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# SHOW DAILY

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## Nelson: Congressional Action Must Protect Consumers

By Bruce Christian

The ranking member of the Senate Commerce Committee said Monday that Congress and the Federal Communications Commission (FCC) need to look forward through the lens of American consumers as they consider laws and regulations of the telecommunications industry.

Sen. Bill Nelson (D-FL) delivered the Congressional Keynote here at COMPTTEL PLUS yesterday morning.

Known as a Democratic centrist who encourages bipartisanship, Nelson was straight forward when he said Washington, D.C., has become "way too partisan."

"I think it is fair to say that if President Obama likes something and supports it, you will see an automatic rejection by some factions in Congress," Nelson said. "It is not a good atmosphere."

But in the midst of the partisan bickering and the "tit for tat" game that the two major parties play, Nelson said that if anything can be accomplished it can be with the assistance of Commerce Committee Chairman Sen. John Thune (R-SD).

The committee is empowered with legislative oversight on the nation's interstate commerce, communications, consumer issues, economic development, technology, competitiveness and much more.

Providing a bit of a history lesson, Nelson said the Commerce Committee was created more than 200 years ago, at a time where the founding members never could imagine today's world and today's technologies, must less pondering the preparation for sending a human to Mars.

(See Nelson, page 4)



Sen. Bill Nelson

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(Nelson, continued from page 1)

Nelson said Thune and he work together to bridge the partisan divide. The Florida Senator said Thune has a lot of common sense, and “we get a long.”

Together, Nelson said he and Thune have created in the Commerce Committee a “template for how to get things done,” taking pride that 15 measures have received unanimous support at the committee level and have moved on to the full Senate.

“And this is a committee that has some really strong personalities, including two Republicans who are running for president,” Nelson said. “But one thing we all agree on is to look for common ground on Net Neutrality. And we hope this committee will remain bipartisan, because Net Neutrality is the most significant telecommunications issue facing this Congress.”

Noting that the FCC’s ruling in February to keep the Internet open was in response to court rulings and the appeals of more than 4 million Americans, he added that ruling still will result in a lot of discussion, scrutiny and legal scrutiny in the Commerce Committee, the Senate, the House and industry.

“I want to remain bipartisan on Net Neutrality,” Nelson said, adding that whatever Congress does, “it must protect consumers, provide the FCC with flex-

ibility, cannot undermine the FCC’s authority and be forward looking for broadband.”

He emphasized the look into the future, saying what the 114th Congress does likely will no longer pertain to how the world is in a decade, because technology changes so rapidly.

Nelson called the FCC’s Open Internet action a step in the right direction, because it has provided “certainty and predictability.”

To emphasize this need for certainty and predictability, Nelson invoked the administration’s negotiations with Iran regarding that nation’s nuclear capabilities. He said he is supportive of the effort to lift sanctions on Iran for that nation’s 10-year promise that it would not develop nuclear weapons. And the agreement gives the United States an additional one-year warning, should Iran decide it wishes to begin its nuclear weapon program.

Nelson explained that in 10 years, the world will have changed so much, the entire matter with Iran could be moot, so “I am willing to take that risk.”

That is why the Senator said he will implore members of Congress to ensure that when it acts on Net Neutrality it will craft legislation that gives the FCC flexibility. “It must be flexible enough to respond to the

changing world,” he said. “We cannot have a regulator that is frozen in time. If we put a straight jacket on the FCC, we could very well harm consumers.”

Nelson also said that any statutory changes written to affect the way the FCC operates are “critically important to everyone in this room.”

But Net Neutrality is only one issue the FCC and members of Congress are reviewing, Nelson said, reminding COMPTTEL PLUS attendees the commission recently concluded the largest public spectrum auction in U.S. history, raising more than \$40 billion.

And Nelson predicted that the nation will continue to face spectrum challenges going forward, which requires the establishment of a “smart, forward-thinking spectrum policy.”

A rewrite of the Communications Act also is on tap in Congress, Nelson acknowledged, and whatever goes into the bill has to consider the changes since 1996 as well as what is on the horizon in the future.

“We, as a Congress, need to know what role the Internet plays in our lives on a daily basis,” Nelson said. “And as this industry evolves at a blistering pace, it is exciting to think about what happens in the next few years.” □

## Medin Explores Broadband Abundance

**W**ith video streaming, gaming and all kinds of applications needing bandwidth, “scarcity has returned” and the competitive telecommunications industry needs to act to create an agenda for bandwidth abundance, Google’s Vice President of Access Services Milo Medin said Monday.

Medin was the keynote speaker during Monday’s general session of the 2015 Spring COMPTTEL PLUS Business Expo here at the Gaylord Palms.

“Today in broadband, we are not seeing the kind of abundance that the technology can deliver,” Medin said, and he proceeded to explain what has happened since the industry believed it was flush, less than two decades ago.

“Internet traffic has been growing 20 to 40 percent each year for more than decade,” Medin said.

During that time, prices have been declining, because technological innovation has empowered more capacity to be delivered at lower prices, he explained, adding that streaming video, cloud services and app ecosystems depend on broadband abundance.

“I’d like talk about what it takes to create an agenda for bandwidth abundance,” Medin said. “All of us love abundance. It means we can use something and not worry about it costing a fortune or running out and doing without.”

Medin said copper wires that go into people’s homes used to be thought of as a natural monopoly.

But since the rise of cable, copper wire has lost some of its tarnish.

“The cable networks had a physics advantage, and could run a lot faster than those old copper networks could go,” Medin explained. “But that only mattered if someone delivered a service to users that exploited that advantage.”

And at that time, cable broadband was offering speeds at 5 or 10 Mbps, which was 100 times faster than dial up.

“You had so much bandwidth, you never worried about running out, and over time, all sorts of applications sprung up to use that bandwidth,” Medin said.

As years went by, computers and the home networks got faster and caught up to the bandwidth. And today, the bottleneck lies with Internet service to the home, Medin said, as he added multiple devices fight for the bandwidth.

“At Google, we have tried to restore abundance in bandwidth,” Medin said, citing the company’s use of fiber optic networks running into the home.

Since Google entered the fiber market in Kansas City, Kan., and expands to new markets, he said other providers are stepping up to begin delivering gigabit fiber in their communities.

“It’s important to point out that no one company,



Milo Medin

and no one model is going to fix our problem with scarcity in the U.S.,” Medin said. “It’s really a team effort. Public and private, rural and urban, big companies, and small companies, old companies and new companies, all working to deliver new choices to consumers is what it’s going to take.”

But Medin said roadblocks appear almost everywhere. He said the United States is not been focused on bandwidth abundance, it’s been focused instead on Net Neutrality.

(See Medin, page 6)

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Telcordia (d/b/a iconectiv) is proud to have been selected by the North American Numbering Council (NANC) to serve as the next Local Number Portability Administrator (LNPA) for all seven of the U.S. Number Portability Administration Center (NPAC) regions.

We thank the NANC, the public, the telecommunications industry including carriers of all sizes and the state, local and federal law enforcement agencies who provided extensive commentary during the Federal Communications Commission's (FCC's) fair and open process. We also wish to thank the FCC for unanimously recommending that the industry commence negotiations with iconectiv to serve as the next LNPA.

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A photograph of a man with short dark hair and glasses, smiling broadly while talking on a black mobile phone. He is wearing a red, white, and blue checkered button-down shirt under a grey cardigan. A silver watch is visible on his left wrist. The background is a blurred indoor setting.

**iconectiv**<sup>TM</sup>

(Medin, continued from page 4)

The Federal Communications Commission's recently announced rules to preserve Internet openness is something most everyone agrees on, Medin said. However, he added the ruling does nothing that would impede continued investment in fiber infrastructure.

"There are no price regulations, or unbundling requirements, and we don't consider limitations on paid fast lanes or requirements for consumer transparency to be a problem," Medin said. "We'll see how the rules around interconnection will play out, but we have always taken the position that high performance interconnection is important to deliver good service to our users."

Since the FCC ruled in February, Medin said no consumers are seeing higher speeds or paying less for their Internet service.

"No consumer is seeing higher volume caps than they had before. No consumers have additional choices of providers than they had before," he continued. "The openness of the Internet may have been preserved, which is very important, but the Internet options that consumers can choose from have not changed, and will not change because of what was passed in that order."

He said the FCC never addressed the underlying core problem that drives scarcity – lack of competition.

"Until that problem is addressed for the overwhelming majority of Americans, the outcry of their unhappiness about the service they receive from many U.S. ISPs is not going to change," Medin predicted.

"What we do need to do is build new networks, and deliver better and faster service that offers consumers a new choice, a choice that replaces bandwidth scarcity with bandwidth abundance," Medin said, adding that it is a tougher sell than most understand because of the infrastructure that is needed.

"Let's start with talking about rights of way," he said. "Some of our primary challenges are with getting at rights of way, whether they be poles or conduit."

Medin discussed a litany of previous rules, regulations and bureaucratic red tape that can tie up infrastructure improvements from pole attachments to highway builds and sewer improvements.

"When poles are replaced periodically as part of normal maintenance, additional communications space should be added for new providers to use in future builds," Medin said as an example of simplifying the infrastructure improvements that could work to help create abundance.

"The federal government also has a lot of room for improvement," he said. "We still do not have a policy requiring conduit to be installed on new highway builds, despite repeated efforts. Installing conduit during a new highway or road build is a very inexpensive action, yet can reduce the cost of pulling fiber by over 90 percent.

"This is especially important in rural areas where inexpensive dark fiber transport is usually very hard to come by," he said.

Medin decried cities, municipalities and even the Environmental Protection Agency (EPA) that have policies that require completion of projects, before infrastructure improvements can be made to benefit broadband abundance. Which requires the projects be torn up at tremendous expense.

"Something like 700 cities have been sued by the EPA for Clean Water act violations because their sewers and flood drains were improperly tied together. Given the fix is the overhaul and replacement of the sewer system, which is a very expensive proposition, some cities wanted to install conduit or fiber at the same time all the streets were open," Medin related. "However because of an obscure 1998 administrative rule, the EPA would not allow this. They told the cities to complete the sewer project without installing conduit, and if they wanted to install fiber afterwards, they could tear the streets open again and do it as a separate effort.

"Rules like this that get in the way of common sense need to be fixed, but for many communities, that opportunity has already passed," he said.

Medin said good underground mapping information is essential and inspections are another area where collaboration with network builders can reduce cost by assuring that construction crews don't have to wait around for inspectors to sign off on work.

But one thing is for sure, Medin said. "There are no silver bullets here, but in our experience, when cities choose to own making their infrastructure more accessible and easier to build in, it really makes a difference.

"Cities that excel at this process will attract companies to build there, and their consumers will enjoy the kind of abundance that only fiber networks can deliver," Medin said.

As he concluded his remarks, Medin said that if the industry fails to make the changes needed, no progress will be made, consumers won't have new choices and bandwidth will remain scarce.

"We should not be surprised to see much more intrusive government regulation," if that happens, Medin said.

"Unbundling and price regulation, which are off the table today, will be demanded to address the problem, and may well pass," he continued. "If that happens, America will have missed a great opportunity, as regulation can't deliver the innovation and disruption that a competitive market can. Today's status quo is not sustainable. Consumers will not tolerate it forever." □

## COMPTEL Elects New Members to Board of Directors

**M**embers of COMPTEL elected individuals to serve on the COMPTEL Board of Directors for the 2015-2017 term during the annual membership meeting yesterday afternoon. These newly elected board members join the others who are currently serving their 2014-2016 terms. The board will elect its officers this morning during its board meeting.

