

THE 2017

DAY
1

INCOMPAS SHOW



APRIL 3-5, 2017 | NEW ORLEANS, LOUISIANA

SHOWDAILY

INCOMPAS Show: Spring 2017 Showcases Enhanced Networking, Deeper Insights

By Tara Seals

As the competitive communications industry embarks on a new sea of opportunities in diverse areas like virtualization, over-the-top (OTT) models and fiber—while deepening its commitment to traditional service areas—this year’s show promises more opportunities for learning, conversations and insights than ever before.

“What I am most excited about is the diversity of our education lineup,” said Chip Pickering, CEO of INCOMPAS. “On Monday afternoon, just before the our French Quarter Fete Opening Party, the INCOMPAS Policy team hosted a workshop to update our show attendees about things happening in the policy



INCOMPAS livens up the floor with some Final Four fun.

arena that may impact their business decisions. Additionally, we have two other sessions that target opportunities presented by federal programs, like USF, and what we see coming in the way of fiber and infrastructure opportunities.”

This morning, the show kicks off with a keynote address by Kenny Gunderman from the Uniti Group, at 9:30 a.m. Then, there will be sessions going on throughout the day offered by show participants. Attendees can check out the schedule on page 8 or in the mobile app for timing of all sessions.

(See *INCOMPAS Story*, page 6)

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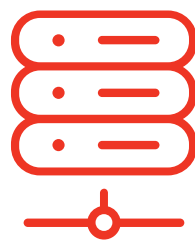
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Keynote to Address Infrastructure Builds

PROGRAM NOTE

What: Keynote: The Challenge of Building and Financing the Exploding Demand for Communication Infrastructure

When: 9:30 a.m. in the HUB.

Who: Kenny Gunderman, President & CEO, Uniti Group Inc.

The INCOMPAS Spring 2017 keynote presentation will touch on infrastructure spending trends, such as fiber as the mission-critical asset in the communication ecosystem, how communication towers and data centers evolved into the REITs they are



Kenny Gunderman
President and CEO,
Uniti Group

today and how fiber will follow the same trajectory, the resulting financial challenges facing fiber companies and options available to fiber company financing.

The address will be delivered by Kenny Gunderman, president and CEO, Uniti Group, who will also share the Uniti story and the innovative alternatives Uniti

provides to the industry. He has 18 years of investment banking and private equity experience and is focused on expanding and diversifying Uniti's real-estate portfolio.

Gunderman previously served as the co-head of investment banking at Stephens Inc., where he advised on many of the firm's notable investment banking and private equity transactions and specifically focused on telecommunications services. Prior to that, he was a member of the telecom investment banking group at Lehman Brothers, where he advised on various transactions and financings totaling more than \$125 billion. □

West Issues Update on Hypercube Integration

West Corp. is updating the industry on its integration efforts with Hypercube, which it acquired five years ago.

Prior to acquiring Hypercube, West was purely an enterprise player, serving Fortune 1,000 companies and other businesses with communications, conferencing, public safety and customer contact solutions. The addition of Hypercube thrust West into the wholesale arena as the operator of a carrier-grade network with CLEC certifications nationwide.

West said that it has leveraged its IP network capabilities to serve its retail business, while continuing to meet the needs of its wholesale customer base. The company underwent extensive realignment in 2016 and emerged as a more unified organization with a clearly defined framework for how to cross-sell its product portfolio.

The Telecom Services division, retaining all of the network assets and talent formerly held by Hypercube, maintained its wholesale operations and licenses and for the past few years has been the underlying carrier for the majority of West's toll free and termination traffic—both domestic and international. Later this year, West will launch wholesale international toll-free and termination service.

"With a focus on making improvements that would add value for its customers, West has maximized its vertical market expansion strategy to deliver a diverse portfolio that serves multiple communication needs," the company said. □

LightRiver Technologies Collaborates with Industry Leaders on Telecom Infra Project

LightRiver Technologies has joined the Telecom Infra Project (TIP).

Co-founded by Facebook and operators such as Deutsche Telekom and SK Telecom, TIP is an engineering-focused initiative driven by operators, infrastructure providers, systems integrators and other technology companies that aim to reimagine the traditional approach to building and deploying telecom network infrastructure.

TIP brings together leading industry innovators to collaborate on the development of new technologies and rethink approaches to deploying network architectures that leverage advances in the technology and an open approach to development.

The group's initial focus areas include access, backhaul and core, plus management. The project groups within these areas leverage the engineering and operation expertise of members to address pressing industry needs, including connecting the unconnected or underserved populations, and augmenting the development of new technologies like 5G, which will pave the way for better connectivity and richer services.

LightRiver will contribute its expertise in developing and deploying packet optical technologies and solutions, with initial focus in system integration and site optimization, solutions integration and open optical packet transport.

"We are delighted to join TIP and look forward to collaborating with optical industry leaders, of every type, to expand the future of optical networks," said Mike Jonas, president of Global Customer Operations at LightRiver. "As a systems integrator member that has built its business around providing network operators a vendor neutral choice in technology selection, we believe our perspective will add value to the TIP and its mission to rapidly expand network deployments needed to meet the aggressive growth in global data demand." □

The Future of CABS: Margin Assurance Needed

By Jon Jones

All too often nowadays, the idea that carrier access billing standards (CABS) are going away gets tossed around in an almost factual way. But that's not true. The number of CABS bills that an exchange carrier receives in any given month will either stay the same or even grow. CABS is not going away, it's simply morphing into something different.

