliers," he added.

"Customer Based Routing is the latest innovation to be deployed in our network. It enables our sales team to customize routing for each customer based on the customer's unique needs," Powdermaker explained.

Arbinet offers three ways for carriers and service providers to originate and terminate international voice traffic.

Arbinet Carrier Services is a standard wholesale trading product with no fees, a single invoice and rate lock. It uses supplier codes in its wholesale routing plans.

Thexchange is the industry's leading marketplace for buying and selling voice communications where customers and suppliers use sophisticated tools to view market data and trade traffic.

PrivateExchange is an easy to use, low-risk outsourcing approach that enables service providers to create virtual direct routes and aggregate existing interconnects. ■

Pangaea launches dedicated 10 GigE ring in New York City

angaea Networks, a niche provider of carrier class Ethernet local loop services in the New York City and New Jersey markets, launched its PANMetro Dedicated 10GigE Ring service in Manhattan.

With the multi-gig service platform, carriers and end users can deploy multiple Ethernet circuits with capacities greater than 1 GigE on a single port, over their own private dedicated, Layer 2, 10 GigE wireline infrastructure.

"Scalability and portability are the two main drivers behind the PANMetro 10 GigE platform," said Kevin Black, vice president of business development at Pangaea Networks. "Service providers and end users with high capacity IP and data traffic require an Ethernet platform that can scale beyond GigE, with the ability to easily load balance traffic between data centers and meet me rooms.

"By collocating in just one site, PANMetro 10 GigE users can now access hundreds of customers and other service providers over their own private, diversely routed, protected 10 GigE ring, without the need for additional rack space and power within those other facilities," he added.

Pangaea Networks plans to expand the 10 GigE ring service to include four primary data centers in New Jersey with service available in the third quarter.

PANMetro Ethernet service enables nearly any end customer the ability to leverage Ethernet technology to obtain dedicated local access.

In addition to providing fiber based, high capacity, carrier grade metro Ethernet solutions, Pangaea Networks converts legacy network connections, such as TDM and SONET to Ethernet over a wide area, stretching from Connecticut to Southern New Jersey.

The company provides Ethernet access to more than 2,700 enterprise buildings and interconnectivity to nearly all of the New York metro area's data center and collocation facilities.

Pangaea Networks is a pioneer in the deployment of managed Ethernet services from the enterprise market to select carrier hotels and data centers. Pangaea uses a combination of Ethernet network to network interfaces, leading edge customer premise equipment and proprietary dark fiber networks to rapidly provision metro Ethernet transport solutions to carrier and enterprise customers. ■

TeliaSonera beefs up network in U.S.

eliaSonera International Carrier has increased the possibilities for new and existing customers in the U.S. to benefit from availability of highquality IP services and the ability to connect to Europe's largest and fastest-growing IP backbone. Telia-Sonera has been active in the U.S. market since 1995.

"We are giving our customers new possibilities to connect to our IP backbone via Buffalo, Cleveland and Washington, D.C.," said Anna Mossberg, vice president and head of product and business management for TeliaSonera. "This further expansion in the U.S. network will be strategically important if we are to fulfill our ambition to become one of the three largest global IP carriers."

TeliaSonera delivers IP, capacity and voice services and also provides the media, education and online gaming industries with services tailored to their specific needs. It owns and operates more than 43,000 kilometers (27,000 miles) of fiber network, which covers more than 100 points of presence in 35 countries across Europe, the U.S. and Asia.

"In light of the TeliaSonera group being one of the largest operators in Europe with more than 150 years in the business and with 150 million mobile subscribers, we believe our customers in the U.S. are considering us being a very competitive alternative", said Mossberg.

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Show me the money

Telcoms, some COMPTEL members, receiving stimulus bucks

The U.S. Department of Agriculture announced earlier this month that it has targeted \$310 million in stimulus money to bring high-speed Internet connections to 14 rural communities nationwide. Several COMPTEL members are receiving a share of that pie.

"This big batch of projects will create urgently needed jobs now and also build networks that will fuel rural economic development for years to come," said Jonathan Adelstein, the Agriculture Department's Rural Utilities Service Administrator, which awards the funding.

The awarded allocations include:

- \$88.1 million grant and loan to an Alaskan telecommunications company that will build "middle mile" networks to connect 65 towns and villages in southwestern Alaska to the
- A \$19.1 million grant and loan to a Missouri electric cooperative to build a fiber-optic network that reaches nearly 5,000 homes, businesses, public safety entities and community organizations in rural Missouri
- A \$3.9 million grant to a unit of TDS Telecommunications Corp. to build a digital subscriber line network to serve homes, businesses and community institutions in sparsely populated parts of Alabama.
- A \$376,000 grant and loan to a telephone company to build a WiMAX network to nearly 325 homes in northeast Iowa.

