

DAY 2



COMPTTEL PLUS

FALL 2010 CONVENTION + EXPO

Show Daily

Tuesday, September 14, 2010

Quiz Show Success

PAETEC'S CEO ANNOUNCES PURCHASE OF CAVALIER TELEPHONE CORP.

By Bruce Christian

Using PAETEC Holding Corp. as the model, company chairman and CEO Arunas Chesonis showed why he is smarter than a "Bell Head" during his keynote address during the opening session at the COMPTTEL PLUS Fall 2010 Convention & EXPO in Dallas.

Patterning his presentation after the popular television game show, "Are You Smarter than a 5th Grader?" Chesonis played the part of a contestant, with COMPTTEL Chairman and PAETEC Co-Founder Joseph Ambersley as the show host.

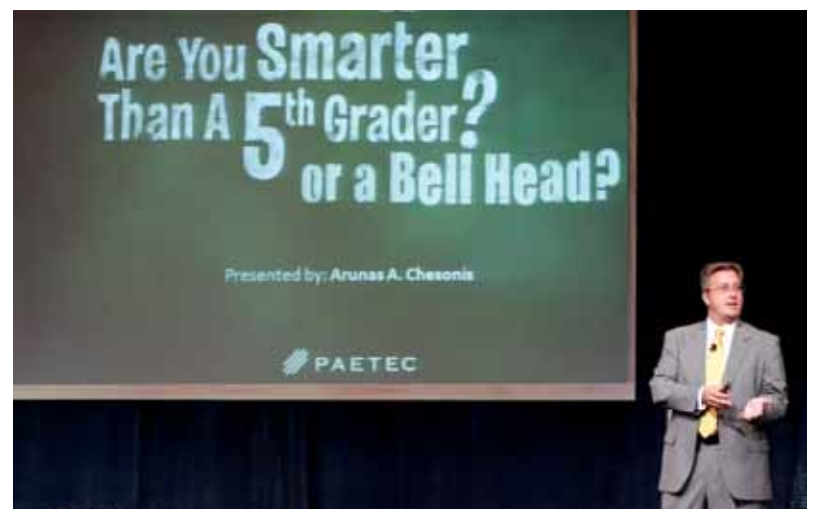
Ambersley asked Chesonis a series of prepared questions assigned to progressively rising grade levels, which gave the PAETEC leader an opportunity to emphasize what steps the competitive telecom industry can take to separate itself from the Bell Operating Companies.

But that came after Ambersley disclosed that PAETEC announced earlier in the day that it had signed a merger agreement to acquire Cavalier Telephone Corp. in an all-cash, \$460 million deal.

Chesonis acknowledged the acquisition and said it strengthens PAETEC's density in Eastern U.S. markets and expands its fiber assets by 17,000 fiber-route miles, giving it 10,609 combined metro fiber-routes and 37,023 total fiber-route miles.

The combined company would have generated approximately \$1.950 billion in revenue and \$381 million in adjusted EBITDA for the 12-month period that ended June 30, according to PAETEC's official statement regarding the merger.

Under terms of the agreement, Cavalier becomes an indirect wholly owned subsidiary of PAETEC. The companies expect the merger to close within four to six months.



PAETEC Chairman & CEO Arunas Chesonis proves he is smarter than a 'Bell Head'

"This planned acquisition of Cavalier fits our strategic plan to add both fiber assets and regional density to better serve our customers
(See Chesonis on page 5)

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Over the past 12 months we’ve introduced three new wholesale products designed to move our industry and your business forward. And at this year’s Fall COMPTTEL, we’re proud to introduce yet another exciting innovation that sets a new standard for fixed mobile convergence — Wholesale Mobile Integration (WMI). Stop by booth #401 and find out how this unified, office and mobile phone solution can help you enhance your portfolio and maintain a competitive edge. And be sure to download the whitepaper on WMI at PowerYourIdeas.com/WMI.

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To learn more, see us at COMPTTEL booth #401 and enter to win the very first 4G phone, an HTC EVO.



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Join us in booth 301 as we fight hunger together in America! Support the North Texas Food Bank through Feeding America*

Did you know that 36 million Americans struggle with hunger, including 13 million children? Did you know that 36% of the households that struggle with hunger have at least one working adult in their household?

* A \$5 tax-deductible donation is suggested.

Help our efforts by engaging in some friendly competition with our Nintendo Wii golf game! So far we have had many participants who have generously contributed to this wonderful cause.

Players with the highest scores will be entered into the drawing for fabulous prizes.

At the close of yesterday's competition the top scorers are Michael Wistock from Intelepeer and Gordon McKenney from Xtera. Come by the booth today to Get Involved and see if you can make the leaderboard!

Winners will be announced at 3 P.M. today!

