THE 2017
DAY 2
INCOMPAS SHOW
APRIL 3-5, 2017 | NEW ORLEANS, LOUISIANA
SHOW DAILY
BEKA Business Media

INCOMPAS Charts Course for a Bold New Era of Innovation, Competition

By Tara Seals

It's no secret that the pace of innovation is fundamentally changing competitive businesses. Software defined networks and virtualization, as well as new mobile technologies, are creating the next-generation platforms over which networks are provisioned. Service provider business models are shifting to deliver more products and services to business customers "over the top" and closer to the edge—and this in turn drives the ever-increasing demand for broadband fiber networks and data center capacity. The value of the cloud is clear too, given the potential to deliver services to customers that are integrated with the customers' own business applications and services.

Against this dynamism, INCOMPAS as an organization has clear priorities, according to CEO Chip Pickering. First and foremost, it exists to serve the needs of its member base—the

(See INCOMPAS Story, page 6)

Keynote Focuses on New Fiber Opportunities

In Tuesday's keynote, Uniti President and CEO Kenny Gunderman outlined the looming effect of 5G mobile networks and continued content provider investment on fiber builds, the dark fiber opportunity, and the need for innovative business models and financing approaches for greenfield fiber trenching.

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eX2 Advances Smarter, More Connected Rural Communities in Idaho and Illinois

eX2 Technology is partnering with unique rural communities to build new or upgrade existing community-owned fiber optic networks. And, by opening their networks to service providers to deliver services to their community, this cities have taken a significant step forward in providing their citizens with the same economic advancement opportunities as those in larger metropolitan districts.

AMMON, IDAHO

Ammon, an eastern Idaho community located a few miles outside of Idaho Falls, has just under 15,000 residents. Concerned with the negative economic impacts that slower, more expensive internet services had on its economy, the city pledged to build a city-owned and -operated open-access fiber-to-the-home (FTTH) network. Designed to increase service provider competition, residents and businesses enjoy a significantly greater choice in broadband service providers and service options.

The Active Ethernet FTTH network utilizes software defined network (SDN) technology to deliver vastly higher bandwidth and enables subscribers to switch between multiple providers almost instantly through a cloud environment using a specially designed portal.

After being denied federal government funding assistance, Ammon creatively developed and utilized Local Improvement Districts – one of the first cities to use such a model – to fund the infrastructure. In doing so, residents were given the opportunity to opt in, voluntarily choosing to share network build costs equally among other participants. Ammon's plan has proven cost-effective, spurring economic growth and increasing property values. Its network has since become a national next-generation, true open-access network model and was named the "2016 Community Broadband Project of the Year" by the National Association of Telecommunications Officers and Advisors (NATOA).

Providing requirements specification, procurement support and design assistance for all of Ammon's pre-construction preparation and engineering activities, eX2 is working closely with the Ammon Fiber Optic Department. eX2 network specialists are also providing consulting advice for the best locations to place fiber cables throughout neighborhoods that will ultimately bring fiber to Ammon homes.

BATAVIA, ILLINOIS

Batavia is the oldest city in Kane County, with 27,000 residents. Founded in 1833, Batavia, "the Windmill City," is rich in history, yet values the importance of growth and prosperity within its community. Driven by its commitment to enhance its citizens' quality of life with reliable and efficient municipal services, the city is undergoing a fiber-optic network expansion in combination with various other improvement efforts to its water and sewer systems.

Upon completion, Batavia will own a more robust and reliable fiber-optic network that will be used to support a host of smart city applications. It has attracted additional businesses to the area and, ultimately, will provide economic growth opportunities for area residents.

The network will serve as the platform to advance city services, as well as enhance public safety and educational programs. Anticipated improvements include connecting wastewater lift stations to the network, expanding network functionality and completing connectivity to substations. In combining these initiatives, Batavia is not only saving time and money on construction, but strategically advancing its community's long-term sustainability.

Through a professional services agreement, eX2 is partnering with Batavia, providing design, engineering, project/construction management, fiber splicing and testing, and other consultative services during its municipal infrastructure expansion project. ❒

TeleQuality Communications Expands into Fiber Market, Pushes for Fiber Deployment in Rural America

TeleQuality Communications has expanded into the fiber marketplace, with a focus on bringing access to rural healthcare providers and communities across the country.