### Companies elected to the board for the 2015-2017 term include:

#### sMALL MEMbEr C ATEg Or Y

**CoastCom, Inc.** – Greg Palser, President and Co-Founder

**Kansas Fiber Network** – Steven Dorf, President and General Manager

**TSI** – Deb Ward, CEO

**WILCON** – Eric Bender, Co-Founder and Senior Vice President

**YourTel America, Inc.** – Dale Schmick, COO

#### MEDiu M MEMbEr C ATEg Or Y

**Hypercube** – Ron Beaumont, President

**Impact Telecom** – Robert Beaty, President

**Sonic Telecom** – Dane Jasper, CEO and Co-Founder

**Spirit Communications** – Grey Humphrey, Executive Vice President of Sales

**TDS** – Jim Butman, Group President

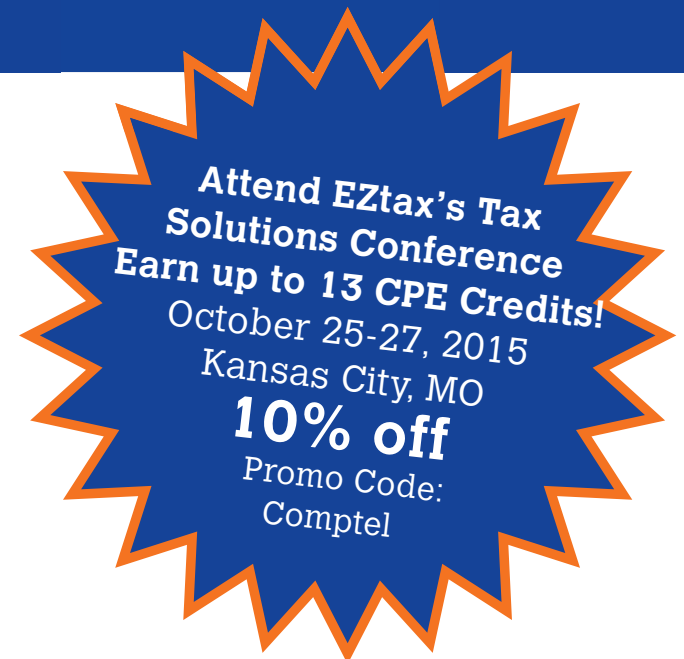
#### LArg E MEMbEr C ATEg Or Y

**TelePacific Communications** – Russell Shipley, Senior Vice President, Wholesale and Network Services

**XO Communications, Inc.** – Lisa Youngers, Vice President and Assistant General Counsel, Federal Affairs



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# Open Internet Order Still Faces Hurdles

By Bruce Christian

**D**espite the FCC's approval of the Open Internet Order earlier this year, the issue still remains unsettled, as partisan wrangling in Congress may affect the outcome.

"Since the FCC approved its Open Internet Order at its February Open Meeting on a party-line vote, and now that the full text has been out for about a month, there has been a lot of prognosticating about what will happen next on several fronts: the impact on the market, the business of ISPs and potential lawsuits or legal reviews of the rules," said Chip Pickering, CEO of COMPTTEL.

More than 4 million companies and individuals filed comments supporting the Open Internet, however some ISPs oppose the FCC's order, believing it overstepped its authority.

"The Commission took an historic step with this order to promote and protect an Open Internet," Pickering said. "The order is vital to consumers and companies of all sizes who depend on the Internet to communicate, conduct business and serve their customers.

"More importantly, it's a win for those who value individual choice, free expression, competition and the Internet-driven free market economy," he continued, calling the decision "a defeat" for companies that want to "exert gatekeeper control over the Internet."

Pickering said regardless of which side one falls, having an open Internet always has been a bipartisan issue. In fact, COMPTTEL released a white paper in March – available on the organization's website – that illustrates the long history of bipartisan support for a free and Open Internet.

The white paper explains how a Republican-led FCC originally established the principles that consumers should be able to access the lawful Internet content, applications and services of their choice. In 2005, the FCC, under Republican Chairman Kevin Martin, adopted and released the original Internet Policy Statement.

"At that time, the Commission expressed the belief that it could use its ancillary authority under Title I of the Communications Act to enforce the Internet Policy Statement and the principles articulated therein," Pickering explained.

He said the FCC's Internet Policy Statement was supported by then President George W. Bush, who in 2006 issued a Statement of Administration Policy that expressed his administration's belief that the FCC had the authority to address potential abuses by Internet access service providers.

Pickering said that because Comcast and Verizon appealed earlier rules that relied on Title I and Section 706 authority, the FCC had "no choice but to reclassify Internet access service as a Title II service." By doing that, the Commission "has clear and explicit authority to prohibit

abusive ISP practices such as blocking, discrimination, throttling and paid prioritization and be able to quickly address consumer complaints and take enforcement action as necessary."

Having a complaint process ensures interconnection is not used to evade open Internet protections, Pickering noted.

He said COMPTTEL believes the FCC's recently approved Open Internet Order took "a sound and wise approach," and one that will promote investment in the Internet ecosystem while protecting consumers, businesses and competition.

However, opponents to the FCC's order already are looking for ways to litigate the order, and the U.S. Supreme Court may need to weigh in on the matter.

In the meantime, several scenarios are in play in Congress, Pickering added.

"Republicans are generally aligned in their opposition to the FCC's action on Open Internet –not necessarily that they oppose the open Internet protections themselves, but oppose Title II classification," he said.

In the Congress, three legislative initiatives are being considered. One is a compromise House/Senate draft bill that addresses the core principles

in the order of no blocking, throttling, paid prioritization and unreasonable discrimination. The bill would embody the principles in law, but would deem Internet service as an information service (Title I) and restrict FCC rulemaking authority.

A second piece of legislation reintroduced the Internet Freedom Act (H.R. 1212), which would block the FCC's rules and would prohibit the commission from reissuing new net neutrality rules.

A third option would be a Joint Resolution under the Congressional Review Act, which would not be initiated until the rules are published in the Federal Register.

"This action could be taken to overturn the FCC's rules in their entirety, and has to go through both the House and Senate and be signed by the President," Pickering explained. "This course would likely end in a veto since President Obama has supported open Internet rules since his 2008 campaign."

Pickering said the only action that could change the dynamics in Congress is if a court issues a stay of these rules.

"But we don't think that's a likely scenario, since ISPs have largely said they are abiding by these rules already and there is no immediate harm," Pickering said. □

## First Communications Chooses Equinox's Protector

**N**ashville-based Equinox Information Systems reported that First Communications, a technology solutions provider in the Midwest, has licensed its Protector fraud management solution (FMS) from Equinox.

First Communications and Equinox began a business relationship 17 years ago when the former implemented the latter's solutions for call-detail record (CDR) collection and reporting. In recent years, it also selected and deployed Equinox's Tele-Link platform to mediate its usage data for delivery to its billing system vendor.

When this latest business assurance project arose, First Communications again turned to Equinox.

"Equinox values the established relationship we have with First Communications and appreciates the continued opportunity to assist them," said David West, executive vice president of Equinox Information Systems. "There's no greater testament to the personal service and reliable solutions we provide than when someone who is already licensing our usage analytics system turns to us for help in the fraud management arena."

Protector is recognized among the industry's most reliable and affordable tools for combating telecommunications fraud. It is used by Equinox customers to

process hundreds of millions of call records per day around the globe.

"First Communications values our long standing relationship with Equinox," said Abby Knowlton, vice president of Carrier Relations of First Communications. "We look forward to their continued support for data information services and tools."

First Communications offers data networking, voice and managed services throughout the Midwest. Founded in 1998, it is based in Akron, Ohio, and serves more than 35,000 customers.

Since 1986, Equinox has helped telecommunication customers globally stop fraud, mediate usage data, manage expense, and optimize revenue. Protector saves carriers hundreds of millions of dollars annually in fraud losses.

The company's data mediation, fraud management, revenue/expense management, routing assurance, usage analytics, network analysis, and custom application development solutions are currently deployed in virtually every sector of the telecom industry, including cable telephony, wireless, wireline, rural independent, CLEC and wholesale providers. □

For more information, visit booth 614 or go to [www.equinox.com](http://www.equinox.com).



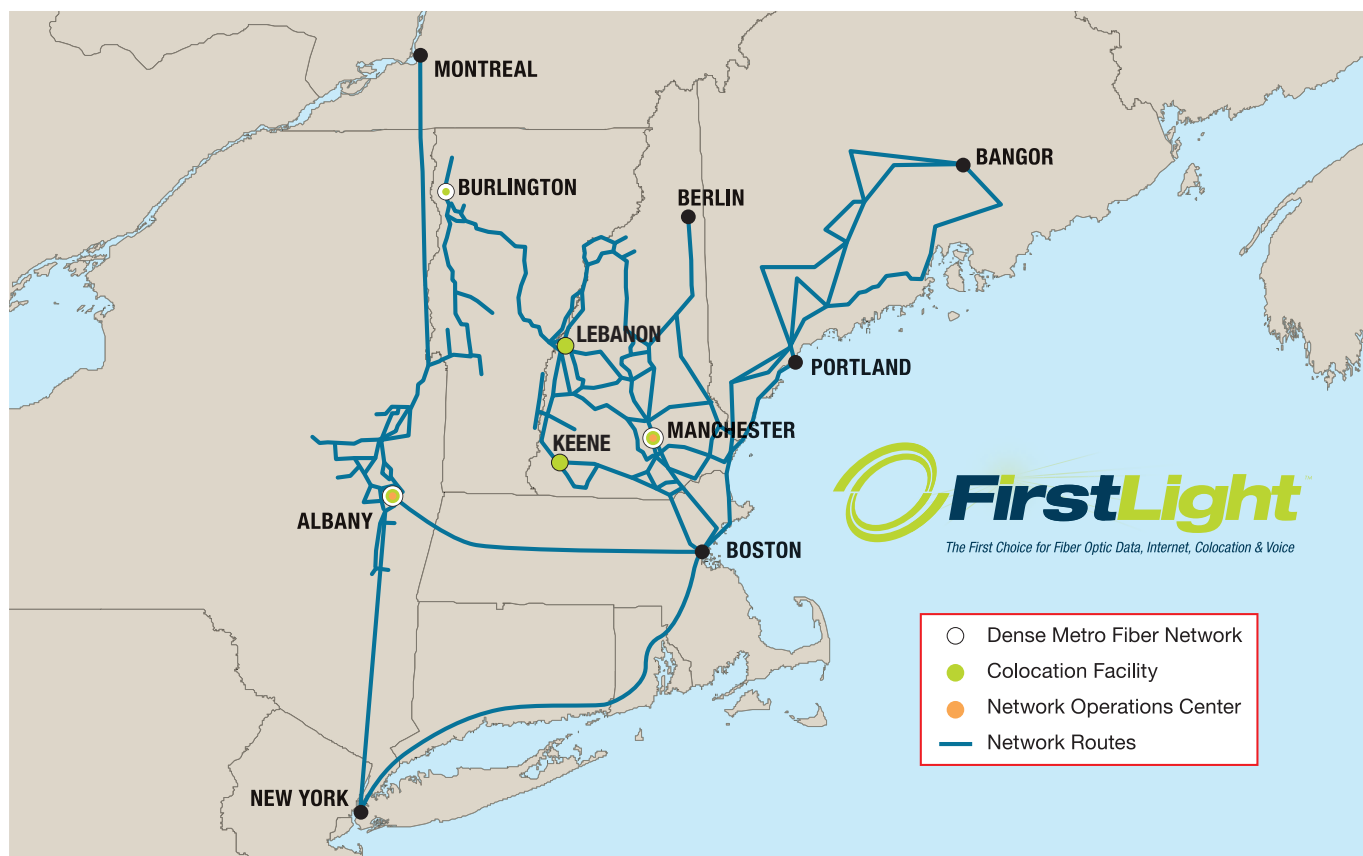


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# COMPTEL February Summit to Pave Way for Annual Policy Events

By Bruce Christian

**F**or the first time in nearly a decade, COMPTEL conducted a policy summit, and the results has CEO Chip Pickering optimistic the event could become an annual affair.

The February Competition and Innovation Policy Summit drew 200 attendees to Washington, D.C., to hear from and discuss with key members of Congress and FCC officials the issues that interest the competitive telecommunications industry.

