

Digital Network)

- Pay phone service
- Omnilink(tm); optical carrier access

TCG operates in these markets:

New York, Boston, San Francisco, Los Angeles, Houston, Chicago, Dallas, Omaha, Seattle, Milwaukee, San Diego, South Florida, Detroit, St. Louis, Hartford, Phoenix and Princeton. 1995 plans called for the addition of five other networks in Baltimore, Cleveland, Denver, Indianapolis and Providence.

Cox Fibernet

Cox Fibernet provides alternate access for business

In 1993 Cox started its own alternate access business to serve smaller communities. Called Cox Fibernet, that business is currently operating in the Hampton Roads area of Virginia, and Oklahoma City, OK. Cox Fibernet is a unique service dedicated to providing state-of-the-art voice, data and imaging communications. Cox Fibernet has a national affiliation with Teleport Communications Group to assure the highest commitment to quality standards and customer service.

Because most of Cox Fibernet's networks are engineered using unique fiber optic ring architectures, business transmissions don't have to depend on the continued availability of a single connection from a local telephone company.

By providing at least two paths to handle all business incoming and outgoing communications needs, if one transmission line is severed because of construction, disaster or another unforeseen incident, transmission can continue uninterrupted without any detection of trouble by users or customers.

Cox Fibernet's design also includes an essential self-healing system of built-in main and active backup electronics that consistently fuel the integrity and security of business communications systems.

Cox Fibernet is flexible enough to meet businesses' varied requirements.

Applications include:

- Alternative for direct access to long distance carriers.
- Specialized transport services for video conference links
- Direct connections between LANs

News Release



FOR IMMEDIATE RELEASE: 04/01/96

COX COMMUNICATIONS AND TELLABS TO DELIVER TELEPHONE SERVICE IN SAN DIEGO

Residential Cable Telephony Using the CABLESPAN™ System Is Slated for April Trial

Lisle, Ill. -- Cox Communications, the fifth-largest cable TV operator in the United States, will test the delivery of residential telephone services over its hybrid fiber-coax cable TV system in San Diego using the Tellabs CABLESPAN 2300 telephony-over-cable system.

Cox and Tellabs will test the delivery of integrated cable TV and telephony services -- including direct-dial local and long-distance calling, custom calling features, operator-assisted and other services -- to about 25 single-family residences beginning in early April. This technical trial of telephony services is expected to last until June.

CABLESPAN remote service units (RSUs) will be used to provide integrated delivery of CATV and telephony services over a standard coaxial drop at the subscriber's home. The RSUs, which will be installed on the outside of each subscriber's home, will function as a standard network interface device for termination of the customer's CATV and telephone service. Customers will see no change in the way their TV or telephone service operates.

After the technical trial is completed, Cox will roll out service to more than 500 homes as part of a comprehensive marketing trial aimed at refining Cox's processes for marketing telephony services delivered over its cable TV network. The San Diego system, which includes 1,660 fiber miles and 5,058 cable miles, serves more than 466,000 subscribers.

"Our goal is to provide a viable alternative to the traditional providers of both wireless and wireline communication," said David Woodrow, Cox Communications' senior vice president for Broadband Services. "This new model of communications, offering a wide variety of video and telecommunications services packaged together, will be a unique marketplace offering."

"The CABLESPAN system provides Cox with the right product to successfully compete in the local service arena," said Jon C. Grimes, vice president and general manager of the Tellabs Network Access Systems Division. "The product has performed well, both in trials and commercial deployment, and we are excited at the opportunity of working with Cox Communications."

Cox Communications is the sixth top-tier cable operator to choose the CABLESPAN system for testing the deployment of cable telephony services. Of those six, Time Warner Communications, Adelphia, TeleWest and Viacom Cable are currently evaluating the CABLESPAN system. Time Warner Communications, the first cable TV company in the United States to deliver commercial residential telephone service, currently serves more than 1,000 customers in Rochester, N.Y., using the CABLESPAN system.

Cox Communications, Inc., (NYSE:COX) is the nation's fifth-largest multiple system operator, serving 3.2 million customers. Cox is a fully integrated, diversified broadband communications company with interests in domestic and international cable distribution systems, programming networks, and telecommunications technology.

Cox has a comprehensive telephony strategy, which includes investments in the Sprint Telecommunications Venture, an alliance with three cable companies and the Sprint Corporation to develop advanced telephony services; and Teleport, the largest alternative access provider in the United States.