"Our overarching goal is to deliver robust broadband infrastructure to rural communities that will ensure direct access to 21st century emerging healthcare technologies, such as telehealth, that save time, money and lives," said TeleQuality Founder and CEO Tim Koxlien. "Telemedicine and healthcare technologies directly depend on quality, high-speed broadband connections. Our fiber offerings, combined with our high-touch customer service, will assist in bringing the fastest broadband speeds possible to rural healthcare to increase the quality of the care they deliver to the communities they serve."

TeleQuality has already completed fiber projects in West Virginia and Texas.

The company serves more than 800 rural healthcare locations, and a significant number of those locations do not have access to broadband via fiber. These, and thousands of other rural communities, are the foundation of infrastructure projects in the coming years.

"Often, larger telecom companies choose to forgo investment in fiber buildouts to remote, rural areas, but these residents are the ones with the greatest need for those services," Koxlien said. "With a bit of patience and a lot of creativity, we can build to these communities and bring the broadband services they need."

The strategic move into fiber expansion also led TeleQuality to hire telecom industry veteran Steven Dorf as COO. Dorf previously served as president and general manager for Kansas Fiber Network, and brings nearly 30 years of experience in the telecom and networking industry to this position. He will head all fiber investment and expansion projects, as well as all aspects of TeleQuality operations including engineering, quality, procurement and customer satisfaction nationwide.

"We are thrilled to have such a talented and successful veteran in the telecom industry to lead us in our vision of expanding fiber into rural America," said Koxlien. "Dorf's breadth of knowledge and expertise in all stages of fiber deployment makes him a tremendous asset to the TeleQuality team." ❒

The Local Number Portability Administration Transition: Top 3 Things to Know

Last year, iconectiv was selected to serve as the new Local Number Portability Administrator (LNPA) for all seven of the U.S. Number Portability Administration Center (NPAC) regions. Here's what you need to know about the upcoming transition to a modern, cost-efficient and secure NPAC.

It will have the same functionality as the current system and will be completely compatible with existing gateway systems.

Are vendors, service providers, service bureaus and providers of telecom-related services required to register with the iconectiv NPAC?

Yes, all of these must register, even those that only use the NPAC occasionally or work through a third party to do porting or access NPAC data. Registration of all current NPAC users is essential to ensuring that service provider IDs (SPIDs) remain operational post-transition, and that customers can continue to port numbers between phone companies. Registration is also an opportunity for users to update their company's contact information. Users are encouraged to register as soon as possible to begin the transition process.

What is the NPAC transition timeline?

The NPAC transition occurs in five stages: Project planning; platform build; outreach and onboarding for registration; industry testing; and finally, data migration. iconectiv is on track to complete the transition by May 2018. iconectiv will begin the industry testing phase in May 2017 and continue through mid-February 2018. Any user with a service order activation (SOA) and/or local service management system (LSMS) interface to the NPAC, also known as a user with mechanized access, must register by April 2017 to participate in the required testing. Users who access the NPAC through the low-tech interface (LTI), interactive voice response (IVR), or help desk are not required to test, but interested users are welcome to participate in testing. A testing webcast to learn more about the testing schedule and suite of industry test cases applicable to each user group can be found at www.numberportability.com/resources.

How will iconectiv support LTI users?

The iconectiv web-based LTI graphical user interface (GUI) will provide the same functionality as the current LTI GUI, but with a new look and feel. iconectiv will offer training to familiarize users with the GUI and its functionality beginning in May 2017. ❒

Users who have not yet registered for the iconectiv NPAC are encouraged to do so now to ensure that they are prepared for the transition. Registration materials can be accessed at www.numberportability.com.

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(INCOMPAS, continued from page 1)

internet and competitive networks industry—supporting business growth by advocating for policies that create an open and competitive communications market. It also wants to continue to grow and diversify its membership to reflect the transformation going on in the industry.

"One thing the competitive community embraces is change and evolution in technology, in fact competitive communications companies drive these developments in their efforts to improve the reliability, scale, speed and efficiency of their offerings for their customers," Pickering explained. "This creates vast opportunities for providers to not only expand their product offerings, but to do so in the most efficient way possible. We have a number of enterprise-focused members that are now using or planning to use SD-WAN in their businesses. Customers will continue to need an open network that allows them to reach the provider of their choice, as well as the applications of their choice."