The Rural Utilities Service has doled out \$363.7

million for 22 broadband projects. The Agriculture Department will allocate \$2.5 billion in stimulus money for broadband programs. In a second round of funding the Agriculture Department will focus on projects that provide "last-mile" connections that link homes, businesses and other end users to the Internet.

cross the country.

The grants are expected to increase broadband access and adoption in California, Florida, Indiana, Louisiana, New York, Pennsylvania, West Virginia and Wisconsin.

The 10 grants, totaling \$357 million, will bring high-speed Internet access to millions of households and businesses and link up thousands of

"This big batch of projects will create urgently needed jobs now and also build networks that will fuel rural economic development for years to come."

Jonathan Adelstein, Rural Utilities Service Administrator,

ET TU COMMERCE?

In the meantime, the National Telecommunications and Information Administration, an arm of the Commerce Department, will award an additional \$4.7 billion in stimulus funding for broadband.

U.S. Commerce Secretary Gary Locke earlier this month announced 10 American Recovery and Reinvestment Act investments to help bridge the technological divide, boost economic growth, create jobs and improve education and healthcare schools, hospitals, libraries and public safety offices to the information superhighway.

"In a globalized 21st Century economy, when you don't have regular access to the Internet, you don't have access to all the educational and employment opportunities it provides," Locke said during an address in Pennsylvania. "Fast, reliable Internet can help keep communities safer, open doors for small businesses and provide job training and skills to more Americans. Over the long-term, enabling our people to create new products and new ways of doing business will help communities throughout the country get onto a sustainable growth path, and that's what the Recovery Act is all about."

"The level of interest in this program has been extraordinary, and is yet another indicator of the critical role broadband plays in achieving durable, sustainable economic growth," Assistant Secretary for Communications and Information and NTIA Administrator Lawrence E. Strickling said. "The strongest proposals are the ones that have taken a truly comprehensive view of the communities to be served and have engaged as many key members of the communities as possible in developing the projects."

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FAIR SHARE

As one example, Lynx Network Group of Michigan and its public and private partners were awarded funding to create a rural fiber optic network through underserved areas of Michigan.

The network will provide high performance, low-cost Internet access to rural areas. Fiber funding will help to attract and to retain jobs and businesses that demand advanced communications in order to remain competitive.

For the project, Lynx has partnered with Merit Network Inc, a 501(c) (3) nonprofit organization whose mission is to provide advanced networking services to the research and education community throughout Michigan.

According to Chris Barber, principal at Lynx Network Group, "our collaboration with our non-profit partner was the key to the successful grant award."

Lynx Network Group will own the fiber network and sell services to carriers, ISPs, CLECs, and ILECs, while Merit will focus on public entities.

The \$33 million Lynx received also will provide 40 new jobs. The planned network is expected to serve communities throughout the Northern, Western and Southern boundaries of Michigan's Lower Peninsula, as well as Mid-Michigan.

Rep. Fred Upton (R-Mich.) said, "This funding provides a tremendous boost to our region, helping a homegrown business expand and create jobs in an effort to deliver broadband to countless families, businesses, schools, libraries and health centers across the state."

Lynx and its partners will build 955 miles of fiber optic cable which will deliver advanced communications to local, regional and national services providers, bringing services to undeserved, rural communities.

Lynx is a premier wholesale and retail provider of telecommunication services in the Midwest, utilizing direct sales and agent channels to sell the newest, always changing technologies in voice and data services. It operates as niche provider of intrastate data services to wireless and wireline (fiber-based) carriers.

of our existing strategy of delivering high capacity transport network services to unserved and underserved areas of New York State."

MORE, MORE, MORE

Other grants and loans given to COMPTEL members through NTIA's Broadband Technology Opportunities Program (BTOP) and the RUS Broadband Initiatives Program (BIP) include:

- DeltaCom Inc. \$9.4 million broadband infrastructure grant with an additional \$2.3 million applicant-provided match for a 544-mile high-capacity fiber-optic broadband network that will provide high-speed connections for more than 50 community anchor institutions in five Eastern Tennessee communities, from Chattanooga through Knoxville to Johnson City and Bristol.
- Great Works Internet (Biddeford Internet Corp.) \$25.4 million to create an open access fiber-optic network extending to the most rural and disadvantaged areas of the state of Maine.
- Mid-Atlantic Broadband



Gary Locke, U.S. Commerce Secretary

ION NEW YORK

Given \$39.7 million, ION will build HoldCo LLC, a partnership owned by Sovernet Communications (a subsidiary of Atlantic Tele-Network Inc.) and 12 independent rural telephone companies in New York, announced it will augment its existing 2,200 mile fiber network with 1,300 miles of additional fiber-optic middle-mile broadband network.