FCC Commissioner Mignon Clyburn delivered they keynote address, during which she discussed her support for Chairman Tom Wheeler's competition agenda. Other prominent speakers included Sen. Roger Wicker (R-MS), chairman of the Senate Commerce Subcommittee on Communications, Technology, Innovation and the Internet, who talked about technology priorities for the 114th Congress; and Rep. Anna Eshoo (D-CA), ranking Democrat on the House Subcommittee on Communications and Technology, who discussed the Open Internet and Communications Act update efforts facing her committee.

"Our goal is to have more of these smaller, signature events throughout the year, so we can explore issues in-depth and foster more robust conversations about the future of competition and what steps must be taken to ensure consumers and businesses around the country can continue to benefit from the innovative products and services our members deliver," Pickering said.

He added attendees left the summit impressed with the caliber of the speakers and the depth of the discussions regarding issues of the day.



"The first part of the event focused on a lot of the traditional COMPTEL issues – such as special access reform and the tech transitions," Pickering said. "We got a lot of insight from both Commissioner Clyburn and the wireline advisors for several commissioners about the Chairman's competitive agenda and the commitment to move that agenda forward."

One highlight was a panel featured top companies and trade groups considering the impact of the FCC's actions on the Open Internet, which it decided just two days later.

Another panel focused on how competitive markets continue to incent more innovation and

greater investment in deploying broadband networks. It delved into what the FCC and Congress need to do to ensure Americans can continue to benefit from the variety of network options fostered by competition.

The summit ended with an examination of the potential impact of proposed mergers pending before the FCC and Department of Justice – including the Comcast-Time Warner Cable union, which COMPTEL opposes.

"All the executives agreed that the proposed merger should be denied as it poses a serious threat to the environment of competition, innovation and consumer choice that has driven our economy forward in the Internet era," Pickering said. □

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# COMLINK Highlights Cloud Network Solutions

**C**loud, network and voice services provider COMLINK is highlighting its cloud networking solutions and focusing on its dedicated healthcare network and partner initiatives this week at COMPTTEL PLUS.

The company's recent highlights include its Health Insurance Portability and Accountability Act (HIPAA) compliant network and data centers that are connecting healthcare facilities throughout Michigan and beyond.

COMLINK's Medisphere division supports healthcare providers throughout the Midwest with secure and reliable high-speed network services. Medisphere is powered by COMLINK to provide the high-speed networking services and the development of a sophisticated online resource for healthcare providers to help them analyze traffic, network and service performance, as well as equipment configuration at their facilities.


COMLINK's Medisphere network ecosystem comprises more than 100 healthcare sites boasting 99.999 percent uptime and around-the-clock help desk coverage, as well as multiple HIPAA and Statements on Standards for Attestation Engagements (SSAE) 16 compliant datacenters.

The company's specialized focus on the healthcare sector allows its information technology provider partners to add stable, secure, HIPAA-compliant cloud service offerings to the solutions they offer healthcare organizations.

Ann Arbor, Mich.-based Afia is one example. By leveraging COMLINK'S cloud-based infrastructure and service platforms and the company's understanding of the regulatory complexities of the healthcare industry, Afia is able to customize a private cloud environment for its healthcare customers. (To read a case study on the partnership between COMLINK and Afia, go to [newsroom.comlink.net](http://newsroom.comlink.net).)

COMLINK is a go-to resource for cloud services, cloud connectivity and cloud intelligence. With its state-of-the-art fiber optic network, data centers and cloud expertise, COMLINK allows its partners and customers to take advantage of all the cloud has to offer.

With data centers that host clients in more than 100 countries, COMLINK is a provider of cloud services, dedicated and virtual private servers, storage and colocation all connected over a private, protected Ethernet backbone with bandwidths over 100Gbps Optical Wave. Using its private fiber network and multiple certified datacenters strategically located, COMLINK can provide businesses with redundant (hot) servers, granular backup and restore capabilities, and a disaster recovery and business continuity plan.

COMLINK's rapidly expanding fiber optic network is based in Michigan and extends throughout the Midwest; with more than 6,000 miles of fiber and metro rings extending throughout the areas major markets. It also provides leading edge services, such as Optical Wave, Ethernet, DS1, DS3, OCx, and DSL. COMLINK offers the premier neutral access and local tandem in Michigan. In addition COMLINK offers an array of voice services; PRI, SIP, long distance, conferencing and hosted VoIP. 

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# Technologies Management to Present Free Workshop on Maximizing M&A Benefits

**T**echnologies Management Inc. (TMI) will be the host for a free, half-day workshop tomorrow to wrap up COMPTTEL PLUS this spring.

Entitled "Practical Magic – Realizing Ancillary Benefits from Mergers and Acquisitions," the workshop will look at the downstream impacts of such transactions, which should help to identify the hurdles that make it difficult to realize all the benefits and providing useful recommendations on how to move the merger process forward.

"The telecommunications industry has been through several cycles of mergers and acquisitions. In the '80s the long-distance competitors raced for subscriber line growth," said Connie Wightman, president of TMI. "In the '90s competitive local companies merged to expand their facilities footprint. During the economic downturn of the early 21st century, there seemed to be fewer telecom mergers and many of those were opportunistic.

"In recent years we have seen an upturn in activity, resulting in a number of interesting mergers that cross industry subsectors," she said. "The current environment, like all the preceding decades, presents challenges for all categories of merger transactions, from the acquisition of customer base to a complete merger of two strong companies."

Wightman said that in TMI's experience with a variety of provider types, "we have found there are critical potential advantages that are often delayed or never realized after the transaction has taken place."

The half-day workshop will bring key industry experts together to help attendees identify potential strategies for companies considering a merger or for those that have completed the transaction.

"From vertical integration, to regulatory obligations in a merger, to costs associated with not integrating resources, I am confident that attendees of this workshop will have practical examples and thought provoking strategic insight into often overlooked details that make a truly successful merger," Wightman said.

Three panels are scheduled during the workshop:

- Defining the Transaction – A company embarks on an acquisition process with specific goals in mind. But how do those goals shape the nature of the transaction? This panel of telecom M&A experts from Access Point Inc., Bank Street Group, Eldora Partners, FTI Consulting and Time Warner Cable will explore how to qualify identified targets that meet the stated objectives and structure the transaction effectively. In addition, panelists will discuss how a company can position their organization to become a desirable qualified acquisition target.
- The Regulatory Transaction – How do the

transaction and integration plans impact regulatory strategy and due diligence (and vice versa)? Panelists from Consolidated Communications, EarthLink, tw telecom/Level 3 Communications and TMI will address how to develop a sound regulatory strategy that supports the goals of the transaction. These experts also will discuss how the transaction drives the state and federal regulatory approval process and determines regulatory obligations.

- Post-Transaction Synergy – Assuming the transaction meets the corporate "big picture" strategy, how can the parties to a merger or acquisition realize the full potential of

life, post-transaction? Experts from Global Capacity, Impact Telecom, TMI and TXW Solutions will discuss the benefits of integrating networks, billing and operating systems, rates and tariffs, and the challenges of doing so. This group also will explore the costs of not integrating and why it is so important to complete the tasks.

The "Practical Magic – Realizing Ancillary Benefits from Mergers and Acquisitions" workshop will begin at 8:30 a.m. in the Orange Blossom Ballroom. A full agenda and confirmed speakers can be found in the COMPTTEL PLUS agenda. □

*The workshop is free. For more information, visit TMI at booth 615.*

## Mammoth Installs 100th Gigabit Circuit

**M**ammoth Networks has completed installation of its 100th Gigabit circuit this month, a milestone in the company's evolution to larger telecommunications circuits.

The 100th Gigabit circuit was installed as a 1Gbps wavelength circuit in Arizona City, Ariz., for one of the company's wholesale clients.

"We've been watching the circuit count approach the 100 mark for the last couple of months," said Brian Worthen, CEO of Mammoth. "This is validation that we have come of age in the telecom world."

Worthen explained the figure includes 1Gbps Waves, 10Gbps waves, a 100Gbps wave ring and a myriad of 1Gbps and 10Gbps Ethernet-based telecommunications circuits. Wave circuits are provisioned as dedicated wavelength colors transported on fiber between two points.

Mammoth, The privately-held company based in Gillette, Wyo., completed a 100Gbps fiber project in its home state of Wyoming, announced by Gov. Matt Mead at the Wyoming Broadband Summit last October. The company has more than 20 10Gbps wave circuits deployed and passing traffic, and multiple 1Gbps rings between data centers in Denver and Seattle.

An example of this is Mammoth's 1Gbps ring between the Westin Building in Seattle and Fiber-Cloud's data center in Bellingham, Wash., a data center purchased earlier this month by Wyoming-based company, Green House Data.

"Wavelengths are the simplest of circuits," Worthen explained. "This simplicity has been the greatest selling point for us when we draw a circuit layout for our clients."

He continued to define the equipment points for switched Ethernet services and how wavelength services are more reliable as a result.

Mammoth's agnostic approach to fiber has proven to be beneficial to the company. It buys local fiber from the telco, cable company or other parties, including regional fiber providers. The company recently signed agreements in three municipalities to build local access to Mammoth equipment points within the community. It also has more than 40 schools and multiple cable and cellular providers on its network, a demonstration of the company's capabilities in rural telecom markets.

Mammoth acts as a one-stop shop for provisioning, billing and supporting its customers. The company prides itself for support of legacy services alongside newer Ethernet services.

As a facilities-based aggregator of wholesale data services, Mammoth provides service throughout the contiguous 48 states on more than 40 network-to-network interfaces with regional fiber carriers.

Mammoth simplifies wide area networking by consolidating multiple access technologies and carriers onto a single network, and then delivering to its partners over a single interface. □

*For more information, visit [www.mammothnetworks.com](http://www.mammothnetworks.com).*



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*Comptel Plus*  
**Business Expo 2015**  
April 12th-15th  
Gaylord Palms  
Orlando, FL  
Booth 607

# Law Partners to Appear on SHLB Panel

**D**avis Wright Tremaine partners Jim Smith and Danielle Frappier will be presenting on a panel at the Schools, Health & Libraries Broadband Coalition (SHLB) 2015 Annual Conference, May 21, at the Hyatt Regency Crystal City in Arlington, Va.

The SHLB Coalition is a non-profit, 501(c)(3) advocacy organization that supports open, affordable, high-capacity broadband connections for anchor institutions and their surrounding communities. The SHLB Coalition, which is based in Washington, D.C., has a diverse membership of commercial and non-commercial organizations.

The Coalition was formed in 2009 as a short-term project to support the Broadband Technology Opportunities Program (BTOP) funded by the federal American Recovery and Reinvestment Act.

On the policy front, the coalition supports a variety of federal initiatives to support broadband for anchor institutions. It works with the FCC to promote capital investment in the E-rate reform, and it recently submitted a study estimating the costs of deploying fiber to the remaining schools and libraries without fiber.

With the support of the Gates Foundation, the coalition has completed a strategic plan to chart its course through 2017.

Davis Wright Tremaine is dedicated to providing excellent legal services, and delivering them in a manner customized to each client's particular needs and preferences. The commitment has remained intact for decades as the firm has grown throughout the nation and into China.

**The panel will bring together school and library experts and network/service providers to lend perspectives on the pros and cons of the "build vs. buy" decision.**

Smith centers his practice in telecommunications and government relations. A telecommunications industry veteran, Smith has more than 30 years of experience as an attorney, industry association leader and communications company executive. He advises

clients on complex regulatory issues and has developed policies and influenced laws and regulations impacting the industry.

Frappier advises communications entities regarding legal and regulatory matters, including compliance, market entry, licensing, and regulatory fees, with a particular focus on universal service matters, including contribution, and the Lifeline, E-rate, and High Cost/CAF programs.

During their appearance at the conference the two will discuss one of the most consequential of the new FCC E-rate Order's changes to the program – its equalization of funding treatment for dark versus lit fiber and its greater acceptance of "self-construction" as a way to push out high-speed broadband (especially in rural areas).

The panel will bring together school and library experts and network/service providers to lend perspectives on the pros and cons of the "build vs. buy" decision and provide tips on navigating the process under the new regulatory framework.