These new opportunities don't come without challenges. For instance, securing networks and data from cyberattacks continues to be one of the biggest issues that competitive service providers face. This is the subject of today's session at 12:50 p.m., The Economics of Cyberattacks, which will take place at the HUB.

"But it is also an opportunity for companies that work with providers to secure their networks and the data being delivered and stored," Pickering noted. "Given the many breaches of late, this continues to be an area of focus and concern, but also an area of opportunity for those working to prevent attacks and protect data. As more enterprise and small businesses adopt services that rely on the cloud, the importance of securing their business communications and information increases."

Competition, as ever, has developed into new forms in the last year. "One of the great things about technology is that it is constantly evolving and changing," Pickering said. "This change is always driven by what a consumer or business needs from its service provider. The need for more and more capacity in order to deliver business applications to enterprise customers is a key factor in our space. Competition in the communications market is what drives change as companies innovate to stay ahead."

When it comes to preserving that competition and what's shaping the federal regulatory environment today, the policy landscape, like the industry, is undergoing transformation with a new administration. Under new FCC Chairman Ajit Pai, for instance, INCOMPAS expects to see a renewed focus on facilitating broadband and infrastructure deployment. The association is already seeing a very active agenda in Congress on competitive issues, with a focus on broadband and infrastructure deployment, as well as cybersecurity in this legislative session.

"We believe the new administration can open up new doors for members," Pickering said. "President Trump has made more competition, not less competition, the centerpiece of proposals to reform healthcare, insurance, prescription medication and schools. If the Administration approaches the communications and technology sector in the same way, more competition, not less, will be good for consumers and businesses and also good for our members."

There are also events happening on a state level that are shaping the competitive landscape. Issues like rights of way and building access are key issues for competitive providers, and while rules are for the most part under the purview of the FCC, the issue itself is a local one.

"Given this, competitive providers should keep a close eye on local municipal efforts to prevent or delay competitive providers from reaching their existing or prospective customers," Pickering noted.

INCOMPAS is also keeping its eye on the megamergers that continue to define today's communications business environment—and is holding a session entitled "Trends in Competition Amid Consolidation" at 9:30 a.m. today at the HUB on that very subject.

"It is clear that there is significant amount of consolidation taking place and we expect this trend to continue," Pickering said. "I would encourage our attendees to be sure not to miss the panel, to hear the perspective of Bank Street, as well as GTT and Masergy CEOs on this topic."

Going forward, INCOMPAS will stay true to its core mission, and an important part of this mission is carried out in the annual events like The INCOMPAS Show.

"We want to provide the opportunity for our membership and the industry to come together to network and do business through our events each year and for these events to also reflect the transformation taking place in the broader communications market," he concluded. "We hope our show attendees have a great experience in New Orleans, and we look forward to seeing everyone again in San Francisco, October 15-18 at the INCOMPAS Show: Fall 2017." ❐

