

# WE'LL HELP YOU BECOME MORE PROFITABLE, MORE QUICKLY

■ We know our success will grow out of your success. That's why, unlike the short-term leases you're used to getting from ILECs, Fibertech has designed long-term leases and IRUs that offer you substantially more financial flexibility. Our innovative agreements will help you capitalize your network and become EBITDA-positive more quickly.

And since you'll be leasing a dark fiber network, partnering with Fibertech also offers the advantages of becoming more facilities-based. The optimized cost and operational control of your network assets will improve both your margins and enterprise value.

## WE'RE BUILDING OUR NETWORKS RIGHT



■ We knew only a construction company of exceptional experience and ability would be able to build the kind of state-of-the-art network we wanted. Fortunately, we didn't have to look very far. Over the last decade, Fibertech's construction division has built thousands of miles of aerial and underground networks for telecommunications' leading companies—expertise that's now going into every mile of our own networks. That expertise also allows us to better serve your needs for custom builds, like the laterals and spurs you need to directly connect with your customers.

# METRO NETWORKS YOU CAN BUILD ON

To learn more about our networks and how you can build on them, give us a call or visit us online.

(585) 697-5100  
[fibertech.com](http://fibertech.com)

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networks



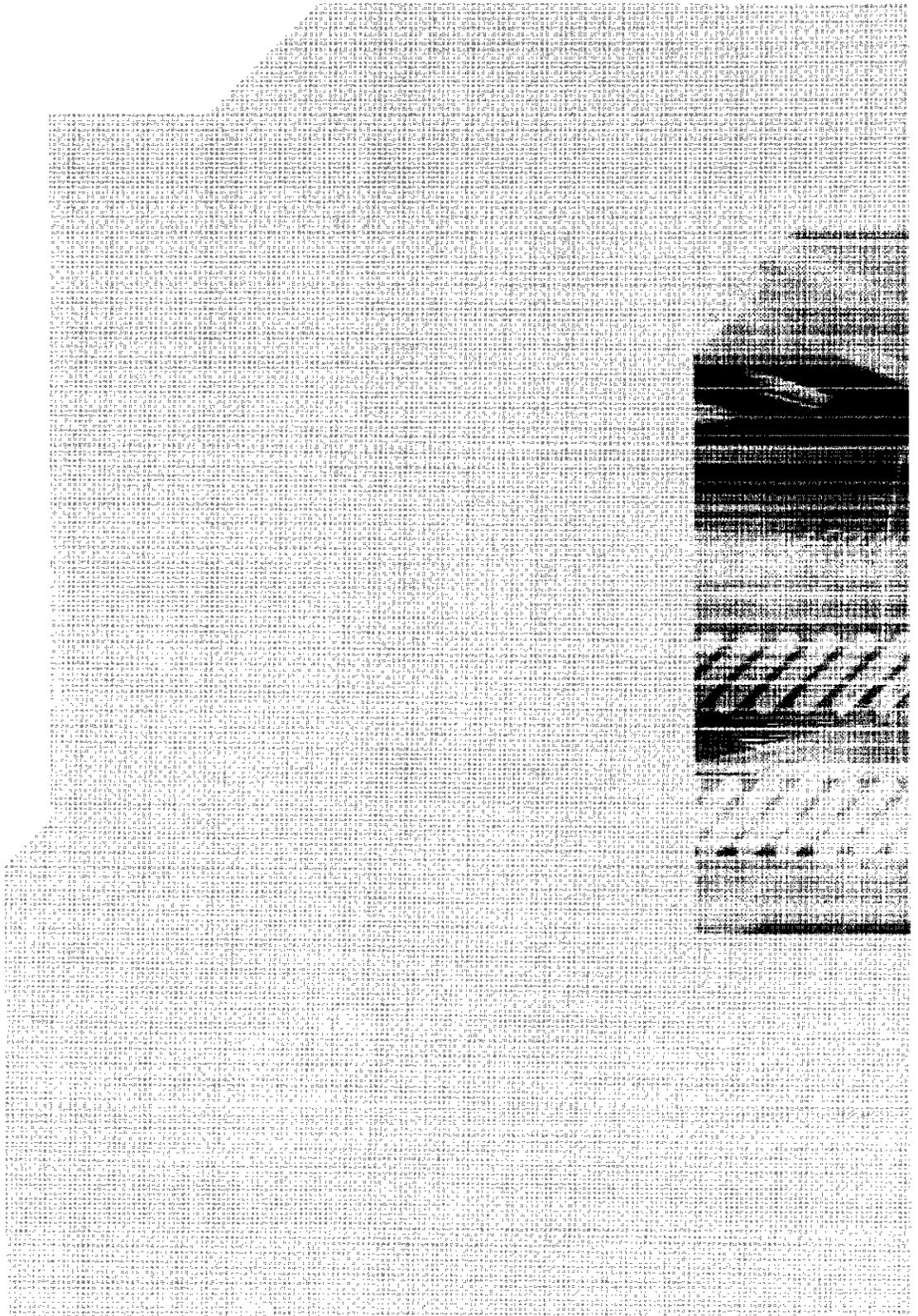
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Enterprise Solutions

