

DAY 2

THE 2016

INCOMPAS SHOW

OCTOBER 23-25, 2016 | DALLAS, TEXAS



SHOW DAILY

Listening, Focused Strategy Key to GTT's Growth

By Bruce Christian

Seated opposite from INCOMPAS CEO Chip Pickering, both in large white chairs, GTT's President and CEO Richard "Rick" D. Calder Jr. emphasized how listening and staying true to focused strategies have been key to the success of his company during Monday's keynote session.

Pickering led the conversation with a number of prepared questions, which opened a dialogue about GTT's remarkable growth during the past decade before opening the floor to attendees.

Describing his management and leadership style as one of learning to be a good listener, Calder recalled his childhood



INCOMPAS CEO Chip Pickering converses with GTT's President and CEO Richard D. Calder Jr. during the opening Keynote discussion in The HUB in the Expo Hall.

growing up in the Middle East. His father, a Central Intelligence Officer, was credited for imparting the importance of listening.

"You will be amazed at what you can and will learn when you listen," Calder said, noting that he listens to his employees, board, customers, partners and competitors.

"Listening is the key to a successful business," Calder said. "People will tell you what you should do."

But listening alone cannot be what has prompted the ten-fold growth GTT has experienced since Calder took its helm. In 2007, the company was more an integrator, but it has evolved to become one of the largest cloud network services in the world.

(See Keynote, page 4)

SIP RESPONSIBLY



✓ Burstable trunking available

✓ BYOB or dedicated access options

✓ Number Portability in all 50 states covering 15,000 ILEC and CLEC rate centers

✓ Ethernet availability in all 50 states with built-in, always-on DDoS protection

Line Systems - 855.733.1000 - www.linesystems.com - esm@linesystems.com



THE CARRIER'S CHOICE FOR CONNECTING TEXAS CUSTOMERS



WE'RE EXPANDING OUR FIBER LAST-MILE NETWORK
REACHING OVER **13,000** ONNET/NEARNET BUILDINGS

The Gold Standard for Internet, Voice and Data Network Solutions

Alpheus is committed to providing resilient, high-bandwidth transport solutions through diversely protected facilities and supported by extraordinary customer care.

- Connect to **70,000+** businesses with Last-Mile Fiber in Houston, Dallas/Ft. Worth and Austin
- Fiber connectivity to over **30** major data centers in Texas
- **128,000+** MetroE qualified locations
- **3,200** route miles of metro fiber and **2,800** route miles of long-haul fiber delivering high-performance transport services
- Services for **South Texas** Corpus Christi, Harlingen, Laredo and McAllen

CONTACT YOUR TEXAS SPECIALIST TODAY TO EXPERIENCE THE ALPHEUS ADVANTAGE

- **Ryan Lahmann**
214.679.9300 ryan.lahmann@alpheus.net
- **Tim Wilson**
214.435.5344 tim.wilson@alpheus.net
- **Mark Dorough**
214.213.6420 mark.dorough@alpheus.net
- **David Pinyon**
832.964.3077 david.pinyon@alpheus.net

AUSTIN | DALLAS/FT. WORTH | SAN ANTONIO | HOUSTON

www.alpheus.net



BIG PICTURE BILLING

TimelyBill transforms the quality, accuracy and speed of your entire back office. Our OSS focuses on solving complex billing problems by linking data and automating time-consuming tasks.

TimelyBill features a suite of powerful integrated components including: Quoting, Workflow, Order Management, Provisioning, Rating, Invoicing, Trouble Ticketing and more.

TimelyBill[®]
Operations Support System

SCHEDULE A DEMO TODAY
954-889-6699 x9131 • TimelyBill.com



TimelyBill[®] is a billing and OSS designed for communications service providers. Whether your organization delivers VoIP, Triple Play or Quad Play, our single stack solution is designed to accommodate all of your back office needs.

(Keynote, continued from page 1)

“When I joined GTT in 2007, the company’s revenue was approximately \$50 million. Since that time, we have grown revenue to over \$500 million, increased our employee base from 60 to 650 and expanded our service portfolio, infrastructure and capabilities,” Calder said. “This rapid evolution of our company has allowed us to bring greater value to our client base and to become a truly disruptive force in the industry.”

Some of that growth has come through mergers and acquisitions, which Calder said the company has done 20 times since he has been there. He advised that merging or acquiring another company should be done strategically by choosing companies that are complementary.

He said once an agreement is made, the integration should be done quickly, and he cautioned never “pay too much” to make it happen.

Calder is optimistic about GTT’s future as well. He said the growth potential remains high in the three segments the company services: enterprise, carriers and government.

“Bandwidth demands during the next five years is not going down. We see that as a tremendous opportunity.

“I love our industry, because of the growth within,” Calder said. “The cloud is a big driver and internet services within the cloud, all the apps are really driving change.”

One thing that keeps Calder up at night, he said, is security, because it seems every day a new data breach is being reported somewhere.

At the same time, however, Calder said security is an industry trend that excites him, because



it opens the door to selling enhanced services related to internet and cloud security.

He also worries about churn, Calder said. When he reviews company information each day, he said he always looks at the number of “disconnects, because that is what tells me how we are doing.”

Wrapping up his appearance, Calder said GTT will continue to move forward and provide a “great client experience,” explaining that it is necessary to be different from the incumbents.

He said GTT does that by living up to three principals: simplicity, speed and sincerity. □

Mudry Explores Changing Landscape

As the industry continues to evolve, what is needed to service it also changes. Ron Mudry, founder, president and CEO of Uniti Fiber, will discuss “Changing Telecommunications Infrastructure Landscape” at 10:15 a.m. today in The Hub.

Mudry’s discussion will explore the trends and the opportunities of deploying dense fiber networks to meet the needs of the industry’s most demanding customer applications – including mobile backhaul, content delivery, Internet of Things and high-availability data transport.

The session also will touch on how the shift from services to infrastructure is changing the competitive landscape by creating challenges and opportunities for telecom operators and the jurisdictions that regulate infrastructure deployment.

Mudry is no stranger to INCOMPAS, as he

served previously as chairman of the CEO Council when the association went by the COMPTTEL name. With nearly 30 years of industry experience, he regularly speaks at regional and national telecommunications events.

Before launching Uniti Fiber, Mudry founded and led Tower Cloud, creating an organization that became an industry leader in fiber, small cell and cell site backhaul services.

In 1998, even before Tower Cloud, Mudry founded and served as CEO of Progress Telecom. He also spent 15 years with GTE Corporation (now Verizon), where he held key management positions in finance, sales and marketing, international operations, treasury, strategic planning, and mergers and acquisitions. □

To learn more about Uniti Fiber, visit booth 117 in the Expo Hall.

GTT Announces Award of Government Services Contract

GTT Communications Inc., a global cloud networking provider to multinational clients, announced earlier this month that it has been awarded an Information Technology Schedule 70 contract with the General Services Administration (GSA).

IT Schedule 70 is the largest acquisition vehicle in the U.S. government, providing government agencies with direct access to products and services from more than 5,000 industry partners.

The contract will enable federal, state, local and tribal government entities to select from GTT’s comprehensive portfolio of internet, wide area networking services, managed services and voice services, avoiding the traditionally lengthy service procurement process.

The IT Schedule 70 award follows GTT’s announcement earlier this year that it had been selected to deliver its full set of bandwidth transport solutions globally to the Department of Defense’s Defense Information Systems Agency (DISA) under the Global Network Services contract.

As part of IT Schedule 70, GTT will have the opportunity to provide the same high-level, mission-critical network services to civilian agencies that it provides to the DISA, as well as voice services.

Agencies that purchase services from INCOMPAS Show sponsor GTT will have access to its global Tier 1 IP network, spanning 250 points of presence, as well as secure connectivity to cloud-based services and applications, through the company’s EtherCloud wide area network services portfolio. □

For more information on GTT, go to www.gtt.net.

CORRECTION

An article titled “XKL Launches eVelocity Product Suite” on Page 12 of the Day 1 issue of the INCOMPAS Show Daily misstated XKL’s affiliation with Cisco Systems. XKL is not owned or operated by Cisco Systems; the company is privately owned and operated by Cisco Systems co-founder Len Bosack.

SM Harness the **Power of Light**

...with  **FirstLight**®

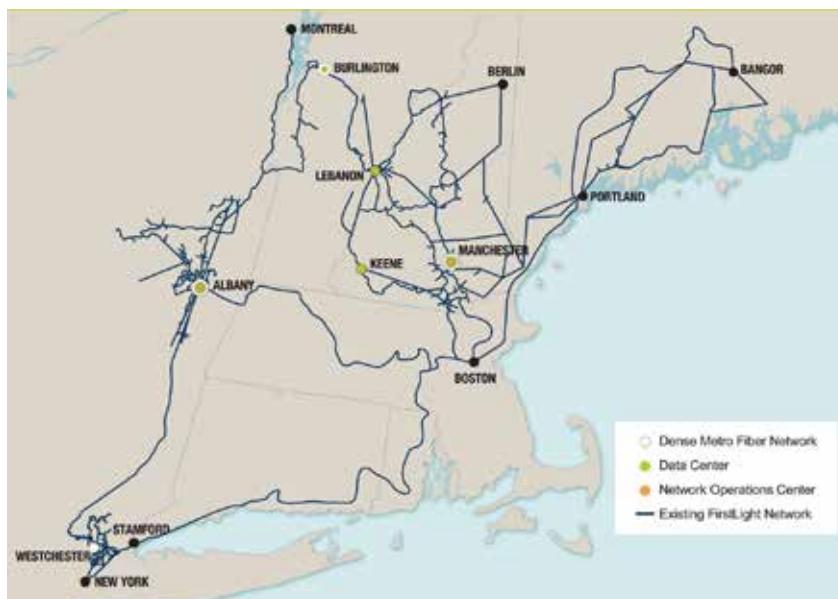
The First Choice for Carriers

In this competitive world, it helps to have a partner you can rely on for the connectivity solutions you need to grow your business and serve your customers.

Whether it is cell tower & small cell backhaul, or connections to central offices, data centers, carrier hotels or end users...

FirstLight Fiber is that partner.

- ✓ **LOCAL**
- ✓ **RELIABLE**
- ✓ **SCALABLE**
- ✓ **FIBER-BASED**



For more information on how **FirstLight** solutions can enhance your network and grow your business, call **800-461-4863** or visit **firstlight.net**.

DATA | INTERNET | DATA CENTER | VOICE

 [linkedin.com/company/firstlight-fiber](https://www.linkedin.com/company/firstlight-fiber)

 twitter.com/firstlightfiber

DataNet Africa, ADVA Build Carrier Ethernet Service

ADVA Optical Networking announced its ADVA FSP 150 has played a key role in DataNet Africa's MEF CE 2.0 E-Access certification.

The accreditation makes DataNet Africa the first operator in the region to provide wholesale MEF-certified Ethernet access circuits. The

network is built on the ADVA FSP 150, an intelligent Ethernet access solution.

DataNet Africa selected the product family for its ability to deliver ubiquitous Ethernet services and proven carrier-class performance. ADVA Optical Networking's technology also enables DataNet Africa to prepare for applications

based on software-defined networking (SDN) and network functions virtualization (NFV), which will help East African businesses to further streamline operational costs and pursue new revenue streams.

"Many businesses in this part of the world are at a crucial stage in their development. To achieve their potential, they need more than basic internet access over point-to-point private lines or local loops. What the East African market requires is assured, cost-effective data transport," said Ishkhan Martirosyan, CTO, DataNet Africa.

"We're proud to be the first wholesale provider in the region to deliver a MEF CE 2.0 E-Access-certified networking platform," Martirosyan said. "With next-generation connectivity services, businesses in East Africa will now have a significant competitive edge. What's more, our infrastructure will soon be ready for applications powered by SDN and NFV. Our customers will then be able to further reduce costs while increasing agility and speed when it comes to deploying new services."

DataNet Africa's certified Ethernet access circuits, interconnect links and external network-to-network interfaces will provide a major boost for regional and international service providers looking to expand in East Africa.

The MEF-compliant transport solution also will deliver assured and secure carrier Ethernet services for organizations in all sectors from healthcare to finance to government.

DataNet Africa's next stage of development will be utilizing the edge virtualization capabilities of the ADVA FSP 150 product range, which will enable it to offer advanced SDN and NFV applications to the East African market.