Tellabs designs, manufactures, markets and services voice and data transport and network access systems. The company's products are used worldwide by the providers of communications services. Tellabs, Inc., stock is listed on the Nasdaq Stock Market (TLAB).

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The Sprint Joint Venture

Through the alliance, Cox, TCI and Comcast will continue to provide cable under their own brand names, while offering wired and wireless telecommunications packaged under the Sprint name. The cable operators, which pass one-third of American households in 48 states, are upgrading their infrastructure to allow for delivery of telephony services.

Sprint owns 40 percent of the venture; TCI, 30 percent; and Cox and Comcast, 15 percent each.

About The Sprint Telecommunications Venture Partners

Sprint - an international telecommunications company with more than \$12 billion in annual revenues operating the United States' only nationwide all-digital, fiber optic network. Its divisions provide long distance, local telephone and cellular service to national and international customers.

Tele-Communications, Inc (TCI) - the nation's largest cable television operator, serving close to 11 million customers in 48 states, Puerto Rico and the District of Columbia.

Comcast Corp - a diversified company engaged mainly in the development, management and operation of cable and cellular communications networks, and the nation's fourth-largest cable television operator.

Cox Communications, Inc. serves some 3.2 million customers. Cox is a fully integrated, diversified broadband communications company with interests in domestic and international cable distribution systems, programming and telecommunications technology.

Alliance advantages

We'll provide an alternative to the Bell companies on both the wireless and wireline side. This a new model of communications, offering a wide variety of video and telecommunications services packaged together. We believe it will be difficult, if not impossible, to replicate. We have the right combination of complementary capabilities to offer a full range of services, including full national mobility.

Far-reaching partnership

The venture will have access to more than 30 million customers, or one-third of American households. The cable partners already serve over 20 million customers and will be signing affiliation agreements with other cable companies to reach even more. The joint venture will cover 48 states in the 50 largest markets in the country.

June 1996

TIME WARNER CABLE'S FULL SERVICE NETWORK

Time Warner Cable's Full Service Network is the first in the world to integrate emerging cable, computer, and telephone technologies over a fiber-optic and coaxial cable network. This allows the Full Service Network to become a single-source provider of traditional cable, interactive television, telephone services, and high-speed pc access to on-line services like the Internet.

The Full Service Network is quickly becoming recognized as the global leader in interactive media. For instance, a Memorandum of Understanding has been signed between Singapore Telecom and Time Warner Cable to form a partnership to gain Full Service Network's technical and operating expertise in running video on demand services during Singapore Telecom's VOD trial.

Time Warner Cable's Full Service Network was a finalist for The 1996 Computerworld Smithsonian Award, which honors corporations, organizations, and individuals who are creating positive change in our society through technology. The FSN was one of 50 finalists from 341 nominations, representing 39 states and 18 countries.

Currently, the Full Service Network adds digital, interactive television to the traditional cable programming for 4,000 Time Warner Cable households in suburban Orlando, Fla. These customers have on-demand access to a variety of entertainment, informational, and transactional services. The Orlando pilot is helping to improve the technology and determine how to bring innovative services to customers in the future. This year will be a year of research for the Full Service Network.

In addition to the 4,000 families connected to the Full Service Network, now millions of annual visitors to Walt Disney World can experience interactive television through a live connection to the FSN. At the FSN exhibit at Epcot's Innoventions, visitors see a live demonstration of the network, and then pick up a remote control and try it out for themselves at any of the five stations available.

CURRENT INTERACTIVE TELEVISION SERVICES

Carousel Navigator

Three-dimensional graphic interface is the viewer's gateway to access all the Full Service Network venues.

Movies on Demand

Currently more than 100 movie titles are available on the Full Service Network's Home Video Theater on demand, with VCR functionality and skip-forward and skip-back features.

Interactive Shopping

Shopping available in the DreamShop from Williams-Sonoma, Sharper Image, Horchow, Crate & Barrel, the United States Post Office, Warner Bros. Studio Store, Book of the Month Editor's Choice, Best Buys

News Release



FOR IMMEDIATE RELEASE: 06/05/96

ADELPHIA CABLE COMMUNICATIONS SELECTS TELLABS AS STRATEGIC SUPPLIER FOR CABLE TELEPHONY

CABLESPAN™ System To Begin Service in 11-State Market

Lisle, Ill. -- Telecommunications equipment manufacturer Tellabs announced today that Adelphia Communications, the nation's seventh-largest cable operator, will begin to offer local telephone service within its 11-state market this autumn using the Tellabs CABLESPAN™ 2300 universal telephony distribution system.