# Enterprise Solutions

All Fibertech solutions are delivered on end-to-end fiber optic optics connecting your business locations. Our wide-range of WAN solutions include Private Line T1s to OC-192 connections, Ethernet from 3 to 100 Mg, business-class dedicated Internet access, colocation or the unlimited bandwidth of dark fiber. These directly routed services are designed for high availability and flexibility over other legacy carriers.

Fibertech's services are delivered over its own 20-market network footprint, providing faster provisioning times and best of class implementation processes that fits your business needs.

### The Fibertech Difference

Fibertech is committed to providing a first-class customer experience. In addition to our well-earned reputation for service dependability and flexible solutions, we're dedicated to customer responsiveness and providing a first-class approach to customer service.

At the very foundation of Fibertech's approach to customer service is the Technical Assistance response team and Network Operations Center (NOC). This group of seasoned network engineers is available to answer your technical questions, assist in troubleshooting issues, engineer new applications, and direct field engineers to your facility for on-site technical assistance. We believe this personal, hands-on approach is what most sets Fibertech apart from legacy carriers.

The end result is a team of dedicated professionals with a knowledge base that extends beyond transmission technology into the art of service delivery. With an unparalleled attention to detail and unwavering focus on making it easier for you to conduct business, Fibertech provides a customer experience unlike any other. In the end, we believe that the key to business success is pretty simple. We do all we can to take care of our customer's needs and the rest tends to take care of itself.



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Private Line

Your current focus might include linking multiple locations within a given metropolitan area, or between markets within the region, upgrading network facilities to outpace current data requirements, or connecting to an off-site data storage center. Regardless of your IT and networking challenges, a Fibertech Private Line solution can be customized to keep your business ahead of its growing bandwidth demands.



The Fibertech Solution

Fibertech's Private Line suite of solutions offers you fiber-based connections to your business locations. Ranging in speeds from T1 to OC-192, you can customize this service to meet your varying connectivity needs. This comprehensive suite of connectivity options features:

- Choice of bandwidth levels within and/or between Fibertech markets
• Protected service standards
• Card protection available
• Bandwidth aggregation
• Point-to-point or dedicated ring configuration
• Around-the-clock on-net monitoring and support
• Scalable and redundant connectivity for greater security and protection
• Solid service level agreements
• Fast provisioning timeframes

The Fibertech Benefits

On-Net - Direct fiber connections between your business locations.

Reliability - Redundant ring backbone configuration self-heals in the event of a service outage.

Security - Private Line in a Layer 1 service offering unparalleled privacy and security for business critical applications.

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Dedicated Internet

High-speed Internet connections have become as crucial a resource to your business as electricity. As your business continues to adapt more data-intensive technologies and processes to be delivered online, this need for broadband becomes even more critical. Fibertech's highly available, high bandwidth Internet solution delivers on-demand bandwidth to support your business-critical applications – all delivered quickly and securely over direct fiber optic connections.