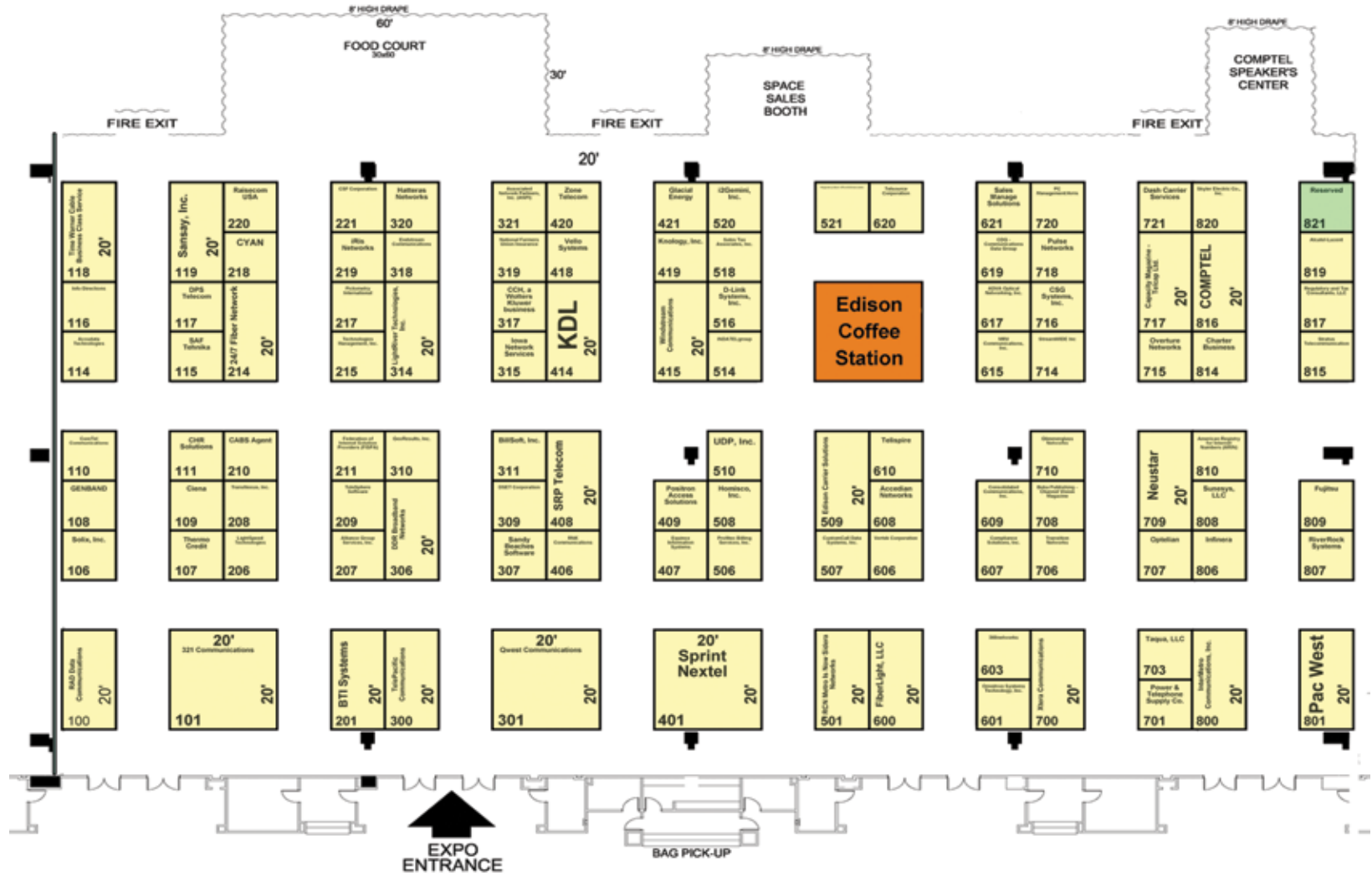


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Today's Agenda

7:30 a.m.-9:30 a.m.
COMPTTEL Board of Directors Meeting
 Yellow Rose Ballroom

8 a.m.-4:30 p.m.
Registration
 Longhorn Marble Foyer

8 a.m.-4 p.m.
COMPTTEL PLUS Deal Center & COMPTTEL PLUS Member Lounge
 Longhorn F

SESSIONS:

BUSINESS TRACK (GRAPEVINE C)
9 a.m.-9:45 a.m. – Eluding Failure: Top Five Ways to Close the Deal
10 a.m.-10:45 a.m.: Prospecting with Success

REGULATORY TRACK (GRAPEVINE B)
9 a.m.-9:45 a.m. – Emerging Privacy Issues and Opportunities for Internet Providers and Competitive Telecom Providers
10 a.m.-10:45 a.m. – The Explosive and Disruptive Growth of SMS

TECHNOLOGY TRACK (GRAPEVINE A)
9 a.m.-9:45 a.m. – Addressing the Future of IP
10a.m.-10:45 a.m. – Product Watch: Solutions for High-margin Business and Consumer Services
11:30 a.m.-4:30 p.m. – COMPTTEL PLUS Trade EXPO
 Longhorn D&E
Presentations:
11:45 a.m. – Using Intelligent Ethernet Network Interface Devices, Transition Networks
12:45 p.m. – Can They Sell? Finding and Selecting High Performing Sales People, Sales Manage Solutions
1:45 p.m. – Comprehensive Service Delivery with Packet Optical, BTI Systems
2:45 p.m. – Saas Opportunities for Any Carrier: Same Network, New Revenue, Homisco
3:45 p.m. – Best of Both Worlds: Raman and EDFA, XTERA
3:30-4:30 p.m. – EXPO Hall Closing Reception

WEDNESDAY'S AGENDA
9 a.m.-Noon – Regulatory Workshop with Casey, Gentz & Magness, LLP
 Yellow Rose Ballroom

COMPANY	BOOTH #	COMPANY	BOOTH #
24/7 Fiber Network	214	Knology Inc.	419
321 Communications	101	LightRiver Technologies	314
360Networks	603	LightSpeed Technologies	206
Accedian Networks	608	MRV Communications Inc.	615
Accudata Technologies	114	National Farmers Union Insurance	319
ADVA Optical Networking Inc.	617	Neustar	709
Alcatel-Lucent	819	Omnitron Systems Technology Inc.	601
Alliance Group Services Inc.	207	Optelian	707
American Registry for Internet Numbers (ARIN)	810	Overture Networks	715
Associated Network Partners Inc.	708	Pac West	801
Beka Publishing – Channel Vision Magazine	708	PC Management/Arris	720
BillSoft Inc.	311	Pictometry International	217
BTI Systems	201	Positron Access Solutions	409
CABS Agent	210	Power & Telephone Supply Co.	701
Capacity Magazine – Telcap Ltd.	717	Profitec Billing Supply Co.	506
CCH, A Wolters Kluwer business	317	Pulse Networks	718
CDG – Communications Data Group	619	Qwest Communications	301
Charter Business	814	RAD Data Communications	100
CHR Solutions	111	Raisecom USA	220
Ciena	109	RCN Metro is now Sidera Networks	501
Compliance Solutions Inc.	607	Regulatory and Tax Consultants LLC	817
COMPTTEL	816	Regulatory Back Office/GSAssociates	521
Consolidated Communications Inc.	609	RiverRock Systems	807
CoreTel Communications	110	RNK Communications	406
CSF Corporation	221	SAF Tehnika	115
CSG Systems Inc.	716	Sales Manage Solutions	621
CustomCall Data Systems Inc.	507	Sales Tax Associates Inc.	518
CYAN	218	Sandy Beaches Software	307
dash Carrier Services	721	Sansay Inc.	119
DDR Broadband Networks	306	Sky Fiber	821
D-Link Systems	516	Skyler Electric Co. Inc.	820
DPS Telecom	117	Solix Inc.	106
DSET Corporation	309	Sprint Nextel	401
Edison Carrier Solutions	509	SRP Telecom	408
Endstream Communications	318	Stratus Telecommunication	815
Equinix Information Systems	407	StreamWIDE Inc.	714
Federation of Internet Solution Providers (FISPA)	211	Sunesys LLC	808
FiberLight LLC	600	Taqua LLC	703
Fujitsu	809	Technologies Management Inc.	215
GENBAND	108	TelePacific Communications	300
GeoResults Inc.	310	TeleSphere Software	209
Glacial Energy	421	Telispire	610
Glimmerglass Networks	710	Telsource Corporation	620
Hatteras Networks	320	Thermo Credit	107
Homisco Inc.	508	Time Warner Cable Business Class	118
i2Gemini Inc.	520	Transition Networks	706
INDATELgroup	514	TransNexus Inc.	208
Infinera	806	UDP Inc.	510
Info Directions	116	Vello Systems	418
InterMetro Communications Inc.	800	Vertek Corporation	606
Iowa Network Services	315	Windstream Communications	415
iRis Networks	219	Xtera Communications	700
KDL	414	Zone Telecom	420

Keeping Secrets

FINDING THE PRIVACY BALANCE IS TOUGH TIGHTROPE TO WALK

Since passage of the Patriot Act following the tragedy of Sept. 11, questions persist regarding how telecoms assure customers privacy while they assist the U.S. government in its ability to keep the nation safe.