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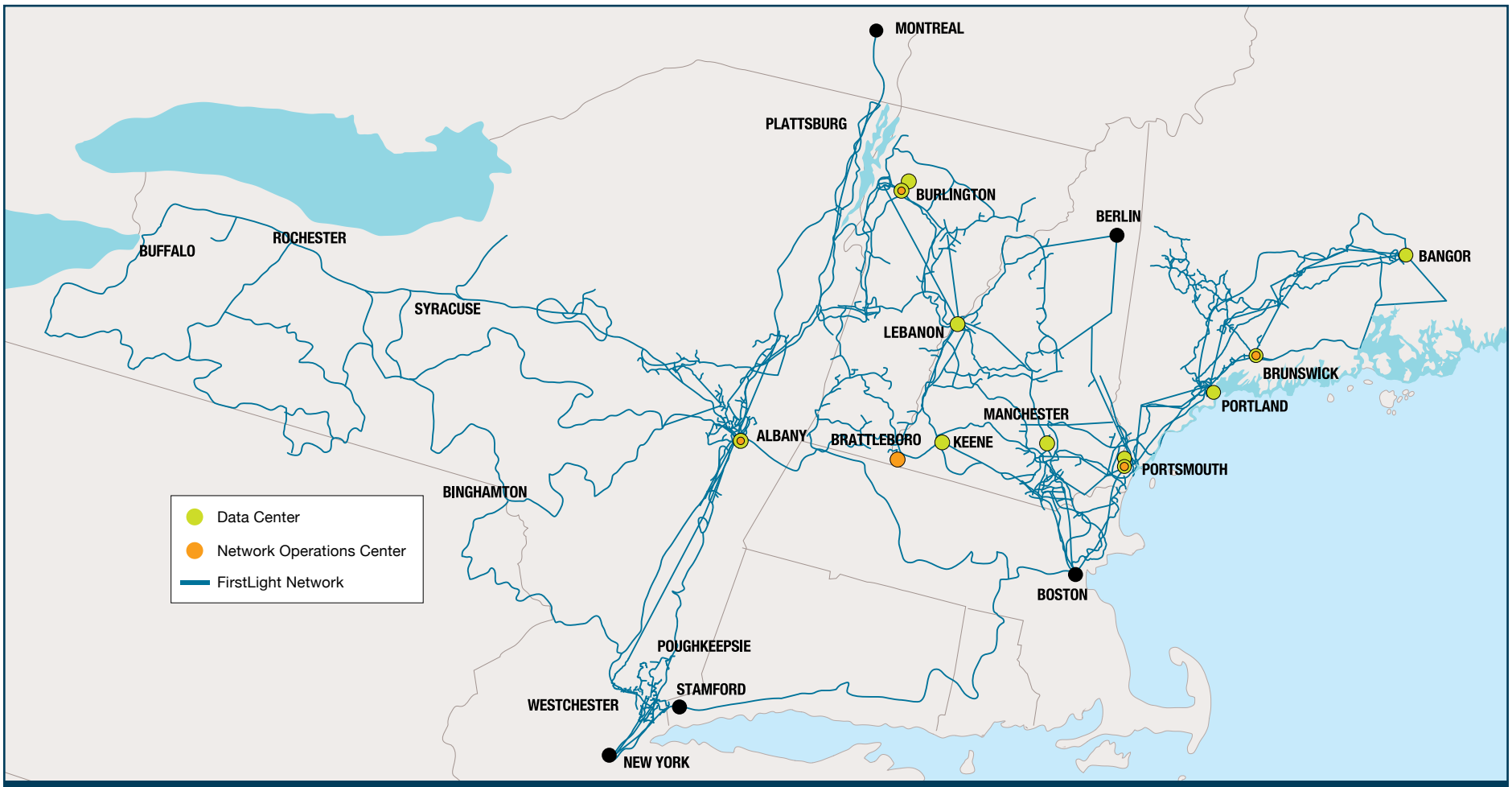

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Schedule at a Glance

WEDNESDAY, APRIL 5

7:00 a.m. – 3:30 p.m.	**Registration, Deal Center, and Meeting Spaces Open** *Registration sponsored by CenturyLink; Deal Center sponsored by GTT Communications*
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.	**Trends in Competition Amid Consolidation** *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.	**Small Cells, Big Opportunity: How Local Governments and Providers Can Lead the Way** *The Hub - Great Hall*
12:50 p.m. – 1:05 p.m.	**The Economics of Cyber Attacks;** *Sponsored by Radware* *The Hub - Great Hall*
1:00 p.m. – 3:30 p.m.	**Exhibit Hours** *Great Hall*
2:00 p.m. – 2:30 p.m.	**Refreshment Break** *Great Hall*
3:00 p.m. - 4:00 p.m.	**Board Meeting** (Board Members Only) *Board Room 207*
4:30 p.m. – 5:30 p.m.	**Members Pre-Party** (INCOMPAS Members Only) *Generations Hall - 310 Andrew Higgins Drive*
5:30 p.m. – 8:00 p.m.	**Big Easy Bash** *Generations Hall - 310 Andrew Higgins Drive*

INDATEL Continues Nationwide Drive

INDATEL (Booth 214) continues its march to expand its nationwide footprint, and now encompasses 29 statewide facility-based member/owners and affiliates.