Adelphia, with its modern 750MHz, two-way active cable systems, will offer local telephone service to up to one million of its existing cable TV subscribers within the next three years. At the present time, Tellabs and Adelphia are negotiating a three-year supply contract valued at up to \$50 million.

The pending agreement with Tellabs, one of several strategic alliances recently announced by Adelphia, will focus initially on deployment of residential telephone service in select franchise areas during 1996. The Tellabs selection rounds out a comprehensive service strategy on the part of Adelphia to offer residential and business telephone services, on-line information services, and in the future, other interactive data and video services to its over 1.6 million subscribers nationwide.

"Adelphia's overall service strategy further reinforces its commitment, and that of the cable industry, to becoming strong competitive players in the delivery of local services and the development of the full service network," said Jon C. Grimes, vice president and general manager of Tellabs' Network Access Systems Division. "The company has one of the most fiber-rich network architectures we've seen, and that will facilitate the deployment of reliable telecommunications services. We are confident that the combined resources and expertise of Tellabs, Adelphia and its other strategic partners will bring about the rapid introduction of these new services."

"Tellabs is the right partner for Adelphia in this new venture," said James Rigas, vice president of operations, Adelphia Cable Communications. "The CABLESPAN system offers a full-featured cable telephony platform that meets our needs for the delivery of residential and business services and provides the reliability and quality performance we demand."

The announcement represents one of the first major endorsements of the CABLESPAN platform for the commercial delivery of cable telephony services. The pending agreement between the two companies represents the culmination of a cooperative effort over the past year aimed at validating the technology and the network for delivery of highly reliable residential 'lifeline' telephone service. Earlier this year, Tellabs and Adelphia successfully completed a technical trial for the delivery of residential telephone service in Adelphia's Dover Township, N.J., franchise.

Adelphia Cable Communications (NASDAQ: ADLAC), with headquarters in Coudersport, Pa., owns and operates more than 100 cable systems in 11 states including New York, Florida, Pennsylvania, New

Jersey, Ohio and Virginia, serving nearly 1.6 million residential cable customers.

Tellabs designs, manufactures, markets and services voice and data transport and network access systems. The company's products are used worldwide by the providers of communications services. Tellabs, Inc., stock is listed on the Nasdaq Stock Market (TLAB).

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CABLEVISION SYSTEMS CORPORATION:

A HISTORY OF QUALITY AND INNOVATION

Cablevision Systems, headquartered in Woodbury, New York, is a multifaceted telecommunications company, with a history of innovation in television programming and communications technology. Led by the father and son team of Chairman Charles F. Dolan and Chief Executive Officer James L. Dolan, Cablevision is the nation's sixth largest operator of cable television systems. The company serves 2.8 million cable television customers in 19 states, with major operations clustered in the Boston, Cleveland, and New York Metropolitan areas.

Cablevision Systems was established by the senior Mr. Dolan, who built the country's first urban cable television system in New York City during the early 1960's. In 1973, after selling that Manhattan operation, Mr. Dolan began constructing a Long Island cable television system that has grown to serve more than 650,000 customers, and is the second largest single cable television system in the nation.

Through its subsidiary Rainbow Programming Holdings, Inc., Cablevision owns and manages some of the most valued and critically acclaimed television program networks, including American Movie Classics, Bravo, and the SportsChannel Regional Network. These networks are offered not only on Cablevision systems, but through affiliation agreements with other television service providers nation-wide.

Cablevision has been responsible for numerous industry landmarks, including:

- Launching the first 24-hour local cable news service -- News 12 Long Island;
- Creating the first regional sports network -- SportsChannel;
- * Establishing the first local exchange telephone company owned by a cable television system operator -- Cablevision Lightpath, Inc.;
- Creating the first network exclusively devoted to films by independent producers -- The Independent Film Channel.

Cablevision is now turning its talent for innovation to new areas of electronic communications -- areas that are increasingly important as the television, telephone and personal computer businesses converge.

Cablevision's strategic approach to the convergence rests upon three interrelated objectives,

- build state-of-the-art, broadband, communications networks;
- develop the highest quality, branded editorial products and services;
- combine those networks and services to deliver the broadest possible choice to customers.

To fulfill its strategic vision, Cablevision's corporate structure is divided into three distinct areas of focus:

- Cable Television Operations manages the company's core business of cable television system ownership;
- Rainbow Programming Holdings, Inc., is the creator and developer of programming dedicated

exclusively to entertainment, fine arts, and regional sports and news. A separate Rainbow operation is Rainbow Advertising Sales Company, a leading regional cable advertising company;

- * The Digital Services division oversees Cablevision's wholly-owned telephone subsidiary, Cablevision Light Path Inc., as well as the company's emerging cable modem and video on demand business.