The Fibertech Solution

Fibertech's dedicated Internet access consists of a secure, fully interoperable and scalable suite of connections ranging in speeds of T1 to OC48 and incremental Ethernet ports. Our comprehensive suite of Internet solutions includes:

- 99.999% network availability
• Dedicated, direct Internet connection including local loop
• Up to 30 assignable IP addresses
• 50 millisecond on-net latency/95 millisecond off-net latency
• 99.5% packet delivery
• Point-to-point or ring configuration
• Primary/secondary domain name service
• Solid service level agreements
• 24x7x365 customer service and support

The Fibertech Benefits

Fibertech's Dedicated Internet Access solutions provide businesses with the online access capabilities to increase productivity and optimize IT investments. Companies also obtain:

Diversity – Fibertech's unique network footprint offers businesses diverse connectivity for backup Internet connections.

On-Net – Direct fiber connections from your business to the Internet.

Flexibility – Fibertech offers a number of port speeds and access methods to meet your business requirements.

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## Ethernet

Adequate broadband services and affordable connectivity remain top priorities for IT organizations across the country. This need for bandwidth is a direct result of technological initiatives including converged IP data and video, data recovery and business continuity efforts, and off-site storage networking. Fibertech's Ethernet services provide the speed and scalability in a wide range of flexible solutions that will fit your growing business needs. We believe strongly that this is where communications are heading for the future, today.



### The Fibertech Solution

As your bandwidth requirements grow, you must have the communications and IT infrastructure to support it. With standard LAN interfaces, Fibertech provides you with an affordable way to connect your business locations via Ethernet with speeds ranging from 3 Mbps to 1 Gbps. Ethernet can be used to support applications such as LAN-to-LAN connectivity, storage area networking, Internet access and business continuity solutions.

### Connection

Ethernet handoff via fiber optics with a 100 Base Tx interface over category 5 twisted pair cable. Gigabit Ethernet provided via 1000BaseT, 1000Base5x or 1000BaseLX.

### Features

- Connectivity via fiber optics within and/or between Fibertech markets
- Scalable from 3 Mbps to 1 Gbps
- Point-to-point or dedicated ring configurations
- Transparent packet transmission between locations supporting jumbo frames, VLAN tagging and VLAN stacking
- 24x7x365 monitoring
- Maximum flexibility and control of your network
- Reduced costs through efficient data transport options via fiber
- Solid service level agreements
- Fast provisioning timeframes

### The Fibertech Benefits

**Control** - Direct fiber connections between your business locations carried end-to-end via fiber optics.

**Flexibility** - Scalable, on-demand bandwidth allocation defined by a company's business requirements.

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# Colocation

Businesses of all sizes are looking for more affordable ways to safely and securely transmit data and Internet traffic to an off-site location. Whether it's for disaster recovery readiness, regulatory compliance, reducing IT costs or adding new applications, enterprises are moving more data than ever before. A streamlined colocation solution from Fibertech offers a reliable communication path between locations and can clear the way for companies in a variety of industries who are seeking a faster, more economical way to manage network connections or store data.



### The Fibertech Solution

Fibertech's colocation service enables businesses with a secure, protected environment for storing and housing your mission critical data. Our carrier-neutral facilities provide an abundance of power, system redundancy and common access points from multiple carriers. Businesses have access to our high-capacity fiber networks and state-of-the-art data transport services, in addition to:

- Carrier-class facilities with customized design
- Uninterruptible DC power
- DC Power: 20 amps, -48 volts
- HVAC
- 24x7 security including security cameras
- Individually locking cabinets and cages available
- Card-key access and monitoring of systems
- Half rack and larger configurations
- Diverse fiber entrances and riser systems

### The Fibertech Benefits

Utilizing a colocation service from Fibertech enables businesses with:

Security - Companies must continue to place a greater interest in redundant and diverse off-site connections for increased protection of their data.

Diversity - Network connections in point-to-point or ring configuration. Also provides access to multiple access vendors.

Convenience - Fibertech's colocation offering comes with the flexibility of customized solutions for interconnection with numerous other network providers.

On-Net - Direct fiber connections from your business to our colocation facility.