Other panelists include Bob Collie of Education Networks of America, Sheryl Abshire of Calcasieu Parish (LA) Public Schools and Duke Horan of Henkels & McCoy. □

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# Arena One Deploys TransNexus SDReporter Fraud Prevention Solution

Founded in 1999, Arena One provides fully managed Hosted PBX services using voice-optimized broadband and public Internet access.

Arena One's CloudCall Hosted PBX encompasses multiple features that trump traditional phone systems. It is scalable, avoids the need to purchase any equipment, is quick to install and provides most businesses with savings between 25 percent to 50 percent of traditional phone costs.

The company also has a variety of voice-optimized broadband products for companies that require guaranteed levels of performance without interruption.

With fraud increasing at a faster rate within the telecom industry, it has become more important than ever for service providers to take extra precautions in protecting their customers. Arena One began searching for a solution that would mitigate the risk of a fraud attack, and it chose to deploy next-generation fraud control software to safeguard its customers.

**With fraud increasing at a faster rate within the telecom industry, it has become more important than ever for service providers to take extra precautions.**

The choice was Averistar and TransNexus as the best solution to prevent a fraud attack. The TransNexus SDReporter software is a complete telecom fraud detection and call detail record (CDR) reporting and analysis product compatible with Arena One's BroadSoft and Oracle Acme Packet network.

SDReporter's compatibility with the BroadWorks Open Client Interface-Provisioning (OCI-P) Application Program enables the fraud detection software to block calls automatically or change the calling plan for any user, group or service provider configured in the BroadWorks network.

"Averistar understands our network and our business needs. Averistar's rapid deployment of SDReporter was the perfect solution for us. It is highly

effective and reasonably priced," said Dennis Arena, founder and CTO of Arena One.

TransNexus is a software development company specializing in applications for managing VoIP networks. Important carrier features offered by TransNexus are fraud detection, dynamic least cost and quality of service routing, number portability, profitability analysis, quality of service controls, and wholesale billing.

The TransNexus solution is interoperable with any SIP-based VoIP system and maintains partnerships with strategic vendors, such as Oracle Acme Packet, BroadSoft and MetaSwitch.

AveriStar Consulting provides expertise to BroadSoft platform owners focusing on engineering, training, and platform management. Its engineering practice assists in feature deployment and troubleshooting, to include all elements of the VoIP network.

Averistar takes pride in its customized training catalog to include training at their facility in Charlotte or customer premises. Platform Management is Averistar's newest service used by customers who need a helping hand with everyday maintenance and upkeep of their VoIP Network. □

For more information, visit TransNexus in booth 521 or go to [www.transnexus.com](http://www.transnexus.com).

## TeleQuality Expands its Data Center Presence into Austin

In a move to bring expanded "telehealth" connectivity to more rural healthcare providers across the country, TeleQuality Communications Inc. (TQCI) and its subsidiary, Rural Health Telecom, have broadened their data center presence into Austin, Texas, to support the company's continued growth, which now reaches into 28 states.

"The opening of our largest data center presence in Austin marks a huge milestone for our rural healthcare customers and our company," said Tim Koxlien, CEO of TeleQuality Communications. "It has enabled us to offer more network designs and centralized firewalls to more customers in the rapidly increasing rural telehealth market."

TQCI chose to partner with ViaWest for a multitude of reasons. In addition to being a multicarrier with 27 working data centers across five regions nationally, ViaWest's Austin location is a 7,519-square foot facility that offers 825 kVA system capacity and 2N redundancy, high-level redundant physical security and 288 tons of cooling capacity – all while delivering top-tier customer assistance.

"We began our partnership with ViaWest back in 2005 when we started offering our data center services at their Salt Lake City location," said Koxlien. "At TeleQuality, we aim to deliver the highest quality customer experience and love to partner with vendors who share the same values as we do."

With the choice of many data center vendors in Austin, another reason TQCI chose to continue its long-time partnership with ViaWest is because of its expeditious problem resolution.

"A lot of our customers don't have the capital to spend on building their own data centers and hiring

qualified IT engineers to manage and support it," said Mace Molen, ViaWest's client services manager. "ViaWest gives those companies the opportunity to still take advantage of data center services such as managed databases, managed network security and managed storage, without the added financial strains associated with self-managed hosting."

In assessing its data center location options, TeleQuality recognized a major advantage of a data center expansion in a city like Austin is its low incidence of natural disasters and physical security.

"Many of our customers live in Tornado Alley or earthquake and hurricane prone areas," Koxlien said. "Our new data center presence in Austin has enabled us to conduct multicarrier circuit consolidation which facilitates single invoicing for our customers along with disaster recovery and redundancy capabilities."

Another reason TQCI chose Austin is the city's reliable electricity. Texas is on its own independent power grid, which is managed by the Electric Reliability Council of Texas (ERCOT) and separate from the Eastern and Western Interconnects. This means one state's power decisions will not affect Texas.

Furthermore, Austin Energy, the city's municipally-owned energy company, is the first energy provider in the nation to earn ISO-9001 (International Organization for Standardization) certification for the construction, maintenance and operation of its electric transmission and distribution system.

Whether you're seeking to build a data center of your own or if you only need a few rack spaces, Austin has emerged as a major technology hub and has numerous options for both large and small organizations. □

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Tuesday, April 14, 2015

**7:30 a.m. – 8:45 a.m.**  
**COMPTTEL Board of Directors Meeting**  
 Orange Blossom Ballroom

**8 a.m. – 2:30 p.m.**  
**COMPTTEL PLUS Registration**  
 Florida Exhibit Hall Foyer  
 Sponsored by Level 3 Communications

**8 a.m. – 2:30 p.m.**  
**COMPTTEL PLUS Deal Center**  
 Florida Exhibit Hall E-F  
 Sponsored by thinQ

**8:30 a.m. – 9:15 a.m.**  
**CONCURRENT SESSIONS**

**Wireless and The Internet of Things**

**Backhaul and the Bottom Line: How CLECs Can Benefit in Today's Ethernet Environment**  
 Osceola 3

**Moderator:** John Devolites, Vice President, Product Management, Neustar

**Speakers:**  
 Jeff Brown, Director of Marketing and Product Management, Windstream  
 Mike Dienhart, Senior Director, National Network Engineering, U.S. Cellular  
 Adam Saenger, Vice President, Global Product Development and Management, Level 3 Communications  
 Dan Templin, Senior Vice President, Mediacom Business, Mediacom Communications Corp.

**Cloud and Network Deployment**

**Network Deployments: What's on the Agenda for 2015?**  
 Osceola 1

**Moderator:** Carol Wilson, Editor at Large, Light Reading

**Speakers:**  
 Matt Erickson, President, Physical Infrastructure, Zayo  
 John Schmitt, Chief Development Officer, FiberLight  
 David Zelenok, Chief Innovation Officer, City of Centennial, Colorado

**Business Strategies for Future Growth**

**OSS Implementing Best Practices for Compliance**  
 Osceola 5

**Moderator:** Sharon Thomas, Vice President and Consultant, Technologies Management, Inc. (TMI)

**Speakers:**  
 Randy Minervino, Vice President, Sales and Marketing, Profitec Billing Services  
 Joe Solana, President & COO, GSAssociates  
 Mike Weller, Senior, Business Consultant, EZtax

**9:30 a.m. – 10:15 a.m.**  
**GENERAL SESSION**

**The Value Stack: Utilizing the Power of Wired and Wireless Solutions to Deliver Maximum Value to Your Customers**  
 Osceola Ballroom A  
 Sponsored by AT&T

**Speakers:**  
 Jack Laskowitz, Director Product Development, AT&T  
 Rick Reed, Senior Marketing Communications Manager, AT&T

**10:30 a.m. – 11:15 a.m.**  
**CONCURRENT SESSIONS**

**Wireless and The Internet of Things**

**The Internet of Things: Our Connected World**  
 Osceola 3  
**Moderator:** Sean Buckley, Senior Editor, Fierce Telecom

**Speakers:**  
 Shiraz Hasan, Area Vice President, Industrial Internet of Things Solutions Group, AT&T Mobility  
 Jason Houx, Consulting Systems Engineer, Cisco Systems  
 Kris Venturini, Director of Service Providers, Clear2there

**Cloud and Network Deployment**

**Hybrid Cloud Architectures: Why the WAN Matters**  
 Osceola 1

**Moderator:** Jake Heinz, Senior Vice President, Marketing and Product, XO Communications

**Speakers:**  
 Jack Beech, Vice President, Business Development, SoftLayer  
 Ryan Mallory, Global Vice President, Technology and Solutions, Equinix  
 Duncan Puller, Vice President, Data Center and Cloud Strategy, Ciena

**Business Strategies for Future Growth**

**Open Internet Order: The Impact on Your Business**  
 Osceola 5

**Moderator:** Angie Kronenberg, Chief Advocate and General Counsel, COMPTTEL

**Speakers:**  
 Joe Cavender, Vice President and Assistant General Counsel, Level 3 Communications  
 Dane Jasper, CEO and Co-Founder, Sonic  
 Andy Lipman, Partner, Morgan Lewis

**11:30 a.m. – 2:30 p.m.**  
**COMPTTEL PLUS EXPO**  
 Florida Exhibit Hall E-F  
 Free Lunch available

Stop by the COMPTTEL PLUS Hub, sponsored by iconectiv, to get the latest news from the show.

**Hub interviews conducted by:**  
 Peter Radizeski, Consultant, RAD-INFO Inc.  
 Angela Leavitt, Founder, Chief Mojo-Making Officer, Mojo Marketing

**2:15 p.m.**  
**Grand Prize Drawing**  
 Florida Exhibit Hall E-F - COMPTTEL PLUS Hub

Don't miss your chance to win one of the grand prizes at COMPTTEL PLUS! Prizes include American Express gift cards worth \$1,500, \$1,000 and \$500.  
**How the Raffle Works**  
 At registration, each attendee will receive an entry card.

To be eligible for the drawing, the attendee must visit each sponsor's booth to receive a stamp on the entry card, and deposit the completed card in the bin at the COMPTTEL PLUS Hub. Only entry cards with all sponsors' stamps are qualified for entry. Winners will be selected during a random drawing at 2:15 p.m. on Tuesday, April 14. Entrants must be present at the time of drawing to claim their prize.  
 Grand Prize Drawing Sponsors:

- CSF Corporation, Booth #307
- GeoResults, Booth #408
- NetBoss, Booth #108
- NetSapiens, Booth #624
- OPT Teleservices, Booth #119
- Sales Tax Associates Inc., Booth #406
- Sonus Networks, Booth #207
- TransNexus, Booth #521

**2:30 p.m. - 3:15 p.m.**  
**Industry Keynote: Dow Draper, President Sprint Wholesale and Prepaid Services**  
 Osceola Ballroom A

**3:30 p.m. – 4:30 p.m.**  
**CONCURRENT SESSIONS**

**Wireless and The Internet of Things**

**The Wireless Ecosystem and Next Generation Networks**  
 Osceola 3

**Moderator:** Joseph Patton, Vice President, Sales and Business Development, TowerCloud

**Speakers:**  
 Chris Alberding, Vice President, Product Marketing, FairPoint Communications  
 Aaron Blazar, Senior Partner, ATLANTIC-ACM  
 Ray LaChance, President and CEO, ZenFi Networks

**Cloud and Network Deployment**

**SDN and NFV: Getting Started**  
 Osceola 1

**Moderator:** David J. Malfara Sr., President and CEO, ETC Group, LLC

**Speakers:**  
 Simon Dredge, Director of Technical Marketing, Metaswitch  
 Adi Paz, Executive Vice President, Business Development, GigaSpaces  
 Kevin Wade, Director of Product Marketing, Cyan

**Business Strategies for Future Growth**

**Defending Against Cyber Threats**  
 Osceola 5

**Moderator:** Necole Pynn, Managing Director, Carvus

**Speakers:**  
 Louis Archbold, Senior Consultant, Rapid Response Retainer, Verizon  
 Dave Monnier, Fellow and Director of Sales and Marketing, Team Cymru  
 David Nelson, Special Agent, FBI

# COMPTTEL PLUS Spring 2015 Exhibitor List

COMPANY	BOOTH #
1st Point Communications	608
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Unite Private Networks	225
UNITEL Insurance	122
VarData, LLC	324
Walker and Associates, Inc.	420
Wolfe	619

## Sprint's Draper to Share Insights During Keynote Session

In his position as President of Sprint's Wholesale & Prepaid Services, Dow Draper is responsible for acquisition, retention, sales and marketing for the company's prepaid products and services as well as the relationships with Sprint's wholesale and MVNO customers.