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CABLE DATACOM NEWS

Tracking the Development of High-Speed Cable Data Services

We hope you enjoy these highlights from the September issue of *Cable Datacom News*, your source for intelligence about emerging high-speed cable data services. *Cable Datacom News Highlights* is offered free each month as a service to the Internet community on the Web and via e-mail.

For a limited time, free trial subscriptions are available for the full-text edition of *Cable Datacom News*. [Click Here](#) for more information.

Current Issue

THIS BIRD IS NO TURKEY: A LOOK AT THE LAUNCH OF TIME WARNER'S ROAD RUNNER

The Largest-Ever Commercial Deployment of Two-Way High-Speed Cable Data Services Goes Live on September 10th in Akron and Canton, Ohio

TERAYON WORKING TO PROVIDE CABLE OPERATORS WITH "UPSTREAM ADVANTAGE"

Start-Up Cable Modem Developer Pushing S-CDMA Technology to Overcome Return Path Challenges

BTG LAUNCHES COMMUNITY NETWORKS INC.

Major Systems Integrator for Federal Government Making Cable Datacom Play

CONTINENTAL SELECTS CABLETRON NETWORK MANAGEMENT PLATFORM

MSO Sees Spectrum as Key for Integrated Management of its Corporate and Residential Networks

THE NEWS FROM @HOME

@Home Adds New CEO & CFO, Selects SGI Server Platform, Lands 60 Content Development Partners

THIS BIRD IS NO TURKEY: A LOOK AT THE LAUNCH OF TIME WARNER'S ROAD RUNNER
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CABLE DATACOM NEWS

Tracking the Development of High-Speed Cable Data Services

Cable Datacom Trials and Commercial Launches

This Page Requires a Browser Supporting HTML Tables,
Such as *Netscape Navigator* or *Microsoft Internet Explorer*

CABLE MSO / TELCO	LOCATION	SERVICES	VENDORS	NOTES
Adelphia	Ocean County, N.J.	Plans to offer high-speed Internet access commercially by fall 1996 to 10,000 homes on two-way active portion of cable system; 60,00 homes should be eligible for service by the end of 1996	LANcity	Adelphia plans to launch data services in Buffalo, N.Y., Syracuse, N.Y., Coudersport, Pa., and Charlottesville, Va. by 1997
BellSouth	Atlanta, Ga.	Network technical trial with 100 participants	LANcity	Plan to roll out service commercially by fall 1996
Cablevision Systems	Long Island, N.Y.	Trial of Internet access, AOL and Prodigy	Zenith, LANcity, Hybrid	500 homes in Yonkers and Long Island, N.Y.
Cogeco Cable	Montreal, Canada	Trial of Internet access, AOL	Zenith	800 participants in Central Quebec trial
Comcast	Lower Merion, Pa.	Trial of Internet access, local content, AOL with 50 participants	Hybrid Networks	Plan to roll out commercial service in fall 1996 in Baltimore, Md.
Continental Cablevision	Needham, Newton and Wesley, Mass.	Launched commercial service on September 1 to 100,000 homes passed by 2-way HFC plant in suburban Boston	Purchased 50,000 LANcity LCP cable modems	Service includes modem rental, customized version of Netscape Navigator and unlimited Internet access for \$50-\$60 per month
Continental Cablevision	Chestnut Hill, Mass.	Commercial deployment of HFC video and data network at Boston College serving 6,000 dorm rooms, 2,500 classrooms and 400 administrative offices	LANcity	Provides connection to Boston College LAN plus Internet Access
Continental Cablevision	Jacksonville, Fla.	Commercial deployment of one-way (telco-return) and two-way cable modems to 425,000 homes passed	LANcity, General Instrument	Cable modem rental and unlimited Internet access for approx. \$40 per month