The ION Upstate New York
Rural Broadband Initiative will be
completed in partnership with the
Development Authority of the North
Country (DANC) and will enable
high speed Internet access to underserved communities throughout
upstate New York, along with parts of
Vermont and Pennsylvania.

An additional \$9.9 million will be invested in the project by ION and DANC.

"This is great news for our great state," said ION CEO James Becker. "This grant facilitates the extension Cooperative – \$16 million to expand a fiber network directly connecting 121 K-12 schools in Southern Virginia. The company also received another \$5.5 million in partnership with the Virginia Tech Foundation to construct a 110-mile open access fiber network between Blacksburg in Montgomery County, Va., to Bedford City in Bedford County in its Allegheny Fiber Project.

- TDS RUS awards of \$8.6 million to expand broadband access in Northern Michigan, plus the \$3.9 million for a similar project in Clarke County, Ala.
- Zayo Bandwidth LLC \$25.1 million broadband infrastructure grant with an additional \$10.7 million applicant-provided match to directly connect 21 Ivy Tech Community College campuses to the state's existing high-speed network for education and research in Indiana. ■



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Lightyear goes public

ightyear Network Solutions LLC, a nationwide telecom services provider, recently became a public company through a reverse merger with Libra Alliance Corp., a shell company and former ISP.

As a result of the merger, Lightyear, which began operations in 1993 as UniDial in Louisville, Ky., became Libra's principal operating company. Libra trades on the OTC Bulletin Board under the stock name "LBAL." The Lightyear name will continue to be used.

Founder, president and CEO J. Sherman Henderson III and other Lightyear backers own a majority of Libra's stock. Henderson will be CEO and a member of the board of directors of the public company.

"We are very pleased with the completion of this transaction as it positions us to broaden our investor base, financially support an accelerated growth plan and implement a focused acquisition strategy," said Henderson, a former six-term chairman of industry association COMPTEL.

Henderson also was selected as one of the Top 25 Most Influential People in Telecommunications.

"The main focus for Lightyear will be continuing to service the telecommunications needs of our approximately 60,000 business and residential customers utilizing our independent national sales force of Lightyear Agent Partners.

"Management intends to increase Lightyear's revenue and earnings via a combination of

organic and acquisition growth," he said. "We are actively seeking to acquire multiple small to midsize competitors throughout the U.S. where we can anticipate significant demand for Lightyear's service offerings."

In addition to Henderson, four new members were named to the board of the public company.

"We are actively seeking to acquire multiple small to midsize competitors throughout the U.S. where we can anticipate significant demand for Lightyear's service offerings."

Sherm Henderson, Lightyear CEO

They are: Rick Dees, the nationally recognized radio broadcaster; Chris Sullivan, founder of the Outback Steakhouse restaurant company; Ron Carmicle, president of Louisville's River City Development Corp.; and Brent Rice, an attorney and longtime partner in the firm of McBrayer, McGinnis, Leslie and Kirkland in Lexington, Ky.

Lightyear's product portfolio includes: local PRI and digital T1, enhanced Internet services, frame relay, MPLS, point-to-point, VoIP, local and long-distance, calling cards and conferencing. Lightyear also has begun offering wireless services to customers in the U.S. through milestone wholesale contracts with multiple tier 1 wireless providers. ■

BillSoft wins gold

BillSoft Inc., a market leader for transaction-based taxation, won the gold, as in Microsoft Gold Certified Partner, with a special competency in ISV/Software Solutions.

Achieving gold status means BillSoft has the highest level of expertise and command of Microsoft technologies for software development. A plaque signifying this status will hang in the lobby of BillSoft's headquarters.

As a Microsoft Gold Certified Partner, BillSoft will have gold-level access to Microsoft tools, resources, plus priority technical assistance — all through ISV/Software Solutions. This will be invaluable as BillSoft software engineers interface with Microsoft on a daily basis. Now these engineers will have the closest possible working relationship with Microsoft.