He shares his insights about the state of industry and comment on where Sprint is heading during his 2:30 p.m. keynote address today in the Osceola Ballroom A. His remarks will focus on Sprint's vision for the global wireless market, the company's goals and deployment agenda, the importance of special access services and what new, exciting products are expected to transform wireless communications.

Draper was appointed head of Sprint's Prepaid Services in September 2013, expanding the contract-free business with dramatic changes to keep the company's Boost Mobile, Virgin Mobile and Sprint Prepaid brands value-driven and competitive.

In late 2014, Draper added business development for

Sprint Wholesale to his responsibilities, managing sales of Sprint's leading-edge, award-winning assets in white-label form to hundreds of partners worldwide.

Before joining Sprint, Draper was senior vice president and general manager of retail for Clearwire. He also has served as senior vice president of marketing and products for the company.

Prior to Clearwire, Draper held various roles at Alltel Wireless, including senior vice president of Device and Data Services and senior vice president of Financial Planning and Analysis.

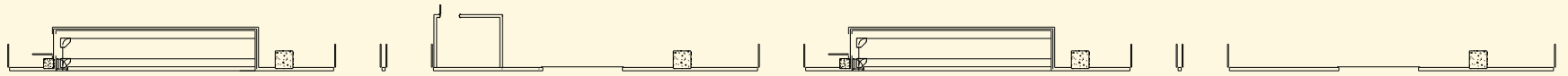
He also played a central role in the sale of Alltel to TPG and Goldman Sachs.

Draper has held executive positions at Western Wireless and McKinsey and Company. He is a graduate of the University of Colorado in Boulder, and he earned a master's in business administration from the Kenan-Flagler Business School at the University of North Carolina – Chapel Hill.

# COMPTEL PLUS Business Expo 2015

April 12-15, 2015

Gaylord Palms - Orlando, Florida



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Natio nwide 224  
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CYAN 314  
ADVA Optic 213  
Sandy Beach 312  
Iowa Netwo 209  
EZtax 308  
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TeleP acific 507  
Lights peed 606

H2O Overg 609  
Telisp ire 607

Chann el 102  
Alcate l- 100

Telco Syste 103  
AT&T 202  
Engho use 101  
Switc hRay 200

20' Ciena 20'

20' Overture Networks 20'

20' Comlink-Great Lakes Comnet 20'

20' TimleyBill 20'

8' High-Grape

ENTRANCE

# ADVA Joins OPNFV to Help Drive NFV

**A**DVA Optical Networking announced it has joined the Open Platform for NFV (OPNFV) and will play a key role in helping to shape the community's discussions and focus.

Established in September 2014, the OPNFV is an open source project aimed at accelerating the development and adoption of network functions virtualization (NFV). The OPNFV's community comprises a range of service providers, hardware manufacturers and software vendors, including AT&T, IBM and Juniper Networks.

Together, the community is developing an integrated open source platform that can be used to build NFV functionality.

"NFV presents the industry with an incredible opportunity; an opportunity to simplify network infrastructure, an opportunity to rapidly respond to networking needs. But we're only at the start of this journey," said Christoph Glingener, CTO of ADVA Optical Networking.

"What's key in such an early stage of a technology's development is that the supporting community moves forward together," he continued. "The transition from

vendor-specific, monolithic networks to open architecture requires clear collaboration and communication throughout the entire ecosystem.

"It's critical that there are no silos, no fragments. That's why we're part of the OPNFV," Glingener said. ADVA Optical Networking's OPNFV membership is the latest in a series of NFV-focused announcements that showcases the company's commitment to the technology. In addition to a number of demonstrations that showed how NFV could be used to develop virtual customer premise equipment solutions and virtualized radio access backhaul networks, ADVA Optical Networking also recently revealed its long-term NFV strategy.

This strategy is focused on the expansion of its best-in-breed ADVA FSP 150 Carrier Ethernet portfolio and will include new network interface devices (NIDs). These NIDs will become a vital aspect of the OPNFV's activities as it seeks to fully highlight the benefits of true NFV-centric networks.

"Communication service providers are eager to benefit from speed of innovation, cost efficiency and flexibility of NFV based on carrier-grade, integrated, open-source platforms," said Heather Kirksey, director, OPNFV. "Various open source components

have emerged from the work of different standards developing organizations (SDOs) and focusing on the consistency, performance and interoperability is key to the success of NFV.

"What's critical about the OPNFV is its openness, its deep-rooted sense of community," added Stephan Rettenberger, vice president of Marketing for ADVA Optical Networking. "It shares our values here. It understands that NFV's true potential can only be achieved if the industry works collectively.

"Our membership of the OPNFV is a clear signal to our customers, to our partners and to the wider industry that we believe in open collaboration, in transparency," he continued. "We've displayed this already with our NFV demos at Mobile World Congress and MPLS SDN World Congress. The key question is how do we move forward together? We're going to be working closely with our partners at OPNFV to answer this question and ensure that NFV continues to advance." □

*For more information, visit booth 213, or go to [www.advaoptical.com](http://www.advaoptical.com). You also can learn more about NFV by watching ADVA Optical Networking's latest animation video at [https://youtu.be/\\_amRLMBNWHE](https://youtu.be/_amRLMBNWHE).*



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**Nelson: Congressional Action Must Protect Consumers**  
By Bruce Christian

The ranking member of the Senate Commerce Committee said Monday that Congress and the Federal Communications Commission (FCC) need to look forward through the lens of American consumers as they consider laws and regulations of the telecommunications industry.

Sen. Bill Nelson (D-Fl.) delivered the Congressional Keynote here at COMPTEL PLUS yesterday morning.

Known as a Democratic centrist who encourages bipartisanship, Nelson was straight forward when he said Washington, D.C., has become "way too partisan."

"I think it is fair to say that if President Obama likes something and supports it, you will see an automatic rejection by some factions in Congress," Nelson said. "It is not a good atmosphere."

But in the midst of the partisan bickering and the "sit for sat" game that the two major parties play, Nelson said that if anything can be accomplished it can be with the assistance of Commerce Committee Chairman Sen. John Thune (R-SD).

The committee is empowered with legislative oversight on the nation's interstate commerce, communications, consumer issues, economic development, technology, competitiveness and much more.

Providing a bit of a history lesson, Nelson said the Commerce Committee was created more than 200 years ago, at a time where the founding members never could imagine today's world and today's technologies, must less pondering the preparation for sending a human to Mars.

*(See Nelson, page 4)*

Sen. Bill Nelson

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# ScienceLogic, TeleSphere Software Announce Joint Integration Project

ScienceLogic and TeleSphere Software have announced a joint integration project. ScienceLogic's network monitoring platform will be integrated with TeleSphere's Advantage Circuit Management (ACM) special circuit management platform via the ScienceLogic REST-based application programming interface (API). Integration development is expected to be complete by the end of June.

Vision Net, a managed service provider in Great Falls, Mont., is credited with noting the complementary aspects of the two platforms, the evolving market trends and requesting the integration.

As a reseller of the hosted ScienceLogic platform and long-time customer of TeleSphere Software, Vision Net recognized that telcos, middle-mile providers and other network managers increasingly are faced with delivering data and voice services based on various performance metrics set forth in service level agreements (SLAs).

Though these SLAs commonly are associated with wireless backhaul services provided to the major carriers, network managers also are being asked to meet SLAs for hospitals, financial services institutions and other quality of service (QoS) sensitive customers.

Corey Jensen, executive vice president of Vision Net said, "Providing TR069 device management and hosted network monitoring along with our network operations center (NOC) services gives us valuable insight into the needs of our client base. SLA management is a challenge in the industry. As such, leveraging the combined expertise that ScienceLogic and TeleSphere Software offer will allow us to solve that challenge."

Once integration is complete, ACM users will be able to leverage data from the ScienceLogic platform that specifically pertains to SLA management and includes these performance metrics, such as:

- Throughput
- Availability
- Latency
- Jitter
- Packet delivery.

SLA performance metrics will be available on a per circuit/customer basis and will be displayed via a management dashboard and various report formats. As a result, operators can differentiate their service offerings and ensure their customers receive the service quality for which they are paying.

Todd Twete, vice president of sales for TeleSphere, reflected on the integration project. "Many NMS, CRM, and OSS systems historically have operated as disparate systems placing network managers in a compromised position in terms of meeting SLA requirements," he said. "Integrating

our ACM platform with ScienceLogic will bridge that operational shortcoming and position our customers to readily meet SLA requirements and improve the profitability of their special circuits."

ScienceLogic delivers next-generation IT monitoring platform for the network of everything. More than 15,000 global service providers, enterprises, and government organizations rely on ScienceLogic to enhance their IT operations. TeleSphere Software Inc. is a nationwide telecommunications software

and professional services provider offering carrier access billing services (CABS), billing mediation, wholesale billing and circuit management solutions to the ILEC, CLEC, tandem, and cable telephony communities. TeleSphere Software is a wholly owned subsidiary of Blackfoot Telecommunications Group, based in Missoula, Mont. □

For more information, visit *TeleSphere Software* in booth 618 or go to [www.telespheresoftware.com](http://www.telespheresoftware.com) and [www.blackfoot.com](http://www.blackfoot.com)

## FairPoint Focuses on Fiber, Ethernet Presence in Northern New England

FairPoint Communications Inc. has reinforced the importance of its investment in technology and infrastructure to wholesale customers looking for improved access to their customers in the region.

Since 2008, FairPoint has invested more than \$700 million in its infrastructure and technology to reach new customers, upgrade its network and enable the next-generation of communications technology.

With more than 16,000 fiber route miles, FairPoint offers the largest fully-owned and managed fiber-based network in the region. FairPoint's fiber network, combined with its copper network, can deliver broadband services that can reach 87 percent of consumers and 95 percent of all businesses in the region, providing excellent access to these users by wholesale customers.

"FairPoint's fully-owned and managed network is the platform upon which we are providing the wholesale community access to the next generation of mobile and cloud-based communications, such as small cell wireless backhaul technology, voice over IP, data center colocation services, managed services and disaster recovery," said Chris Alberding, FairPoint vice president of Product Management. "Through our investment, FairPoint is bringing our network even closer to wholesale customers' end users, which gives wholesale resellers better reach into our footprint than ever before."

Key facts about FairPoint's Fiber and Ethernet Focus in Northern New England:

- In 2013, FairPoint launched Extended Connect for Carrier Ethernet Services to give wholesale providers access to its footprint through connection points in New York and Boston.
- In 2014, FairPoint announced it could provide more than 35,000 eligible service addresses in 32 markets with Ethernet connections capable of symmetrical, dedicated data transport speeds of up to 1 Gbps (located less than one

mile from the serving equipment).

Within the past year, FairPoint announced it would offer direct connections to its Ethernet network from two new data centers in Laconia, and Manchester, N.H. It also has increased the number of its central offices that are fully-enabled to serve Carrier Ethernet services to more than 90 percent of its central offices.

Across Maine, New Hampshire and Vermont, FairPoint has direct fiber connections to nearly 3,000 buildings, meaning that businesses can access FairPoint's Ethernet network quickly and easily without construction.

"In many cases, our existing fiber routes and fiber-lit buildings can be leveraged, but not every customer situation or design is exactly the same," said Alberding. "We have decades of experience designing and installing custom network solutions in a variety of physically and environmentally challenging locations.

"Whether it's cabling through the remote woods of Northern New England or running fiber to a cell tower at the top of a mountain, FairPoint has done it all. Our technicians live and work in northern New England and are adept at overcoming the region's physical and environmental challenges," he said.