Cox Communications	Phoenix, Ariz.	100 participants in trial of business connectivity, telecommuting, Internet access	LANcity	Plan to launch commercial service to 50,000 homes passed by two-way HFC plant in 1996
Cox Communications	San Diego, Calif.	Trial of Prodigy service	Zenith	125 trial participants
Cox Communications	Spokane, Wash.	Telecommuting trial	Zenith	25 trial participants
Jones Communications	Alexandria, Va.	First commercial deployment of Jones' Internet Channel Service	LANcity	Service includes unlimited Internet access and modem rental for \$39.95/month
Media General Cable	Fairfax, Va.	Internet access trial with schools and employees	Zenith	12 trial sites
Palo Alto Cable Co-op	Palo Alto, Calif.	Technical trial offering Internet access for schools, telecommuting for cable employees	COM21	Total of 20 participating sites
Rogers Cablesystems	Newmarket, Ontario Canada	Commercially deployed WAVE service offers unlimited Internet access for CNS\$39.95/month, plus AOL and CompuServe a la carte. Optional CNS\$99 installation charge	Zenith	650 paying subscribers, approx. 4% penetration of basic cable subs on two-way system in suburban Toronto
Service Electric/ Blue Ridge Cable	Eastern Pa.	Trial of Internet access, Education services	Zenith	8 local cable systems and telcos participating
TCI	East Lansing, Mich.	350 subscribers connected to TCI-MET service for Internet access, including schools, homes and businesses	LANcity, Zenith	Two residential service tiers for unlimited Internet access: \$45/month for 4-Mbps connection, \$80/month for 10-Mbps connection
TCI - @Home	Fremont, Calif.	First commercial deployment of @Home service is priced at \$34.95 per month for unlimited Internet access, cable modem rental and local content; TCI is charging a one-time installation fee of \$150	LANcity	25% of the 69,000 TCI cable homes in Fremont are passed by two-way plant and eligible for service
TCI - @Home	Sunnyvale, Calif.	Trial of residential Internet access, local and national content	LANcity	Plan to launch commercial service by end of 1996

Time Warner Cable	Akron and Canton, Ohio	Commercial deployment of Road Runner service to 300,000 homes passed by two-way HFC plant	HP servers, Motorola modems	\$39.95 per month for unlimited Internet access, modem rental, national Time Warner content, and unique local content
Time Warner Cable	Elmira, N.Y.	200 homes in test of Road Runner service; includes national and local content, Internet access, plus AOL and CompuServe available a la carte	Zenith, H-P	Plan to launch commercial service in fall 1996 using H-P server system and Motorola modems
US West	Omaha, Neb.	Providing CATV services commercially and conducting technical trial of high-speed data services	Not available	Not available

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LOCAL COMPETITION

Cellular / PCS

“Continued strong growth in cellular, coupled with the introduction of the first broadband PCS network, has stoked the fires for an industry explosion in 1998”. (Dataquest, a unit of Dun Bradstreet Corp.).

MCI enters wireless agreement with NextWave, positioning it to be a nationwide provider of wireless services. (MCI news release, 8/26/96).

Sprint Spectrum partnership kicks off the PCS revolution in Washington, D.C. (Sprint Spectrum WWW site).

Wireless carriers are “seeking to provide a wide range of fixed service offerings to consumers”, including “fixed wireless links to connect residences, apartment buildings, office buildings, and other structures”. (FCC First Report & Order, WT Docket No. 96-6, 8/1/96).

Subscribers will increasingly utilize cellular and PCS phones for making calls that previously would have been made on landline phones. And, many will opt for wireless services as a complete replacement for landline voice services. (“Wireless and Cable Voice Services”. Lawrence K. Vanston and Curt Rogers. Technology Futures, Inc. 1995.).



News Release

Editor's note: This release was issued by UPI.

FOR RELEASE MONDAY, MARCH 25, 1996

U.S. cellular market up 30 percent in 1995; AT&T Wireless had top share

SAN JOSE, Calif. -- The U.S. cellular market grew 30 percent in 1995 as revenue reached \$20 billion and the number of subscribers increased 36 percent to 32.1 million, an industry tracker reported Monday.

AT&T Wireless had the top market share with 16.6 percent and 5.35 million subscribers, followed by Southwestern Bell Mobile with 11.4 percent, the combined Bell Atlantic and Nynex operations with 10.4 percent, GTE Mobilenet at 9.4 percent and BellSouth Cellular at 8.9 percent.

Dataquest, a unit of Dun Bradstreet Corp., said it expects the market to continue to do well in the coming years.

"Continued strong growth in cellular, coupled with the introduction of the first broadband Personal Communications Services (PCS) network, has stoked the fires for an industry explosion in 1998," said John Ledahl, director of Dataquest's Personal Communications program.

"With this kind of energy charging it from the service provider segment, the demand for cellular and PCS will continue to grow for the rest of the decade."

Dataquest also said the cellular equipment market grew at a modest rate of 10.3 percent to \$2.8 billion in 1995.

Clint McClellan, industry analyst in Dataquest's Personal Communications program, called the growth "surprisingly moderate."