During today's 9 a.m. "Emerging Privacy Issues and Opportunities for Internet Providers and Competitive Telecom Providers" session, moderated by Andy Lipman, a partner at Bingham McCutchen LLP, the issues may become clearer.

"The main focus of this session will be the increasingly complex and important field of privacy law," said Ronald W. Del Sesto, Jr., also a partner at Bingham McCutchen. "From state data breach and data security rules, to those advocating for amendment of the Electronic Communications Privacy Act, all levels of government are focusing on privacy. Accordingly, carriers must be aware of existing law and trends as to where the law is heading."

The two attorneys said that at a minimum, attendees will learn:

- The role of the states with regard to data protection and privacy
- The role of the federal government in protecting privacy
- The current debate in Washington concerning revision of the Electronic Communications Privacy Act.

"We believe that the most important issue of our session is the complexity of complying with existing law concerning data protection and data sharing," the attorneys said. "Right now, there are already rules pertaining to the protection and sharing of certain information concerning consumers at the federal — both the FCC and the Federal Trade Commission have rules relevant to carriers — and state levels."

Social networks play a big role in the privacy realm.

"The power and importance of these social networks and the challenges they pose to established institutions is still not entirely understood," the attorneys agreed. "But this does not mean that they are only destructive. In many cases, these new social mediums could have liberalizing effects on repressive governments."

The attorneys emphasized that it is important to understand what type of information is being collected and shared.

"In many cases, advertisers are not receiving information on individuals or even receiving enough granular data to be able to derive individual identities," they explained. "In many cases, advertisers are simply receiving aggregated data about the demographics of the users in general."

REGULATORY TRACK

Emerging Privacy Issues and Opportunities for Internet Providers and Competitive Telecom Providers
9-9:45 a.m.
Grapevine B

That is not to say that "privacy concerns are overblown."

The attorneys explained that while many application service providers might only share aggregated information, this doesn't mean the collected information can't be tied to specific individuals.

How the FCC should handle issues of privacy is complicated, they agreed, as it is an area of law that has impacts on people in many different settings.

"In its Broadband Report, the FCC identified meaningful privacy protections as an important component of broadband adoption," they said. "But the FCC also recognized that it cannot do it alone. At the federal level, the Federal Trade Commission also has an important role to play. Thus, the FCC must work with both stakeholders and other agencies when working on privacy-related issues." ■

(Chesonis, continued from page 1)

and realize increased network synergies, both in the local loop and long haul," Chesonis said in the company's release.

On stage, he added the pick-up puts PAETEC in a better position to compete against the regional Bells, and encouraged COMPTTEL members to be willing to take bold moves to strengthen their competitive standing.

Being smaller than the Bells also gives competitors advantages, he added. One of those is a creating and maintaining a focus on quality, personal customer service.

Chesonis emphasized the need for every person on COMPTTEL members' sales staff to understand IP.

"Ninety percent of what we sell is now IP based," Chesonis said, adding that knowing IP, as well as legacy systems, is necessary to be successful in today's environment.

Chesonis also said all companies should be looking down the road and develop a plan for what they will look like in 10 years. He said failure to do so prevents developing the kind of long-range plans that allow the business the chance to advance.

Before Chesonis took the stage, COMPTTEL CEO Jerry James said the conference had more than 1,800 registered attendees, and a sold out exhibit floor. He said total attendance is expected to reach more than 2,000 people. ■



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RiverRock, RollCall Reach Extended Billing Agreement

RiverRock Systems Ltd., a provider of operational support systems and business support systems for integrated communication providers, announced that RollCall Business Conferencing Solutions, a global provider of collaboration services, has extended its contract under which RollCall's clients are billed through RiverRock Systems electronic bill payment and presentment solution, RADIX IDC.

"RiverRock Systems is helping us achieve several vital goals with its suite of billing products, enabling us to reduce our costs and increase efficiency," said Fred Lloyd, senior vice president of ILD and head of RollCall. "We extended our agreement with RiverRock because of its seamless integration with back-end billing. RiverRock gives us complete visibility and management of our customer base, which ultimately helps us strengthen our relationship with our customers."

The RADIX IDC Customer Care module provides its clients with full visibility and management of its customer base. With its customer-centric philosophy, RADIX IDC Customer Care offers a one-stop approach to managing a customer.

"We're proud to partner with RollCall and they continue to grow their teleconferencing and collaboration business and make their

"We extended our agreement with RiverRock because of its seamless integration with back-end billing."

Fred Lloyd, Sr. VP, RollCall

conferencing operations more efficient and customer focused with RiverRock's operational support systems and billing support systems," said David Thompson, president of RiverRock Systems. "With RiverRock's electronic bill payment and presentment, communications providers like RollCall realize revenue faster, improve efficiencies, and enrich their overall customer satisfaction." ■

Do You Have the Latest, Greatest?

With technology moving at light speed, it's sometimes hard for companies to keep pace and know what is the best path to follow.

That's why the session that explores new products calls out to attendees.

"We will explore the emerging trends in the competitive telecom industry from the growth of Ethernet to the coming evolution of product development from a CAPEX investment to an OPEX investment," said YourTel America CEO Dale Schmick, who will moderate the panel.

"We will look into how small and medium-sized carriers can leverage their customer expertise with the services to take advantage of these emerging trends to provide higher margin stickier products to your customers," he added.

Schmick said attendees will discover new opportunities for their companies and will be able to realize how the opportunities can fit into the new trends of the industry.

"As we (hopefully) come out of the recession, it will be critical for carriers to have a full suite of

offerings to capture revenues and land business opportunities to grow their companies and capitalize on the recovery," Schmick said.

TECHNOLOGY TRACK

10-10:45 a.m.

Product Watch: Solutions for High-Margin Business and Consumer Services
Grapevine A

He said he is hopeful that attendees will learn how even smallest carrier "can leverage the services of others to compete with even the largest multi-national carriers."

Among the high-margin businesses COMPTTEL members should know more about are Ethernet and hosted solutions, such as PBX, call center and call recording for business, he said.

To keep some intrigue with the panel discussion, Schmick declined to name low-margin business services that COMPTTEL members should avoid. "They will have to come to the session for that one," he teased. ■

Making the Sale

LEADING EXPERT SHARES TIPS DURING TWO SESSIONS

More than 70 percent of all deals that don't close are the sales representative's fault, so COMPTTEL PLUS brings back a sales professional to provide information that can remedy that situation.

John Costigan is the president and founder of John Costigan Companies, and he will lead the two business track sessions today in Grapevine C.