First, originating switched access remains. Call types like outbound toll-free make up a significant and growing percentage of most carriers' CABS compensable traffic. Even CABS revenue for inbound calls, though incrementally smaller due to the effects of intercarrier compensation (ICC) reform, continues to have the switched transport elements that will remain compensable for the foreseeable future.

What about CABS and peering? Yes, carriers are paying to terminate peer traffic simply for the value of the direct connection, plus what they can save in tandem transit delivering calls to

your customers. Circuits? Absolutely. Ethernet is big business, especially metro Ethernet and backhaul, and wireless carriers are pushing back big time on LECs and CLECs who are not sending CABS formatted bills for these products. After all, the system your company uses to audit bills accepts the CABS format, so why send something inferior to your biggest customers?

But margin assurance is not just about the CABS bills you send, or even the ones you receive. Sure, they are important components, but you have to know you're billing everything you can bill, getting paid for everything you do bill, not paying for things you don't owe or paying too much for what you do owe.

Switched revenue and expense margin controls depend largely on how you handle your call records. Accurate and scalable CDR mediation, or the process of capturing, reformatting, rating, storing and indexing your call-detail records, is a key margin assurance building

block. It's a core process that voice telecom providers of all varieties must deal with in the normal course of business, now and in the future, if for no other reason than to bill your retail or wholesale customers. But mediation accuracy not only has everything to do with your network billing and cost margin assurance, it also has far-reaching compliance implications: CPNI, CALEA, FCC Form 480, business continuity, fraud management and more.

If your company is publicly traded, the implications are even greater.

Now when it comes to circuit-based margin assurance, beyond the installation charges and MRCs on the CABS bills, there is another unique set of margin assurance black holes, and a good CABS vendor and system go along towards filling them. Why? Well first take a look at order flow. A metro Ethernet or fiber-to-the-tower order should flow no differently than

(See CABS Story, page 6)

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**(INCOMPAS, continued from page 1)**

When it comes to networking, the 2017 show offers an enhanced format that brings even more of the meeting rooms to the exhibit hall, along with the networking spaces, to make the floor the center of action. Most of the sessions will take place on the show floor as well. In tandem, INCOMPAS has introduced a new mobile app for this show that lets users schedule their meetings and attendees reserve specific Deal Center tables to make it easier to meet up at the show.



This year's event also features an expanded Buyer's Forum, which "I'm especially excited about," Pickering said. "It was first launched at the INCOMPAS Show last fall, and now we are expanding that program

to include open times on the show floor to meet buyers attending the show."

Buyers will be available to meet with show attendees at the HUB area of the show floor on Tuesday and again on Wednesday, from 10:30 a.m. to 11:30 a.m. Several buyers also will be participating on a panel at 11:45 a.m. on Tuesday, immediately following the open meeting time.

On the attendee perk front, INCOMPAS has infused even more energy and fun on the show floor, featuring a refreshment station where attendees can start their day with a Bloody Mary or coffee and beignets. This goes with what else is new for the spring show: Its location, in the historic and unique town of New Orleans.

Beers with Peers will again be held on Tuesday afternoon from 4 p.m. to 6 p.m., and the Big Easy Bash closing reception will be held at Generations Hall on Wednesday from 5:30 p.m. to 8 p.m., just a short distance from the Convention Center.

"While we hope our attendees get out and enjoy the rich history and culture New Orleans has to offer, we also want to see everyone at the Morial Convention Center – just a few steps away from the Hilton Riverwalk, our host hotel," Pickering said. "We couldn't be more pleased with our plans for the show, and we look forward to hosting a productive and fun event for our members, sponsors and attendees alike." □

CSF Introduces New Texting Capabilities

CSF (Booth 308), a provider of toll-free provisioning and texting, is introducing new texting capabilities enabled through its recent acquisition of Aerialink.

CSF acquired Aerialink to enhance its toll-free texting capabilities and to further enhance its 8MS Cloud offering. The combined offering will now be able to deliver RespOrgs and carriers a more robust solution to meet their enterprise customers' needs. Aerialink's real-time mobile messaging platform offers a range of SMS, MMS, and location services via APIs and applications.

CSF is showcasing the latest features and capabilities of 8MS and 8MS TeXT, and offering free hands-on product training sessions at its booth. It will also demonstrate its least-cost routing (LCR) capabilities, which CSF said saves carriers 20 percent or more on their toll-free call originating traffic.

"We are excited about the addition of Aerialink, and the continued evolution of the 8MS Cloud platform," said Frank Lauria, executive vice president of sales and business development at CSF. "We are glad to attend another INCOMPAS show this year, and are looking forward to meeting with current clients, as well as building new relationships." □

(CABS Story, continued from page 5)

a FGD or a T1 order. An access service request (ASR) kicks the order off and the CABS system is there ready to receive it and read it. Whether the order is a move, an upgrade or disconnect, the system reads the ASR, adjusts the on-board inventory, creates the fractional charges from the order date and renders the bill in a machine readable CABS format, on time. If you are doing it any other way, you have money falling on the floor, disputes, rework, slow-pays and most likely disgruntled customers.