Over the past 10 months, INDATEL has added three new statewide members: Spirit Communications, the Washington Independent Telecommunications Association (WITA) and the Nevada Telecommunications Association (NTA). The most recent two members, WITA and NTA, are both state telecom associations and represent a greater number of rural LECs (RLECs). Spirit has a major presence as a statewide network provider in South Carolina.

"INDATEL would like to welcome our newest members and affiliates, as well as introduce them to our industry partners and vendors," the company said.

INDATEL also is in discussions with several additional potential members in an effort to form a complete nationwide network to include every state in the domestic United States. So far, the national network map includes more than 100,000 fiber route miles available through its member/owners and affiliates, which represent more than 500 RLECs.

INDATEL's network is comprised of many authorized service providers, enabling clients to operate through a single source for quotes, orders, service delivery, network operations and billing. The convenience provides carriers and systems integrators with a national point of contact to serve rural and urban governments and enterprise customers. In addition, INDATEL provides high-quality, aggregated priced content delivery network (CDN) peering and transit IP services.

INDATEL has national aggregation PoPs in Chicago, Dallas, Denver, Minneapolis, Seattle and Ashburn, Va. ❐

IoT Device Market Set to Increase in Complexity

New research has revealed that the internet of things (IoT) market will be littered with applications and devices meant to simplify the consumers' lives, and the resulting fragmentation will be profound.

According to a report published by ShareTracker (Booth 313), traditional internet-connected devices like PCs, routers and printers have a brand leader that carry 25 percent or more of the device market share. In contrast, emerging segments, including home automation, security, wearables and smart TVs, are dominated—for now—by brands that were first-to-market within the segments. Additionally, traditional connected devices (routers, PCs, tablets and cellular phones) had two to three times more device suppliers than emerging device families.

The quarterly research project, designed to track IoT emergence and market share trends, was conducted in Q4 2016 (prior to the holiday shopping season). It found that PCs, laptops and cell phones account for 56 percent residential IoT devices, once the most common connected devices (routers/access points) are removed from the calculation. Printers and smart TVs follow, both accounting for 14 percent of the device family share.

ShareTracker will be sharing updated Q1 details on April 19 in an INCOMPAS Brown Bag webinar.

Other trends will shake up the device industry as well.

"Security promises to be one of the more interesting battleground areas in IoT, as the mixture of network-based services, like ADT and Comcast, will challenge the homegrown device-focused applications like Vivint, Google and Amazon," said the firm. "This is also the device family that appears to present the most geographical fragmentation across the 11 markets measured. This geographic fragmentation offers some clear growth opportunities for ambitiously growing security services with markets like Los Angeles and St. Louis, where no clear market share leader for security services exists."

The research also, unsurprisingly found, that customers utilizing telco operators for internet connectivity accounted for 65 percent of the smart TV and streaming connected devices. Interestingly, cable providers were more likely to have gaming connected devices, accounting for 54 percent of those devices. Preliminary findings also suggest interesting differences among Hispanic connected-device trends, including a higher percentage utilizing streaming connected devices, which will be a key data point to follow quarterly.

The rapidly growing IoT market will require device manufacturers and carriers to be agile and flexible with business plans and distribution models, the firm added: "The chaotic evolution of connected devices/IoT will hinge largely on protocol standardization, similar to the early technology debates like GSM/CDMA and Beta/VCR. Although considering there are 11 different protocols in the mix, it might look more like the cellular debates around LTE banding, which is a terrifying prospect, although the $6 trillion market opportunity over the next five years, per Business Insider, will make navigating the chaos worth the headache." ❐

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CSF Focuses on Toll-Free Texting with Aerialink Acquisition

CSF (Booth 308), a provider of toll-free number provisioning and least-cost routing (LCR), has more than 100 carrier and RespOrg customers today. It recently acquired Aerialink, a provider of text messaging and other wireless communications services.

We spoke to Rich Scanlon, president and CEO of CSF, and Chris Currie, president of Aerialink, on what drove the acquisition and what to expect next.

Q: What's the story behind the acquisition?

Scanlon: We believe the toll-free texting market is ripe for some explosive growth. We also see continued growth of the toll-free number market. With the new 833 code release in April of this year, there will soon be almost 50 million numbers in circulation. And we see a consistent uptake in businesses interacting with customers over text messaging. So, to take full advantage of these market trends, we decided several months ago to look for a superior text messaging solution and began to evaluate Aerialink's comprehensive texting solution.