"East Africa is brimming with potential, and businesses in the region have a huge amount of drive and creativity. DataNet Africa can now provide them with the world-class, end-to-end connectivity they need to progress to the next level," said Günter Landers, sales director, Africa, ADVA Optical Networking.

"Securing MEF CE 2.0 certification means that DataNet Africa's network has achieved the gold standard for connectivity services," Landers added. "It's a guarantee for carriers and businesses that they can rely on the highest possible industry standards. Our FSP 150 technology provides carrier-class assurance, enabling DataNet Africa's service provider customers the opportunity to offer profitable and differentiated Ethernet services." □

ADVA is an INCOMPAS Show sponsor. For more information, visit advaoptical.com.



Sales Tax Associates, Inc.

Simplifying Tax Reporting for Telecommunication Companies



TAX SOLUTIONS FOR YOUR BUSINESS

Stop by **Booth 413** to see how outsourcing of tax filing and compliance can save your company thousands of dollars and help it run more efficiently.

Ensure your business is updated on tax requirements today, call
(512) 301-1808

info@salestaxassociates.com | www.salestaxassociates.com

BRILLIANT FIBER OPTIC SOLUTIONS.



Gigabit+

FIBER SOLUTIONS™

Our fiber infrastructure can provide Ethernet across the country with ring-protected paths for scalable data transmissions from 10Mbps to 10GB.

Mediacom Business offers a broad array of advanced services:

- Long Haul Transport
- Wireless Backhaul
- Point-To-Point Ethernet Service
- Metro Ethernet
- Dedicated Internet Access
- Primary Rate Interface

Mediacom
MEANS BUSINESS

MediacomBusiness.com

Call to learn how easy and profitable it is to add Mediacom Business to your enterprise offerings

Christina Montalvo Carrier Account Executive • (515) 246-2251 • cmontalvo@mediacomcc.com

Adam Moore Carrier Account Executive • (515) 988-3738 • admoore@mediacomcc.com

Windstream Connects VA Locations as Agency Consolidates Services

Windstream, a provider of advanced network communications and gold sponsor of The INCOMPAS Show, has connected nearly 300 Department of Veterans Affairs (VA) locations around the country within the first year of being named an authorized network services provider for the VA's National Consolidation of Local Exchange Carrier (LEC) Services Contract.

Windstream is providing a range of voice, data and internet services under the five-year, multimillion-dollar contract with the VA's Office of Information and Technology (OIT), which is designed to consolidate service providers to the VA.

The telecommunications company expects to continue to introduce reliable, scalable and secure technology solutions at other facilities that will assist in the efficient delivery of healthcare and other benefits to veterans across the nation.

"As a country, we owe our service veterans the best care possible," said Bradley Kilbey, vice president and general manager of Federal Markets at Windstream. "We are proud that Windstream's voice and data services are assisting the Department of Veterans Affairs provide a higher-quality experience to our nation's veterans and powering important services such as crisis hotlines and telehealth initiatives."

Windstream offers a full suite of advanced network communications and technology solutions, including voice and data services, SIP trunking, MPLS and dedicated high-speed internet. It also offers managed services, cloud computing, disaster recovery and networking services designed to help businesses increase productivity and improve operational costs. □

For information on Windstream, go to windstreambusiness.com.

Unite Private Networks Expands into Frisco, Texas

Unite Private Networks (UPN), a provider of high-capacity, fiber-based communication networks announced today a network expansion in the Dallas/Fort Worth metro area.

The new infrastructure extends throughout the city of Frisco, including Network and Internet Blvd., Frisco Roughriders Stadium and the Baylor Family Medical area. Business customers now will have access to dark fiber or lit services that are scalable from 100 Mbps to 100 Gbps, as well as a suite of other products.

Frisco recently was named the fastest growing city in the United States, and according to a WalletHub study, has the highest rate of job growth in the country at 5.32 percent.

"UPN already has a significant presence in Dallas/Fort Worth, spanning nearly 800 miles across the metro," said James Edison, regional sales director at Unite Private Networks. "Frisco is growing at a rapid rate, and as companies continue to move into the area the need for more advanced connectivity options and robust bandwidth grows."

"Powered by a low-latency carrier-grade network, our metro fiber delivers Ethernet, dark fiber, internet, wavelengths and custom-built options to ensure flexible solutions that meet mission critical needs. We're thrilled to extend our network infrastructure into Frisco, and are looking forward to working with the business community," Edison added.

UPN provides high-bandwidth, fiber-based communications networks and services to schools, governments, carriers, data centers, hospitals and enterprise business customers across a 20-state service area.

Service offerings include dark and lit fiber, private line, metro-optical Ethernet, internet access, data center services and other customized solutions. Headquartered in Kansas City, Mo., UPN has been providing customer focused communications solutions since 1998. □

For more information, visit booth 315 in the Expo Hall or go to www.uniteprivatenetworks.com.

Call One Deploys Equinox' Protector FMS

Nashville-based Equinox Information Systems reported that Call One, a full-service technology/telecommunications company providing total managed solutions for carriers, has licensed and deployed the Protector fraud management system (FMS) from Equinox.

More than 60 leading carriers rely on Call One for unified voice, data and communications solutions. Call One selected Protector as part of a search for a best-in-class FMS. Processing hundreds of millions of call records per day for customers around the globe, Protector is recognized as the industry's most reliable and affordable tool for combatting telecommunications fraud.

"Call One offers consolidated solutions, aimed at simplification so our customers have more time and energy to focus on their core business. Similarly, the Protector FMS allows us to concentrate our efforts on continuing to accomplish our mission," said George Pitsoulakis, director of Operations and Product Management for Call One. "Also, Equinox is quick to provide the resources and real-

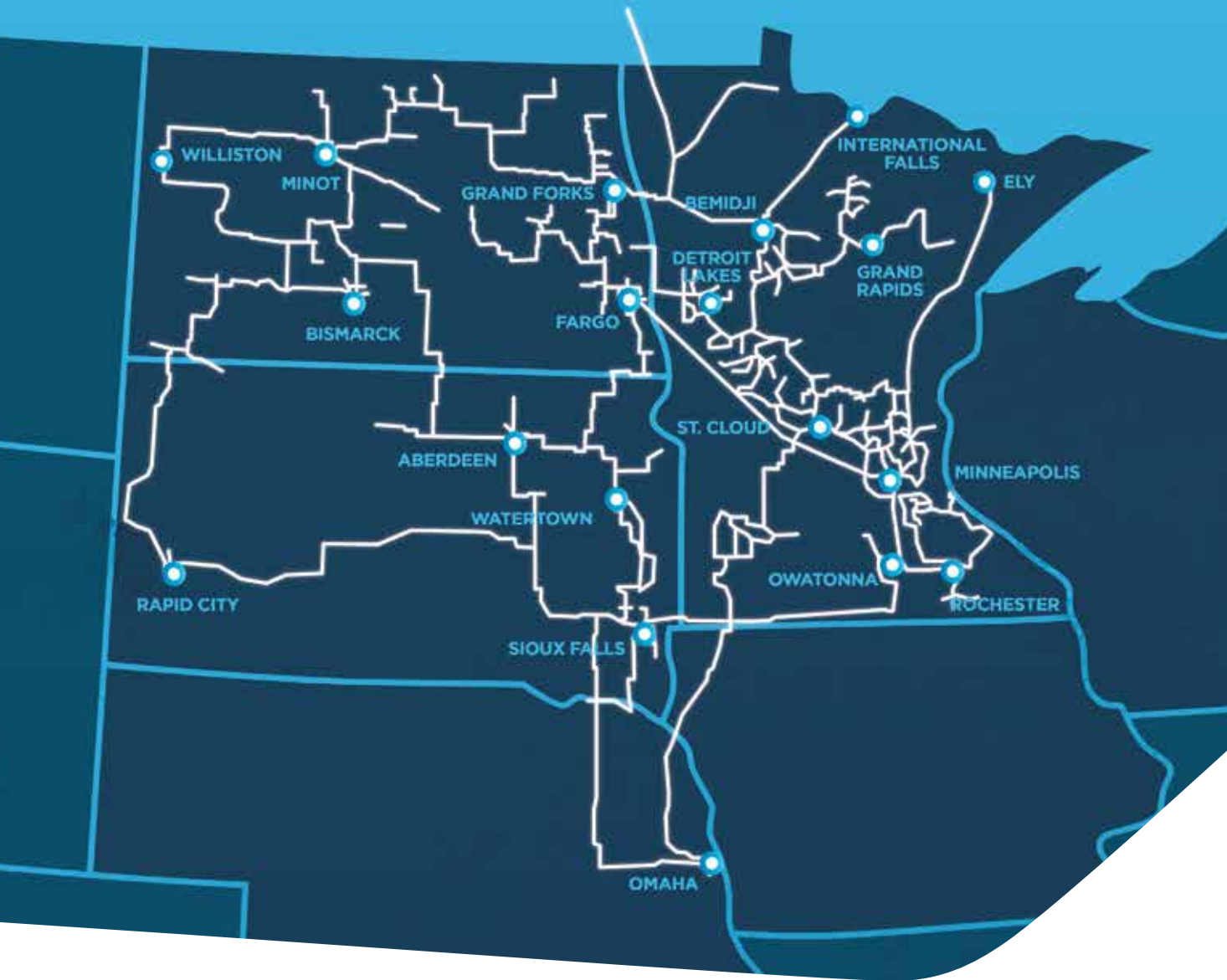
time updates necessary to make sure we get maximum benefit from the system."

The most installed FMS in the United States, Protector provides real-time fraud protection by instantly notifying analysts when suspicious activity occurs, with higher risk incidents triggering more frequent, escalated alerts, including the ability to automatically shut down activity when warranted.

The FMS also includes integrated case management tools to speed investigation and incident closure. Protector's reputation is well earned, having saved carriers hundreds of millions of dollars in fraud losses last year alone.

"Adding Call One to our customer roster further strengthens Equinox's position as a leader across all segments of the telecommunications industry," said Equinox Executive Vice President David West. "We share the same dedication to personal customer care as Call One does and look forward to working alongside them in the fraud management trenches for many years to come." □

For more information, visit www.equinoxis.com.



CE2.0
MEF
CERTIFIED

PRIVATE
FIBER
NETWORK

8,400
MILES

SCALABLE TO **8** TERABITS
PER SECOND

24/7
SUPPORT AND
MONITORING

Put the Northern Plains Network™ to work for you.

Looking to extend your network? Midco® has it all: speed, reliability, uncompromising service and extensive scalability. In fact, our end-to-end, redundant private network is 100% fiber-based and offers 99.999% core network reliability - with one single point of contact for all your needs. Let's get connected. Contact our Carrier Services team today.

1.800.888.1300 | Midco.com/Wholesale

© 2016 Midcontinent Communications. All rights reserved.



MIDCO®
BUSINESS

FirstLight Fiber's High-Speed Internet 'Heats Up' for White Mountain Oil

FirstLight Fiber, a fiber-optic bandwidth infrastructure services provider operating in New York and Northern New England, announced that White Mountain Oil & Propane, a family-owned and locally operated energy retailer serving northern New Hampshire

and western Maine, has selected FirstLight to provide internet connectivity to its offices in North Conway and Lincoln, N.H.

FirstLight's dedicated, fiber-based internet service represents a significant improvement over to the company's prior internet and VoIP service

and will better support its business operations.

"Last winter, our company faced several connectivity issues, which prompted us to begin the search for a new internet provider," said Kirk Saunders, vice president of White Mountain Oil & Propane.

"With FirstLight's internet service our business operates much more efficiently," Saunders said. "Due to the increased internet speeds, our accounting department is now able to process credit cards in multiple quantities in just one to two hours, down from what used to take two-thirds of the day; and we are better able to put together training materials for our service technician training classes due to the increased download speeds."

"Like White Mountain Oil & Propane, FirstLight is a locally based company that has the technology, expertise, and a great, responsive team, which is why switching to FirstLight was an easy decision. So far, our service experience with FirstLight has been flawless," he added.

FirstLight's fiber-based, dedicated internet service offers connection speeds up to 10 Gbps, backed by a combination of Tier 1 provider connections and numerous private peering connections throughout the Northeast.

The FirstLight network is architected with the fewest hop counts possible, lowering latency and improving overall user experience.