"It's really a recognition of our development process," said Brian Cronin, BillSoft Systems Engineer Director. "And with the gold status, we'll have even more access to Microsoft products and people during the software development cycle."

BillSoft's goal is to design best-in-class products like EZTax and combining them with the service and support for which the company is known.

"It's an honor to be named a Microsoft Gold Certified Partner," said Vicki Klein, BillSoft president. "It's a testament to who we are, what we've accomplished and what we're capable of." ■



DCA announces wholesale billing, rating product

Tholesale carriers frequently are concerned about "black holes" in their rating and billing processes. Are we dropping call records on the floor that come from our carriers? Are we delivering everything to our billing provider? Is our billing provider billing out everything that is sent to them?

DCA SwitchYard takes the guesswork out of the CDR collection, rating and billing process with its proprietary standalone platform that takes mediated or non-mediated call records from switches and other carriers then categorizes them into records that are or aren't billable based on the client's rules.

SwitchYard then passes the call records to the client's fraud management system, or other third-party vendors, and then to the

billing provider.

In each step, the records in and out are accounted for and each call record is tracked from the originating carrier through each destination and on to its billing provider.

Accompanying this platform is a series of Management Information Reports that will allow you to track file transfers and record counts at each point in the collection and dissemination process.

These reports can be broken out by file, time period, sending or receiving party, incomplete or unbillable or period over period comparisons.

The reports are available for viewing online or can be exported for in-depth analysis.

For more information, visit DCA Services at booth No. 613; go to www.dcaservices.com or phone 405-951-9300. ■

See you September 12 - 15 at the Gaylord Texan in Dallas

Proximiti unleashes TRAKR Solutions

roximiti Communications Inc. is making WorkTRAKR and CellTRAKR software available to business users and has the capability of offering the services as part of branded or standalone offerings to partner companies.

WorkTRAKR software is installed on user mobile smart phones, more than 250 office phone systems, personal computers and laptops offering companies and users the ability to log almost any event from phone calls, emails, use of PC programs, Web site usage and scheduled meetings in Outlook and create detailed user time sheets.

CellTRAKR can track mobile user activity, ensuring compliance with company policies such as no texting while driving, location-based tracking and security tools, whether or not the user is on a corporate plan or is reimbursed by the company for mobile phone usage.

Integrating communications activity with business management tools is increasingly complex placing heavy burdens on users that may not be met, said Gregg Smith, CEO of Proximiti Communications. "WorkTRAKR and Cell-TRAKR address these important needs and work on any carriers' phones, any PC and over 250 phone systems."

WorkTRAKR software is used by many users that bill time such as attorneys, accountants and others, but it also is a great tool for those using CRM packages such as salesforce.com.

WorkTRAKR is integrated with many legal management software companies allowing for single click billing from any of the typical user devices. Users report higher revenues and lower administrative costs. Other users benefit from the automatic logging of all activities so they can easily enter data into other management systems relating to activities and time management needs.

Logging features of WorkTRAKR are included, but it also has features such as location-based tracking, exception reporting for users' texting or calling while in motion and the ability for company administrators to clear proprietary data from lost or stolen phones remotely.

Services can be delivered directly or white-labeled depending on the business arrangements.

WorkTRAKR and CellTRAKR are offered as software as a service model with annual and monthly pricing options. Revenue sharing models are attractive for Proximiti partners.

For information, visit www.proximiti.com. ■



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BillSoft's accuracy recognized

BillSoft Inc., the leader for transaction-based taxation, announced the State of Florida Department of Revenue recertified it for accuracy with assigning addresses to local tax jurisdictions.

The recertification comes after an analysis by the State of Florida of BillSoft's database and determined that it met the 95 percent requirement in assigning street addresses, address ranges, post office boxes and office box ranges to the proper local tax jurisdictions.

In reality, BillSoft achieved a higher than 98 percent rating.

This level of accuracy comes from an EZGeo product that correctly identifies tax jurisdictions for communications services across the United States. EZGeo also provides address scrubbing to postal standards (CASS certified) and determines whether an address is in a special tax district or unincorporated area.

For communications and cable providers, this degree of accuracy has financial advantages. The recertification means whenever they use EZGeo in Florida, they're eligible to receive a higher tax collection allowance (.75 percent versus .25 percent) and are granted the hold harmless provision of the communication services tax (CST).

"This is great news for our customers who do business in Florida and for any communications provider relying on EZGeo," said Vicki Klein, BillSoft president. "It also gives kudos to our IT department that's committed to maintaining the product goal while improving the functionality and performance."