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# Dark Fiber

As the demand for Internet and associated telecommunications services grows at an exponential rate, enterprises are examining new access technologies that will enhance the basic value of their information technology investment.

One of the most cost effective ways to control your bandwidth needs while future-proofing your business is a dark fiber solution from Fibertech Networks. Dark fiber affords your company a long list of benefits, including:

- » Virtually unlimited bandwidth at a fixed cost. You get fiber optics to the doorstep to help you optimize the costs and control of your network
- » A flexible, competitive and customizable configuration to meet your unique bandwidth demands
- » The ability to utilize technological advances to better manage your business, without reliance on your incumbent carrier for adding services
- » The option of capitalizing your network as an asset
- » The comfort of knowing that we have partnered with leading equipment providers to assist you in building a complete, redundant and secured network

A dark fiber solution from Fibertech will help ensure that your business will grow along with your network and communications needs, not in spite of them.

To learn more about our dark fiber connections, please complete our sales inquiry form and a Fibertech representative will contact you shortly.

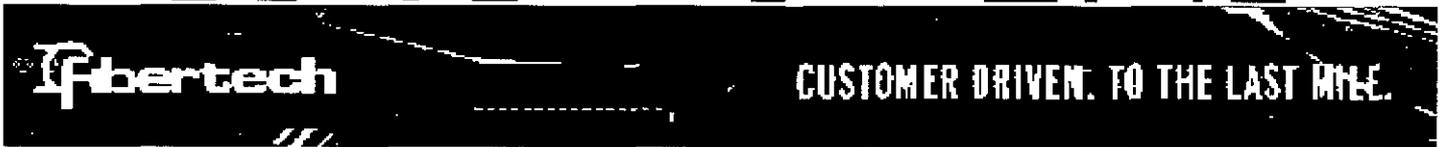


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## Profit With Us

Telecommunications costs remain one of the largest expenses for large businesses -- and promise to be a major cost as technology continues to evolve. The key to better bottom-line management is to significantly reduce these charges, while also being able to allocate them to either a capital or operating expense depending on your needs and payment terms.

By partnering with Fibertech, overcoming these financial challenges can soon become your competitive advantage. By building a dark fiber optic connection directly into your facilities, you will benefit from the availability of unlimited bandwidth and control the growth and development of your communications infrastructure.

In addition to the economic considerations, large businesses will be in position to overcome other operations obstacles including:

- » Connecting regional data storage systems, satellite offices, subsidiaries, warehouses and affiliated businesses.
- » Upgrading facilities for advanced data technologies, information systems and e-business applications.
- » Obtaining fast and reliable Internet connectivity for data sharing, large bandwidth file transfers and other operating efficiencies.

To learn more about how you can profit from a dark fiber network from Fibertech, simply complete our sales inquiry form and a representative will contact you shortly.



 **Fibertech shifts strategy to seek enterprise clients**  
(PDF/47KB)

Carrier Solutions

Dark Fiber

Optical Services

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Carrier Solutions

# Carrier Solutions

In today's capital-constrained telecom market, there's a premium on lowering costs and tempering risks. In addition, recent regulatory rulings are hampering competition. Yet carriers must balance these challenges against raised revenue targets, speed-to-market and increased facilities-based deployment. We believe it's fairly obvious that you need access to an alternative, independent fiber infrastructure that will enable you to deploy broadband services to your customers reliably and cost-effectively. That's where Fibertech comes in. Our networks services can provide you with a myriad of cost-cutting benefits depending on your service needs, including:

- Virtually unlimited bandwidth at a fixed cost
- A flexible, competitive and customizable network configuration and cost structure
- The ability to utilize technological advances to better manage traffic demand
- Access to metro networks that include connections to virtually all central offices, POPs and data centers, and that are a short distance from its major office buildings and business parks
- The advantage of being facilities-based, which can improve both margins and enterprise value
- Increased provisioning times resulting in faster revenue realization
- End-to-end fiber connections
- Ease and speed of bandwidth upgrades
- Incremental bandwidth pricing extremely attractive
- Unique ability to meet seasonality or project-related needs with flexible bandwidth offerings

Competitive carriers must continue to invest in their business in order to exceed future growth expectations. So, whether you're interested in bolstering your serviceable footprint or reaching new and existing customers via fiber, a Fibertech's network services can be your differentiator.