What about "Type 2" circuits, i.e., buying a circuit from one carrier to sell to another carrier? That creates a CABS-in CABS-out situation (or should). If you aren't reconciling your "buy circuits" to your "sell circuits" then you have more guaranteed money on the floor. The right, integrated order-to-inventory-to-bill platform or vendor can make that reconciliation a real-time reality.

But there is another way to complicate and reduce margin assurance even further, and that is to use a different vendor and

system for every process, with no integration, metrics, subject matter expertise or oversight. As ludicrous as that may sound, you'd be surprised how real an issue it is and how ever-present among carriers, especially newer entrants, it remains.

Is your company "that company?" Are the process smokestacks so far apart that the left hand has no idea what the right hand is doing? Maybe the right vendor and experts, with the right tools and experience, and with the knowledge of the complete voice margin assurance picture, could pull all of the pieces together. Imagine the possibilities, the optimization and the incremental savings on just the cost of those processes themselves by rolling them up to a single provider. □

Jones is CEO of Data Tech (CABSPros – Booth 314). Contact him at jjones@cabspros.com or 706-698-3282, or Ron Twine at rtwine@cabspros.com, for ideas or assistance on this issue.

Unite Private Networks Expands to Allen, Texas

Unite Private Networks (UPN) has announced another network expansion in the Dallas/Fort Worth metro.

The new infrastructure extends throughout Allen, along the Route 121 and 75 corridors, and connects the network to downtown Dallas, adding to UPN's nearly 800-mile fiber network in the metro. Business customers will now have access to dark fiber or lit services that are scalable from 100Mbps to 100Gbps, as well as a suite of other products.

"This buildout adds to other recent network expansion activities in the broader Dallas/Fort Worth metro, including Frisco and Plano," said James Edison, regional sales director for UPN. "The fiber expansion will allow triple-path redundancy for Allen businesses and data centers back to UPN's core network. This gives our customers the ability to connect to the extensive list of data centers on the UPN network in Dallas, as well as access to metro Ethernet, dark fiber, internet, wavelengths and custom-built options, all powered by a low-latency carrier-grade, 100 percent fiber-optic network." □

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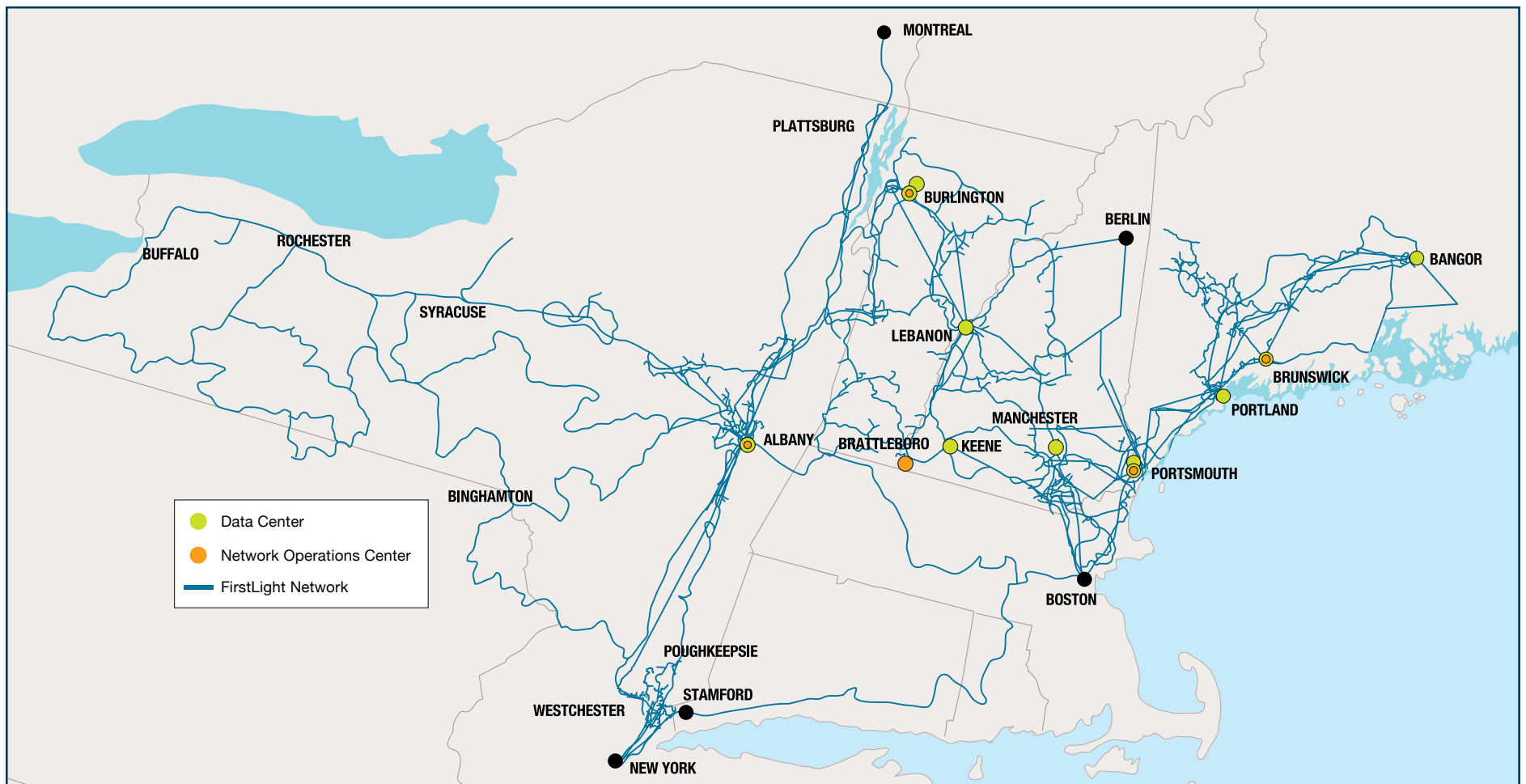