CustomCall, Concretio.com complete merger

ustomCall Data Systems Inc. and Concretio.com Inc. announced they closed on their merger. The two companies offer complementary software and services to communications service providers in all segments of the telephone, cable and wireless industries.

Operating under the CustomCall name, the combined company will be a source for integrated billing and OSS, offering a broader range of capabilities seamlessly and giving service providers a more complete solution with less vendor integration.

The merged company will offer one-stopshopping for service providers' billing, provisioning and OSS needs.

"Out-of-the-box, flow through provisioning that is seamless and highly automated is one of the primary product goals of putting our businesses together," said CustomCall CEO Frank Peregrine. "CustomCall and Concretio have come together to offer the strongest and most complete solution for communications services providers."

Concretio's former CEO Kevin Williams added, "The reaction of the marketplace has already validated our decision to combine our businesses. It is clear that a comprehensive billing and OSS solution, providing seamless integration from order management and customer acquisition though billing and customer care, is exactly what carriers are looking for. We are even more excited than we expected by the opportunities we are seeing, even at this very early stage."

Williams remains with the merged company as executive vice president.

In the meantime, CustomCall also announced that 360networks has signed a contract to use its billing, OSS and customer acquisition solutions. 360networks will use CustomCall's hosted Webtop BPM and Workflow BPM solutions to manage its billing, DID inventory, order management, number porting, subscriber registrations and trouble tickets.

"360networks continues to invest in its systems and services to better serve our customers," said Brady Adams, CTO of 360networks. "We turned to CustomCall for their proven ability to help us further automate order entry, billing and other back office procedures in a service oriented design that allows us tremendous flexibility while improving value for our customers."

"We are pleased to have a company of the stature of 360networks become the latest client to embrace our solution set," said Peregrine. "360networks has a deep network presence in the Western United States and over 12 years of experience in the telecommunications industry. Our hosted solution will provide them with a single database of record and a unified means for bringing together disparate locations, business processes and third-party systems."

CustomCall also announced availability of its TRS Ordering and Gateway Solution that is compliant with the new XML version for the 22-state AT&T region.

CustomCall has converted its customers, both hosted and on-site, to the release. The new version will allow CLECs to transition from EDI to XML before March 19, the deadline. In addition, using the XML Web services interface to AT&T gives carriers the option to bond to AT&T's OSS for all of its 22-state territory without the expense and time-consuming burden of establishing dedicated data connectivity to the ILEC.

"This release will allow customers to benefit from improved features and increased functionality in this new version," said Williams. "Companies will now be able to process pre-order and ordering transactions using the latest XML version, and eliminating the need to order a dedicated circuit to AT&T means we can get them in production much faster and with less cost."

Williams further went on to say, "During these times in the CLEC industry, companies are searching for more cost efficient and quicker means of acquiring customers, and they have found it with the TRS application with its integration into the CustomCall billing and OSS solutions." ■

Endstream deploys Sansay's VSXi session border controller

ansay, a provider of VoIP infrastructure systems, announced that Endstream Communications, a telecommunications service provider in the Unied States and international markets, has deployed Sansay's VSXi session border controller to support its rapid growth trajectory.

Endstream, a privately owned, New York City-based company founded in 2007, is a next-generation carrier that provides customizable telecommunications services to wholesale, enterprise and mid-size business markets. Deploying the VSXi product gives the company a flexible, manageable solution to accommodate its high quarter-over-quarter average growth rate.

"We interconnect with dozens of carriers that have their own unique requirements and specifications for how they want to do business" said Erik Levitt, Endstream's CEO. "The Sansay VSXi provides us with unparalleled flexibility to configure our network on a per carrier basis. That combined with Sansay's novel licensing on a per network basis makes the VSXi the most costeffective SBC in the market, and that gives us a competitive advantage."

Sansay is introducing the VSXi, its third-generation session border controller, at the COMPTEL *PLUS* 2010 Spring Convention & EXPO.

The VSXi supports multiple applications including wholesale and retail voice services, peering, SIP trunking, video conferencing and prepaid calling. With more than eight years of field-tested experience and hundreds of service provider deployments, the VSXi is one of the most mature and advanced products in the market and uniquely tailored for COMP-TEL's competitive carrier members.

"Endstream is an innovative company that is pushing the envelope in telecommunications," says Andy Voss, CEO of Sansay. "We're pleased that Erik and his team selected the VSXi and that we're able to meet their needs as they continue to scale rapidly."