To learn more about our dark fiber connections, please complete our sales inquiry form and a Fibertech representative will contact you shortly.



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(PDF/9:00)



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## We Go the Distance. Every Last Mile.

Ever-changing business requirements and growing data connectivity needs are causing a paradigm shift in the way companies develop their IT networks. Businesses are placing a greater interest in redundant and diverse network connections, and increased security, scalability and flexibility for their mission-critical applications.

Fibertech is helping to lead this charge. Utilizing its own metro fiber optic networks in more than 20 mid-size markets across the Northeast, Fibertech can offer a highly customized solution to meet your growing bandwidth requirements. Businesses can choose from Private Line T1s to OC-192 connections, Ethernet from 3 to 100 Mg and beyond, business-class dedicated Internet access, collocation or the unlimited bandwidth of dark fiber optics - all delivered on end-to-end fiber optic connections.

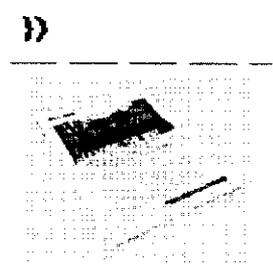
High-speed fiber optic connections are increasingly becoming as crucial a resource for businesses as electricity. Take advantage of Fibertech's directly routed fiber solutions to meet and exceed your business requirements. We go the distance for our customers - every last mile.

Fibertech's Metropolitan Products and Services offering includes:

### Private Line

To support your growing need for connectivity between remote business locations, Fibertech offers you fiber-based private line connections ranging in speeds from T1 to OC-192. What's more, you can customize this service to meet your varying connectivity needs.

- Choice of bandwidth levels
- Card protection available



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 **Log in to see a Sample Network Plan**

- Bandwidth aggregation
- Point-to-point or dedicated ring configuration
- Scalable and redundant connectivity for greater security and protection

### **Dedicated Internet Access**

As you look to maximize the power of the Internet, you need an intelligent network to support your mission-critical applications. Our Dedicated Internet Service consists of a secure, fiber-based, fully interoperable, and scalable suite of ports ranging from T-1s to OC-48, and incremental Ethernet speeds.

- 99.999 percent network availability
- 50 millisecond on-net latency/95 millisecond off-net latency
- 99.5 percent packet delivery
- Two millisecond jitter
- 10-minute outage notification via your preferred method: e-mail, fax and/or page
- 24/7 customer service

### **Ethernet Service**

As your bandwidth requirements grow, your communications and IT infrastructure needs to grow with them. With standard LAN interfaces, Fibertech provides you with an affordable way to connect your business locations via Ethernet. It can also be used to support applications such as LAN-to-LAN connectivity, storage area networking, Internet access, and business continuity solutions. Ethernet is handed off to you via fiber optics with a 100 BaseTx interface over category 5 twisted pair cable. (Gigabit Ethernet provided via 1000BaseT, 1000Base5x or 1000BaseLX).

- Connectivity via fiber optics
- Scalable from 5 Mbps to 10 Gbps
- Point-to-point or dedicated ring configurations
- Transparent packet transmission between locations supporting jumbo frames, VLAN tagging, and VLAN stacking
- Maximum flexibility and control of your network
- Reduced costs through efficient data transport options via fiber
- Option for Ethernet over SONET

### **Dark Fiber**

Businesses are increasingly seeking additional bandwidth to support their growing demand for IT and communications. From connecting to a remote center for data backup and mirroring to linking multiple locations for shared efficiencies and transmission of large data files, dark fiber is the ideal solution for the ultimate scalability and control of your business-critical applications.

- Unlimited bandwidth
- Complete control of network performance and growth
- Unparalleled network security

- Increased transmission speeds of up to 2 terabits per second
- Point-to-point or dedicated ring configuration available

### **Colocation**

In order to help enable your WAN connections, Fibertech also offers colocation in its multiple POP sites.