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Schedule at a Glance

TUESDAY, APRIL 4

7:00 a.m. – 6:00 p.m.	Registration, Deal Center and Meeting Spaces Open Registration sponsored by CenturyLink; Deal Center sponsored by GTT Communications
8:30 a.m. – 9:30 a.m.	C-Suite Networking Breakfast (Invitation Only); Sponsored by ICONECTIV Rivergate Room
9:00 a.m. – 9:30 a.m.	Bloodys and Beignets on BlueSky; Sponsored by BlueSky IT Partners Great Hall
9:30 a.m. – 10:30 a.m.	Industry Keynote: Kenny Gunderman, President and CEO, Uniti Group, Inc. The Hub - Great Hall
10:30 a.m. – 11:30 a.m.	Buyer Open Meeting Time The Hub - Great Hall
11:30 a.m. – 1:00 p.m.	Lunch Great Hall
11:45 a.m. – 12:45 p.m.	Key Strategies and Emerging Trends for Buyers The Hub - Great Hall
12:45 p.m. - 1:15 p.m.	Board Elections (Voting Members Only) Rivergate Room
12:50 p.m. – 1:05 p.m.	Making NVF Easy; Sponsored by ADVA Optical The Hub - Great Hall
1:00 p.m. – 6:00 p.m.	Exhibit Hours Great Hall
1:05 p.m. – 1:20 p.m.	Welcome to the Edge – Your Blueprint for Success; Sponsored by Schneider Electric The Hub - Great Hall
1:30 p.m. – 2:00 p.m.	How to be a Part of Granite's Success Through its Partner Solutions Program The Hub - Great Hall
2:00 p.m. – 2:30 p.m.	Snack Break; Sponsored by Granite Telecommunications Great Hall - Booth #316
2:00 p.m. - 2:30 p.m.	Refreshment Break Great Hall
2:10 p.m. – 2:40 p.m.	Business Opportunities in the Federal Universal Service Programs The Hub - Great Hall
3:00 p.m. – 4:30 p.m.	Buyer Power Hour Rivergate Room
4:00 p.m. – 6:00 p.m.	"Beers with Peers" Happy Hour Great Hall
5:00 p.m. – 6:00 p.m.	PAC Reception (Invitation Only) Rivergate Room
6:00 p.m. – 7:00 p.m.	Executive Reception (Invitation Only) Rivergate Room
7:30 p.m.	Executive Dinner (Invitation Only); Co-sponsored by Bank Street and Schneider Electric

Enter Cloud Suite Available on Megaport SDN

Enter, a leader in network and cloud services based in Italy, is collaborating with Megaport (USA) Inc., a subsidiary of Megaport Ltd., the global leader in software defined networking (SDN), that enables near-instant, readily-available access to its Enter Cloud Suite (ECS) and services ecosystem through Megaport's global elastic interconnection network. Enterprise and carrier customers connected to the Megaport network in Amsterdam, as well as any other Megaport-enabled locations, can now directly connect to Enter's innovative cloud platform and tap into Megaport's global footprint.

"Megaport's SDN enables us to extend direct connectivity to our cloud services beyond Milan, Frankfurt and Amsterdam to address increasing customer demand for network and cloud services across Europe and beyond," said Milko Ilari, head of International Business and Strategy at Enter.

"Enter Cloud Suite is the first European, OpenStack-based cloud infrastructure-as-a-service (IaaS) solution. ECS enables seamless orchestration of servers, storage, networks, domain name system (DNS) and content delivery network (CDN) through an intuitive graphical interface or advanced API. The highly available, resilient and scalable offering can be delivered autonomously or as a fully managed, turnkey solution that encompasses architecting, design, setup, migration, and ongoing maintenance and support.

Wholly owned and operated, and built upon secure open source technology, ECS is compliant with European data protection and privacy legislation. This is a key reason why ECS is one of the official cloud platforms of 52 European institutions and agencies, such as the European Parliament and Court of Justice. □

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FirstLight Partners with f6networks to Provide Network Transport Between U.S. and Canada

FirstLight Fiber, a fiber-optic bandwidth infrastructure services provider operating in Northeast, has developed a relationship with f6networks, the owner and operator of a high-capacity fiber network that provides transport between New Brunswick, Nova Scotia and Quebec in Canada to locations throughout the northeast U.S. FirstLight and f6networks are now able to provide lit services to customers who have both a U.S. and Canadian presence.