Sansay is located at booth No. 314 and Endstream can be found at booth No. 512. ■



Knology launches 50Mbps in Huntsville

nology Business Service Internet in Huntsville, Ala., is faster than ever due to a free upgrade to the DOCSIS 3.0 platform.

Knology Business Internet customers will be able to experience greater productivity thanks to increased bandwidth speeds of up to 50 Mbps on the downstream and 5 Mbps on the upstream.

"Huntsville businesses are focused on improving efficiency and maximizing resources," said Ron Johnson, vice president of sales for Knology. "Now more than ever, businesses are looking for

ways to differentiate themselves while keeping costs down. This system upgrade puts both existing and new Knology Business Internet customers at the highest level of speed, security

and performance. This is the latest example of Knology being the first to bring leading edge technology to the Huntsville business community."

DOCSIS provides faster speeds for all customers by using channel bonding technology, which leverages Knology's existing high speed infrastructure. Additional features include security enhancements, such as support for 128 bit advanced encryption security (AES), as well as IPv6, the new Internet protocol addressing method already seen in many of today's applications.

As part of this investment, Knology also is increasing the upload speeds for Basic and Edge business customers to 1Mbps.

"DOCSIS 3.0 can dramatically help to improve productivity for our customers by leveraging this

Knology's Huntsville Service Levels

• Business Ultimate 50 Mbps down/5 Mbps up • Business Max 30 Mbps down/5 Mbps up • Business Select 16 Mbps down/2 Mbps up • Business Basic 8 Mbps down/1 Mbps up

> super fast and reliable upgrade by Knology, and opening the door to new and emerging applications such as video conferencing, telemedicine and other business centric needs," said Johnson.

PGi, Copper enter three-year wholesale agreement

Gi, a provider of meeting and collaboration solutions, has established a three-year wholesale agreement with Copper Conferencing. The agreement allows Copper to market and sell PGi's audio and Web conferencing solutions under the trusted Copper Conferencing brand.

"PGi is thrilled to be working with Carolyn Bradfield and Copper Conferencing," said Ralph Hawkins, senior vice president, PGiPartner Channel, "Our Partner Channel has grown with incredible momentum in the last few years, and this new agreement illustrates that we are committed to embracing our partners and working to make them more successful."

The PGi Partner Channel remains a key area of focus and investment in 2010, as PGi continues to provide global scale and collaboration synergies for resellers and agents around the world. PGi's record of customer support, high quality of service and global reach, along with its broad suite of market-leading audio and Web collaboration solutions, helps companies like Copper grow their own businesses.

The agreement between PGi and Copper Conferencing is designed to support Copper's On Demand audio services and to drive the development of joint efforts to expand audio and Web collaboration solutions. Copper has invested considerable resources to automate the entire conferencing experience, including a sophisticated online account management system, online user training and automated call technology.

"Copper Conferencing operates with a value system that is focused on putting our customers first," said Carolyn Bradfield, chairman and CEO, Copper Conferencing. "PGi shares those same values and is focused on innovation that will help us continue to meet the needs of our growing customer base." ■



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Thermo Credit provides funding to Access Point

hermo Credit LLC, a provider of financial services to the telecommunications industry, announced the funding of a \$4.5 million facility to North Carolina-based CLEC Access Point Inc.

Access Point is a nationally certified CLEC to large and medium-sized businesses and offers local and long distance, VoIP, integrated, Internet and managed data services.

Phil Pedone, Thermo Credit's vice president of sales said, "We are excited to be working with a company and management team the caliber of Access Point. I believe the facility we have put in place will allow them to take advantage of the tremendous growth opportunities their national certification has provided."

... the facility we have put in place will allow them to take advantage of the tremendous growth opportunities their national certification has provided."

Phil Pedone, Thermo Credit vice president of sales

Access Point's CEO Richard Brown added, "Working with Thermo Credit to define a program that would meet Access Point's capital needs today and well into the future has been a great pleasure. They are extremely knowledgeable

about the inner workings of the telecommunications industry and that made putting together a transaction much easier than with lenders outside the industry."

Thermo Credit is a financial services company that is focused exclusively on the telecommunications industry. It serves established providers that

need capital to expand or improve their operations.

The company provides asset-based solutions, loans, lines of credit and capital investment programs to every segment of the telecommunications market. For information, visit www.thermocredit.com or call Phil Pedone at 843.762.3312. **■**

Cost Savings Drive Nitel Growth

itel, a nationally recognized provider of telecommunications network services, announced that it has signed its 67th carrier/reseller to its growing list of wholesale clients. Nitel CEO Rick Stern said the signing is an indication of a larger trend.