- Secure environment, protected power
- Common access locations
- Half-rack and larger configurations

**To learn more**, or to make an appointment with a Fibertech Sales Manager, please call 866--697-5100 or complete our sales inquiry form.

#### **Fibertech Networks**

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## Construction Division



Fibertech's construction division has been building high quality fiber optic telecommunications networks since 1991.



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Beyond a decade of network building experience, our "in-house" construction capabilities also offer us the clear advantage of better control of quality and on-time completion.

Formerly White Knight Communications, our construction division has extensive experience in aerial line and underground utility construction, fiber optic cabling, splicing and testing, electrical, and site and location project management.

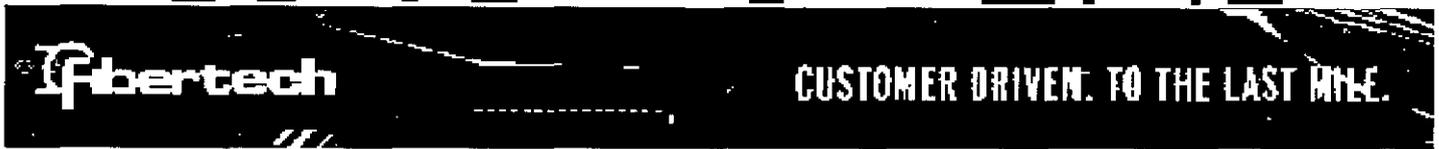
Over the last decade, we have built more than 2000 route miles and more than 125,000 fiber miles for a variety of demanding clients.

In addition to our work with telecom firms, we continue to perform fiber-network design and construction services for school districts, colleges & universities, governments and corporate customers in Upstate New York.

If you have a project needing our construction expertise, or if you would like more information on our construction division, please

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## Press Archive

2003

Dan Clifton - Fibertech Networks (585) 697 - 5100

### Fibertech Networks Completes Providence, R.I. Fiber Optic Network

Expected To Produce Increased Access To Broadband Services And Aid Business Development

*April 15, 2003 - Rochester, NY*

Fibertech Networks, LLC, a leader in building and operating metro-area dark fiber networks within mid-size U.S. cities, today announced the completion of a 100-mile fiber optic network located in the central business district and other suburban areas of Providence, R.I.

"The addition of this extensive broadband communications network not only enhances our economic development efforts by helping to attract and retain local businesses, but also brings the added benefit of increased facilities-based telecommunications competition to the City," said Providence Mayor David N. Cicilline.

Added James G. Hagan, President, Greater Providence Chamber of Commerce, "The completion of this fiber optic network will add to the city's already state-of-the-art telecom infrastructure and help continue the economic renaissance in Providence."

Fibertech's diverse route, "open-access" networks allow for numerous communications and Internet companies to offer facilities-based services. The company's Providence network connects strategic routes, passing key corporate centers, major switching hubs and other high data aggregation points throughout the city.

In addition to communications carriers, Fibertech is connecting enterprise customers including financial services, health care, education and government agencies, looking to manage their own network facilities. The company brings "dark" fiber optic cables directly to local business locations and the customer connects their own electronics to "light" the fibers on the network.

"Greater Providence has experienced a major revitalization that has catapulted the area into an economic focal point in New England and a major hub for the financial services industry," said John K. Purcell, President and CEO, Fibertech Networks. "Area businesses will not only benefit from increased telecommunications competition, but also the unlimited bandwidth and cost efficiencies of dark fiber connections directly into their facilities."

In addition to Providence, Fibertech has networks operational in Syracuse, Rochester, Buffalo, Binghamton and Albany, N.Y.; Indianapolis, Ind.; Columbus, Ohio; Hartford and New Haven, Conn.; Pittsburgh, Pa.; and Worcester and Springfield, Mass.

### **About Fibertech Networks**

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Fibertech Networks is a leader in building and operating dark fiber optic networks throughout mid-size cities in the Eastern and Central regions of the United States. The company is designing metro-area "carrier-ready" networks strategically connecting local Telco central offices, carrier hotels, data centers and other traffic aggregation points. Fibertech's growing list of customers includes Allegiance Telecom, Choice One Communications, Conversent Communications, CTC Communications and several other top-tier carrier and enterprise customers.