Costigan conducts motivational speeches and sales training classes worldwide for a list of clients that reads like a "who's who" in the corporate world including: Hewlett Packard, Oracle, Daiichi Sankyo, Lenovo, SAS Software, Experian, Tommy Hilfiger, IBM, The NHL, and more than 50 colleges and professional sports teams.

BUSINESS TRACK

Eluding Failure: Top Five Ways to Close the Deal
9-9:45 a.m.

Grapevine C

Prospecting with Success

10-10:45 a.m.

Grapevine C

During the first session, Costigan will share the top five sales tactics that "are guaranteed" to grow your business, and ensure your sales reps are sealing the deal and not wasting time.

During the second session, Costigan will concentrate on showing attendees how to prospect successfully for customers.

According to Costigan, less than 2 percent of all prospecting voice mail messages are returned. On average, it takes nine calls to get the "decision maker" to call you back.

During his session, Costigan will show attendees how to get results in one call, claiming that his proven methods result in 65 percent of decision makers calling back within four hours.

Costigan says that to succeed in telecom sales, reps must make changes to win sales and concentrate on a "top-down" approach. He adds that most sales reps are "so proud of their solution, that they talk too much."

During his sessions, he will teach attendees how to ask the right questions, how to listen effectively and how to move forward in able to close the deal.

Since Costigan started John Costigan Companies on a \$100 bet from his brother, he has trained more than 30,000 people, launched numerous DVD's and CD's distributed throughout the world and this year was named one of the most influential sales professionals by The American Association of Sales Professionals. ■



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Three Firms Choose GENBAND to Support IP Services

GENBAND, a developer of IP solutions and services, announced that Halstad Telephone Company, Federated Telephone Cooperative and Farmers Mutual Telephone Company, all recipients of broadband stimulus funds, selected GENBAND's C15 Compact Softswitch to help deliver voice and data communication services to residential and business subscribers.

In each case, broadband access and advanced IP communication services will play a critical role in expanding economic, health care, educational and public safety in underserved rural communities.

Leveraging an aggregate of \$11.7 million in broadband stimulus funds to implement and deploy its network, HTC deployed the C15 to support the delivery of advanced IP services across Minnesota and North Dakota.

Federated received \$3 million to bring a fiber-to-the-premises (FTTP) voice, video and data network to the Rural Morris, Minn., exchange, while Farmers received \$9.7 million to build out fiber facilities and services to rural parts of its serving area.

Federated and Farmers will deploy GENBAND's C15 to increase network capacity, improve efficiency, lower costs, and deliver advanced IP residential and business communications services to subscribers.

As a part of the network modernization projects, GENBAND also is providing line and feature migration and technical support services which will help ensure seamless implementation.

"We're delighted to support these outstanding innovators that are transforming rural communities and helping to drive economic improvement in the upper Midwest through the delivery of advanced communications," said Dan Lakey, senior vice president of sales at GENBAND. "As evidenced by these strategic deployments, converting TDM/legacy networks to IP offers unbeatable improvements in efficiency, combined with breakthrough functionality and applications."

With the C15 softswitch, service providers can use GENBAND's DMS-10, DMS-100, DCO and EWSD line equipment, while migrating their core call control to a next generation network architecture. The C15 also helps to significantly reduce power and floor space requirements by up to 50 percent due to its innovative and compact design. ■

UDP Names New VP of Business Development

UDP Inc., a provider of integrated customer care, billing, provisioning and enterprise resource planning solutions for communications service providers, named Kelly Frank as the company's vice president of business development.

"We are pleased to add Kelly to the UDP team," said Claud Gilmer, UDP's President. He added, "Kelly has the type of experience in marketing and strategic business initiatives that the company needs, along with a high level of enthusiasm and energy."

Prior to joining UDP, Frank enjoyed a 28-year

career with SBC/AT&T, most recently as a leader in business to business marketing.

During her tenure with the company, she was responsible for launching new business models in key areas, building strategic alliances, and identifying new sales channels.

"Our customers are transforming their businesses and it is great to join UDP at a time when we can help them with our core competency in billing services," Frank said. "UDP's people, third-generation family ownership and commitment to the industry, make me confident in my new role and in the success of UDP and of our customers." ■

Nitel Offers Expertise to Financial Institutions

Financial institutions are turning to Nitel Inc., to solve their telecom networking challenges. Nitel, a provider of telecommunications network services, offers expertise in developing affordable network solutions that meet financial institutions' unique needs. Financial institutions whose locations are in the same metropolitan area chose Nitel to build multi-location Ethernet networks, creating an economical way to transmit bank records among branches and to and from data centers.

Regional banks and credit unions can reduce cost by replacing legacy technologies like frame relay or ATM with MPLS (multiprotocol label switching). MPLS offers a meshed architecture that is secure, reliable and flexible. For banks with multiple locations nationwide, Nitel's MPLS MAX enables a seamless MPLS network, even if locations are in multiple ILEC regions. ■

To learn more about Nitel's customizable solutions for financial institutions, call 1-888-450-2100, or visit the Web site, www.nitelusa.com.

Knology To Acquire Kansas Broadband Provider

Knology, a provider of interactive communications and entertainment services in 12 markets, announced increased profits during the second quarter, as well as a definitive agreement to acquire the assets of Kansas-based Sunflower Broadband, a provider of video, voice and data services for residential and business customers.

"We are pleased with both the financial and operating results achieved during the second quarter, and we are very excited about the Sunflower transaction and what it will mean to our business on a long-term basis," said Rodger L. Johnson, chairman and CEO of Knology.

According to Johnson, Knology's recent acquisition – expected to close during fourth quarter 2010 – will generate approximately \$51 million in revenue.

"The Sunflower acquisition is a sound investment for us," said Johnson. "In addition to

complementing our company culture and value system by focusing on community, customers and employees, this acquisition promises ongoing opportunities for growth in new and emerging Knology markets."

Executives expect the venture to grow their already increasing bottom line. Total revenue for the second quarter of 2010 was \$113 million almost \$2 million higher than reported in the previous quarter and almost 5 percent higher than the same period one year ago.

"We are continuing to perform well in this challenging economic environment," said Johnson. "We will stay focused on taking care of the customer and working hard to deliver increased shareholder value in the months to come."

Johnson added recent quarterly earnings and the partnership with Sunflower are on par with Knology's disciplined growth plan as 2011 approaches. ■

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BTI Simplifies Packet-based Delivery

BTI Systems introduces the 7200 Metro Services Platform, a new metro networking solution designed to meet the needs of service providers burgeoning traffic growth requirements for wireless backhaul, video and Ethernet business services.

The 7200 Metro Services Platform simplifies packet-based services delivery in the metro by consolidating Carrier Ethernet, multi-service optical, and Wavelength Division Multiplexing (WDM) functions in a scalable, compact 7RU platform.