"Telecom providers have found that partnering with us is more cost-effective than buying off-net services one carrier at a time," said Stern. "Especially in rural or out-of-the-ordinary locations where our value is strongest - our clients improve their back office efficiency by procuring a multitude of off-net services from a single provider, and they do it at a price that's hard to beat."

Initiating a buying arrangement with a carrier can be an arduous process, said Stern. "When you multiply that process by dozens of providers a carrier might purchase off-net services from – national carriers, small ILECs, regional providers - you're talking about a significant investment of resources." Working with a single partner, such as Nitel, therefore, "just makes sense," he continued.

Margins on off-net services are significantly lower than what they are on a carrier's own network, so the ability to quickly survey multiple networks through n-Tellisource, Nitel's proprietary database of network information, allows carriers to take advantage of the most cost-effective option, says the company. This enables more flexibility in the sales process to increase margin or to present a more competitive price - increasing revenues and/ or profitability.

Carriers and resellers also have found that working with Nitel has eliminated a significant amount of work from their back office operations. Working with one vendor allows carriers to reallocate SG&A expense once used for negotiating multiple MSAs, pricing multiple networks, managing provisioning and escalation procedures, managing and auditing multiple invoices and tracking trouble tickets across multiple NOCs. ■



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FiberLight grows through Mid-Atlantic metros

iberLight LLC, an optical networking provider, did not allow 55 inches of snow in Washington, D.C., and the Northern Virginia areas prevent the company from providing connectivity to its customers.

Two weeks after record snows hit the region earlier this year, an Internet service provider based in Culpeper, Va., acquired a front-end loader to clear a path on his property to construct the lateral, FiberLight officials said.

FiberLight recently completed a 130-mile network linking Culpeper to its robust 350-mile network in D.C. and Maryland.

In the meantime, Fiberlight also has begun directional boring at the Baltimore/Washington International Thurgood Marshall Airport. The 56-mile ring around the airport is a portion of a 100-mile planned expansion of FiberLight's footprint in Baltimore and includes simultaneous activity involving the rodding and roping of city conduit in downtown Baltimore.

The new network will augment FiberLight's existing 123-mile Baltimore network, and 299-mile Virginia and D.C. networks by extending the optical backbone past the downtown business district to connect to the growing Maryland cities of Columbia, Elkridge, Greenbelt and Laurel, while providing greater diversity to the Maryland, Virginia and D.C. region.

Optical services clients can access dedicated connectivity to the major IP peering points, data centers and carrier hotels located in Baltimore, Washington, D.C., and Northern Virginia at speeds up to 10 Gig.

FiberLight provides Ethernet, wavelengths, IP, SONET and dark fiber metro optical transport to telecom carriers, government, large enterprise, content providers and Web-centric businesses.

The company owns its 500,000 mile network in key growth areas and offers robust metro networks in more than 60 cities in Florida, Georgia, Maryland, Texas, Virginia and Washington, D.C., as well as intercity network services nationwide. ■

Tinet selects Hibernia Atlantic for 10G Wavelengths

ibernia Atlantic, the only diverse transAtlantic high-bandwidth connectivity provider, announces today that Tinet selected it to deliver multiple 10 Gbps wavelengths of capacity to and from Toronto, New York, Dublin, London, Frankfurt and other major metro areas on Hibernia's private network.

Tinet, formerly the carrier arm of Tiscali Group, says it is the only global carrier exclusively committed to the IP and Ethernet wholesale market.

With this additional capacity increase, Tinet can further offer its global wholesale customers greater redundancy, diverse routing and access, thereby further enhancing its IP and Ethernet service performance.

The capacity increase is the result of rising customer demand for wholesale services, such as Ethernet private lines, VPLS and IP transit. This increase also is in line with Tinet's previously announced expansion plans. The company intends to invest in its network, including deploying a third network operations center in the United States.

Tinet has selected Hibernia Atlantic, a long-time network partner of the company, as Hibernia offers additional security through diversity routing.

Hibernia operates the only undersea cable crossing directly from Ireland to Canada and the United States, thereby avoiding single points of failures, landing point and backhaul routes, such as the U.K.'s Bude, Bristol and Whitesands areas, and the waterways near London and New York.

"As we further expand our network within the U.S. and globally, we have chosen to collaborate with companies like Hibernia Atlantic who share our common vision for the highest level of customer support and quality transport services," said Maurizio Binello, COO of Tinet. "We are pleased with the security and flexibility that Hibernia provides and we look forward to passing on this high quality performance to our customers."