“Our relationship with f6networks is mutually beneficial, as we are now able to serve more customers in more places,” said Kurt Van Wagenen, president and CEO of FirstLight. “Coupled with our recent acquisitions of Oxford Networks and Sovernet Communications, the relationship with f6networks further enhances our capabilities to the benefit of our customers.”

The relationship began when FirstLight and f6networks collaborated on a solution for a large, industrial enterprise customer in Canada. FirstLight offers a connection from Calais, Maine, to St. Stephen, New Brunswick. This allows the companies to design a complete end-to-end solution, coupled with cost-effective, wholesale pricing and a reliable circuit to support the customer’s call-center operations. After this successful initial collaboration, the companies pursued leveraging

their relationship further.

The FirstLight network has 9,600 route miles of fiber and more than 5,000 lit locations, with access to 20,000 near-net locations, in

six states with connectivity to Montreal. FirstLight offers significant fiber density to ensure complete solutions that address all of the customers’ locations and business needs. □

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Global Capacity, VeloCloud Partner on SD WAN

Global Capacity has partnered with VeloCloud Networks to offer managed SD WAN services.

These services will enable businesses to efficiently route data across their WAN by first choosing the right access types based on the performance needs of individual locations and applications, then define unique policies to automatically prioritize traffic. It also unifies network management across disparate network technologies (Ethernet, MPLS, broadband or LTE) whether these are provided over the Global Capacity network, a competing network or a hybrid of the two.

“The Global Capacity One Marketplace platform is purpose-built to deliver simple, cost-effective and high-performance Hybrid networks that connect enterprises to key cloud destinations,” said Sanjay Uppal, CEO and co-founder of VeloCloud. “Global Capacity’s use of VeloCloud
(See Global Capacity Story, page 11)

Massachusetts Town Brings High-Speed Internet to Rural Areas

The Town of Mount Washington—one of Massachusetts' smallest towns—is implementing the smart infrastructure needed to bring high-speed broadband services to its previously underserved rural community of 145 residents.

Located within the Mount Washington State Forest, where internet is generally unavailable and cell service is sporadic, the town is among the nation's rising municipalities and rural cooperatives taking the necessary steps to provide its community with the critical broadband services that otherwise would not exist. By constructing a municipally owned communications network, Mount Washington will join the recent wave of towns taking responsibility for providing their communities with the technology and infrastructure required for basic high-speed internet services. The town will retain ownership of the network upon completion, and anticipates selecting a third-party service provider to provide end services to subscribers.

Mount Washington, in partnership with White Mountain Cable (a subsidiary of Dycom) and eX2 Technology, expects construction of its active Ethernet network to be complete in the fall of 2017.



"High-speed internet access has become an essential service in today's economy, similar to that of electricity," said Gail Garrett, select-board member, Town of Mount Washington. "We believe our town deserves the same opportunity to connect to the internet as those in larger communities, and, in building our own fiber-to-the-home (FTTH) broadband network, we are taking an important step in securing our community's long-term vitality and sustainability."

Following a procurement process, Mount Washington selected White Mountain Cable and eX2 Technology to provide design and construction services for its (FTTH) Active Ethernet network. White Mountain Cable will provide fiber optic construction, fiber splicing, termination and testing. eX2 will be responsible for verifying the proposed broadband route and fiber-optic cable placement, pole attachment agreements, permit-



ting, outside plant design, headend, network and optical network design.

The network will, ultimately, provide connectivity to residences, outfitting each Mount Washington household with dedicated fiber strands originating from MassBroadband's middle mile backbone termination point at Town Hall. Those who choose to subscribe for internet and telephone services will pay a monthly fee to a third-party service provider.

"The Town of Mount Washington is a great example of a 'can do' attitude," said Joel Mulder, vice president of sales at eX2. "The dedication and the commitment of the town's select board, along with the support of its townspeople, was very evident during this process. Other small towns can look at this model and see that receiving broadband services really is achievable." □



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Midco Plans Fargo Data Center

Midco plans to break ground on a state-of-the-art Tier 3 data center in Fargo, N.D., in the second quarter.

The 16,000-square-foot facility, which is expandable to 44,000 square feet, is Midco's third data center in the upper Midwest.

"The Fargo data center brings instant value to our customers by providing a Tier 3 protected facility that accesses our highly redundant and available 8,600-mile network," said Scott Smidt, vice president of Business Engineering and Operations. "This data center allows colocation and interconnects with local, regional and national providers."

The facility will be available for business customers that need partial rack, single rack or multiple racks. Private, caged areas or customizable suites are also available.

"This data center provides a unique geographical interconnect point for carriers and content providers," Smidt added. "The upper Midwest region provides a secure, cost-effective way to interconnect carriers with their customers. It's a significant financial and infrastructure investment. Midco is committed to interconnecting national, regional and local carriers to accommodate any and all businesses."

The Fargo data center is expected to be operational in 2018. Midco's two other data centers are in Sioux Falls and Yankton, S.D. □

KADENCE Enhances Fiber Management

KADENCE (Booth 101) will enhance its KADENCE Circuit Management (KCM) platform with functionality specific to the management of optical equipment, mapping of fiber assets and the tracking of outside plant (OSP).