With its release, the 7200 Metro Services Platform sets the benchmark for 10G density for optical private line and packet aggregation to deliver high-density services critical for service providers in Metro markets.

Jean-Charles Fahmy, vice president of Product Management for BTI Systems said, "The 7200 Metro Services Platform makes it simple for service providers to add capacity and respond to the rapid growth in demand for high bandwidth applications."

The 7200 Metro Services Platform is specifically designed for network operators that require a larger solution for ring interconnect, high-capacity metro service delivery, data center interconnections and high-density cloud networking. The platform also acts as a middle mile solution for service providers to deliver broadband and video networking functions.

Its features allow service providers to:

- Simplify network operations by consolidating packet optical service delivery, WDM multiplexing and photonic-layer building blocks in a single 7RU form factor with 20 modular slots;
- Support up to 400 Gbps of 10G private line capacity;

- Access over 100 GbE and 18 10GbE Carrier Ethernet switched ports, or a combination of optical and packet functionality;
- Expandable up to 800G with expansion shelf architecture that enables deployment of multiple shelves, managed as a single network entity;
- Support existing BTI Systems solutions, including the full line of 10G multiprotocol transponders, muxponders, reach extension and network multiplexing modules.

The 7200 Metro Services Platform introduces a larger pay-as-you-grow platform to the BTI 7000 Series portfolio utilizing the same networking modules and services functionality of its BTI 7060 (2RU) and BTI 7030 (1RU) products. With the 7200 added to the BTI 7000 family of products, BTI Systems provides a one-portfolio, one-management system for end-to-end optical and packet-based service delivery from access, edge, aggregation, and hub sites in service provider and content delivery networks. ■

PAETEC Adds Fax to Its Wholesale VoIP

Full-service telecommunications provider PAETEC Holding Corp. announced it has added T.38 fax capability and other additional enhancements to its wholesale-based VoIP origination service.

Faxing is inherently an analog service designed for traditional phone lines and can be difficult to operate with the inherent delay, jitter, packet loss and compression in all IP-based networks. PAETEC's new capability overcomes packet loss and subsequent retransmissions of packets, which would inhibit faxing, and thereby provides a quality service to the VoIP service provider community.

"Our deployment of T.38 capabilities reflects our intense focus on the needs of VoIP service providers," said John Mahler, vice president of PAETEC's VoIP Service Provider division. "We heard directly from providers of their need to offer this capability to their end users, and we've added this service and others in order to meet their specific demands."

With footprint coverage exceeding 5,700 rate centers from PAETEC's 84 market service areas, the VoIP origination service includes:

- Web-based coverage determination tool
- G.711 or compressed G.729 service
- Fully FCC compliant nomadic 911 support
- Inbound CNAM presentation and CNAM storage
- XML real time DID reservation and provisioning
- T.38 fax capability
- Web provisioning
- Efax: fax to PDF solution
- Directory assistance and operator services
- Automated LNP
- Interconnection via public Internet and dedicated circuit.

In addition, the company is planning to deliver customer-triggered local number portability. This will enable VoIP providers to port telephone numbers via a Web portal or API, at the precise moment they are ready to do so and as such will provide a level of customer control and reassurance seldom offered in the LNP process. ■

Free product overview webinars to outline the new service are scheduled for Oct. 7 and 14. For information and to register, go to: <https://www.callinfo.com/prt?host=paetec&an=8005018979&ac=3408448>.

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i2Gemini Appoints Freitag COO

i2Gemini appointed Mary Freitag to the company's new chief operating officer (COO) position. Freitag will lead the company's field operations and operations services as well as continue to head i2Gemini's customer service efforts.

Freitag will be directly responsible for the launch, sales, enhancement and growth of new products as well as the expansion of existing solutions including Hills B.

Prior to this appointment, Freitag served as managing director of i2Gemini's technical division where she helped to further develop the company's portfolio of telecom cost management offerings including the expansion of the most complete tariff library on the market.

"Mary's proven leadership and long track record of growing our business are a strong fit for her role as COO," said Elliott Derk, CEO, i2Gemini. "With more than two decades of building and growing a wide range of telecom companies, her vision and understanding of the challenges facing our diverse customer base will allow us to continue to address their complex needs."

Freitag joined i2Gemini in 2001 and initially served as the manager of the company's NetDesign division, where she helped long distance companies reduce telecommunication costs.

"The opportunity to build an even stronger and more profitable company through our

portfolio of cost management and network design tools is truly exciting," said Freitag. "I look forward to further developing our portfolio of solutions with a continued commitment to operational excellence that allows us to best serve both our existing and future customers."

Before joining i2Gemini, Freitag served as

director of network design and services at CAIS Inc. She also has held executive positions at Intermedia Communications and Hills Telecommunications, Ltd. Freitag, a member of the National Association of Female Executives and Who's Who in Telecommunications nominee, has a degree in accounting. ■

D-Link Introduces New Router

D-Link, an end-to-end networking solutions provider, unveiled in August an 802.11n router with an expansive set of eight ports to attach more wired Ethernet devices, while providing a fast and far-reaching Wi-Fi network to share high-speed Internet access at greater distances around the home.

The D-Link Wireless N 8-Port Router (DIR-632) uses 802.11n technology with multiple intelligent antennae to maximize the speed and range of wireless signals to outperform previous-generation Wireless G* devices.

Featuring SharePort technology, the Wireless N 8-Port Router allows users to connect a USB printer or multifunction-printer (MFP) and share it with computers on the network. SharePort also can share a USB storage device among multiple computers for access to files such as video, music, photos and documents.

"This router is ideal for those looking to upgrade their existing G router and expand their wireless home network," said Herman Chang Director of Product Management, Wireless, for D-Link. "It delivers the best that 802.11n has to offer, strong performance, coverage and compatibility at a competitive price."

The DIR-632 comes with the D-Link Quick Router Setup Wizard that guides users to easily configure the router's Internet connection, wireless network settings and security – in a matter of minutes.

The Wireless N 8-Port router supports the latest wireless security features to help prevent unauthorized access. It supports WPA/WPA2 standards to ensure the best possible encryption. In addition, the DIR-632 uses dual active firewalls (SPI and NAT) to prevent possible attacks from across the Internet. ■

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Endstream Introduces Carrier Information Services

Endstream has launched a line of Carrier Information Services in response to the growing need for enhanced routing capabilities among carriers.

With an increase in porting activity, the ability to determine, in real time, the disposition of a called party number has become integral to carrier routing. As part of the suite of services, Endstream provides high speed, accurate reporting and routing based on source databases such as the NPAC.

"The information provided in this new line of services allows carriers to accurately route calls in countries that already provide for number portability," said Erik Levitt, Endstream's CEO. "Our in-house development team enables us to quickly respond to the needs of our carrier customers in this rapidly changing environment."