"Being operationally efficient is vital for all companies – especially those in the service sector like White Mountain Oil & Propane," said Kurt Van Wagenen, president and CEO of FirstLight. "FirstLight is proud to support its business by providing our superior fiber-based Internet, affording the team peace of mind and the increased operational efficiencies they need to thrive and best serve their customers."

Because of the service and support FirstLight has provided, White Mountain Oil & Propane is considering procuring additional FirstLight services.

FirstLight offers a comprehensive portfolio of advanced telecommunications services and knowledgeable staff experienced in working with enterprise, government agencies, healthcare and educational institutions to provide the most effective, efficient communications tailored for each company and segment it serves. □

For more information, visit www.firstlight.net.

1stPoint Communications Expands Management Team

1stPoint Communications announced today that it has appointed Larry Messenger to the position of senior vice president of Sales and Kristen Vasicek as director of Marketing.

"The 1stPoint team welcomes our new employees," said Erik Levitt, 1stPoint's CEO. "Building a strong management team is critical to our success as we continue to advance our mission to provide our clients a new way to work."

Since 2012, 1stPoint has been committed to the goal of creating new ways for its clients to consume telecommunications and technology services. "Our objective is to make the use of technology and messaging completely ubiquitous," said Vasicek. "We are redesigning

our products and services with the way they access information, communicate with each other and interact."

1stPoint continues its to expand its industry-leading role in advanced, integrated messaging products including, most notably its P2P SMS infrastructure as part of its "any-to-any" suite.

"End users should not care what technology they are using," Vasicek added. "The next generation of technology will further obfuscate the underlying infrastructure and make devices even easier to use, and we would like to capitalize on that trend." □

For more information, visit 1stPoint at booth 207 in the Expo Hall or go to www.1pcom.net.



Introducing **SRP DataStation™** Thinking beyond the box!

Come meet us at **booth 107** to learn more about the next-generation data center, or visit us at **srptelecom.com**.



UNITEL Delivers Innovative HR Services with New Upgrades

INCOMPAS continues its relationship with UNITEL Insurance to offer innovative human resources (HR) advisory services to member companies at a discount.

UNITEL HR Solutions is available to assist businesses with navigating the constantly changing healthcare environment, including new Affordable Care Act requirements, as well as hundreds of complex employment law issues relating to hiring, termination, discrimination, pay and classification, time off/FMLA continuation, COBRA, employee relations and employee safety.

Some of the new upgrades include a mobile app, Compliance Calendar, enhanced online training and more HR best practices information.

“Businesses of all sizes grapple with HR questions daily and often find themselves faced with costly attorney advisory fees or confused by incomplete answers from colleagues or the web,” said Chip Pickering, CEO of INCOMPAS, in a press release.

“We look forward to working with UNITEL to bring another, more cost-effective option to our members with the availability of UNITEL HR Solutions,” he added.

INCOMPAS members who have been using UNITEL are pleased with the service, including Deb Ward, CEO TSI and chairwoman of the INCOMPAS Board of Directors.

“UNITEL HR Solutions has been a valuable resource for us,” Ward said. “We have been very impressed with the professionalism and expertise their certified professionals have displayed. This is an exceptional service that can help companies stay compliant and save time and money by having HR support available when they need it. I highly recommend you check out UNITEL HR Solutions.”

The human resources function in companies continues to evolve, especially with all the complexities being thrown at companies regarding the ACA, OSHA, compliance and other legal issues.

UNITEL works with many companies that simply don't have the staff or the money to have a full-time HR person, so they turn those responsibilities over to an employee who must then wear several hats within the company.

There are many instances when a complex HR issue arises, and these individuals simply don't know where to turn to get the expert guidance they need.

While some of these companies turn to web-based HR portals for answers, the information only helps to a certain degree. It takes time and effort to research the issue, and many times it is difficult to find the right answer to the issue you are trying to address.

Some companies will have to make calls to their attorneys, which can result in costly lawyer fees.

With UNITEL HR Solutions, companies can save money and turn to a trusted HR resource when they need one. Instead of costly attorney calls or incomplete answers from the web, you can have direct access to certified Senior Professional in Human Resources (SPHR) or Professional in Human Resources (PHR) consultants with UNITEL's HR Hotline. The SPHR or PHR consultants offer immediate guidance and best practices to handle the toughest HR questions swiftly, and get you right back to business.

“This is an exceptional service that can help companies stay compliant and save time and money by having HR support available when they need it.”

– Deb Ward, TSI

In addition, UNITEL HR Solutions offers web-based training for employees and managers with more than 200 on-demand courses. These courses cover six popular subject areas from employment to safety. They can be useful for new hire orientation or for employee education throughout the year.

The other component is a comprehensive online HR Library, which has step-by-step guides for federal and state law compliance, COBRA, FMLA, and thousands of invaluable templates, forms, guides and online tools.

Other benefits include bi-weekly newsletters, state and federal compliance alerts, Human

Resources Certification Institute-approved webinars, whitepapers and other valuable resources.

“UNITEL is extremely excited to partner with INCOMPAS and its member companies. We fully understand the HR challenges that INCOMPAS members face each day and believe that UNITEL HR Solutions will be a valuable resource to help them save money while reducing their overall risk related to managing people and safety within their companies,” said Carl Zeutzius, director of Sales and Marketing for UNITEL HR Solutions.

“There are many HR web portals on the market today, but what sets UNITEL HR Solutions apart is our live phone access to PHR- and SPHR-certified HR professionals, who can help answer difficult questions that often arise,” he said. “Our partnership with ThinkHR allows us to deliver substantial price saving to INCOMPAS members.”

Why does it make sense to use a service like UNITEL HR Solutions?

- It will save you money and lower your risk of employment related lawsuits.
- It will allow you to focus on your strategy and company so you aren't spreading yourself too thin.
- It will improve your compliance. It is more and more risky these days to not be in compliance with all the regulations a business faces.

Many companies turn to UNITEL HR Solutions because they realize they have a lack of experience in-house. Knowing your weaknesses is as important as knowing your strengths, so handing off a task you know you can't handle properly to someone with expertise is a great business decision.

INCOMPAS members receive a discount on this service, which can start as low as \$30 per month. UNITEL also offers free 30-day trials. Non-INCOMPAS members can also subscribe to the service.

If you meet with Zeutzius at the INCOMPAS Show to discuss UNITEL HR Solutions, you will be entered into a drawing to win a free one-year subscription to the service compliments of INCOMPAS. □

To reach Zeutzius, call or text 402.770.7150 or email at czeutzius@unitelinsurance.com.

**VISIT US AT
TELISPIRE.COM**



Winning MVNO Solutions

FULL TURN-KEY SOLUTION

You need an MVNO Solution that truly delivers! Our solution provides state of the art billing, rating, and provisioning in a web-based application that supports Prepaid, Postpaid, and M2M through an integrated e-commerce platform. Add in device sourcing, fulfillment along with sales and marketing support, and you truly have an MVNO solution that goes *beyond the call*.

CUSTOMER ON-BOARDING

The on-boarding process isn't just activating customers. MVNO's need multiple activation methods through a robust easy-to-use system. They need reporting and tracking of transactions that are happening in their white label portal and that is how Telispire's system excels above all others.

CUSTOMER RELATIONSHIP MANAGEMENT

Telispire's award winning back-office system delivers a CRM system and takes it to the next level. Relevant customer information in one web-based portal with full integration to national carriers is one of the reasons it won an award for innovation in 2016.

GROW YOUR BRAND, REVENUE & PROFITS BY SELLING WIRELESS 4G LTE TO YOUR CUSTOMERS

The INCOMPAS Show
October 23rd-25th
The Gaylord Texan
Grapevine, TX

EdgeConneX, Vegas-IX Partner to Bring Exchange to Las Vegas

EdgeConneX, which specializes in global data center solutions at the edge of the network, announced it is partnering with Vegas Internet Exchange (Vegas-IX), having built a core Vegas-IX node into its Las Vegas Edge Data Center (EDC).

Located at 1541 Pama Lane in Las Vegas, the expansion is instrumental to the advancement of the local internet community by ensuring dynamic content delivery to local consumers. Vegas-IX is the first non-profit internet exchange to be created in the state of Nevada.

EdgeConneX will provide secure hosting as the founding facility for the Vegas-IX node. This node will enable local EdgeConneX customers, including wireless carriers, service providers, content delivery networks (CDNs) and enterprises, to have direct access to Vegas-IX peering services, as well as additional offerings, such as multi-lateral peering agreement (MLPA) route servers, dedicated Gigabit Ethernet and private virtual local area networks (VLANs).

“At EdgeConneX, enabling enhanced connectivity at the edge of the network remains a core objective as we continue to seek out new opportunities to provide low-latency internet services for customers outside of Tier 1 markets,” said Clint Heiden, chief commercial office, EdgeConneX.

“The newly available Vegas-IX node in our Las Vegas EDC will be instrumental to the growth of the region, offering additional internet access points for local customers on a secure and reliable network,” he added.

EdgeConneX is committed to bringing local internet exchanges to all of its edge data centers across the country to enhance connectivity options for each edge market.

Las Vegas is the fifth edge data center market to deploy such connectivity, following partnerships in Phoenix with Phoenix-IX, Boston with MASS-IX, Minneapolis with MICE and Portland with NWAX.

The EdgeConneX Las Vegas EDC has been purpose-built and precisely located in order to provide a secure colocation facility

“The newly available Vegas-IX node in our Las Vegas EDC will be instrumental to the growth of the region, offering additional internet access points for local customers on a secure and reliable network,”

– Clint Heiden, EdgeConneX.


Founded this year by Ninja-IX, Vegas-IX is operated at no monthly port cost to participants. The internet exchange uses multiple Brocade switches via multi-protocol label switching (MPLS) and BIRD route servers with 24x7 monitoring of its peering fabric.

“Developing an internet exchange in Las Vegas is a great opportunity for the peering community to grow in the Silver State,” said Paul Emmons, executive director of Vegas-IX. “As the founding facility, EdgeConneX’s Las Vegas EDC will provide access to some of the largest content delivery networks available, allowing us to offer enhanced peering services to the market.”

for customers wishing to deliver content and applications to local-market consumers, with the lowest possible latency.

Partnering with network and cable operators at the local level, the carrier-neutral facility guarantees the shortest and fastest routes for delivering content to local market subscribers (consumer and enterprise) and internet customers. □

For more information about EdgeConneX and its leading edge of network infrastructure solutions for expanding and improving access to wireless and data communications, visit edgeconex.com or email info@edgeconex.com.




TOLL-FREE SIP SERVICES


UTILIZING THE AT&T NETWORK

Available nationwide including
Alaska, Hawaii, & Puerto Rico

- Geographic routing/Alternate Destination Routing
- Percent allocation
- Disaster recovery and business continuity - route calls to predefined numbers in the event of power outage or unexpected failure
- 3rd party SMS/800 or complimentary RespOrg supported



Susan Lawless
203.221.8700 ext. 915 or slawless@alliancegrp.com



SAVE THE DATE FOR 2017 – IT'S ALL ABOUT ACCESS...