In addition to tracking inside-to-outside plant connectivity for legacy copper and Ethernet assets, KCM users will be able to track fiber connectivity as well.

Existing KCM functionality will be updated to track OSP locations, such as fiber nodes, poles, pedestals, enclosures and manholes and facilities such as cable and duct. The fiber enhancement will also include web-based, raster and vector database maps featuring editing functionality. A three-phase release schedule is planned, the first of which will occur on Sept. 30.

Launched in 2014, KCM is an OSS platform that optimizes the management of special circuits, inside plant and trouble tickets. Courtesy

of a workflow engine, business processes are formalized, key performance indicators (KPIs) are developed and the timing associated with revenue realization is improved. Network visibility is enhanced by functionality that efficiently documents circuits, facilities and inside plant and ultimately correlates network customers, circuits, contracts and SLAs. Maintenance notifications can be issued in a matter of minutes via an intuitive GUI. A report library meanwhile offers comprehensive and customizable information specific to customer and off-net contract management, as well as regulatory reporting.

“Fiber deployments continue to be an ongoing concern for the small and mid-sized service providers,” said Todd Twete, KADENCE’s vice president of Sales. “In addition to the quest to create an ROI, service providers must also comply with FCC reporting requirements. Our fiber tracking enhancement is further testament of our commitment to eliminate multiple, disparate platforms, create a single back office OSS solution and empower our partners with an intuitive and efficient solution for tracking their valuable fiber assets.” □

(Global Capacity, continued from page 9)

to further expand their provider neutral model of managing any combination of their services or their competitors is truly innovative.”

“Global Capacity’s selection of VeloCloud was based on a unique set of differentiated advantages that enhance our One Market-

place model by enabling us to further optimize application performance and reliably deliver a variety of services over any combination of network access technology,” said Chris Alberding, senior vice president of product at Global Capacity. □



Where do you want
your circuit?



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Mammoth aggregates 60+ fiber
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Uniti Group Changes Name, Expands Footprint

Communications Sales and Leasing (CS&L) is now Uniti Group Inc. (Booth 113).

Based in Little Rock, Ark., the rebranded company will trade on NASDAQ as UNIT. The name change reflects the company's continued expansion through mergers and acquisitions of fiber and tower assets. Uniti Group's divisions – Uniti Fiber, Uniti Towers and Uniti Leasing – have already been conducting business under the Uniti name.

Uniti, which also has announced an agreement to acquire Hunt Communications, owns 4.2 million fiber-strand miles, 468 wireless towers and other communications real estate throughout the United States and Latin America, with more growth already taking shape. In March, Uniti Fiber announced a dark-fiber expansion that will add nearly 20,000 strand miles in the Shreveport/Bossier City, La. market, enabling 200+Gbps Ethernet service. The project is expected to be complete in the second half of 2018. □

UNITEL Enhances Human Resources and Safety Advisory Services

INCOMPAS is continuing its relationship with UNITEL Insurance to offer innovative human resources and safety advisory services to member companies at a discount. Strong HR and safety practices can protect an employer from significant risks associated with its employees, a company's biggest uninsured risk. Instead of simply managing risk, employers can mitigate risk with strong HR policies, procedures and employee training.

UNITEL also has added more services focused on risk and safety, including tools for cyber security. In addition, it has a tool for employers to build their own employee handbooks—a valuable resource that can help companies stay compliant. Last fall, UNITEL also announced a series of upgrades, including a mobile app, Compliance Calendar, enhanced on line training, and more HR best practices information.

"UNITEL HR Solutions has been a valuable resource for us," said Deb Ward, CEO of TSI and chairwoman of INCOMPAS. "We have been very impressed with the professionalism and expertise their certified professionals have

displayed. This is an exceptional service that can help companies stay compliant and save time and money by having HR support available when they need it. I highly recommend you check out UNITEL HR Solutions."

INCOMPAS Members receive a discount on the service, which can start as low as \$30 per month. "UNITEL is extremely excited to partner with INCOMPAS and its member companies," said Carl Zeutzius, director of sales and marketing for UNITEL HR Solutions. "We fully understand the HR challenges that INCOMPAS members face each day and believe that UNITEL HR Solutions will be a valuable resource to help them save money while reducing their overall risk related to managing people and safety within their companies.

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



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Great Plains Communications Announces 100G Capability

Great Plains Communications, the largest middle-mile and last-mile provider in the state of Nebraska, has completed 100G-capable upgrades on its entire 8,000+ mile, diverse fiber network.

The upgrade is just one of many improvements and expansions that have taken place on the Great Plains network over the past two years, as the company invests to keep pace with growing customer bandwidth and diversity needs.

In 2017, the company will continue to support the growing demand to support wireless and data-driven networks.

“Completing the 100G capable upgrade supports a company goal that is a high priority for us: Meeting the changing needs of our customers,” said Todd Foje, CEO of Great Plains. “We pride ourselves on providing 24/7,

reliable services designed to meet the unique needs of each customer in today’s environment, with the flexibility and scalability to meet future needs as technology and demand evolves.”