"Cellular carriers deployed just enough cells to keep up with new incremental subscribers," McClellan said. "They didn't spend any more money than necessary in 1995."

AT&T Network Wireless Systems, which is being split from AT&T to become Lucent Technology, led the cellular infrastructure market with 36.7 percent last year, followed by Ericsson at 27.3 percent and Motorola at 19.2 percent. Northern Telecom grew 43 percent in 1995 and its market share rose from 11.9 percent in 1994 to 15.6 percent in 1995.

For more information, reporters may contact:

MCI ENTERS WIRELESS AGREEMENT WITH NEXTWAVE; INTRODUCES "WIN" STRATEGY FOR NATIONWIDE WIRELESS COVERAGE

Washington, D.C., August 26, 1996 --MCI today announced that it has entered into a wireless agreement with NextWave Telecom Inc. and unveiled its strategy to expand nationally its wireless communications business into the rapidly growing market for personal communications services (PCS). NextWave is positioned to become one of the nation's largest PCS wireless network operators.

Under terms of the agreement, MCI will connect its intelligent network to NextWave's planned national PCS system, securing the ability to offer PCS service to more than 110 million individuals in 63 markets, including 29 of the top 50 markets. MCI will purchase at least 10 billion minutes of PCS capacity from NextWave over 10 years, and market PCS services under the MCI brand and integrated with its other communications services. In addition, NextWave has selected MCI to provide telecommunications and other services supporting the development and ongoing operations of its PCS system.

"This agreement with NextWave establishes an immediate nationwide PCS footprint for MCI and represents an important next step in MCI's wireless strategy," said Whitey Bluestein, vice president, MCI wireless strategy and development. "This is the first full interconnection agreement of its kind and brings new competition to the wireless marketplace. With full interconnection, MCI need not own wireless facilities to offer tremendous value and exciting new services to our customers."

MCI's WIN Strategy Targets National Wireless Coverage

MCI said the NextWave agreement is a model for additional agreements it expects to sign with other wireless providers as part of its Wireless Interconnected Network (WIN) strategy. The WIN initiative is MCI's blueprint for building the nation's largest and most sophisticated wireless footprint through agreements with NextWave and other wireless providers. These agreements are part of MCI's strategy to offer a full range of wireless services and features that are fully integrated into MCI's suite of communications services. The following elements of the NextWave agreement are consistent with MCI's WIN strategy:

- * interconnection with MCI's intelligent network, ensuring that MCI can add value and integrate wireless services with its other communications products and deliver them in a seamless package of offerings;
- * access to geographic regions and advanced wireless technologies which significantly expand MCI's wireless coverage and capabilities and value to its customers; and
- * an opportunity to generate revenue through MCI's advanced, integrated telecommunications services.

"NextWave exceeds the standards of excellence we have set for MCI's WIN strategy, ," said Bluestein. "MCI's agreement with NextWave is a sound model on which to continue to build our wireless footprint and capabilities."

NextWave, based in San Diego and New York, was the winning bidder for 63 licenses in the FCC's C-Block auctions. The FCC auctions set the stage for greater wireless competition, granting wireless licenses that will expand consumers' choice of wireless providers from two in most markets today to as many as eight. NextWave's PCS license applications are currently pending before the FCC.

PCS is the next generation of wireless communications. PCS is based on digital technology which offers better transmission and clearer connections than other wireless offerings. PCS also enables new and more advanced wireless services, such as greater security, single-number service, integrated voice and paging, and enhanced wireless data communications.

MCI today provides cellular service to businesses and consumers in 17 top markets covering over one-third of the U.S. population. By the end of the year, MCI expects to expand its cellular offering to more than 30 markets, enabling it to offer service to over 45 percent of the population. MCI is also one of the largest providers of wireless paging services to businesses and residential users in the U.S.

MCI, headquartered in Washington, D.C., is one of the world's largest and fastest growing diversified communications companies. With annual revenue of more than \$15 billion, MCI offers consumers and businesses a broad portfolio of services including long distance, wireless, local, paging, messaging, Internet, information services, outsourcing, and advanced global communications.

NextWave Telecom Inc., which was founded in July 1995, is the parent company of NextWave Personal Communications, Inc., NextWave Wireless and Tele*code Inc. NextWave PCI is the holding company for NextWave's PCS licenses and plans through NextWave Wireless to construct facilities, deploy PCS network equipment, and provide wholesale PCS in conjunction with its strategic partners. Tele*code was formed to provide Code Division Multiple Access-based products and engineering services. NextWave Telecom is a privately held corporation with headquarters in San Diego and New York and offices in Washington, D.C., Boston, Dallas, Orlando, Cincinnati and Philadelphia, and Seoul, Korea.