THE 2017

**INCOMPAS
SHOW**

**APRIL 3 - 5, 2017
MORIAL CONVENTION CENTER
NEW ORLEANS, LA**

THE 2017

**INCOMPAS
SHOW**

**OCTOBER 15 - 18, 2017
MARRIOTT MARQUIS SAN FRANCISCO
SAN FRANCISCO, CA**



Schedule at a Glance

SUNDAY, OCTOBER 23

2:00 p.m. – 7:00 p.m.	Registration Open <i>Sponsored by Windstream; Center Pre-Function</i>
4:00 p.m. – 5:00 p.m.	Exhibitor Appreciation Reception (Exhibitors Only) <i>Sponsored by INCOMPAS; The HUB</i>
5:00 p.m. – 7:00 p.m.	Texas Tailgate Welcome Party <i>Sponsored by Google Fiber and Twitter with support from Alpheus, Impact Telecom, Inteliquent, Level 3, Netflix, Spread Networks, TSI, and Wave Wholesale; Expo Hall</i>
5:00 p.m. – 7:00 p.m.	Expo Hall Open

MONDAY, OCTOBER 24

7:00 a.m. – 6:00 p.m.	Deal Center Open <i>Sponsored by GTT; Expo Hall</i>
7:30 a.m. – 5:00 p.m.	Registration Open <i>Sponsored by Windstream; Center Pre-Function</i>
8:00 a.m. – 9:00 a.m.	C-Suite Networking Breakfast (Invitation Only) <i>Sponsored by Inteliquent; Texas 6</i>
8:00 a.m. – 9:00 a.m.	Attendee Breakfast <i>Expo Hall</i>
9:00 a.m. – 10:00 a.m.	Opening Keynote: Rick Calder, CEO, GTT <i>The HUB</i>
10:00 a.m. – 6:00 p.m.	Expo Hall Open
10:00 a.m. – 10:30 a.m.	Refreshment Break <i>Expo Hall</i>
10:15 a.m. – 10:30 a.m.	Vendor Session: How to Leverage Carrier Neutral Hotels to Grow Your Business <i>Sponsored by Nebraska Data Centers; The HUB</i>
11:00 a.m. – 12:00 p.m.	Network Management: Maintaining and Optimizing Networks <i>The HUB</i>
12:00 p.m. – 1:30 p.m.	Attendee Lunch <i>Expo Hall</i>
12:10 p.m. – 1:20 p.m.	Vendor Session: Maximizing Returns with Potential 5G Network Design and Use Cases While Avoiding Legal and Regulatory Obstacle <i>Sponsored by Hogan Lovells; The HUB</i>
1:30 p.m. – 2:00 p.m.	Vendor Session: SD-WAN 2.0: Building a Better SD-Wan <i>Sponsored by ADVA Optical Networking; The HUB</i>
2:00 p.m. – 2:30 p.m.	Snack Break <i>Sponsored by Granite; Expo Hall; Booth 206</i>
2:15 p.m. – 2:45 p.m.	Vendor Session: Enable Your OSS to Accelerate, Not Hinder, Ethernet Sales <i>Sponsored by Neustar</i>
3:00 p.m. – 4:00 p.m.	Keeping Pace with Technology: Planning For and Predicting Network Needs and Trends <i>The HUB</i>
4:00 p.m. – 6:00 p.m.	"Beers with Peers" Happy Hour <i>Sponsored by Facebook and T-Mobile; Expo Hall</i>
5:00 p.m. – 6:00 p.m.	INCOMPAS Buyers Forum Power Hour (Invitation Only) <i>Texas C</i>
5:00 p.m. – 6:00 p.m.	PAC Reception (Invitation Only) <i>Presidential Suite</i>
6:00 p.m. – 7:00 p.m.	Executive Reception (Invitation Only) <i>Sponsored by Wave Wholesale; Presidential Suite</i>
7:00 p.m. – 10:00 p.m.	CEO Dinner (Invitation Only) <i>Sponsored by Bank Street; FT 33</i>

TUESDAY, OCTOBER 25

7:00 a.m. – 3:00 p.m.	Deal Center Open <i>Sponsored by GTT; Expo Hall</i>
7:30 a.m. – 1:00 p.m.	Registration Open <i>Sponsored by Windstream; Center Pre-Function</i>
8:00 a.m. – 9:00 a.m.	Members Only Breakfast (Invitation Only) <i>Texas C</i>
8:00 a.m. – 9:00 a.m.	Attendee Breakfast <i>Expo Hall</i>
9:00 a.m. – 10:00 a.m.	Building the Cities of the Future <i>The HUB</i>
10:00 a.m. – 3:00 p.m.	Expo Hall Open
10:00 a.m. – 10:30 a.m.	Refreshment Break <i>Expo Hall</i>
10:15 a.m. – 10:45 a.m.	Keynote Session: Changing Telecommunications Infrastructure Landscape <i>Sponsored by Uniti Fiber; The HUB</i>
11:00 a.m. – 12:00 p.m.	Smart Transportation <i>The HUB</i>
12:00 p.m. – 1:30 p.m.	Attendee Lunch <i>Expo Hall</i>
12:00 p.m. – 1:30 p.m.	INCOMPAS Board Lunch (Board Members Only)
2:00 p.m. – 2:30 p.m.	Refreshment Break <i>Expo Hall</i>
4:00 p.m. – 7:00 p.m.	Closing Party: Texas Round Up <i>Sponsored by Uniti Fiber; The Glass Cactus Nightclub</i>

Expo Hall, Exhibitors and Meeting Rooms

INCOMPAS Expo Hall Floor Plan

EXHIBITORS

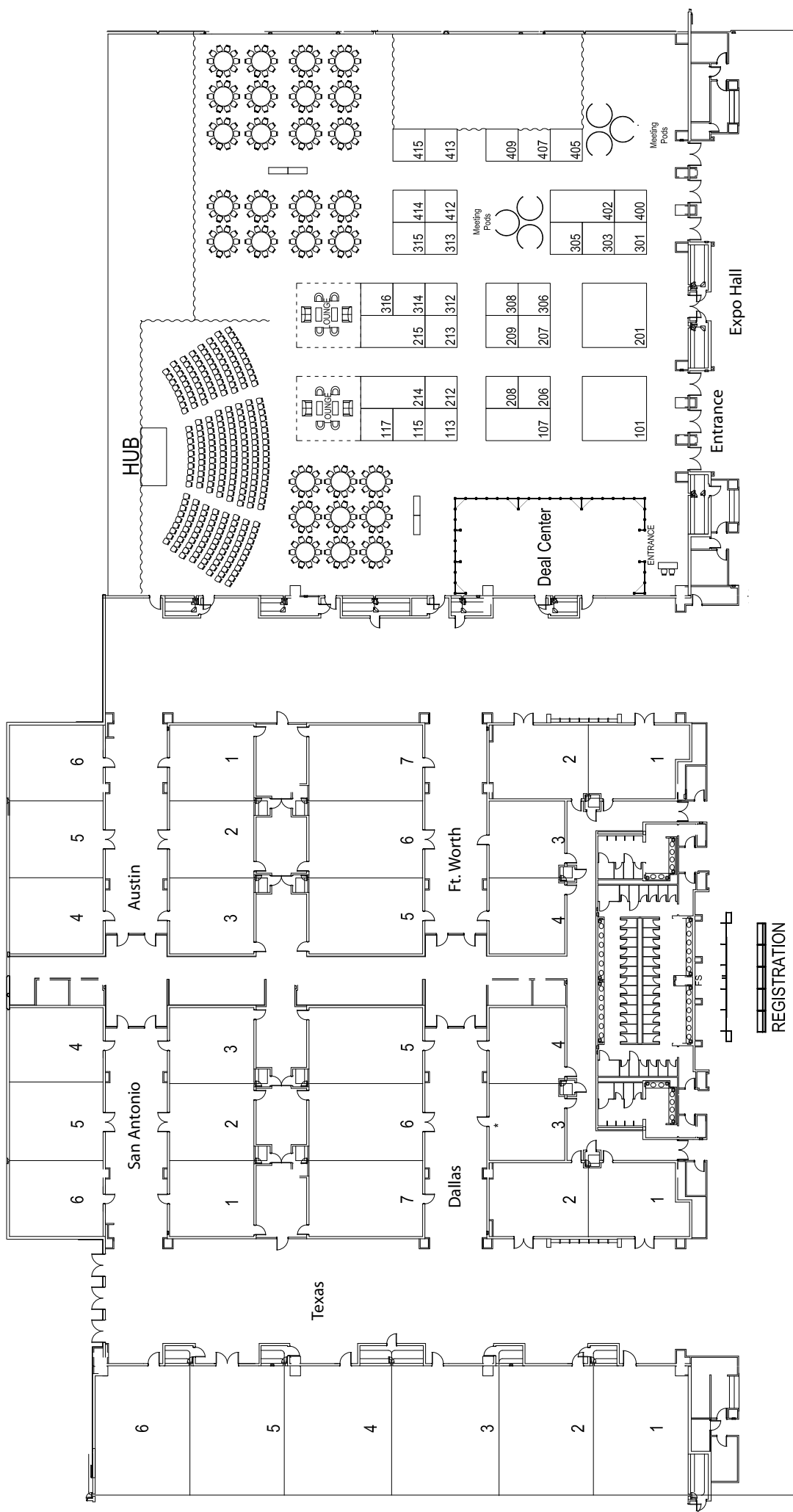
BOOTH

1st Point Communications.....	207
Accedian.....	312
Axcen Networks.....	308
ChannelVision.....	209
CHR Solutions, Inc.....	301
CSF Corporation.....	303
Data Tech Inc.....	415
DCA Services.....	402
FISPA.....	314
GeoResults a Sharetracker Company.....	400
Granite Telecommunications.....	206
Horizon Network Partners.....	208
INDATEL.....	215
KADENCE.....	313
LightRiver Technologies, Inc.....	305
MRV Communications.....	113
Ni2.....	115
Orca Wave.....	407
Rev.io.....	212
RTC Associates.....	405
Sales Tax Associates, Inc.....	413
Spirit Communications.....	213
SRP Telecom.....	107
Tech Titans.....	306
Telecom Reseller.....	414
Telispire.....	412
TimelyBill.....	101
Unite Private Networks.....	315
Unifi Fiber.....	117
VTX1 Companies.....	316
Walker and Associates.....	201
XKL, LLC.....	409

COMPANY

MEETING ROOMS

AT&T.....	Austin 5 & 6
Bandwidth.....	San Antonio 3
Consolidated Communications.....	Ft. Worth 2
Earthlink Carrier.....	Texas 4
Frontier Communications.....	Austin 1
Granite Telecommunications.....	Austin 2
GTT.....	Yellow Rose Ballroom
INDATEL.....	Ft. Worth 6
Inteliquent.....	Texas 1
Neustar.....	San Antonio 1
Spirit Communications.....	Ft. Worth 1
Sunesys.....	Ft. Worth 7
Unifi Fiber.....	Texas 5
Verizon.....	Ft. Worth 3, 4, 5
Wave Wholesale.....	Texas 2
Windstream.....	Dallas 6 & 7
WOW.....	Dallas 5
Zayo Group.....	Texas 3



ADVA Plays Key Role in COMBO Project to Create Fixed-Mobile Convergence

By working closely with its partner organizations, ADVA Optical Networking has taken a step towards solving key challenges of 5G and shaping the infrastructure of tomorrow.

ADVA announced in late September that it is playing a role in the Convergence of Fixed and Mobile Broadband Access/Aggregation Networks (COMBO) project.

The initiative, funded by the European Commission, is developing pioneering technology vital to the success of 5G. Sixteen partner organizations, including operators, equipment suppliers and research centers, are collaborating on COMBO to create new approaches that will enable full architectural convergence of fixed and mobile networks.

The project also focuses on integrating network functionality to enhance security, simplicity and user experience. The COMBO consortium's main outcomes and proofs of concept were successfully demonstrated at a showcase in Lannion, France.

"The COMBO project represents a significant achievement for Europe and for the telecommunications industry. By working closely with the partner organizations, we have been able to take a concrete step towards solving

"Fixed-mobile convergence is essential to 5G and therefore underpins the growth of the European digital economy."

*– Achim Autenrieth,
ADVA Optical Networking*

some key challenges of 5G and shaping the infrastructure of tomorrow," said Christian Gacon, vice president of wireline and transport convergent networks, Orange.

"The outcomes of the COMBO project will redesign fixed and mobile networks towards more integration, like shared transport infrastructures," he said. "This will allow improvements to performance and energy efficiency that we are targeting for 5G and the Internet of Things (IoT)."

The new network architecture the COMBO project designed is based on the concept of next-generation point of presence (NG-PoP), which enables network components to be hosted centrally or at the edge for optimum efficiency.

In this open and intelligent environment, fixed and mobile infrastructures are integrated in converged broadband access/aggregation networks.

The technology was presented in a public showcase that followed two and a half years of close collaboration and seven weeks of experiments at the Pôle Images & Réseaux in Lannion, France.

Key transport and functional enablers of 5G networking were demonstrated, as well as distributed and centralized NG-POP scenarios. Video footage of the showcase is available so the industry can benefit from the COMBO project's vision for integrated fixed-mobile networks.

"Fixed-mobile convergence is essential to 5G and therefore underpins the growth of the European digital economy. That's why so many major vendors, operators and research institutes from seven European countries have joined forces to create and evaluate the technology," said Achim Autenrieth, director, advanced technology, ADVA Optical Networking.