Currie: Aerialink's mobile messaging platform is robust, flexible, easy-to-use and supports a range of SMS, MMS and location services via APIs and applications. This acquisition provides both our companies with enhanced capabilities to help our customers succeed in the growing enterprisewide communications market.

Q: How different is toll-free texting from other communications options?

Currie: From a carrier's perspective, there are two types of traffic in the industry: P2P (person-to-person) traffic and A2P (application-to-person) traffic. Toll-free numbers are currently the only 10-digit numbers that support A2P traffic. That's an advantage we have right now.

Scanlon: Toll-free texting combines the trust consumers have in toll-free numbers with the convenience of text messaging. If you think about the text-enablement of landline toll-free numbers, of course, the industry experts are aware of this capability, but if you talk to the everyday small business, it's very likely that they don't know that this capability exists. So, it's important that we, Somos and CSF, continue to educate our RespOrg customers and their end customers.

Q: What value does toll-free texting offer an enterprise?

Scanlon: There are so many benefits, so let me just mention some of the main ones. It's a simple fact today that people increasingly prefer texting to any other two-way communication method. It usually is less time-consuming to send a text message compared to a phone call or email. On the operational side, toll-free texting allows businesses to engage with their customers in a much more streamlined and efficient fashion. It also allows them to conveniently engage in multiple conversation sessions at the same time. And, texting maintains message history and threaded conversations for later review and analysis.

Q: How will toll-free texting benefit RespOrgs?

Scanlon: RespOrgs are our primary customer base. They are the ones that provide toll-free services to businesses. Our goal is to help them position toll-free in a way that will lead to accelerated market growth. We're very excited about the opportunity of combining our comprehensive toll-free provisioning capabilities with the text communications capabilities of Aerialink, and we'll explore every opportunity to enhance and extend our software-as-a-service (SaaS) product suite to make toll-free provisioning, texting and complex routing more valuable to our customers. ❒

Thermo Credit Provides $2 Million Loan to Civil Solutions

Thermo Credit has provided a $2 million asset-based loan to Civil Solutions Inc (CSI).

CSI, a San Diego-based company that provides turnkey cellular, microwave and broadband network solutions, will use the facility for working capital and to fund corporate growth.

"I was very impressed with Seth and his team at Thermo Credit," said Thomas Zorich, CSI CFO. "They quickly grasped the nuances of our business and took a big-picture view of our industry and company, and could see the potential in both. We are very happy to be working with them."

Seth Block, executive vice president of Thermo Credit, added, "We are very excited to be working with Duane, Russ, Tom and the rest of the team at Civil Solutions. This company is poised to have tremendous growth over the next few years and we are pleased to be a part of it." ❒

UNITEL Offers Cyber Liability Program for INCOMPAS Members

UNITEL Insurance has partnered with INCOMPAS to offer Cyber Liability/Technology Errors and Omissions coverage for INCOMPAS members.

UNITEL represents several major insurance providers, like Travelers Insurance, to offer a policy specifically designed for communication companies.

"With the growing risk of cyber attacks and data breaches, companies must be prepared to protect themselves and their customers," said Chip Pickering, CEO of INCOMPAS. "Solutions from companies like UNITEL can help communications providers be proactive in protecting themselves, employ best practices and mitigate their risk."

One resource that INCOMPAS members can access through this program is the eRisk Hub. It's a go-to repository for all things cyber, helping companies shore up defenses and respond effectively to data breaches, network attacks and other cyber events.

eRisk Hub components include:

- **Incident Response Plan Roadmap:** Suggests steps to take following a network or data breach.
- **Online Training Modules:** Ready-to-use training for business owners on privacy best practices and red-flag rules.
- **Risk Management Tools:** Assists companies in managing your cyber risk, and includes a self-assessment and state breach notification laws.
- **News Center:** Cyber risk stories, security and compliance blogs, security news, risk management events and helpful industry links.
- **Learning Center:** Best practice articles, white papers and webinars from leading technical and legal practitioners.
- **eRisk Resources:** A directory to quickly find external resources with pre- and post-breach expertise. ❒

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FirstLight Enables Wireless Carrier's Small Cell Expansion in Tier 2 and 3 Markets

FirstLight, a fiber-optic bandwidth infrastructure services provider operating in the Northeast, has announced a long-term dark-fiber contract with a major wireless carrier for the implementation of a new metropolitan CRAN ring.