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Editor's Note: MCI will host a conference call at 11:00 AM ET to brief media on the agreement. Media may participate in the call by calling 800/988-9759.

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Company Profile

Building Personal Communications Services (PCS) Nationwide

- 100 percent digital, PCS is at the heart of telecommunications for the future.
- Founded in 1994, the company became Sprint Spectrum L.P. in February 1996.
- The company is a joint venture of Sprint Corp., Tele-Communications Inc. (TCI), Cox Communications, and Comcast Corporation.
- The partners invested \$2.1 billion to acquire PCS licenses in 32 combined Major Trading Areas (MTAs).
- Currently with 1,600 employees nationwide, the company is expected to grow to a staff of 5,000 within the next few months.
- Sprint Spectrum's goal is to offer Personal Communication Services to 182.4 million people in the United States (70 percent of the entire population).
- The first PCS is now operating in the Washington, D.C./Baltimore area, where results are running well ahead of original sales estimates.
- With superior digital technology, the PCS product is likely to replace cellular phones as the wireless communications of choice.

What is the PCS product?

The All-in-One Personal Communication Service--Now available exclusively in the Washington D.C./Baltimore area, Sprint Spectrumsm service combines a personal phone, answering machine and pager into one device that fits in the palm of your hand and offers these features:

- | | |
|---|--|
| <input type="checkbox"/> 100 percent digital state-of-the-art network | <input type="checkbox"/> Text Messaging |
| <input type="checkbox"/> Answering machine and pager | <input type="checkbox"/> Call Waiting |
| <input type="checkbox"/> Exceptional voice quality and clarity | <input type="checkbox"/> Call Forwarding |
| <input type="checkbox"/> Call privacy and security | <input type="checkbox"/> Call Barring |
| <input type="checkbox"/> Caller ID | <input type="checkbox"/> Information Service |
| <input type="checkbox"/> Voicemail | <input type="checkbox"/> Free 911 Access |

No Long-Term Service Contracts Required--Customers are not "locked in" to an extended service they don't want. There are no long-term service contracts. If for any reason customers are not completely satisfied or wish to terminate service, they simply call Customer Care at 1-800-311-4220.

Hassle-Free Activation and Service--Anywhere, Anytime--Over-the-air activation. Sprint Spectrum is easy to activate! One phone call to Customer Care is all it takes. Right away, Customer Care can turn on service for the first time, add features and build account profiles--completely over the air.

Personalized Features and Services--Customized to each customer, Sprint Spectrum offers the options they want to tailor a personal communications system. A Customer Care representative works with each customer to assess needs and personalize features and options to individual requirements.

Technology Made Simple--Sprint Spectrum is technology at its best: Easy to use, simple in design. Convenient to personal lifestyles. Sprint Spectrum has the elements to help manage personal and business life.

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LOCAL COMPETITION

Fixed Microwave Services

MCImetro signs deal with WinStar Communications to use 38 GHz digital wireless links to extend MCImetro's local exchange networks. (Telecommunications Reports, 11/20/95).

WinStar plans to offer switched digital services in all of its 41 markets over the next several years. (Lucent news release, 7/29/96).

Alex Mandl, former AT&T president, joins Associated Communications, L.L.C. Company will offer a broad array of communications services to business and residential customers, including local switched and dedicated telephone service, Internet access, high-speed data and high quality video conferencing. (Associated news release, 8/19/96).

News Release

Editor's note: This release was issued by Lucent Technologies, Inc.

FOR RELEASE MONDAY, JULY 29, 1996

Winstar to deploy Lucent switches for local telecommunications services

MURRAY HILL, N.J. -- Lucent Technologies (LU - NYSE) today announced a multi-million dollar contract with WinStar Communications, Inc. (WCII - NASD) for the sale of up to 20 5ESS® Switching Systems over the next three years.

WinStar intends to use the 5ESS for local and long-distance switching as it rolls out its competitive local exchange services (CLEC) business. WinStar's current plans are to offer switched digital services in all of its 41 licensed territories over the next several years.

The agreement with Lucent Technologies sets the terms for the purchase of 20 switches, and includes a jointly agreed upon deployment schedule. The first installation is scheduled for October in New York City.

Lucent Technologies' 5ESS-2000 Switching System will allow WinStar to offer advanced, integrated multimedia communications services to both its local and long-distance customers reliably and seamlessly.