Privately held, Fibertech investors are led by Nautic Partners of Providence, R.I., and Banc of America Capital Investors of Charlotte, N.C. Headquartered in Rochester, N.Y., further information about the company can be found at [www.fibertech.com](http://www.fibertech.com).

# # #

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## Our Networks

There's a significant shortfall of last mile fiber optic connectivity in mid-size cities that's choking internet traffic, limiting data transfers and hampering benefits derived from new technological applications. Think of morning rush hour, with an expressway clearly in view, but no on-ramps. Think of racing in the Indy 500, on roller blades.

Fibertech is bridging the digital divide by engineering diverse route, "open access" networks in metropolitan areas – a key differentiator from typical infrastructure investments. This type of network connects Telco central offices, carrier hotels, data centers and other traffic aggregation points, enabling numerous telecommunications and Internet Service Providers the ability to offer facilities-based services. As the incumbent providers work to add metro fiber to their networks beginning with their largest markets, our belief that the underserved mid-size cities that we've invested in deserve the attention and service from an alternative wholly fiber-based network has been verified by many businesses across our footprint.

Fibertech has built extensive fiber optic networks through mid-size U.S. markets across the Northeast. The company has networks operational in Syracuse, Rochester, Buffalo, Binghamton, White Plains and Albany, N.Y.; Providence, R.I.; Bridgeport, Hartford, New Haven, New London, Norwalk and Stamford, Conn.; Columbus, Ohio; Pittsburgh; Wilmington, Del.; Indianapolis; Concord, N.H.; and Worcester and Springfield, Mass.

To view our network maps and a list of the metro areas we serve, click on [Current Markets](#) or [Future Markets](#) in the navigation menu to the left.





**CUSTOMER DRIVEN. TO THE LAST MILE.**

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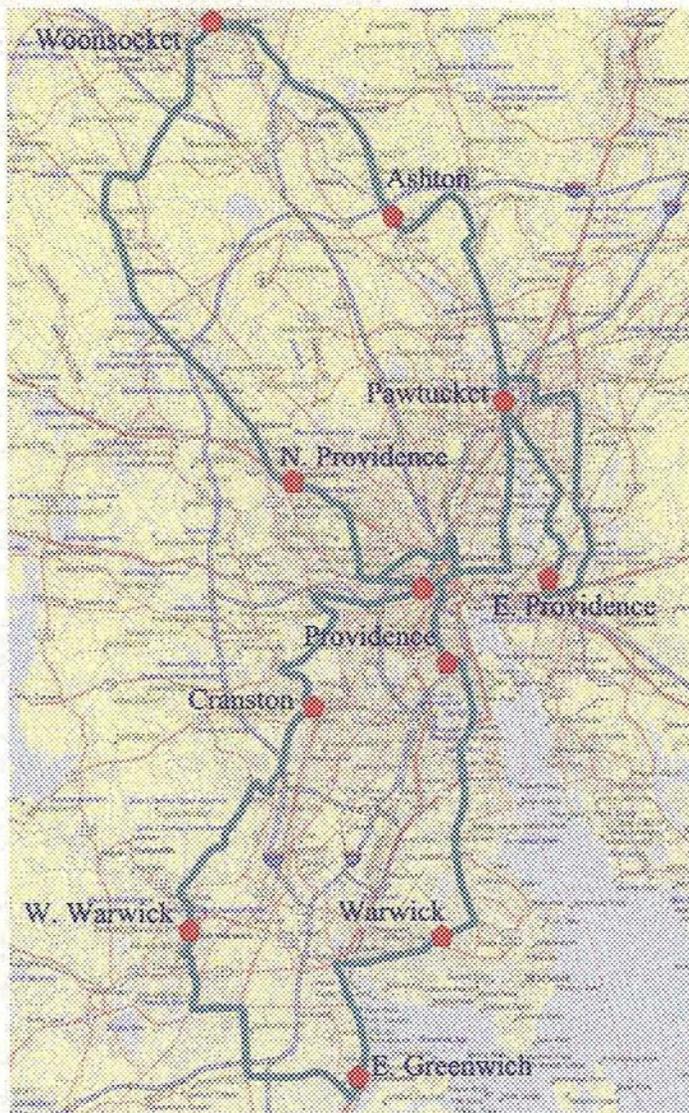
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## Providence, RI