A highly scalable core multiprotocol label switching (MPLS) network allows FairPoint to implement new Ethernet solutions quickly and seamlessly and delivers exceptional performance with 99.999 percent core network availability.

Also, with both class and quality of service capabilities, FairPoint can deliver Ethernet services to Northern New England customers through its diverse network paths. □

*FairPoint's wholesale business team will be at COMPTTEL PLUS to discuss services for wholesale customers. To schedule a time to meet with a wholesale account manager at the event, visit [www.fairpoint.com/wholesale](http://www.fairpoint.com/wholesale).*



# EarthLink Introduces Managed Transport

**E**arthLink Holdings Corp., a managed network and cloud solutions provider for multi-location businesses, announced the launch of its Managed Transport Service, capable of supporting multiterabit line systems for customers.

This new service enables the build and management of customer networks in increments of 500Gb, capable of scaling up to multiple terabits. EarthLink will provide the line system with the amount of capacity desired in 500G increments and either provision and manage all sub-rate circuits (100G, 10G, 2.5G, 1G, below 1G) for the customer or design it to be managed by the customer.

Scalable capacity on demand allows customers to grow their networks as they require additional capacity and take advantage of technology enhancements as they become available.

EarthLink Managed Transport Service also offers the benefits of flexible pricing structures designed with owner-like economics, and leverages EarthLink's established experience and history building, monitoring, and repairing fiber networks, and around-the-clock network operating center support.

"I am very excited to introduce our new Earth-

Link Carrier Managed Transport service. Many of our customers have enormous growing capacity needs and we offer our unique ability to support and partner

**Scalable capacity on demand allows customers to grow their networks as they require additional capacity and take advantage of technology enhancements as they become available.**

with them to fill this increasing data demand," said Lorenzo Leuzzi, EarthLink vice president of Carrier and Wholesale Services. "We can leverage not only our

robust network infrastructure but our professional experience building, provisioning and managing transport networks."

EarthLink Holdings provides managed network, security and cloud solutions for multi-location businesses. It helps thousands of specialty retailers, restaurants, financial institutions, healthcare providers, professional service firms and local governments deliver reliable and engaging customer experience in their stores and branch offices.

This is done because it builds and manages MPLS WAN networks, provides virtualized infrastructure, security, hosted voice, secure WiFi, compliance solutions, and exceptional customer care.

EarthLink Holdings operates a nationwide network spanning more than 28,000 fiber route miles, with 90 metro fiber rings and secure data centers that provide ubiquitous data and voice IP service coverage.

The EarthLink Carrier division sells facilities-based wholesale telecommunications to other providers and our award-winning Internet services connect hundreds of thousands of residential customers throughout the United States. □

For more information, visit [www.earthlink.com](http://www.earthlink.com).

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# Granite Raises \$3.25 Million for Dana-Farber with “Saving by Shaving”

**G**ranite Telecommunications LLC, a provider of communications services to businesses, announced it has raised \$3.25 million for Dana-Farber Cancer Institute as part of the company’s second “Saving by Shaving” event at the company’s Quincy, Mass., headquarters.

More than 550 Granite employees, CEO Rob Hale Jr., Massachusetts Gov. Charlie Baker, Quincy Mayor Tom Koch and local celebrities shaved their heads or beards in support of cancer research.

The original event took place February 2014, when Hale jokingly dared an employee to shave his ZZ Top-style beard in exchange for a \$10,000 donation to Dana-Farber. Weeks later, 428 Granite employees shaved their heads or beards and donated hair to Locks of Love. Hale and his mother, Judy Hale, donated more than \$2.2 million to Dana-Farber from that one event.

Given the success of last year’s event, Hale issued a challenge to employees to aim higher. This year, Baker joined Hale’s challenge, and Koch agreed to undergo the clippers as well. In addition, three members of the Boston Cannons professional lacrosse team – Kevin Buchanan, Jordan Burke and Martin Bowes – also joined the event and shaved their heads.



Granite CEO Rob Hale (right) and Judy Hale (third from right) presents the \$3.25 million donation to Dr. Edward J. Benz, Jr., President and CEO of Dana-Farber. Newly shorn Massachusetts Governor Charlie Baker (second from left), applauds the effort.

“It’s part of the culture at Granite to go above and beyond to help others, and the success of our Saving by Shaving event is a testament to

the commitment of our employees,” Hale said. “We are very proud of the employees who volunteered for this campaign, and we’re grateful that Governor Baker and Mayor Koch could also join us in raising money for a terrific cause.”

Granite has been named repeatedly as one of the most philanthropic companies in Massachusetts. The company and the Hale family have donated more than \$7.8 million to Dana-Farber during the past decade. They have also supported hundreds of other community charities in Massachusetts, the United States and throughout the world through weekly charitable donations.

Granite customers also supported the event, including Panera Bread, Starbucks and Stop & Shop, which provided free food and beverages.

Further donations to Dana-Farber can be made through the Saving by Shaving icon at [www.granitenet.com](http://www.granitenet.com).

Granite provides voice, data and other related communications products and services to multi-location businesses and governmental agencies throughout the United States and Canada. The company furnishes services to more than two-thirds of the Fortune 100 companies in the United States, and has 1.35 million phone lines under management. □

For more information about the company, visit booth 519 or go to [www.granitenet.com](http://www.granitenet.com).



More than 550 Granite employees participated in the Saving by Shaving event, which raised \$3.25 million for Dana-Farber.

# UNITEL Offers Risk Management for Members

**W**ith more than 100 years of combined experience in technology and communications insurance and risk management, UNITEL is now the largest such agency in the United States.

UNITEL has been active in the communications business sector for more than a decade, and even though traditional insurance markets are commonly used, UNITEL is able to provide a number of risk management techniques to any insurance problem to achieve adequate coverage at an affordable price.

The company has numerous insurance products including technology errors and omissions, property and casualty, and bonds. Some included businesses are: traditional telephone companies or incumbent local exchange carriers (ILECs), competitive local exchange carriers (CLECs), broadband companies and Internet service providers (ISP), as well as some of the newer entrants into the communications industry, such as middle-mile providers.

UNITEL writes an ancillary benefits insurance program for communication companies looking to provide employee benefit options at a competitive price. To that end, COMPTel partners with UNITEL Insurance to help

member companies enhance their employee benefits packages while potentially saving money.

Through this program, COMPTel members have exclusive access to:

- Discounted pricing
- Three-year rate guarantee
- Flexibility in plan design
- Underwriting concessions

Among the programs available from UNITEL and Principal Life are:

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- Portability provisions

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- Rehab incentive programs

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*For more information, or if you have questions regarding UNITEL Insurance products, contact Mike Reed with UNITEL Insurance at 800.755.0048, extension 7248 or visit the company in booth 122.*



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# Great Plains Communications Completes Fiber Routes

Great Plains Communications, a privately owned telecommunications, last- and middle-mile provider in Nebraska has completed construction of multiple fiber routes that extend from Cheyenne, Wyo., to Denver.

The three redundant routes cross through Nebraska and will provide Great Plains Communications customers and carriers access to various, diverse, low-latency options to connect from Wyoming, into Nebraska, Colorado, the Dakotas and Minnesota.

"Our Cheyenne-to-Denver routes are exceptional in that they satisfy a need in the marketplace for multiple, varied route options with true low-latency," said Todd Foje, CEO of Great Plains Communications.

"No other carrier is able to offer this kind of redundancy or diversity to these destinations," he continued. "We are proud to be able to offer this kind of service to our customers, and to provide new

economic opportunities to the communities along these unique routes."

At the core of Great Plains Communications' service offering is a 5,000-mile regional fiber network with community access rings, last- and middle-mile solutions.

The network reach extends beyond Nebraska into Colorado, Iowa, Kansas, Minnesota, South Dakota and Wyoming, and is supported by an around-the-clock network operations center.

The company is financially strong with a 105-year history of providing reliable and innovative solutions.

Great Plains Communications prides itself on its progressive approach to accommodating the needs of all regional and national telecommunications carriers, LECs, ISPs, wireless carriers and other service providers using superior custom engineering and custom build strategies. □

For more information, visit booth 218 or go to [www.gpc.com](http://www.gpc.com).

# CSF Expands 8MS Carrier Express

CSF Corp. announced today it has expanded the 8MS Carrier Express "Direct to Carrier Provisioning" solution to support direct interfaces to AT&T, Verizon, Level 3 and Impact Tel.

8MS Carrier Express is CSF's direct-to-carrier provisioning solution for toll-free numbers and is part of the 8MS Toll Free Provisioning, text-enabling and Least Cost Routing (LCR) Software Suite.

Advantages of using 8MS and 8MS Carrier Express include:

- 8MS allows for the automated and simplified management, provisioning and routing of toll-free numbers to the SMS/800 National Registry, which is used by RespOrgs to manage their toll-free numbers.
- The 8MS Carrier Express module adds the "Direct to Carrier" interface, so numbers can be added to carrier accounts and activated at the carrier level.
- Using 8MS and 8MS Carrier Express together allows a carrier or RespOrg to automate all steps associated with being a RespOrg and activating toll-free numbers on partner carriers.
- Adding the 8MS TeXT module, toll-free numbers can be text-enabled using the same familiar 8MS system and methodologies.

"CSF is excited to expand the quantity of carriers to which 8MS Carrier Express has direct interfaces," said Frank Lauria, executive vice president at CSF Corp. "This makes the process of activating toll-free numbers much easier, faster and more efficient. 8MS Carrier Express now interfaces directly to AT&T, Verizon, Level 3 and Impact Tel."

CSF is a provider of toll-free number management, provisioning, texting and LCR software. With more than 100 RespOrg and carrier customers, its flagship software product, 8MS, makes more than 75 percent of all changes to toll-free numbers in the industry. CSF's customers save time and money with its toll-free number management, and they can reduce their external carrier costs by more than 20 percent by using CSF's LCR and route-optimization software. □

During COMPTTEL PLUS, CSF is conducting live demonstrations of 8MS, 8MS Carrier Express, 8MS TeXT and the rest of the 8MS toll-free provisioning and LCR software suite. To see the products in action, visit booth 307 or for more information go to [www.csfcorp.com](http://www.csfcorp.com).



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# As DDoS Attacks Increase, NTT Com Excels

A recent report by the Ponemon Institute found that companies surveyed in its study reported an average \$1.5 million in costs related to denial-of-service attacks during the past year. The study also said the number one consequence of these attacks was reputational damage, followed by diminished productivity for the IT staff and revenue losses.

Among denial-of-service attacks, the threat of distributed denial of service (DDoS) was rated as one of the top three security threats, along with zero-day attacks and malware. A DDoS attack is an attempt to make a network resource unavailable by interrupting or suspending services of a host connected to the Internet.

DDoS attacks can strike at any time, potentially crippling network infrastructure and severely degrading user experience. Depending on the type and severity of an attack, the impact can result in resource damages, lost revenue, decreased productivity and irreparable harm to a company's brand.

Any organization with an online presence is a potential target for a DDoS attack, yet many organizations have inadequate security strategies to defend against such a threat.

Early DDoS attacks were focused primarily on flooding network resources with unwanted traffic so that legitimate traffic would be unable to reach the intended target. More recently, application layer attacks designed to compromise a specific service on a host have become more prevalent.

Because application layer attack traffic looks similar to legitimate traffic, traditional security measures, such as filtering, firewalls and intrusion prevention systems or intrusion defense systems are not sufficient.

In addition, attackers are learning from the defending countermeasures and are adjusting their attacks toward other targets and vulnerabilities.

The motivations of attackers can range from social and political protests to financial extortion with the intent to disrupt governments, organizations or businesses and cause financial or reputational harm. In many cases DDoS attacks are meant to cover other crimes, such as property, fund or data thefts.

Recent political instability and unrest in Africa, the Middle East and the Ukraine saw corresponding spikes in DDoS attacks on regional businesses and governments. Websites dedicated to reporting abuses or censorship have become targets of DDoS attacks as well.

Internet-centric businesses, online retailers and e-commerce websites are especially vulnerable, even if they have some DDoS mitigation tools in place. However, insufficient budget resources, shortage of qualified personnel and lack of C-level support remain critical barriers to preventing and mitigating attacks, the Ponemon Institute report found.