The first service to be announced, Routing Data Services, has been deployed to a limited number of carrier customers with successful results. As part of RDS, carriers may submit real time, pre-call requests for all of the data necessary to route a call. SIP and XML API access methods are available and ENUM is being considered for future delivery.

The second phase of services will include routing as a service ("RaaS") and a premiere switch partitioning product. Services will continue to become available throughout the fourth quarter and first quarter of 2011.

Integration testing with several switching platforms and session border controllers is underway and interoperability announcements are anticipated during the rollout period. ■

Overture, Verocity Partner on 'Anywhere' Ethernet

Overture Networks, a Carrier Ethernet solutions provider, announced that Verocity Technology Partners LLC, a premier service provider, is using Overture Networks' award-winning ISG 6000 Carrier Ethernet aggregation solution to fulfill the promise of delivering its Any-to-Any Ethernet services to "any building anywhere."

Overture Networks' ISG 6000 enables service providers like Verocity to deliver high-value Ethernet and IP services to all of a service provider's business customer locations. With breakthrough densities, service-based forwarding and sophisticated quality-of-service, Overture's ISG 6000 Carrier Ethernet service aggregator consolidates all service traffic for handoff to the IP/MPLS core, improves inter-office capacity engineering and reduces power consumption in the central office or collocation facility.

With an extensive and resilient fiber-based network in the Northeastern U.S., Verocity sought a solution for reaching customer locations that were not served by fiber. With the ISG 6000 in place in its central

offices, Verocity can now offer its Any-to-Any Ethernet and VPLS services to its customer locations that can be reached using existing T1 and DS3 circuits.

"We recognized Overture Networks to be a leader in Carrier Ethernet edge and aggregation because of their focus on giving service providers like us the means to offer premium services to any location, regardless of the access media required to reach our customers," said Jim Capuano, Verocity's COO. "We take great care in evaluating every alternative in order to provide the best possible product for our customers and interconnect merging networks with the greatest ease. We selected the Overture ISG 6000 as our aggregation solution because of its carrier class feature set and Overture Networks' strong customer support."

Overture Networks' COO Jeff Reedy added, "We have been impressed with Verocity's commitment to delivering protocol-agnostic Ethernet and VPLS services to their customers no matter where they are located. We are pleased to partner with them to help deliver on that mission." ■

RAD Busts Ethernet Pricing

RAD Data Communications unveils today a feature-rich Carrier Ethernet NTU for MEF-certified SLA-enabled Ethernet services.

The ETX-203A is based on the company's EtherAccess Carrier Ethernet ASIC, which enabled setting the product's price at \$400 for high-volume orders. The ETX-203A supports a licensing based, pay-as-you-grow model. This means service providers can minimize CAPEX during initial deployment and upgrade key service parameters as their customers' requirements change.

"We are able to slash the investment carriers must make to launch new profitable Layer 2 VPNs with a very powerful Carrier Ethernet service delivery demarcation device by having developed in-house our own feature-rich EtherAccess Carrier Ethernet ASIC," explains Amir Karo, vice president of Marketing at RAD Data Communications.

"The new ETX-203A will dramatically lower the CAPEX barrier to mass deployment of differentiated MEF-certified EPL and EVPL services for

many operators that had considered offering premium business Ethernet services with SLAs but had balked because of the relatively higher cost of deploying intelligent CPEs."

The ETX-203A intelligent demarcation device supports MEF-9 and MEF-14 certified services for EPL and EVPL. It enables service providers to sell excess bandwidth and increase the top line while decreasing OPEX by using its 15 tools for OPEX reduction and SLA management.

RAD's EtherAccess Carrier Ethernet ASIC has powerful hierarchical traffic shaping and policing tools per a complete standards-based hardware-embedded Ethernet OAM suite for wire speed and highly accurate end-to-end performance monitoring capabilities.

Other functionality includes a RFC-2544 test generation engine for efficient throughput measurement, always-on Layer 1, 2 and 3 diagnostic loopbacks to ensure rapid service troubleshooting as well as uplink resiliency and EVC path protection per ITU-T G.8031. ■



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FiberLight Wins National, State Top Awards

FiberLight LLC, a provider of mission critical, high performance fiber optic networks, announced it has received two prestigious awards for its outstanding financial track record and overall growth as a company.

Inc. magazine announced that FiberLight ranked 1,089th in the top 5,000 companies in the United States and 46th in the telecom industry. To be selected as one of the fastest-growing, privately held companies in America for the *Inc.* 500/5000, companies show extraordinary year-over-year growth. FiberLight grew by 275 percent in the three-year period ending in 2009.

In June, FiberLight was ranked fifth among

small mid-market companies for the 2010 Georgia Fast 40, presented by *Georgia Trend* magazine, the Association for Corporate Growth Atlanta and Cherry, Bekaert & Holland LLP.

The Georgia Fast 40 represents two categories: small mid-market and large mid-market companies headquartered in Georgia. All rankings were based on the highest weighted three-year average growth in revenue and employment with 75 percent toward revenue growth and 25 percent toward employee growth.

"Throughout the selection process we identified common trends among the Fast 40 companies including a strong leadership team who invested

in innovation during a tough economy," said Kip Plowman, Managing Partner of CB&H Atlanta.

FiberLight was founded in 2005 by a group of telecom industry veterans, who, together with primary investor Thermo Companies, grew the start-up Georgia firm from a handful of markets to 21 growing metros across six states.

Today, FiberLight offers a full portfolio of LightSource products serving government, enterprise, educational institutions, carriers and Web-centric businesses requiring high capacity end-to-end network solutions, while continuing to develop new networks in Florida, Georgia, Maryland, Texas and Washington, D.C. ■

PAETEC Enhances Fiber Assets to Deliver for Niche Markets

Building on its established assets located in select U.S. locations, full-service provider PAETEC Holding Corp. announced that it continues its expansion of DWDM technology to its niche fiber network to facilitate greater capacity for its clients.

DWDM puts data from different sources together on an optical fiber, with each signal carried at the same time on its own separate

light wavelength. Using DWDM, multiple wavelengths or channels of data can be multiplexed into a light stream transmitted on a single optical fiber with each channel capable of carrying up to 10Gbps. The systems will be able to support up to 40 10Gbps channels.

The latest phase of DWDM implementation into PAETEC's Illinois-based network, which extends northward to Wisconsin and west into

Iowa, provides users access to high capacity routes typically required for high bandwidth applications such as video streaming and data intensive applications along with the cost effective routing alternatives.

As PAETEC's DWDM implementation continues additional traditionally underserved markets gain access to higher capacity private routes previously unavailable through most other providers. ■



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INS Introduces Guardian and G/Host

A business can't function without its data. So it's critical to safeguard the data network against threats, as well as find a data center solution that's flexible and economical. To meet these needs, Iowa Network Services offers INS Guardian collocation and INS G/Host virtual network solutions.