"The 5G network will have to cope with a vast increase in traffic to accommodate users as well as an enormous range of connected objects," Autenrieth continued. "It will also have to be agile to handle an increasingly diverse range of services. That's why it's essential not only to integrate Wi-Fi, wireless and fiber access infrastructure, but also to create functional convergence. The new automated system of universal user authentication that ADVA Optical Networking has been working to integrate will bring simplicity, enhanced security and a massive increase in coverage." □

ADVA is an INCOMPAS Show sponsor. For more information, go to advaoptical.com.

UPN Partners with Bukaty

Unite Private Networks (UPN), a provider of high-capacity, fiber-based communication networks has entered into partnership with Kansas City-based employee benefits and insurance brokerage firm, Bukaty Companies.

UPN is providing Bukaty a point-to-point solution and dedicated high-speed internet that connects Bukaty's headquarters to its financial services office.

"Bukaty Companies needed a solution that would ensure their data was transmitted safely and securely every time," said Travis Noble, vice president of Enterprise Sales at Unite Private Networks. "UPN's 100 percent fiber-optic infrastructure offers robust network protection with enhanced core and diversity, that assures data transmissions are accurate, safe and secure.

"We provide a suite of products including Ethernet services that are scalable from 10 Mbps to 100 Gbps, wavelength services, Internet access, as well

as dark fiber, and we continue to help businesses meet their bandwidth needs in the region," Noble added.

"As a benefits consulting agency, we needed a solution that would transmit confidential information securely," said Mike Bukaty, president, chairman and CEO of Bukaty Companies. "The team at UPN created a custom solution that not only allowed us to pass confidential data between offices, it also increased our bandwidth. We are very pleased with the new capabilities."

Bukaty Companies is one of the Kansas City area's largest privately owned employee benefits and insurance brokerage firms. From its early beginnings as a three-person office, the business has grown to more than 150 employees representing more than 1,600 health/welfare clients. □

To learn more about Unite Private Networks, visit booth 315 in the Expo Hall or go to uniteprivatenetworks.com.

Lumos Sees Solid Enterprise Demand Trends in Hampton Roads/Norfolk Fiber Market

Lumos Networks Corp., a fiber-based service provider in the mid-Atlantic region, expects to continue to benefit from positive enterprise demand trends in the Hampton Roads/Norfolk, Va., market. The company recently completed a 270-route mile dense fiber build in the market as part of its 822-route mile expansion in Virginia.

The 822-route mile expansion was completed several months ahead of the initial plan, and, in conjunction with its recently expanded metro Richmond market, was underpinned by a 257 unique fiber-to-the-cell (FTTC) site 13-year contract with a national U.S. wireless operator.

Lumos expects the Hampton Roads/Norfolk market will be a key contributor towards its target of doubling its annual enterprise revenue to approximately \$100 million over the next five years.

"We are excited to name the Department of Energy's Jefferson Lab as a new enterprise customer in our Hampton Roads/Norfolk market, and we look forward to growing with them over time as their bandwidth connectivity demands increase," said Timothy G. Biltz, CEO of Lumos Networks.

Jefferson Lab's Network Manager Bryan Hess said the lab, located in Newport News, Va., is accessed by more than 1,500 scientists worldwide to conduct basic research of the atom's nucleus.

"We needed additional high-speed internet connectivity to ensure our facility is accessible even during planned or unplanned outages of our primary link," Hess said. "Lumos Networks provided a diverse physical path for that service."

Biltz noted that "in the first half of 2016, the Norfolk/Hampton Roads market contributed 20 percent of the company's direct enterprise new sales and we expect to gain further market share as we head into 2017. This advanced fiber network now has full redundancy and has an average fiber density of approximately 165 fiber strands."

He continued, "We see strong end-market demand trends from both of our enterprise channels: enterprise direct and carrier end user, which is our wholesale partnership program. Our sales force has benefited from activity across many of our key industry verticals, including data centers, healthcare, government, education, media and financials.

"We are also excited about the potential demand activity generated from multiple

undersea cables that are expected to land in Virginia Beach, within one-half mile of our network, over the next 18 months," Blitz said.

Virginia Beach Mayor William D. Sessoms, Jr. said, "Access to high-speed communications infrastructure is critical as we diversify our economy. This investment by Lumos strengthens our region's ability to connect users with the world in ways that could just be imagined five years ago, which makes us an even more attractive location for entrepreneurs and other innovative businesses."

EdgeConneX Chief Commercial Officer Clint Heiden explained, "EdgeConneX serves many of the world's most demanding technology companies and a key component to our success is the quality of the network infrastructure connecting our edge data centers. The completion of this build by Lumos Networks offers EdgeConneX customers access to a resilient and diverse fiber network that can keep pace with their insatiable demand for more bandwidth.

"This network allows our customers to take advantage of new diversity and low latency routes, while adding the option for connectivity to cable landing stations in the future," Heiden said.

In June, Lumos Networks, in conjunction with a leading third-party research firm, completed a two-month refresh analysis that demonstrated the rapid growth of the annual addressable market within one mile of the company's network since the completion of our inaugural study in November 2014.

This previously disclosed refreshed analysis demonstrates an addressable market of nearly \$100 million within one mile of the company's network in its Norfolk/Hampton Roads market, up about 50 percent since the initial study.

Overall, the Lumos network expansion into Hampton Roads/Norfolk and Richmond increases the company's total addressable market by about \$221 million, or a 67 percent increase versus its core markets.

For more information, please visit the EdgeConneX Internet of Everywhere at edgeconnex.com.

Lumos Networks serves carrier, enterprise and data center customers, offering end-to-end connectivity in 24 markets in Kentucky, Maryland, Ohio, Pennsylvania, Virginia and West Virginia. □

For more information, visit www.lumosnetworks.com.

INOC Launches Enterprise-Focused NOC, Expands Madison Facility

INOC, a 24x7 network operations center (NOC) and global provider of technology infrastructure monitoring, reporting and support services, launched its enterprise network operations center (ENOC), dedicated to supporting the complex and evolving requirements of enterprise customers.

The company also is expanding its Madison, Wisc., facility to house the new enterprise-focused NOC. Key expansion investments include a 2,100-square-foot build-out, elevated security measures and environmental controls, electrical infrastructure enhancements for increased redundancy, and added protection from weather-related incidents.

INOC's enterprise NOC provides a dedicated staff to monitor layer 2 and layer 3 switching, as well as enhanced carrier support extending to critical technologies, including

software-defined networking, network functions virtualization, cloud computing, and wireless and small cell technology.

The new initiative triggered a 20 percent growth in INOC support personnel, nearly doubling the size of its Madison-based facility.

Security has been improved with an entirely new camera system and updated keycard access system, complete with photo identification for all NOC staff.

The company has enhanced its electrical infrastructure, purchasing a new uninterruptible power supply system operating on a unique feed separate from other areas of the building for increased reliability. □

To learn more about INOC's outsourced NOC solutions for enterprise customers, visit INOC.com.

Midco Taps Myriad Mobile as App Development Partner

INCOMPAS Show sponsor Midco, a provider of internet and networking solutions, cable TV, phone and other telecommunications services, and Myriad Mobile, a mobile and web application development company, have teamed up to create and deliver new iOS and Android mobile applications for Midco customers.

As part of the ongoing partnership, the

companies have launched a second mobile app, MidcoSN, which enables mobile football fans to track and follow high school scores throughout North Dakota and South Dakota.

The new app follows the June 2016 release of the Midco My Account app.

“According to industry statistics, more than 65 percent of digital time is spent on mobile

devices. We realize mobile apps are, and will continue to be, an important tool for serving our customers,” said Gary Shawd, vice president of information systems at Midco.

“With that goal, Midco sought a mobile development partner that shared our values, work ethic and commitment to delivering a great customer experience,” he said. “Myriad’s capabilities and expertise enabled us to leverage industry-leading technology and better empower our on-the-go customers.”

Myriad CEO and co-founder Jake Joraanstad added, “The projects began in the summer of 2015 with a brainstorming session and technical review to prioritize capabilities and features. A mobile roadmap started to emerge and soon included apps for Midco’s other business lines – and a partnership with Myriad Mobile.”

Myriad worked with Midco to build the mobile technology foundation through an application program interface (API). An API is a set of routines, protocols and tools for building software applications – and the foundation for building native mobile applications.

“Myriad’s discovery process is thorough, and the whole time it felt like we were on the same page. Their design and development team and strategic employees are all top-notch, and we felt like we really got the best of the best,” Shawd said.

The first app from the collaboration, Midco My Account, enables residential customers to control their accounts from their smartphone or tablet. Capabilities include viewing statements, paying bills, viewing Midco services and channel guides, receiving account notifications and troubleshooting help, managing account settings and parental controls, and requesting assistance.

Since its release, Midco has updated the app with some minor fixes, and it is working on a new release with Myriad.

The next version of the MidcoSN app will include high school basketball stats for North Dakota and South Dakota.

“Midco has a long history of deploying the latest technologies to better serve customers,” added Joraanstad. “Our team at Myriad is exploring and experimenting with new technologies every day. It’s been exciting to collaborate with the Midco team on their mobile roadmap and launch the first in a series of apps that are helpful, useful and well designed for their customers. It’s felt like a natural partnership, and this is just the beginning.” □

Windstream Unveils Fixed Wireless in Salt Lake City

Windstream, a provider of advanced network communications, launched fixed wireless access in Salt Lake City, Utah. The introduction gives local businesses – including those in the region’s important financial services, real estate, tourism and high-tech industries – an option for secure, reliable and high-bandwidth telecommunications services.

Windstream’s fixed wireless access services provide companies with Ethernet connectivity via a dedicated microwave wireless connection.

The telecommunication provider is the first major provider to bring fixed wireless to Salt Lake City, and its solution is designed to meet the high-availability requirements of companies that rely on the cloud for their most important software applications.

“Salt Lake City is one of the fastest-growing cities in the country, as people drawn to the business climate and quality of life continue to ‘discover’ it,” said Chris Nein, regional president of sales for Windstream, a gold sponsor of The INCOMPAS Show. “But that growth can challenge the infrastructure of a city, and many businesses struggle to access the network services they need.

“Our diverse voice and data solutions will give Salt Lake City businesses true high-bandwidth alternatives that both complement and replace existing fiber options in a reliable and secure manner,” Nein said.

Windstream’s fixed wireless access service provides Salt Lake City companies with:

- A reliable alternative to fiber- and copper-based services
- A quickly deployable supplement to those

services, immediately bolstering access to the cloud and providing critical business continuity in the event of service interruptions from fiber- and copper-based services

- High reliability and uptime with 99.99 percent availability and a service level agreement
- Scalable bandwidths ranging from 1 Mbps to 1 Gbps
- No shared single point of failure with fiber as a result of engineering that routes to alternative gateways over the airwaves
- Rapid deployment to buildings of all types and in a variety of locations
- Support for private line, MPLS with quality of service, voice (SIP or TDM) and dedicated internet
- High security with the use of encryption that provides enterprise-class protection to data and communications

Salt Lake City-area businesses in industries such as financial services, government, health-care, professional services, engineering, retail, hospitality and manufacturing are among those that have the strongest need for reliable, secure, high-bandwidth services, because of the types of applications they use, the way those applications rely on the cloud, and the regulatory requirements they face.

Because of the landscape of fiber- and wire-based telecommunications infrastructure in Salt Lake City, these companies may not always be able to obtain the services they need. □

For more information on Windstream’s fixed wireless services in Salt Lake City, go to www.windstreambusiness.com.

TelePacific Launches National SD-WAN Offering

TelePacific has moved software defined wide area network (SD-WAN) from a declaration of strategic intent to real world general availability.

It has signed a long-term contract with VeloCloud Networks, the cloud-delivered SD-WAN company, to provide the foundation technology that is delivering its rapidly growing unified communications, managed IT and managed services to businesses throughout the country.

This agreement is a transformational milestone that marries the company's heritage in delivering the rock-solid dependability that businesses require for their communications with the flexibility, value and power that today's leading-edge SD-WAN technology enables.

With this nationwide launch, TelePacific supercharges the national expansion begun by the acquisition of leading managed services provider DSCI in September.

"Our Ethernet ecosystem has just gone galactic," said Jared Martin, vice president of TelePacific's ITx Managed Services business. "We piloted this with customers across the country, to rave reviews.