No single defense strategy to defend against today's sophisticated and evolving DDoS threat landscape exists. Instead, a layered defense approach is recommended that combines traditional security measures,

vast availability of bandwidth, intelligent DDoS mitigation systems and sound risk management strategies.

Recognizing the ongoing and increasing threats from DDoS attacks, NTT Communications (NTT Com) has deployed technologies to help mitigate these threats. Built on industry-leading DDoS protection platforms, NTT Com's global Tier 1 IP network and around-the-clock expert monitoring services, NTT Com's DDoS protection service allows for fast and effective actions to minimize the impact of a DDoS attack.

When notified of a possible attack, NTT Com's network security team analyzes key network data to confirm whether an attack is in progress and then rapidly re-directs incoming traffic through its mitigation platform. The DDoS protection service platform is built on best-of-breed technology, which removes attack traffic and passes legitimate "clean" traffic onto a network, allowing businesses to stay online and function during the attack. □

For information about DDoS attack protection, visit [www.us.ntt.net](http://www.us.ntt.net).

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**IDTExpress**

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The 2015 Spring COMPTTEL PLUS Business Expo got off to a high energy, funky good time as Alpheus Communications, ANPI, EarthLink, HyperCube, TSI, XO Communications, and YourTel Wireless sponsored the Opening Night Party featuring Orlando's own Robert Randolph and the Family Band.



# Walker and Associates Displays Juniper Partnership

**W**alker and Associates new booth has been busy since the COMPTTEL PLUS Expo opened Sunday. Don't miss your chance to visit and learn about the company's new solutions.

The new Walker and Associates booth is designed around solutions to the most challenging issues and features Juniper Networks' technologies.

Walker and Associates Vice President of Marketing Lisa Smiley said, "Our partnership with Juniper offers robust technical solutions that match emerging growth areas in the all-IP network, including virtualization."

The award-winning Walker and Associates and Juniper partnership offers the best technology and support possible to any business.

Walker and Associates is a premier source of telecommunications products for network operators, simplifying network deployments with expert installation, systems integration and unsurpassed sourcing services.

Since 1970 the company has remained an aggressive industry leader, offering products and solutions that support leading-edge technologies such

as switching, routing, NFV, software-defined networking, Carrier Ethernet, Voice over IP, wavelength-division multiplexing, reconfigurable optical add drop multiplexer, packet optical networking, access technologies such as Gigabit-capable passive optical networks, active Ethernet, Wi-Fi, fixed wireless, very-high-bit-rate digital subscriber line and more.

Walker provides these solutions to wire-line and wireless service providers of all sizes, including the federal government. It seeks new products and technologies that will aid in building network infrastructure and will allow upgrades for embedded base of equipment for higher speeds of broadband service delivery.

Walker's services help to reduce costs associated with designing, deploying, migrating, installing and maintaining network infrastructure at the customer location. The company assists customers in solving business challenges and increasing their ability to meet customer expectations. □

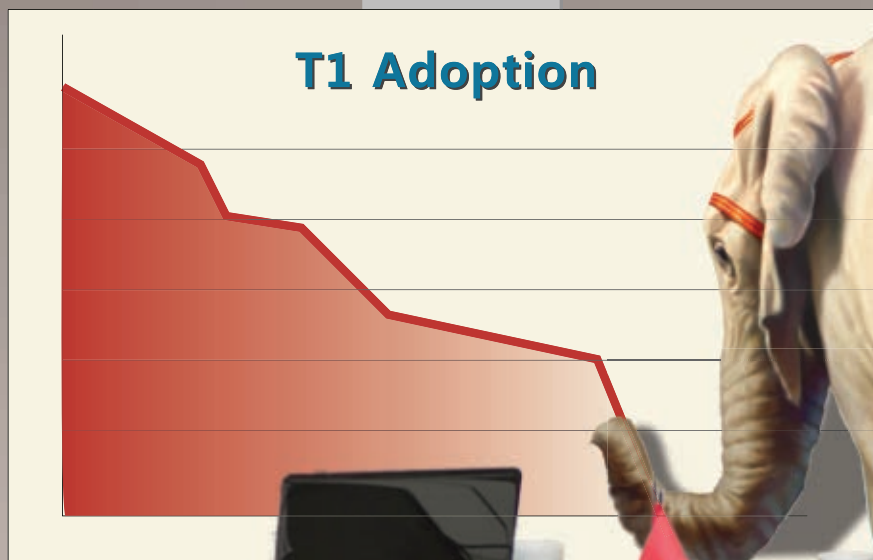
*For more information and to see the new solutions demonstrated, visit booth 420 or go to [www.walkerfirst.com](http://www.walkerfirst.com).*



Yesterday at the COMPTTEL PLUS Hub in the exhibit hall, research consultancy and market diligence firm ATLANTIC-ACM delivered its 2015 ATLANTIC-ACM Awards for U.S. Long Haul Wholesale Service Provider Excellence. This year's awards were based on more than 1,000 evaluations of long haul service providers by their wholesale customers for the 2015 edition of ATLANTIC-ACM's U.S. Long Haul Wholesale Service Provider Report Card. Winners include Level 3 (Brand, Sales Reps, Provisioning and Data Value); Sprint (Voice Value); Verizon (Network Performance); and XO Communications (Customer Service and Billing).

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# Axiom Fiber Networks Establishes PoP in NY

**A**xiom Fiber Networks, a telecommunications infrastructure services provider operating in the greater New York City metropolitan region, has established a Point of Presence (PoP) at 325 Hudson. The location is a rising carrier hotel and "meet me room" in New York City with a carrier-neutral core, located on the fiber-dense crossroads of Hudson Street and the Holland Tunnel.

The new PoP grants 325 Hudson's carrier and enterprise customers full access to Axiom Fiber's network.

Axiom Fiber Networks will offer 325 Hudson customers fiber diversity through a reliable and purpose-built fiber network, focused on offering dark fiber solutions with flexible business terms delivered with speed, simplicity and confidence.

The company's plan to connect to multiple carrier hotels, such as 325 Hudson, is the strategic first development stage for Axiom Fiber Networks.

"325 Hudson is among the world's top carrier hotels and was a first priority in the initial stages of deployment for Axiom Fiber Networks," said Felipe Alvarez, CEO of Axiom Fiber Networks. "Axiom Fiber offers diversity with our 864 strands of next generation fiber into 325 Hudson's Meet Me Room. Establishing a PoP at 325 Hudson enables access to the major regional, national and international carriers."

Director of Business Development at 325 Hudson John Danko added, "The deployment of Axiom Fiber Networks at 325 Hudson provides a superior customer experience in a neutral environment. 325 Hudson's customers can leverage a brand new network with additional diverse connectivity options through the facility's Meet Me Room. The complexities of deploying and operating a successful telecommunications network infrastructure in New York City involve providing fiber connectivity through our truly neutral Meet Me Room.

Both companies are focused on providing the best customer service experience for carrier and enterprise."

Axiom Fiber Networks offers dark fiber and custom networking solutions, focused on creating the best customer experience from sale through implementation, and ongoing service lifecycle management. Its business philosophy is based on offering operationally efficient solutions with flexible business terms, and delivered with speed, simplicity and confidence. □

For more information, visit [www.axiomfiber.com](http://www.axiomfiber.com).

## Access Point Introduces New Look

**A**ccess Point announces the launch of a new website and its expansion into the social media world.

After months of planning, the launch is highlighted by streamlined menus, simple navigation and access to information customers need.

The site was redesigned with user-friendly navigation, cool social sharing features and has been updated with the latest information about Access Point's products and services.

The Cary, N.C.-based company also announces its expansion into social media. The company

invites readers to join Access Point as it connects to this exciting way of communicating. This can be done by following Access Point on Twitter @accesspointinc, liking its Facebook page or viewing its profile on LinkedIn.

Using these social media tools allows Access Point to provide customers with news more easily and quickly on a variety of telecom-related topics and keep them better informed of what's happening, such as with the company addition of its unified communications product. □

For more information, visit [accesspointinc.com](http://accesspointinc.com).

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# Harmony Grows as NFV Gains Traction

Overture has announced the third installment of new members to its Harmony Partner Ecosystem, a program that enables participating members to demonstrate product integration and industry cooperation.

The collaboration allows communication service providers (CSPs) to combine best-of-breed components, avoid single-vendor proprietary systems and decrease project risks while accelerating deployments.

"The speed and breadth of our Harmony ecosystem expansion speaks to the veracity of the telecom industry's transformation to NFV," or network functions virtualization, said Brian Irish, Overture's director of Marketing. "Our customers have been clear – they are looking for open solutions that combine best-of-breed solutions for realizing the benefits of NFV. We welcome these new partners to the Harmony program and look forward to accelerating industrywide NFV transformation together."

The newest members of the Harmony Partner Ecosystem include:

- H-Log QoS Telecom, a provider of network and application performance monitoring solutions for carriers, service providers and IT enterprise markets. H-Log QoS Telecom's solution is software-based and is NFV ready. It can be deployed easily at any remote location through NFV orchestration, with minimal effort. Customers can initiate around-the-clock, end-to-end quality of service (QoS) and quality of experience (QoE) monitoring.
- Ixia, a provider of application performance and security resilience solutions so organizations can validate, secure and optimize their physical and virtual networks. Enterprises, service providers, network equipment manufacturers and governments worldwide rely on Ixia's solutions to deploy new technologies and achieve efficient, secure ongoing operation of their networks.
- Spirent Communications, which provides test and service management solutions for the communications industry. It is at the forefront of helping its customers assure SDN and NFV deployments.
- TransCIRRUS, which is focused on simplifying the deployment, management and scalability of cloud infrastructure. Based on Red Hat's standard OpenStack distros wrapped with its own software and bundled into dedicated appliances, TransCIRRUS offers rapid set up, a self-service user interface and automated non-disruptive scale out via its products.
- VeriX is a provider of innovative network testing and monitoring solutions. VeriX SAMTEST measures key performance indicators and diagnoses service degradation quickly, thereby enhancing customer experience for services delivered using Carrier Ethernet, NFV, cloud and SDN. SAMTEST delivers superior network visibility and higher productivity, using physical or virtual probes.

These new partners join existing Harmony members: 6WIND, Aeroflex, Brocade, Certes Networks, Dell, EnterpriseWeb, InfoVista, Intel, JDSU, Kapsch CarrierCom, Metaswitch Networks, Qosmos, Red Hat and Wind River.

Overture transforms delivery of dynamic communications, media and data services with Ensemble OSA, a carrier-class open network functions virtualization (NFV) solution providing analytics-driven orchestration and control. With

hundreds of CSP customers worldwide Overture is revolutionizing the way the world connects, communicates and captivates.

Founded in 2000 and based in Research Triangle Park, N.C., Overture is a leader in the development of innovative control and orchestration solutions for virtual and Carrier Ethernet systems. □

For more information on the Overture Harmony Ecosystem visit booth 301 or go to [www.overturenetworks.com/Harmony](http://www.overturenetworks.com/Harmony).

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**Booth #424**

# Global Capacity Lights Metro Fiber Ring in Dallas

**G**lobal Capacity, a connectivity-as-a-service company, announces the expansion of its One Marketplace with a metro fiber ring in Dallas, providing connectivity services.

The network will connect at Global Capacity's new point of presence (PoP) located in the Univision building, 2323 Bryan St., and its existing One Marketplace PoP at 1950 North Stemmons Freeway to provide access and local loop capabilities for IP transit and traditional point-to-point bandwidth needs.

The dedicated metro ring addresses growing enterprise demand for secure, scalable cloud connectivity among multiple data center facilities within the Dallas-Fort Worth market.

Global Capacity's new PoP in the Univision building provides an additional access point to One Marketplace with a near-ubiquitous network reach to more than 9.6 million commercial locations nationwide.