One only needs to turn on the news to be reminded of the importance of business continuity and disaster recovery; natural disasters, fires and power outages occur with too much regularity. Backing up stored data is essential, but storing them at a single site (usually on premises) is a risk too dangerous for most businesses to take.

Under these circumstances, recovering or continuing business after any type of major data loss can be nearly impossible.

INS Guardian collocation service is one part of a compelling end-to-end protection of vital communications infrastructures that INS offers. Through INS Guardian, a company's complete data framework can be stored, backed up and protected at the INS Westown Communications Center.

Data remain safe through fire protection, 24/7 security and constant monitoring of power and temperature, and INS's survivable network architecture assures continuous access to the customer's data.

The INS G/Host frees businesses from having to build or maintain their own data centers.

G/Host offers the freedom and flexibility of a feature-rich data network without the prohibitive expense.

INS G/Host virtual network provides a foundation that offers significant business advantages like these:

- Secure connections between offices and employees
- Access to your systems and software remotely from any location with Internet access
- Access to business e-mail and documents via wireless devices or smartphones
- Complete data storage and retrieval
- Economical data network upgrades
- Elimination of the need for on-site IT personnel

G/Host virtual networks are maintained at the INS Westown Communications Center, eliminating the responsibility for updating and maintaining an on-site system.

At the center of INS Guardian and INS G/Host is the INS Westown Communications Center in Des Moines. The state-of-the-art facility offers businesses the space, power and connectivity needed to house critical data infrastructure. It's part of a three-node 10-Gigabit Ethernet ring that features self-healing technology for unmatched bandwidth capacity and reliability.

The INS Westown Communications Center is monitored by experienced network technicians for optimum performance around the clock. Temperature, humidity and power levels are checked and adjusted. Only authorized personnel are allowed access to the facility. The latest fire protection for data servers is used. And in the event of a catastrophic power outage, the center can provide an unlimited supply of power from independent generators. ■

INDATELgroup Announces Growth

INDATELgroup President Max Huffman announced two new members to its organization. The newest partners are Kansas Fiber Network (KFN) and NebraskaLink.

KFN is creating a state-of-the-art broadband network in Kansas that will provide protected and redundant transport, Internet and tandem switch services to its 29 member-owner companies, carriers, Internet service providers, government and educational institutions throughout the state.

KFN is constructing its network, which is expected to begin carrying traffic in November.

NebraskaLink is also in the early stages of completing its network. It plans to extend middle mile broadband infrastructure in Nebraska to

serve community anchor institutions such as community colleges, universities, health care facilities, public safety answering points, city and county governments and key industries.

NebraskaLink combines the commitment of seven Nebraska telephone companies to construct a state-of-the-art fiber optic network throughout the state using new and existing infrastructure.

INDATELgroup was chartered in 2003 with 15 members. Today it has 23 members. The purpose of the organization comprises wholesalers who strive to provide high quality, cost-effective broadband access by handing off services to rural and metropolitan areas via fiber optic SONET routes. ■



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i2Gemini Launches Universal Pricing Tool

As providers of telecommunications services seek ways to operate more efficiently and cost-effectively, the ability to take measures to keep operational costs under control remains a key step toward succeeding in today's difficult economic environment.

i2Gemini, a provider in telecommunications cost management solutions, has introduced NetExpress 2.0 designed to streamline efforts related to pricing routing costs as well as understand inter-carrier compensation changes.

NetExpress 2.0 delivers an intelligent universal pricing tool which combines an organization's Local Exchange Routing Guide (LERG) with the i2Gemini's library of intra- and interstate tariff information enabling the elimination of unwanted routing costs. With unsurpassed tariff information from the incumbents and competitive local exchange carriers, i2Gemini offers the industry an accurate, complete database allowing service providers to make sound business decisions.

Organizations can use NetExpress to update existing routing systems or properly size their network. NetExpress produces bi-directional pricing for every end office and access tandem in the United States enabling the

most economical pricing for accurate routing decisions.

"This unique tool helps to avoid costly errors that result from manually entering data or using incomplete information that is often furnished in complex spread sheets," said Elliott Derk, CEO, i2Gemini. "A Tier 1 provider of data, Internet, video and voice services, for instance, anticipates saving millions of dollars a year by deploying NetExpress."

Pricing tables available through NetExpress also may be used for assessing call detail records for accrued cost computations and planning. For instance, NetExpress helps competitive suppliers determine how much a customer could save by using their product through accurate pricing of end offices and access tandems based on information contained in i2Gemini's extensive tariff database. Monthly updates ensure this software is accurate and reflects the latest regulatory changes.

With a user-friendly interface and the ability to utilize NetExpress through any Intranet, the solution simplifies what has traditionally been a cumbersome and time-consuming undertaking through the delivery of an easy-to-use and invaluable cost management product. ■

TMI Provides Regulatory Reports Throughout U.S.

Technologies Management Inc. launched an online database that allows telecommunications companies to access thousands of records from 51 jurisdictions in the United States.

The company is demonstrating this product during COMPTTEL PLUS.

"To our knowledge, there is nothing else in the marketplace today that can compare to our new searchable database," said Connie Wightman, president, Technologies Management Inc. "This marks a new level of efficiency to help telecom companies reduce personnel and legal costs associated with regulatory compliance. Telecommunications companies across the country will have instant access to reports and summaries of changing rules and regulations at their fingertips."

Benefits of the new searchable database include:

- Minimizing business risks associated with customer account

management;

- Improving responsiveness to interdepartmental requests;
- Reducing personnel costs related to customer service and billing personnel;
- Replacing cost prohibitive subscriptions to other legal and regulatory data;
- Enhancing efficiencies of collections and disconnection of service;
- Simplifying development and maintenance of best-case policies.

Features include:

- Access via Web portal;
- Simple organization and streamlined search features;
- Standardized common terminology;
- Convenient reports for internal distribution;
- Information updated near real-time basis;
- Rules are cited for ease of access to reference material. ■

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Neutral Tandem to Acquire Tinet SpA

Neutral Tandem Inc., a provider of interconnection services, has entered into an agreement to acquire Tinet SpA, an Italian-based global carrier exclusively committed to the IP Transit and Ethernet wholesale market.

To acquire Tinet, Neutral Tandem will pay cash consideration of approximately 74.5 million Euros (approximately \$94.9 million), which reflects certain purchase price adjustments, the assumption of approximately 5.2 million Euros in cash (approximately \$6.6 million) and the assumption of approximately 18.2 million Euros in long-term debt (approximately \$23.2 million), which will be paid off at closing.

The merger will expand Neutral Tandem's IP-based network internationally, enabling global end-to-end delivery of wholesale voice, IP and Ethernet solutions.

The acquisition, to be financed by cash from Neutral Tandem's balance sheet, is subject to standard closing conditions and is expected to be complete during the fourth quarter.

"This acquisition redefines Neutral Tandem

from a strictly voice interconnection company into a global IP-based network services company focused on delivering global connectivity for a variety of media, including voice, data and video," said Rian Wren, president and CEO of Neutral Tandem.