"We can deliver TelePacific products and services using SD-WAN anywhere that a customer has a broadband connection, with the same guaranteed performance that businesses and enterprises of all kinds depend on us to deliver," Martin continued. "Today, voice and video are just as business-critical as data and we provide the management, access and reliability our customers need."

Using TelePacific's VeloCloud-powered SD-WAN solution, customers can turn up new locations, add or delete services and monitor their network performance through a single cloud-based integrated software system.

TelePacific's managed services platform, enabled by SD-WAN, starts when an easy-to-deploy, software-programmable device is plugged into any customer broadband connection to the internet.

Almost immediately, the TelePacific cloud pushes to the device the exact configuration needed to fill the customer's requirements and, within minutes, their ordered services are up and running.

This approach is a big departure from the complicated, expensive installations of hardware and cables typically needed to provision new services.

TelePacific can deliver new services over a secure, quickly adaptable network framework defined by software instead of telecom hardware.

Since it manages the entire end-to-end delivery, TelePacific can deploy multiple continuity and security levels to guarantee its performance to businesses that increasingly depend on 24 x 7 availability for everything from customer interactions to critical back office functions.

That ability to manage everything from throughput to continuity on a single pane of glass is so powerful that TelePacific has expanded its traditional five nines performance guarantee to 100 percent.

"Delivering high-quality and resilient performance over any network connection from any carrier is key to our national growth," Martin said. "We already have more than 100,000 hosted communications seats and the ability to be truly transport-agnostic is going to make that number explode. There are other over-the-top (OTT) offerings out there, but they promise 'best effort' instead of guaranteeing performance."

Initially, TelePacific is making that enhanced OTT capability and its UCx unified communications suite the flagship offerings using its SD-WAN capabilities. The greatly enhanced network monitoring capabilities that enable TelePacific to provide that 100 percent guarantee will be made available for customer use as it expands and other products are brought onto the new national grid.

"We are delighted to partner with TelePacific to enable them to provide their market-leading UC and managed network service over any network across the nation," said Sanjay Uppal, CEO and co-founder of VeloCloud Networks. "Our emphasis on the cloud becoming the network fits seamlessly with TelePacific's strategy of SD-WAN being the foundational technology for all of their cloud services for the long term."

TelePacific's nationwide SD-WAN option is generally available now for new UCx orders.

TelePacific delivers integrated managed services and communications solutions to 75,000 locations for customers ranging from small businesses to enterprises with hundreds of sites.

Based in Los Angeles, the company's multiple award-winning unified communications, managed services, networks, deep communications portfolio and focus on customer service have powered 57 consecutive quarters of growth for the 1,550 person, \$660 million enterprise.

TelePacific's broad portfolio of hosted managed services and communications solutions enables companies to focus on growing their bottom lines instead of overseeing their infrastructure. Its continuity, cloud and connectivity offerings help businesses run more efficiently, improve collaboration and provide essential protection against business interruptions. □

Alliance Business Services Offers Toll-Free SIP Services

Alliance Business Services, a national provider of end-to-end AT&T wholesale voice and data solutions, now offers toll-free SIP services utilizing the AT&T network for domestic and international calling.

AT&T's SAFER feature provides redundant network routing for toll-free traffic.

"Through our long standing relationship with AT&T, we are able to provide our customers another solution to address their needs for toll-free service at extremely competitive rates," said Jess DiPasquale, CEO of Alliance Business Services.

Alliance's AT&T toll free-service supports TDM and IP PBX environments with a variety of routing options for customers. Calls can be delivered via a dedicated solution or the public internet.

Features include load balancing, redundant

routing options including AT&T's SAFER service and disaster recovery.

"Quality of service is a major issue with toll-free VoIP applications and becomes especially important in call center settings. Alliance delivers true AT&T service, reliable and resilient," DiPasquale added.

Headquartered in Westport, Conn., Alliance provides nationwide voice and data services using the AT&T Global Network. With more than 20 years of industry experience, agents and wholesale customers can depend on Alliance for superior service and support, while receiving the most competitively-priced AT&T wholesale solution. □

To learn more about Alliance's AT&T toll-free SIP service, call 203.221.8700 extension 915 or email slawless@alliancegrp.com.

MRV's OptiPacket Achieves MEF Certification

MRV Communications Inc., a provider of innovative packet and optical solutions for service providers, data center operators and enterprises, and sponsor of The INCOMPAS Show, announced that its OptiPacket OP-X1 and OP-X4 Carrier Ethernet (CE) metro solutions have achieved MEF CE 2.0 certification for all traffic rates up to 100 Gigabit Ethernet (GbE).

MEF's rigorous certification program allows network equipment manufacturers to demonstrate their compliance with globally recognized MEF CE standards.

The MEF CE 2.0 certification simplifies network operational components to streamline new services and extend 100 GbE capacity without compromising scalability, advanced OAM or traffic management, an important requirement for mission-critical applications in metro core and access networks.

MRV's OptiPacket OP-X family, consisting of the OP-X4 and OP-X1 solutions, is a portfolio of metro service edge devices positioned for 10 GbE and 100 GbE CE services.

The OP-X4 is positioned for metro aggregation and the OP-X1 is positioned for network access. Both OP-X models offer interchangeable 10 GbE and 100 GbE line cards with common hardware and software architectures to enable a compelling cost-of-ownership, as well as flexible deployment approaches for wholesale and retail services across packet switched metro networks.

MRV is committed to supporting open standards to enable service providers to achieve

the optimal degree of flexibility and choice in building out their networks.

Achieving the MEF CE 2.0 certification reinforces MRV's commitment to meet service providers' demand for CE 2.0 compliant products, and accelerate service deployments by creating a standardized and trusted baseline.

Underlying the commitment required to earn the MEF 100 GbE CE 2.0 certification, MRV was required to complete a strict and comprehensive set of MEF-defined test cases for the OptiPacket platform.

As part of the certification process, MRV validated the ability of the OptiPacket to enable service providers to add defined 100 GbE E-Line and E-Access service capabilities.

With MEF certification complete for the OptiPacket and OptiSwitch platforms, MRV can provide CE 2.0 service within any network from core to access.

MRV's end-to-end network portfolio enables major Tier 1 carriers and service providers to deploy new, standards-based 100 GbE scalable services quickly with guaranteed service level agreement performance.

"Increases in mobile traffic and the need to access cloud services are driving communications service providers to look for ways to swiftly and economically deploy scalable and efficient bandwidth solutions," said Adam Scheer, senior vice president of Product Line Management and Corporate Development for MRV.

Sheer added, "MRV's OptiPacket 100 GbE solution addresses that growing need for bandwidth and, with the MEF CE 2.0 certifica-

tion, ensures customers will have flexibility in how they build out their networks and confidence that they can reliably meet current and future requirements."

MEF President Nan Chen congratulated MRV for the CE 2.0 certification and its innovative OptiPacket 100 GbE access platform.

"This certification sets the global standard for Carrier Ethernet equipment and services, establishing a trusted baseline for recognition and differentiation of superior offerings that underpin Third Network innovation," Chen said. "MRV's achievement of these high standards speaks to its dedication and commitment to providing the most progressive and effective solutions available."

The MEF is the driving force enabling agile, assured and orchestrated Third Network services for the digital economy and the hyper-connected world, with user-directed control over network resources and cloud connectivity.

Optimized for real-time, QoS-enabled, secured traffic and integration of value-added network functions-as-a-service, Third Network services are delivered over automated, virtualized, and interconnected networks globally powered by LSO, SDN and NFV.

The MEF leverages its more than 200 global network operators and technology vendor community, builds on the robust \$80 billion Carrier Ethernet market, and provides a practical evolution to the Third Network with LSO, SDN and NFV implementations that builds on a CE 2.0 foundation.

The MEF has established a technical and implementation framework that includes architecture, information models, service definitions, operational processes, open source community and certification programs.

MEF work is conducted internally and – under the guidance of the MEF UNITE program – in collaboration with global standards organizations and open source projects. For more information, see www.MEF.net.

MRV Communications enables service providers, data center operators and enterprises to make their networks smarter, faster and easier to operate. MRV's end-to-end portfolio includes innovative packet, optical and software platforms designed for flexibility and reliability. □

To learn more about MRV, visit booth 113 in the Expo Hall or go to www.mrv.com.

Neustar Transforms DDoS Mitigation Service

INCOMPAS Show silver sponsor Neustar Inc., a provider of real-time information services, announced enhancements to Neustar SiteProtect, a fast, flexible, global cloud-based DDoS mitigation service.

The benefits and features of Neustar SiteProtect enhance its automation, traffic flows, management and visibility to deliver the greatest speed, flexibility, capabilities and expertise to organizations struggling to mitigate DDoS attacks.

In the report "DDoS: A Comparison of Defense Approaches," Gartner analysts Patrick Hevesi and Anton Chuvakin wrote, "Denial-of-service attacks are in many regards different from other security issues organizations face. Unlike other attacks, where patches and locally installed security appliances can block an attack altogether, the defense calculus for denial of service is different because no organization can prevent (See *Neustar*, page 23)

(Neustar, continued from page 22)

or block all distributed denial of service (DDoS) attacks on its own.”

New research from Neustar, published in its “October 2016 DDoS Attacks & Protection Report,” indicates that DDoS attacks have become sophisticated, consistent and relentless. More than 70 percent of research respondents have suffered a DDoS attack, and more than 50 percent of DDoS attacks have resulted in additional compromise, such as viruses and ransomware.

“The industry has recently seen the largest, most complex, IoT device-driven DDoS attack that surpassed 620 Gbps in size and lasted over three days,” said Tom Pageler, chief security and risk officer for Neustar. “This just reinforces the fact that when it comes to DDoS protection – network size, speed, capability and expertise matter – or else the consequences could be devastating.”

Neustar SiteProtect provides organizations the flexibility and capability to avoid the challenges of over-investing, under-protecting, over-protecting or under-investing. The network size and expertise of Neustar SiteProtect enables

organizations to stay one step ahead of the catastrophic impact of DDoS attacks that can disrupt online revenue, destroy customer confidence and erode brand reputation.

Key features and enhancements to Neustar SiteProtect include:

- Deep Automation of Defense Processes and Activated Mitigation – Standardized automation offerings increase the speed of response to DDoS attacks, minimizing their impact. The flexibility of multiple offerings enables an organization to deploy the service that works best for its demands.
- Standardized Offerings for “Always-Ready” Traffic Flows – Avoid the unnecessary cost and performance degradations that accompany always-on solutions with the flexibility of “always-ready” traffic flow that delivers the same high-speed response times and minimizes any potential performance impact.
- Improved Customer Management and Visibility into Attacks – Neustar customers are empowered to route and scrub traffic

directly or implement auto-mitigation options. Neustar SiteProtect displays attack sources, protocols and traffic statistics with up-to-the-minute and historical data in an easy, informative way.

“Organizations cannot prevent being targeted by a DDoS attack, so it is imperative to identify, formulate and deploy a defense strategy that can limit the impact and effectiveness of these assaults,” said Rodney Joffe, senior vice president and senior technologist for Neustar. “As DDoS attacks become more aggressive, organizations must evaluate both technology and the deep experience and expertise of the company offering DDoS defense options to find the best augmentation to their security operations. This important partnership is often the difference between defeating an attacker and enduring a painful and costly attack.” □

For more information about Neustar SiteProtect, go to www.neustar.biz/services/ddos-protection

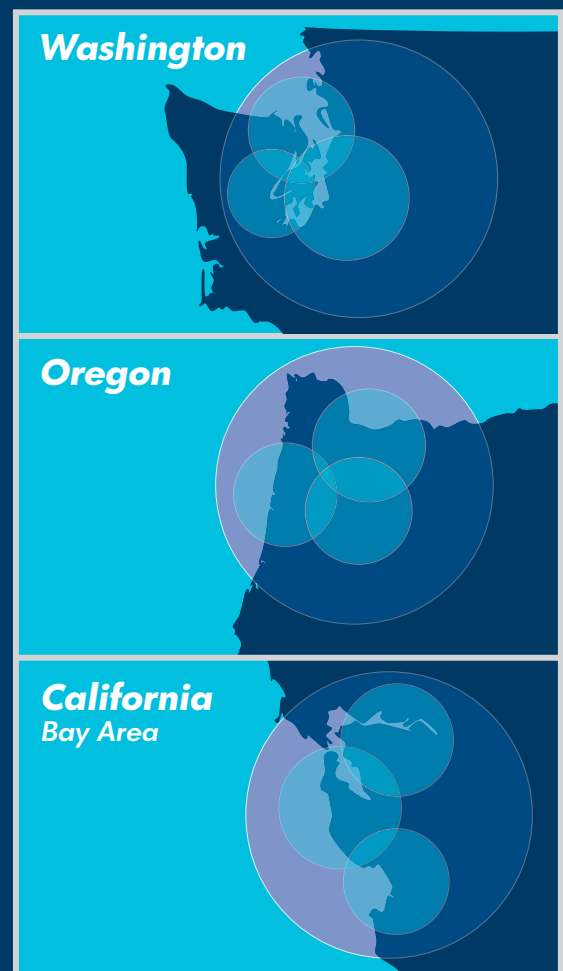
Take a different route with Wave Wholesale

Convert your TDM to Ethernet on our 100% Fiber Network.