Hibernia Atlantic's executive vice president of sales and marketing Eric Gutshall added, "Hibernia Atlantic is an attractive option for global companies like Tinet requiring broad reach, innovative services and high-level operational and network performance. Hibernia offers Tinet a diverse cable connection to Europe and North America, which is flexible enough to grow and support Tinet and its customers' increasing bandwidth demands.

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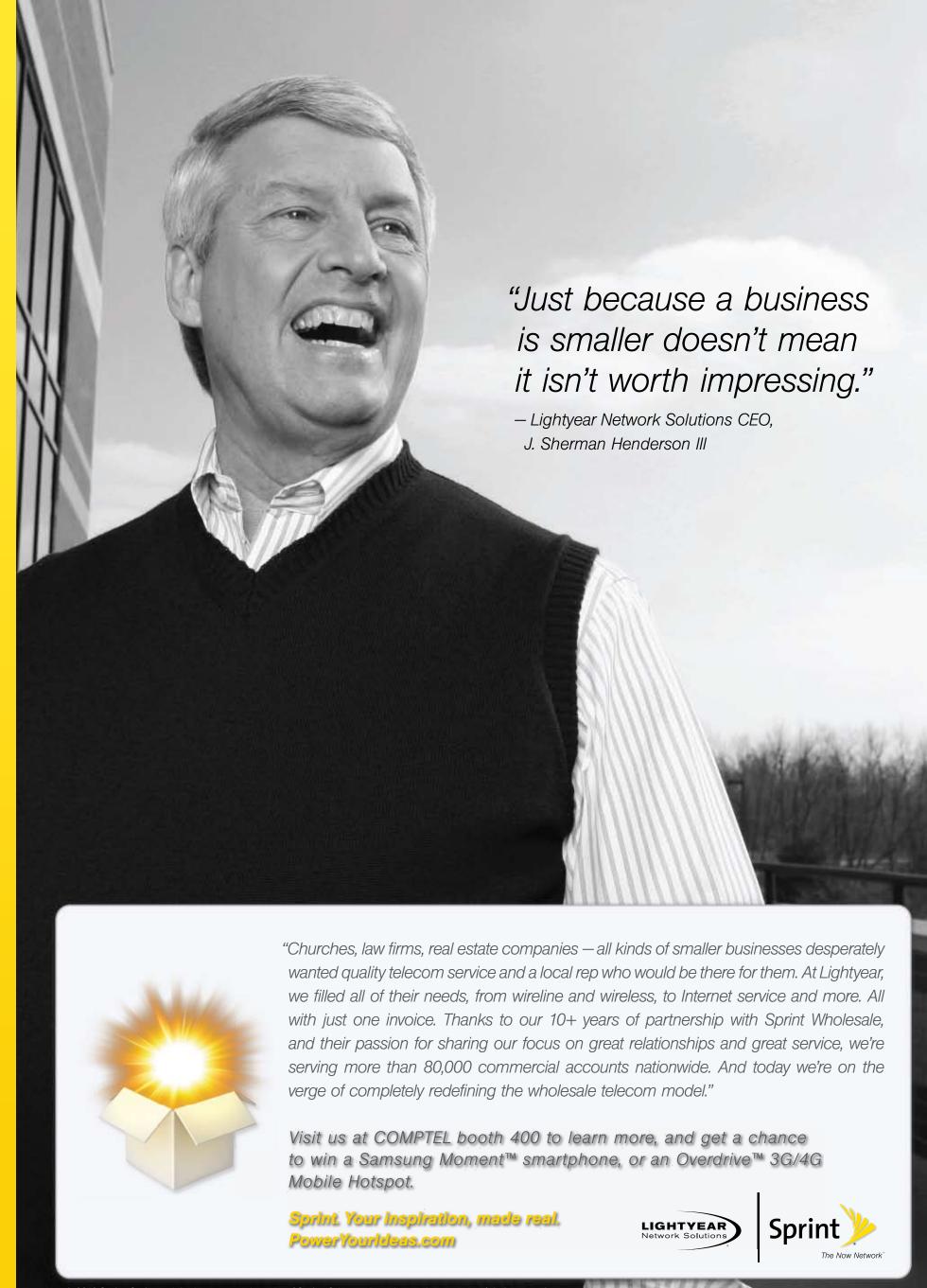
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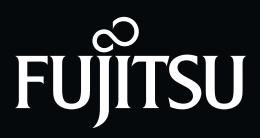
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