"Furthermore, the integration of Tinet's global IP backbone will help accelerate and expand Neutral Tandem's and Tinet's Ethernet services. This combination will take our Ethernet eXchange service global and will position us for delivering cost-effective wholesale Ethernet interconnectivity solutions end-to-end."

"Tinet is excited to continue to drive the growth of the global wholesale IP Transit and Ethernet markets under the Neutral Tandem umbrella," said Paolo Susnik, CEO of Tinet. "We believe that the combination with Neutral Tandem will provide significant benefits to the global wholesale communications marketplace. The integration of our networks will provide customers greater access points to buy and sell Ethernet services and will add further value to our IP transit proposition." ■

Sprint Offers Wholesale Convergence

Wireless business subscribers are expected to grow by about 7 percent during the next three years, outpacing consumer growth estimates of about 2 percent. To meet this demand, Sprint's wholesale business unit announced the availability of Wholesale Mobile Integration, the company's newest fixed mobile convergence service.

The solution creates a simplified, seamless mobile unified communications experience for end users, Sprint said in a prepared statement. The company collaborated with BroadSoft to bring together wireless and VoIP elements for service provider customers. By partnering with BroadSoft, a global provider of application server technology that lets service providers deliver voice and multimedia services over their IP-based networks, Sprint can extend its reach to U.S.-based carriers that do not have wireless networks.

In addition to BroadSoft, Sprint is working with other VoIP platform providers and has completed testing with unified communications provider Mitel.

Sprint's Wholesale Mobile Integration means wholesale customers can extend their hosted or SIP-trunked unified communications services to mobile devices, enabling features such as single-number calling, seamless call transfers between two devices and one integrated voicemail platform. The service offers a consistent user experience, independent of an individual's location or communication device, extending a broad range of business desk phone features to a user's mobile device, including abbreviated (four-digit) extension dialing, call center applications and selective call acceptance/rejection. ■

To learn more about Sprint Wholesale Mobile Integration visit www.poweryourideas.com.

Repeat Winners Highlight Atlantic-ACM Awards

Atlantic-ACM awarded nine companies, mostly repeat winners, with its annual Metro Wholesale awards Monday at the COMPTTEL PLUS Fall 2010 Convention & EXPO.

Atlantic-ACM surveyed 1,600 carriers nationwide to determine winners in several categories. The winners were: AT&T for brand; CenturyLink for sales representatives and billing; Qwest for provisioning, network performance, billing, customer service and data value; and Verizon for voice value.

Among CLECs, the winners were: Cogent for data value; Fibertech Networks for brand and sales representatives; FPL FiberNet for brand, provisioning, network performance and customer service; Level3 for voice value and Sidera Networks (formerly RCN Metro Optical Networks) for provisioning and billing. ■

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RCN Metro Re-launches as Sidera Networks

RCN Metro Optical Networks, a premier provider of fiber optic-based network solutions, announced it will re-launch as Sidera Networks.

The re-launch follows the completion of the acquisition of RCN Corporation by private investment fund ABRY Partners LLC. In addition, the company announced the appointment of Michael Sicoli as CEO of Sidera Networks.

Sidera is Latin for a constellation of stars, which

is embodied in the company's employees, service capabilities, network and customer base. Sidera Networks will build upon the solid foundation that RCN Metro created and continue its commitment to be the premier provider of high-capacity transport services for carriers as well as large and medium-sized businesses, offering a comprehensive suite of industry-leading services including Ethernet, SONET, wavelength, video transport, Internet, dark fiber solutions and more.

"The name Sidera has strong links to the company's history and cultural values, and it represents the next evolutionary stage for our business," said Sicoli. "As a team, Sidera has one simple goal and that is to provide outstanding service and support to our customers. I am excited to lead this all-star team through its next phase of growth."

Prior to this role, Sicoli served as executive vice president and CFO for RCN from 2005–2010, where he played a lead role in establishing and executing the company's strategy including the transaction to take RCN private in 2010.

Prior to joining RCN, Sicoli worked for Nextel, Deloitte Consulting and Accenture. He has an MBA from The University of Virginia, Darden Graduate School of Business Administration, and a BA in economics from The College of William and Mary.

In addition, Sidera announced the launch of its "1 Gig in 1 Day" campaign. The campaign responds to customer demand for scalable bandwidth to be provisioned quickly and guarantees that Sidera will deliver 1 Gigabit switched Ethernet capacity in a single business day.

"We understand that our customers' networks are the lifeblood of their businesses, and when additional bandwidth is required, they need us to react swiftly to support their business objectives," said Felipe Alvarez, president of Sidera Networks. ■

Sidera Networks is showcasing its suite of services at booth No. 501.

Spirit Selects dash for Emergency Services Partner

dash Carrier Services announced a successful deployment of dash911, E9-1-1 for VoIP, and dashALI, ALI management for LECs, for Columbia, S.C.-based Spirit Telecom.

"dash possesses the qualities that we look for in a partner – reliability, experience, flexibility, and accurate billing," said Mark Stokes, director of business development for Spirit Telecom.

"dash Carrier Services and its executive team exceeded expectations in regard to the deployment of services and their team's flexibility.

"Working with such a reputable, proven commodity gave us peace of mind. dash Carrier Services has a broad understanding of the services they provide and the issues that CLECs face in meeting a high performance standard for 911 services."

dash provided Spirit with a cost-effective, reliable offering than to what it had been accustomed. In addition, dash provided a step-by-step migration path through which Spirit would be able to bridge the gap from their static infrastructure to IP-based, Nomadic 911 services.

dashALI integrates seamlessly with any carrier's legacy system, provides real-time address validation against multiple data sources, auto-correction and managed ALI database population.

dash CEO Justin Nelson said, "dash maintains an advantage over competitors through our ability to deliver emergency services to carriers like Spirit Teleco through ALI Management and dynamic address validation. We are excited to work with Spirit and look forward to a long, mutually prosperous relationship." ■



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For more information, contact Anna Bayer at 202-296-6650 or e-mail abayer@comptel.org.

WIN A SONY 3-D HDTV

All registered attendees of the **COMPTTEL PLUS Fall 2010 Convention & EXPO** have the chance to qualify to win a state-of-the-art Sony LCD 3-D high-definition television during a raffle in the exhibit hall.

To qualify for the drawing, attendees must get the entry card they receive at registration stamped at each sponsor's booth. Only entry cards with all sponsors' stamps will be eligible to win, and entrants must be present at the time of the drawing: 4 p.m., Tuesday, Sept. 14, on the trade show floor.

Sponsors of the 3-D HDTV raffle are: DDR Broadband Networks, Endstream Communications Inc., GENBAND, GeoResults Inc., i2 Gemini Inc., Taqua, Transition Networks Inc. and Sprint.



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