**Network Map** For more detailed information, visit our [secure route map area](#).

Central Office/Carrier Hotel Fiber Optic Network





# One Communications



## **Looking for a different kind of telecommunications company? We're the One.**

One Communications is the largest privately-held competitive local exchange carrier in the U.S. and a powerful telecommunications resource for your business. Our customer-focused approach gives you an attractive alternative to the big phone companies, with a superior level of service, support and personal attention they just don't deliver.

### **One Company**

One Communications serves more than 160,000 businesses, from large to small, in 16 states throughout the Northeast, Mid-Atlantic and Upper Midwest regions. With more than 2,000 employees and \$800 million in annual revenue, One Communications is in a unique position to offer your company a robust portfolio of advanced telecommunications solutions backed by a level of personal attention the big ILECs just don't deliver.

### **One Network**

Our ability to deliver superior products and services is driven by our significant investment in building and maintaining a facilities-based network in each of the markets we serve. One Communications operates a vast next generation network architected on an IP core which uses nearly 10,000 route miles of fiber to interconnect more than 700 collocation sites. Our network density, combined with the company's advanced network technologies, enables us to provide innovative solutions that help you maximize the value of your telecommunications budget.

### **One Set of Products. Many unique solutions.**

By combining our broad set of products with a dedicated team of telecommunication professionals, One Communications is able to offer your business solutions that are tailored to your specific business needs. Our substantial product portfolio includes local and long distance, high-speed Internet, T1 service, managed services including VoIP, Web hosting, and Web development services, making us a single-source provider for small- and medium-sized businesses-whether you're looking for integrated or standalone services.

### **One Team**

At One Communications you'll have a team of dedicated

telecommunications professionals who are there for you when you need us. Whether you have a simple question or a complex business challenge, our team will be there before, during, and after the sale to help you get the answers and solutions you need, when you need them. It's why we can confidently say, "Expect more from One."

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## Business Solutions

One Communications offers a robust portfolio of advance telecommunications solutions including Voice, Converged, Internet, and Private Networking services that can be tailored to your needs.

- |                                  |   |
|----------------------------------|---|
| <b>Voice Solutions</b>           | One Communications' provides a wide range of voice services with a complete set of calling features calling plans to tailor a solution to your unique business needs.   |
| <b>Converged Solutions</b>       | Ones' Converged services provide the ultimate in flexibility--allowing you to carry your Voice and Internet services on a single circuit. Work with a One Communications expert to configure your service to meet the needs of your business. |
| <b>Internet Solutions</b>        | Our complete selection of Internet Access options includes T1, High-Bandwidth Dedicated Internet and DS3 solutions.   |
| <b>Private Network Solutions</b> | Ones' Private Networking solutions are an efficient, secure and economical way to connect multiple locations and ensure that your voice and data transmissions are protected from outsiders.  |

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## Local Service

### A complete portfolio of services

One Communications' Voice Services can accommodate business customers' growing communication requirements. From local service to competitive long distance plans, our voice solutions are designed to address the complete needs of advanced business applications.

### Optimizing your Service

Analyze, recognize, optimize. That's how we approach every customer. We help you analyze calling patterns, recognize trends, and then adopt a plan that works best for you. Our experienced account executives will help you consolidate your phone services to increase your efficiency and lower your costs. Local Access Lines

### T1 Services

- Full or Fractional T1s
- Integrated T1 services for both local and long distance calling.
- Local services can be combined with data/Internet access for a cost effective converged solution
- Direct Inward Dialing, Outbound Calling or Two Way Calling Capability
- Wide variety of Calling Features

### ISDN PRI

- 23 voice channels
- Direct Inward Dialing, Outbound Calling or Two Way Calling Capability
- Inbound and Outbound Caller ID
- Direct Inward Dialing (DID)

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