Great Plains also meets the industry need for improved diversity. The company offers three 100G-capable routes across Nebraska,

maintaining high diversity without sacrificing latency. These include destinations of Cheyenne, Wyo.; Chicago; Des Moines, Iowa; Kansas City, Kan.; Minneapolis; and Sioux Falls, S.D. They are unique in diversity to all other providers in the state of Nebraska, according to Great Plains. □

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Beka Business Media

Tara Seals
Editor-in-Chief
INCOMPAS Dailies
tara@bekapublishing.com

Percy Zamora
Art Director
percy@bekabusinessmedia.com

Rene Galan
Associate Publisher
rene@bekabusinessmedia.com

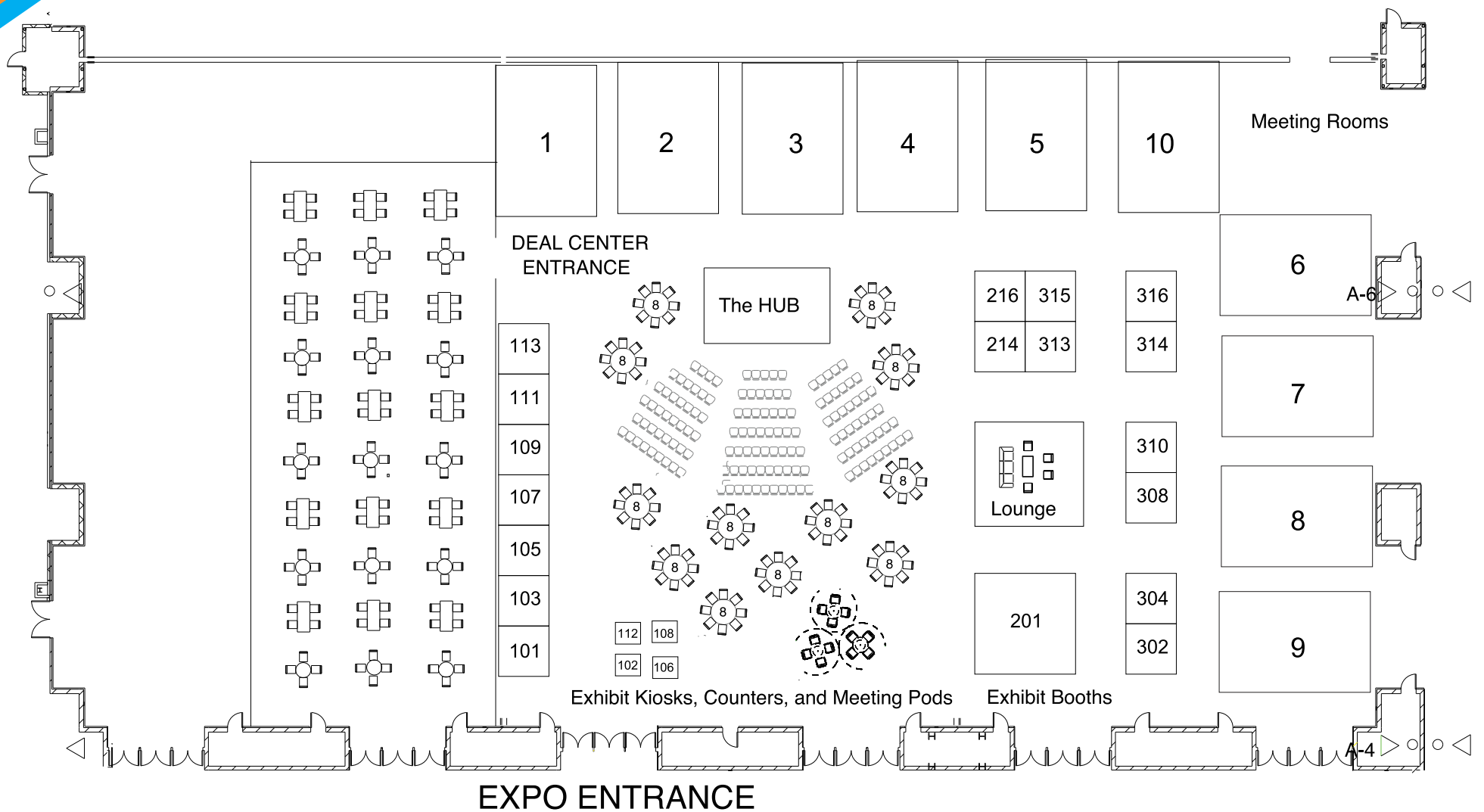
Berge Kaprelian
President and CEO

Neil Ende
General Counsel

Jim Banks
Business Accounting

Corporate Headquarters
14700 N Frank Lloyd Wright Boulevard, #157
Scottsdale, AZ 85260
Voice: 480.503.0770
Fax: 480.503.0990
berge@bekapublishing.com