Set up a meeting at www.wavewholesale.com or drop by to see us in meeting room ‘Texas 2’ during the show.

wave[®]
wholesale

Our West Coast Network



wavewholesale.com

Midco Deploys Infinera XTM Series for Interconnect Services

Infinera, a provider of intelligent transport networks, and Midco, an independent internet service provider and cable operator, have deployed the Infinera XTM Series for 100 gigabits per second (Gbps) transport to support metro aggregation services and to

interconnect Midco's data centers.

The Infinera XTM Series enables The INCOMPAS Show sponsor, Midco, to deliver high density and highly scalable 100 Gbps optical transport to support its growing network needs.

With the acquisition of Dataware, Midco now

operates data centers in South Dakota, which will accommodate customers requiring Tier 2 or Tier 3 facilities. It has plans to expand in other areas as well.

A variety of banking, healthcare, agriculture, energy, government and other clients rely on Midco's data center and managed services.

Midco operates one of the largest and most resilient optical networks in the region, an 8,400 fiber-mile network delivering services to urban and rural areas.

The Infinera XTM Series enables Midco to serve business and residential customers in Minnesota, North Dakota, South Dakota and Wisconsin.

Midco upgraded its long-haul network in 2015 with the Infinera DTN-X platform. It has extended its network into the metro with the Infinera XTM Series, offering its customers an end-to-end Infinera Intelligent Transport Network.

The Infinera XTM Series enables Midco to support metro Ethernet services and to connect its data centers with 10 Gb/s, 100 Gb/s and Fiber channel transport services.

The XTM Series offers direct WDM interoperability to Midco's existing DTN-X network providing the advantages of optimized metro and long-haul networks with the better economics of a unified end-to-end solution.

Midco also now is able to manage its end-to-end network with Infinera's Digital Network Administrator and use Infinera's Xceed Software Suite, which enables programmable software defined networking (SDN) control.

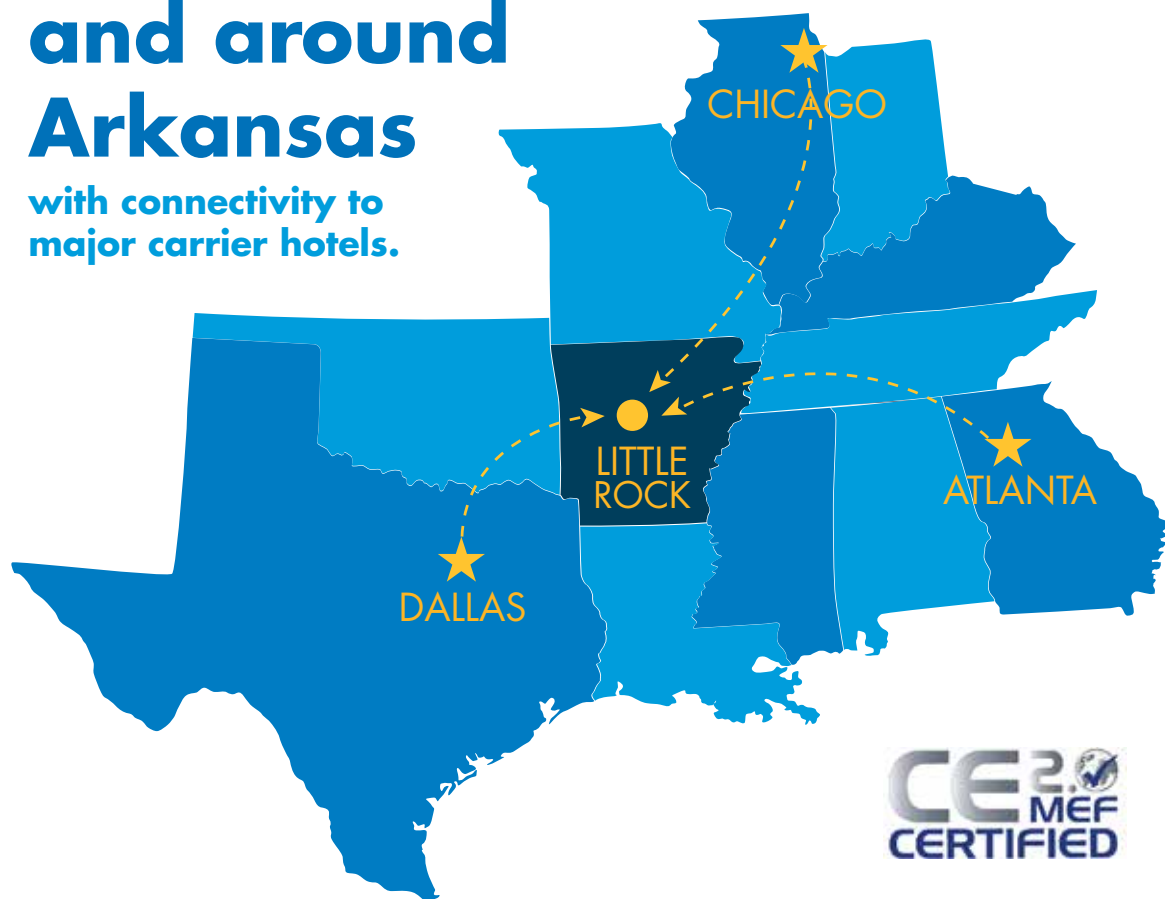
"As we upgraded our network with these new data centers, we once again selected Infinera to expand our intelligent transport network," said Jon Pederson, chief technology officer at Midco. "The XTM Series was easy to install, and we were able to use the Digital Network Administrator to control our Infinera end-to-end network from long-haul to metro with a single management system."

Senior Vice President of Infinera's Metro Business Group Karl Thedéen added, "We are pleased Midco is extending the benefits of the Infinera Intelligent transport network, offering its customers an end-to-end network from the metro to its core backbone. The Infinera XTM Series extends the benefits of Infinera's long-haul solutions to the metro and offers cable operators the benefits of scalability, ease of use and superb reliability.

"This expanded solution is a great example of how cable operators are deploying Infinera solutions across all sections of the network," Thedéen said. □

Fiber reach in and around Arkansas

with connectivity to major carrier hotels.



Connections large and small across the Mid-South.

Our fiber connectivity spans across

- Texas • Oklahoma • Missouri • Illinois • Indiana
- Kentucky • Tennessee • Alabama • Georgia • Arkansas • Louisiana

Ritter Wholesale offers resilient, secure, dependable network connectivity on our state-of-the-art fiber backbone. With flexible term options, multiple configurations and bandwidth speeds, we're your last mile.

To get a full picture of Ritter's network, go to www.ritterbusiness.com/wholesale or give us a call at 855.574.8748.



Sunesys Deploys in QTS' Chicago Data Center

Sunesys LLC, a provider of premium bandwidth services and private fiber optic networks, is one of the first carriers to deploy a diverse dark fiber (SunDF) network solution in QTS Realty Trust's downtown Chicago mega data center.

Sunesys already has established a presence in QTS data centers in Princeton, and Jersey City, N.J. It also supports QTS' entrance into Chicago by enabling a dedicated, dark fiber ring connecting QTS' new Chicago data center to 350 E. Cermak, providing secure, private diverse paths to the Chicago area.

QTS customers can access Sunesys' premier dark fiber, Ethernet, wavelength and IP services for the K-12, enterprise and carrier verticals in the Chicago area, as well as QTS' broad portfolio of cloud and hosting solutions for enterprise and government organizations.

Operating an interconnected global platform, QTS delivers a hybrid suite of cloud computing and infrastructure services ranging from data center outsourcing, colocation, managed hosting and private cloud, managed storage, server virtualization, backup, replication, and managed security services.

Earlier this year, QTS completed Phase 1 of a highly secure 317,000 square foot mega data center in Chicago's downtown corridor.

"QTS offers a national platform of integrated IT solutions ranging from wholesale to complex hybrid cloud solutions for enterprise and government customers," said Sunesys' Vice President Alan Katz. "With the exponentially increasing needs of these customers for high bandwidth WAN solutions and private, secure connectivity, we are pleased to be one of the first network providers for one of Chicago's newest and largest data centers."

QTS COO, Sales and Marketing Dan Bennewitz said, "Sunesys is a very important network provider as QTS enters the Chicago market with previously unseen levels of capacity and connectivity, particularly in the downtown area. Our new data center is prepared to deliver for both Sunesys and QTS customers as demand for connectivity and bandwidth continues to increase across the Chicagoland market."

Sunesys owns, operates and maintains high-density fiber optic networks in major metropolitan areas across more than 30 states. The company offers a comprehensive suite of tailored, high-capacity, facilities-based network

services coupled with superior industry expertise, service and support. □

For more information or to be contacted about Sunesys' services, visit www.sunesys.com.

THINK FIBER THINK COMMSCOPE

Wherever your network is headed, it's getting there with fiber connectivity. Nothing else offers the speed and agility your growing network demands—and no one but CommScope delivers the innovative fiber connectivity solutions you need to power the high-speed, high-bandwidth networks of tomorrow.

Visit CommScope.com/ThinkFiber

Contact Walker and Associates for CommScope solutions at 1-800-WALKER1 or walkerfirst.com.

COMMSCOPE®

WALKER
AND ASSOCIATES INC

**The INCOMPAS Show | Booth 201
October 23-25, 2016**

Lumos Offers Service to Homes Passed with Fiber

Lumos Networks Corp., a fiber-based service provider in the mid-Atlantic region, is offering SecurityCoverage's Tech Home managed solutions to the more than 18,000 residences passed by the company's advanced fiber footprint.

Lumos' Gigabit FAST fiber service offerings, with internet speed up to one Gigabit per second, is available to all of these 18,000 residences.

Tech Home managed solutions provide a unique combination of internet and data security software, cloud backup and 24x7 premium technical support for most connected home and consumer electronic (CE) devices. Tech Home is available in three different levels to meet the varying needs of consumers based on the quantity of devices in their home and the desired level of support.

"We're ecstatic to partner with Lumos Networks. They are a customer-centric company that wants to ensure a secure and seamless digital experience for their subscribers," said Armond Dawson, director of partner development at SecurityCoverage Inc.

Dawson added, "Lumos Networks clearly understands that home networks are becoming increasingly complex with the growing number of interconnected devices, and Tech Home is available in different levels to meet the needs of each customer."

"Tech Home provides the level of security and technical support needed to deliver peace of mind to our customers."

– *Diego Anderson, Lumos Networks*

Lumos Networks Senior Vice President and General Manager, Residential and Small Business Diego Anderson added, "We are excited to begin offering our customers the high-

quality internet security, cloud backup, and password management solutions included in the Tech Home Protect and Tech Home Protect Plus plans."

Anderson continued, "Our customers that want both an internet security suite and premium technical support for their home will be impressed with the value of the Tech Home Support plan. Tech Home provides the level of security and technical support needed to deliver peace of mind to our customers who will no longer need to worry about computer viruses, forgetting passwords, and connectivity issues for their tech devices.

"This partnership aligns well with our broadband strategy and further strengthens consumer support capabilities as we expand IP based service offerings with higher speeds," Anderson said. "This program certainly enables more robust customer support." □

For more information on Tech Home and other Lumos Networks products and services, visit www.lumosnetworks.com/products.



Where do you want
your circuit?