"Customer demand for more competitively priced connectivity and lower latency in the Dallas-Fort Worth Metro has fueled Global Capacity's network expansion," said Ben Edmond, chief revenue officer for Global Capacity. "Global Capacity will continue to expand the One Marketplace footprint in ways that complement our existing customers and suppliers, while maintaining the highest level of interconnectedness for near-ubiquitous reach."

One Marketplace has the extensive network reach and innovative applications that provide real-time network pricing and ordering with end-to-end delivery of private Ethernet connectivity and IP services. With speeds scaling from 1.5 Mbps to 10 Gig, Global Capacity's One Marketplace offers a flex-

ible breadth of speeds and service attributes to meet customers' connectivity needs for voice, data, cloud and video traffic. □

For more information about Global Capacity's award-winning One Marketplace, visit [www.globalcapacity.com/one-marketplace](http://www.globalcapacity.com/one-marketplace).

## TermScout Shows Ways to Customer Acquisition

**T**ermScout Inc., a Colorado-based software company that provides sales intelligence for specific industries, is highlighting on the Expo floor products designed specifically to enable telecommunications companies to speed up customer acquisition and revenue growth.

The company has built products for salespeople that takes a variety of disjointed data sources and then uses proprietary algorithms and processes to deliver actionable and accurate information a company can use immediately to engage a new prospect.

TermScout uses advanced data aggregation and analytics to provide cloud-based software that allows enterprise sales professionals and marketers to focus on selling their service offerings, rather than researching vast quantities of data.

ScoutFeed, TermScout's initial product, provides

accurate, timely and actionable trigger event information about customers within a specific market. In addition to company-related information, ScoutFeed delivers details around the specific buyer for telecommunications customers – such as the chief information officer or vice president of engineering, and it includes valuable contact information for them.

BuildingScout is TermScout's second product offering focused on the telecommunications industry and provides a highly accurate overview of tenant information within a building.


Similar to the data provided in ScoutFeed, BuildingScout delivers the buyer information for each tenant.

TermScout's products are in use throughout the country by multiple Fortune 500 companies. □

For more information about TermScout or to schedule a demo, visit booth 106 or visit [www.term scout.com/industry/communications/](http://www.term scout.com/industry/communications/).

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# IDT Opens Door to Direct U.S.-Cuba Telephony

IDT Corp., a provider of international telephony and payment services and the largest U.S.-based carrier of international long distance calls, has reached an agreement with Empresa de Telecomunicaciones de Cuba S.A. (ETECSA), Cuba's national telecom provider, to exchange international long-distance voice traffic directly between the United States and Cuba.

The agreement was filed with the Federal Communications Commission (FCC) and is subject to review. If the FCC allows the agreement to take effect – as expected – IDT will be the only U.S. carrier to have a direct interconnection into Cuba.

"We are very pleased to have reached this groundbreaking agreement with ETECSA. This is an important first step in the liberalization of telecommunications between the U.S. and Cuba," said Bill Pereira, CEO of IDT Telecom. "Ultimately, the agreement will help make it easier and more affordable for our customers to call friends and family in Cuba."

The action follows on the heels of revisions to the Cuban Assets Control Regulations the United States announced earlier.

IDT Corp., through its IDT Telecom division, provides retail telecommunications and payment services to help immigrants and the under-banked conveniently

and inexpensively communicate and share resources internationally. IDT's wholesale business is a global carrier of international long distance calls.

The corporation also holds a majority interest

in Zedge ([www.zedge.net](http://www.zedge.net)), developer of the popular, eponymous app for a mobile content discovery and acquisition. □

For more information, visit booth 125 or go to [www.idt.net](http://www.idt.net).

## Kansas Fiber Network Announces Market Expansion

Kansas Fiber Network LLC (KsFiberNet), the statewide broadband network in Kansas, is expanding its network.

"We are pleased to continue our mission," said President Steven Dorf. "The mission of providing reliable, scalable and affordable broadband solutions to carriers, educational institutions, medical facilities, municipalities and business customers who reside in areas of Kansas, which are underserved by the incumbent carriers."

With the addition, the company will double the points of presence (PoP), which it provides throughout the state.

Construction on the additional infrastructure has begun and will continue during the next several years, adding an additional 40 markets to the 400 served in Kansas.

Sales Manager Zach Cole said, "KsFiberNet is excited about our network expansion and our increased statewide footprint. As we extend our world-class 100G backbone to other markets throughout Kansas, we are ready to serve more of our customers' high-speed, high-reliability transport needs."

KsFiberNet was established to create a regional broadband transport network to serve the ever-increasing IP bandwidth and telecommunications needs of Kansas. The KsFiberNet network includes PoPs in more than 40 rural and metro communities, providing Kansans with a robust infrastructure capable of transporting critical voice, data and Internet services. □

For more information about KsFiberNet and its services, go to [www.ksfiber.net](http://www.ksfiber.net).



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# Regional Operators Partner with Cyan to Support Rural Connectivity

Cyan, a provider of software-defined networking (SDN), network functions virtualization (NFV) and packet-optical solutions for network operators, announced a series of recent deployments that highlight the company's momentum with rural and regional carriers throughout the United States, as they upgrade and enhance their networks to deliver new services.

Bloomingtondale Communications, Broadband Visions, Palmetto Rural Telephone Company and Vision Net have deployed Cyan's Z-Series packet-optical hardware and the Blue Planet SDN software to lower costs and deliver high-bandwidth optical and Ethernet services more efficiently across Michigan, Minnesota, Montana and South Carolina.

With access to Cyan's solutions, these regional service providers are able to transform their networks and their business models to meet the needs of their rural business and residential customers.

"Cyan understands the challenges facing regional carriers and rural telephone companies who are competing against larger incumbents to better serve

their customers," said Jeff Parow, vice president of Sales at Cyan. "Since our inception, we have focused on helping these customers deliver compelling new service offerings, and build networks that are both highly scalable and cost-efficient. Our ultimate goal has always been to provide these customers with a network infrastructure that allows them to successfully grow their business and we're proud to see the results."

Recent regional operator deployments of Cyan Z-Series packet-optical hardware and Blue Planet software include:

- **Bloomingtondale Communications** – Serving southwest Michigan with a variety of network solutions, Bloomingtondale Communications leverages Cyan's packet-optical technology and the multi-vendor SDN controller capabilities of Blue Planet to simplify the company's carrier Ethernet services management. By providing end-to-end visibility of Accedian and Overture Ethernet network interface devices (NIDs), and automated A-to-Z provisioning, Blue Planet enables Bloomingtondale Communications to increase

service velocity and streamline operations of the multivendor Ethernet network.

- **BroadBand Visions (BBV)** – A consortium group based in Hutchinson, Minn., BBV provides video services and transport to support member companies operating in Minnesota. BBV uses the re-configurable optical add drop multiplexer (ROADM) capabilities of Cyan's Z-Series as the foundation of the company's statewide optical network. The Z-Series provides an agile optical layer that allows BBV to rapidly provision high-capacity, low-latency wavelengths to increase bandwidth up to 100G for individual member companies.
- **Palmetto Rural Telephone Cooperative (PRTC)** – PRTC is a member-owned cooperative providing a complete telecommunications solution to homes and businesses throughout the Lowcountry of South Carolina. PRTC is using the Z-Series packet aggregation and transport modules, in combination with Blue Planet's multivendor management and SDN controller capabilities, to deliver carrier-

(See Cyan on page 37)



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# EZtax Announces Tax Solutions Conference

**E**Ztax (formerly BillSoft) announced it will host its 2015 Tax Solutions Conference (TSC) at the Country Club Plaza Marriott Hotel, October 25-27, in Kansas City, Mo.

The purpose of TSC is to educate attendees on EZtax's products and industry topics. The conference will cover a review of emerging tax issues, billing software integration, tax mapping tips, tax calculation methods, adjustments and overrides as well as tax compliance returns.

In addition, EZtax will review best practices, and attendees will have the opportunity to ask questions directly to the experts.

*(Cyan continued from page 36)*

grade Ethernet business and mobile backhaul services that meet their customer's needs for high-performance and resiliency with guaranteed SLAs.

• **Vision Net** – Vision Net, a Montana-based communications technology solutions provider offering a full range of data, voice and video networking applications, has upgraded its existing Cyan Z-Series packet-optical transport network to 100G. Leveraging the single-slot Z-Series DTM-100G module, Vision Net was able to increase the capacity of its optical backbone to meet the growing demand for low-latency mobile backhaul, data center, enterprise and wholesale transport services statewide.

"Bloomingdale Communications has a long track record of leveraging technology advancements to benefit our community. The flexibility of Cyan's Ethernet solution has allowed us to meet the growing needs of our Community Anchor Institutions (CAI) with services that are both scalable and simple to manage. CAI customers that have greatly benefited from our deployment of the Cyan platform include K-12 schools, libraries, and governments," said Dan Key, plant manager at Bloomingdale Communications.

"Our goal was to build a network that was both flexible and scalable to serve the rural markets across Minnesota. Cyan's advanced technologies and commitment to rural America will ensure we are able to achieve our goals," added Barb Bornhoft, chief operating officer at BBV.

PRTC's Chief Technology Officer Tony Stout said, "PRTC is leveraging Cyan's Planet Operate for edge device management, which is now influencing our decision on which NID to select."

And Vision Net's Executive Vice President of Transport Services Corey Jensen said, "Cyan is the foundation for every network service Vision Net provides. Vision Net couldn't have a better partner in meeting the continually increasing bandwidth and service demands of our customers."

For more information, visit Cyan at booth 314 or go to [www.cyaninc.com](http://www.cyaninc.com).

Attendees also will be able to earn 11 CPE credits throughout the day-and-a-half conference.

In addition to receiving an education on EZtax's products, EZtax will provide attendees a new appreciation for Kansas City. The "Taste of Kansas City" theme will include fun, food and entertainment.

The conference begins with a welcome reception. On Monday, to break up a full day of education, attendees will stroll over to the Kemper

Museum for and time to view the beautiful contemporary art throughout the museum.

Later that evening, everyone will venture to Kansas City's newest attraction, the Kauffman Center for the Performing Arts, for dinner on the 7th floor balcony and the opportunity to listen to John O'Leary, author of "Overwhelming Odds."

To register, go to [www.eztax.com](http://www.eztax.com) and receive early-bird pricing. For more information, visit EZTax at booth 308.

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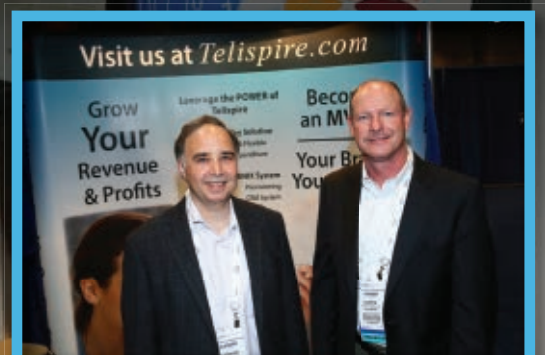
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# THE LNPA TRANSITION IN 5 WORDS

## COMPETITION

The selection of Telcordia (d/b/a iconectiv) by the North American Numbering Council (NANC) to serve as the next Local Number Portability Administrator (LNPA) is the result of the first competitive bidding process for LNPA services in over 17 years.

## CARRIERS

Carriers of all sizes provided comments during the comprehensive and open selection process and will be an important part of transition planning and deployment for the new Number Portability Administration Center (NPAC).

## CONSUMERS

Consumer needs were carefully considered in iconectiv's proposal and will continue to be important during the transition and beyond.

## CONTINUITY

There will be no changes to business rules, processes or porting times with the new NPAC.

## COLLABORATION

iconectiv's comprehensive approach to transitioning the LNPA service includes collaboration and testing with carriers, law enforcement agencies and other NPAC users. We will work with the industry, regulators and the incumbent to ensure a smooth transition.

iconectiv is proud to have been selected by the North American Numbering Council (NANC) to serve as the next Local Number Portability Administrator (LNPA) for all seven of the U.S. Number Portability Administration Center (NPAC) regions. For more updates and information about the transition, please visit [www.NPACtransition.com](http://www.NPACtransition.com).

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