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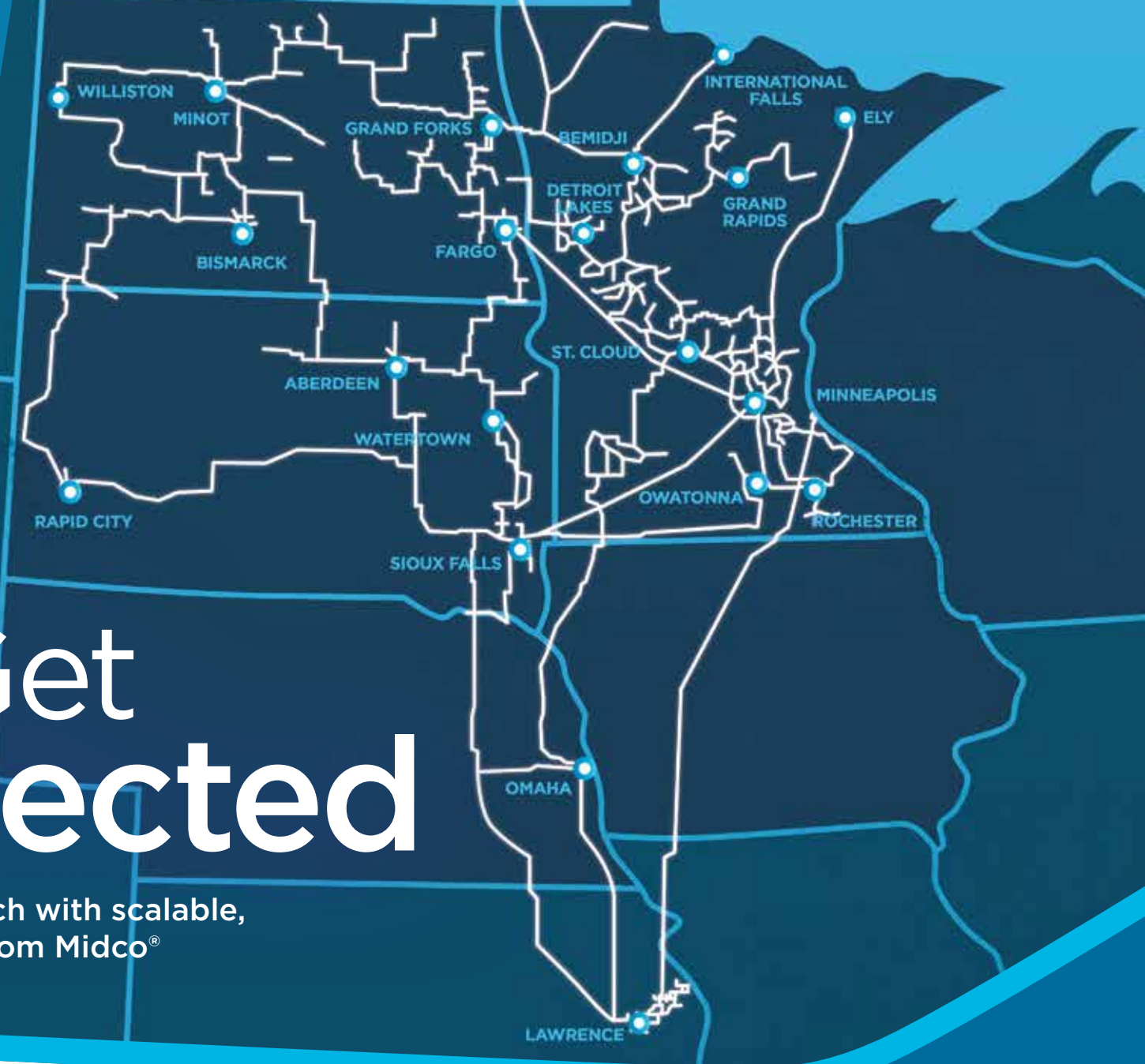


EXPO HALL

COMPANY NAME	BOOTH NUMBER	COMPANY NAME	BOOTH NUMBER	COMPANY NAME	BOOTH NUMBER
Axcent Networks, Inc.	304	GeoResults a ShareTracker Company	313	Rev.io	107
ChannelVision	310	Granite Telecommunications	316	Schneider Electric	108
CHR Solutions, Inc.	106	Henkels & McCoy, Inc.	216	Spirit Communications	302
Communications Data Group	103	Horizon Network Partners	105	TimelyBill	202
CSF Corp.	308	INDATEL	214	Uniti Fiber	113
Cspire	112	Kadence	101	VTX1	111
Data Tech, Inc.	314	Mapcom Systems	109		

Meeting Rooms

COMPANY NAME	LOCATION	NUMBER	COMPANY NAME	LOCATION	NUMBER
AT&T	Second Floor	204 & 205	Inteliquent	Great Hall	Pod
Bandwidth	Second Floor	203	Level 3 Communications, LLC	Second Floor	206
CenturyLink	Second Floor	208	NAPM Transition Oversight Manager (TOM)	Great Hall	2
eX2 Technology	Great Hall	Pod	Spirit Communications	Great Hall	9
Firstlight Fiber	Great Hall	5	Sunesys	Great Hall	4
Frontier Wholesale	Second Floor	210	Uniti Fiber	Great Hall	1
Global Capacity	Second Floor	211	Verizon	Second Floor	213 & 214
Granite Telecommunications	Great Hall	6	Wave Wholesale	Great Hall	3
GTT Communications	Second Floor	212	WOW! Wholesale	Great Hall	8
INDATEL	Great Hall	7	Zayo	Great Hall	10



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