"We are delighted to become a supplier to WinStar as it enters the newly competitive local communications market," said Nina Aversano, president of Global Commercial Markets at Lucent Technologies. "We look forward to supporting WinStar as it rolls out its CLEC business, bringing new and innovative services to its customers."

The contract also includes provisions that will enable WinStar to offer Lucent Technologies' customer premise equipment with WinStar's service offering in order to provide an end-to-end solution to its customers.

WinStar Communications, Inc. is a local telecommunications company. WinStar Wireless is a competitive access provider which provides its Wireless Fiber(sm) "last mile" telecommunications services, using its extensive 38 GHz licenseholdings, to long-distance carriers, competitive access providers, mobile communications companies, local telephone companies, and other customers with broadband local communications needs.

WinStar Telecommunications provides telecommunications services in competition with the incumbent local telephone companies. WinStar Gateway Network provides long-distance telephone service. WinStar New Media creates and distributes information services and entertainment content as a complement to WinStar's telecommunications activities.

Lucent Technologies -- formed as a result of AT&T's restructuring -- designs, builds, and delivers a wide range of public and private networks, communications systems and software, consumer and business telephone systems and microelectronic components. Bell Laboratories is the research and development arm for the company.

Wireless Fiber is a service mark of WinStar Communications, Inc. 5ESS is a registered trademark of Lucent Technologies, Inc.

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FOR IMMEDIATE RELEASE

**ALEX J. MANDL TO HEAD
NEW WIRELESS TELECOMMUNICATIONS VENTURE**

**AT&T President and Chief Operating Officer
To Join Associated Communications**

NEW YORK, NY, August 19, 1996 -- The Associated Group, Inc. (NASDAQ: AGRPA, AGRPB) today announced that Alex J. Mandl, AT&T's president and chief operating officer, will become chairman and chief executive officer of Associated Communications, L.L.C. Mandl's appointment is effective September 1, 1996.

Associated Communications, a new company that will play a leadership role in providing broadband wireless multimedia local services in key U.S. markets, is majority owned by The Associated Group, which is engaged primarily in communications and related services.

In leaving AT&T, Mandl expressed gratitude for the leadership of AT&T chairman and chief executive officer Robert Allen, and thanked him for the opportunity to participate in the farsighted moves AT&T has made.

"Bob Allen has a keen and far-reaching vision, and I am grateful to have had the opportunity to work with him in positioning AT&T to lead the global communications industry into the future," Mandl said. "I will sincerely miss my many friends and colleagues at AT&T. But I cannot resist the challenge of pioneering a very significant telecommunications venture in the new regulatory environment. Associated Communications offers a unique opportunity to succeed personally, professionally and financially on an entirely new level. It's the chance of a lifetime to create a communications company from the ground up."

Associated Communications will manage the networks and markets providing voice, high-speed data, Internet access and video conferencing services. Initial operations are at 18 GHz frequencies in the top 31 metropolitan areas. These networks are designed to provide an integral broadband component of a fully integrated suite of switched and dedicated telecommunications facilities. Initial marketing will be aimed both at the business market for such services, and, ultimately, residential users.

Myles P. Berkman, chairman, president and chief executive officer of The Associated Group, said: "We are extremely pleased that Alex Mandl has agreed to head this exciting new enterprise. He is a strong organizer who was quick to grasp the tremendous market opportunity that this business represents. Alex provides superb leadership and experience in a world rushing into the 21st century."

The new venture is co-owned by Digital Services Corporation, an affiliate of Telcom Ventures, L.L.C. Dr. Rajendra Singh, who founded and is Chairman of Telcom Ventures and Digital Services Corporation, said, "Alex's foresight in helping to shape the new electronic information age that we now live in will continue with Associated Communications."

- more -

Mandl, 52, was the architect of AT&T's highly successful 1994 acquisition of McCaw Cellular Communications, Inc., and headed AT&T's long distance, wireless, on-line and multimedia service businesses before being appointed AT&T's president and chief operating officer. Prior to joining AT&T in 1991, Mandl was chairman and chief executive officer of Sea-Land Services, Inc., the world's largest ocean transportation company.

The Associated Group, Inc., is a leading telecommunications organization with ownership and operation of a variety of wireless communications businesses and interests, including TruePosition™, a provider of wireless location services, broadband wireless services, cellular telephony, enhanced specialized mobile radio, cable, and radio broadcasting.

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Photo of Alex J. Mandl available from AP PhotoExpress (photo FPS-1 of August 19).