TYPE ADDRESS HERE

Mammoth aggregates 60+ fiber
networks across the Western US

Uniti Expands Footprint with Dark Fiber Award

Uniti Fiber, a provider of communication infrastructure solutions for the telecommunication industry, announced a partnership with one of the nation's largest wireless carriers. The partnership includes three new network expansion projects: The Quad Cities/Davenport, Iowa, area and Peoria and Rockford, Ill.

Uniti Fiber is a newly formed company combining the leadership and communications infrastructure of industry-defining companies Tower Cloud and PEG Bandwidth, both of which were acquired in the last year by CS&L, the Communications REIT.

Uniti Fiber has served portions of Iowa and Illinois since 2011, with an initial network footprint of more than 90,000 fiber strand miles, supporting 400-plus customer connections. The provider is broadening its infrastructure to augment and expand its fiber density in these areas.

"The expanded communication infrastructure resources in these markets offer an incredibly high bandwidth, low latency network which lays the foundation for future growth and enhanced service availability," said Ron Mudry, president of Uniti Fiber. "This expansion deepens our strong commitment to these underserved regions and creates a denser fiber network that provides new and enhanced connectivity options with major commercial data centers from Chicago to St. Louis."

The investment in new dark fiber infrastructure significantly will bolster the telecom capabilities of the region across all industries, Mudry said. Benefits of the expansion include:

- High bandwidth networks throughout the region that previously did not exist, enabling carriers to add improved competitive services
- Improved capacity and capabilities for data-hungry applications (e.g., HD mobile, streaming video, the Internet of Things) in underserved markets
- Greater high-bandwidth accessibility to support improved business success, business development and community quality of life in the build-out areas
- High performance, reliable and secure network for the transition to next generation (5G) telecommunication needs

"A strong and sustainable local and regional economy is dependent upon the communications resources available for business and residential growth," Mudry said. "This investment solidifies potential growth opportunities for the region, particularly for industries like healthcare, data centers, financial services, and other companies

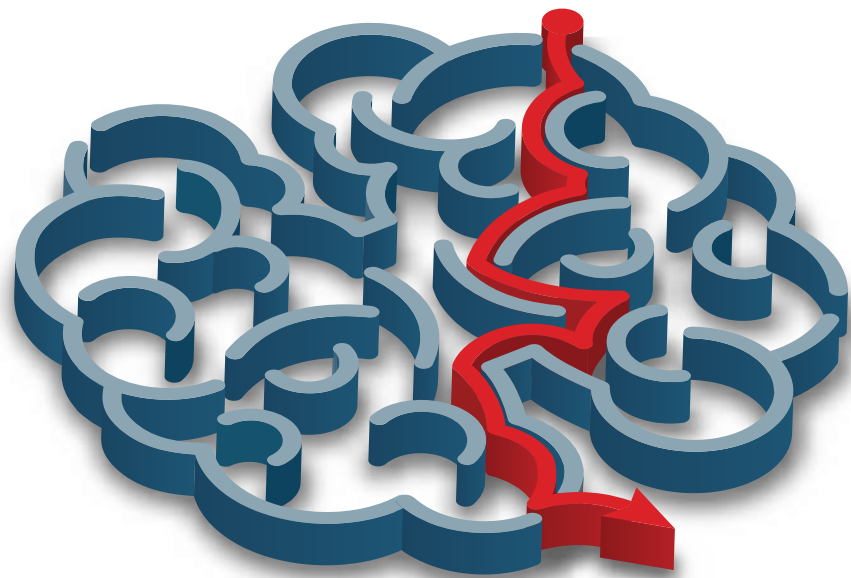
requiring high-speed networks looking to establish a presence in these regions.

Uniti Fiber focuses its expertise and resources on providing a variety of network connectivity options from metro and suburban areas, to lower-tier and rural markets where customers often struggle to find reliable, scalable and affordable communications solutions.

The company's growing infrastructure spans

580,000-fiber fiber strand miles over a 19-state region, with local access to more than 2,500 municipalities and dozens of utilities. This uniquely positions Uniti Fiber to deliver customized solutions wherever customers' toughest connectivity challenges exist. □

For more information, visit booth 117 in the Expo Hall or go to unitifiber.com



SMART FUNDING FOR TODAY'S TECHNOLOGY COMPANIES

Working capital. No personal guarantee.

Thermo Credit focuses on funding well-run companies in every segment of the technology industry. We are able to deliver funding, insight, and strategic opportunities that foster growth for both traditional companies and those on the cutting edge.

THERMO
Credit, LLC

Asset Based Loans
Accounts Receivable Financing
Factoring

1-504-620-3316
www.ThermoCredit.com

Clearreon Acquires Pangaea to Create Powerful Option for Service Providers and Enterprises in NYC Metro

Clearreon, a New York City-based provider of dark fiber networks and lit services, has acquired Pangaea Networks, a provider of metro Ethernet services to carriers, service providers and enterprises throughout the New York City metro and tri-state region.

The combination creates a complete optical fiber, Ethernet and wavelength offering for carriers and large enterprise customers.

The increasing demand for network capacity, speed and security drove Clearreon to acquire Pangaea Networks, complementing its existing offering.

"We are very excited about how this acquisition fits our plans for the future and how well the Pangaea team and assets synergize with Clearreon," said Cliff Kane, co-CEO. "Now, in addition to our dark fiber offering, Clearreon is able to provide Ethernet and wavelength services under our service assurance layer, and with Pangaea we are in a better position to

address existing demand for access and transport, as well as, nascent opportunities in cloud, densification and Internet of Things (IoT)."

Clearreon's Executive Vice President for Sales and Marketing, Kevin Rocks, who formerly was with Pangaea, added, "My team and I are thoroughly pleased to be onboard at Clearreon. We are looking forward to enhancing our PANMetro, Ethernet and wavelength products, growing our network to more data centers and most importantly, delivering best of breed services to our customers."

The provider connects to thousands of large enterprise buildings, carrier hotels, peering facilities and data centers in New York, New Jersey and Connecticut – extending globally through established interconnection agreements.

"Clearreon is committed to serving Pangaea's customer base, and delivering a world-class experience," said Michael Collado, co-CEO. "We are very pleased to welcome Pangaea's team to our growing organization, and look forward

to continue working in partnership with enterprises and carriers to support their expanding demands for more capacity, faster provisioning of services, and cost-efficient scaling over the coming years."

The Clearreon network consists of the highest quality fiber, connecting some of the most popular facilities in Manhattan. With the acquisition, Clearreon adds more facilities, more on-net buildings, including across the Hudson River into New Jersey and north into Connecticut.

As a network services provider, the company is pioneering a new, transparent way of doing business. It continues its rapid expansion into nearby enterprise office buildings, where it will continue to provide in-building wiring, and collocation (hoteling) services for C-RAN, I-DAS, as well as edge applications. □

For more information, visit www.clearreon.com or email info@clearreon.com.



Toll-Free Provisioning, Texting & LCR Software

If you are a Carrier, Reseller, Master Agent, or Toll-Free RespOrg, we can help you!

- Customer/Agent Portal, Toll-Free Number Management, Provisioning, Texting & Route Optimization Software
- 8MS Now Allows You to Provision SMS/800 AND Your Carrier's Network in One Step Automatically!
- 8MS is Used by Over 85 RespOrgs to Manage 30% of all Toll Free Numbers in the Industry
- Save Money Immediately Using CSF's Toll Free Provisioning and LCR Software!

CSF Corporation Contact
www.csfcorp.com
8MSsales@csfcorp.com
 +1.732.302.0222
 Frank Lauria, 732.713.3562

**Ask us about
 8MS TeXT texting
 for toll-free numbers!**

Are You Maximizing Your CABs Revenue?

With decades of experience, the Data Tech CABSPros team is dedicated to maximizing your company's CABs revenue.

From switch to bill to a check in the bank, Data Tech CABSPros offers the true end-to-end, best practice CABs solution anywhere. Complete Billing Assurance, the powerful CDG CABs and Mediation engine, and stellar, consistent results are what sets CABSPros apart.

**CABs Invoicing
 +
 CABs Billing Assurance
 ...welcome to both**

Give us an opportunity to show what we can do for your bottom line.

www.cabspros.com
info@cabspros.com
 706.698.3282



Line Systems Launches White Label Hosted PBX Offering

In an effort to gain market share in the enterprise wholesale marketplace, Line Systems (LSI) is launching scalable hosted PBX and SIP trunk offerings to be provisioned off its Metaswitch platform.

Unlike similar white label offerings, the LSI-powered service can scale easily into the hundreds or thousands of seats/trunks, and comes with a full suite of enterprise features and functionality.

"Many of the white label wholesale services are geared toward the SMB retail space," said Warren Reyburn, executive vice president at Line Systems, "And there are limited network offerings to bundle with the service.

"Our goal is to augment the existing partner solution set with a mid- to enterprise-focused product that includes features like soft phone, call recording and robust reporting equipped ACD software," Reyburn said. "We hope to equip our wholesale partners to scale into larger opportunities than perhaps they are currently outfitted to handle."

LSI provides voice, data and network security to customers nationwide, with network PoPs situated in various markets across the United States.

Wholesale clients can sell LSI services over an appropriately sized broadband connection, or deliver the service via managed circuits that are engineered back to LSI's state-of-the-art network to provide enhanced Quality of Service (QoS), Distributed Denial of Service (DDoS) protection and maximum uptime.

Founded in 1999, LSI is a full-service, integrated communications provider serving the national and international market space across its platform of voice, data and cloud services. □

For more information, visit www.linesystems.com, call 855.733.1000 or e-mail info@linesystems.com.

Sales Tax Associates Names Director of Operations

Sales Tax Associates Inc. (STA) announced that Michelle French will be promoted to director of Operations, effective Nov. 1.

French joined the company in August 2007 as a tax analyst, was promoted within the company to managerial roles, culminating in her latest assignment as senior tax manager.

As the company grew and expanded, French worked in various roles of increased responsibility and decision making. She was chosen to lead the STA team in filing thousands of returns and remitting millions of dollars in taxes every month.

"Michelle's management skills, knowledge of telecommunications taxation and transactional

expertise adds great value to Sales Tax Associates operations. Having Michelle in this position allows STA to continue to grow with ease of operations," said Daniel Tarrillion, STA's president.

French earned her Bachelor of Business Administration degree from Texas State University. She can be reached at michellef@salestaxassociates.com or 512.301.1808. Sales Tax Associates, founded in 1997, specializes in taxation and regulatory filings for the telecommunications industry. □

For more information, visit the company at booth 413 in the Expo Hall or go to www.salestaxassociates.com.

ARE YOU AFRAID OF THE DARK?

Our dark fiber solutions offer total control to light your own path with virtually limitless bandwidth in over 100 key metro markets.



 **sunesys**
|| Fiber.Faster. ||

tel 888.35.FIBER | web sunesys.com



LET'S MAKE A DEAL!

Vendors show off their products and services to attendees Monday in the Expo Hall during The INCOMPAS Show. Demonstrating their offerings is a great starting point for exhibitors to attract new prospects.



Berge Kaprelian
Group Publisher
berge@bekapublishing.com

Bruce Christian
Editor-in-Chief
INCOMPAS Dailies
bruce@bekapublishing.com

Percy Zamora
Art Director
percy@bekapublishing.com

Photos by
Steven Hacker
Christie's Photographic Solutions



Beka Publishing

Berge Kaprelian
President and CEO

Neil Ende
General Counsel

Jim Banks
Business Accounting

Corporate Headquarters

745 N. Gilbert Road
Suite 124, PMB 303
Gilbert, AZ 85234
Voice: 480.503.0770
Fax: 480.503.0990

Email: berge@bekapublishing.com

© 2016 Beka Publishing. All rights reserved.
Reproduction in whole or in any form or medium without express
written permission of Beka Publishing is prohibited.

Looking for a competitive differentiator?



**TROUBLE
TICKET**



KADENCE Ticketing System (KTS) supports customer retention strategies and enables providers to deliver preferential support.

Learn more about KTS with a live demo! Call or click to schedule today.

866-877-4373
gokadence.com

KTS Advantages



Flexible ticket links + workflows



Timer feature for managing SLAs



KPI dashboard and reporting



Create + track trouble tickets



Customer access via portal



Related tickets identify trends



A Better Way to Reach the Cloud



Voice
and UC



EtherCloud®



Managed
Services



Internet

gtt 