The ring will link Manchester, N.H.; Biddeford, Maine; and Burlington, Vt. The fiber networks are purpose-built to support additional small-cell deployment capabilities across smaller Tier 2 and 3 markets throughout this region. In addition, FirstLight's solutions are now available to enterprise customers along these newly built routes.

Small-cell technology is rapidly advancing as wireless carriers seek efficient solutions that support advanced network management and increased network capacity. ABI Research estimates a 43 percent compound annual growth rate for small-cell technology as more operators seek to make their networks considerably more dense. Additionally, the Small Cell Forum estimates that the overall small-cell market is expected to reach revenues of $6.7 billion by 2020, as outdoor carrier deployments accelerate to new, record-breaking levels. While the rural and remote market is still in its early stages, there is expected to be sharp growth from 8,150 units in 2014 to 87,644 units by 2020.

"Whether in the metro or rural areas, FirstLight has continued to play a key role in providing the underlying infrastructure necessary to support small cell deployments, which is critical for enabling the widespread rollout of 5G," said Kurt Van Wagenen, president and CEO of FirstLight. "These dark fiber networks will assist this carrier in the introduction of additional capabilities to their wireless subscribers."

Up until now, the focus of many wireless carriers has been on ensuring that the major metropolitan markets have the necessary infrastructure to support its subscribers. This recent deployment demonstrates that leading wireless carriers are now turning their attention to the Tier 2 and Tier 3 markets and building out their non-macro site network infrastructures in order to support the evolution to 5G for all of its customers.

"FirstLight is proud to lead the charge in offering the best solutions in both dense metro and smaller, Tier 2 and 3 markets," added Patrick Coughlin, executive vice president and chief revenue officer for FirstLight. "As wireless carriers seek to boost their network capacity to keep pace with exploding customer demand for bandwidth, they are increasingly relying on dark fiber networks to support small cell technology, which is so crucial to meeting these growing needs. FirstLight's dense fiber networks throughout the Northeast provide an ideal platform for serving small cells." ❐

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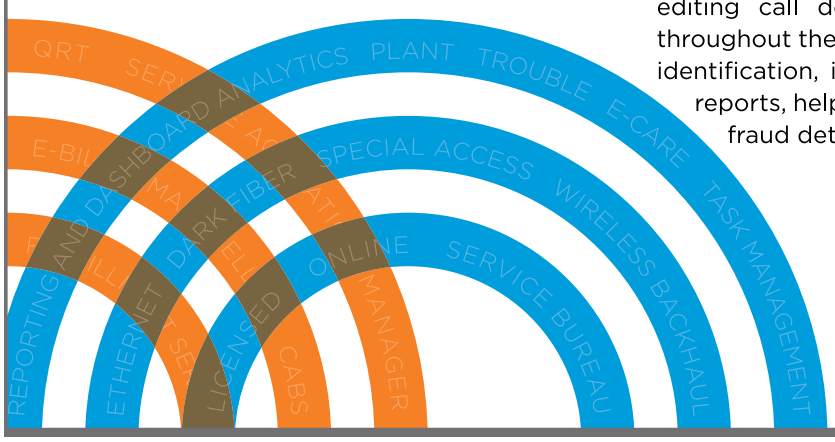

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Rev.io Named to TAG Top 40

The Technology Association of Georgia (TAG) has named Rev.io (Booth 107) as one of its TAG Top 40 Innovative Technology Companies in Georgia.

TAG's Top 40 Awards recognize Georgia-based technology companies for their innovation, financial impact and their efforts at spreading awareness of Georgia's technology initiatives throughout the U.S. and globally.

"The 2017 Top 40 finalists are an elite group of innovators who represent the very best of Georgia's Technology community," said Larry Williams, president and CEO of TAG. "The 2017 Top 40 finalists are shining examples of what makes our state such a hotbed for technology and we applaud them for standing out as leaders in Georgia's technology community."

This year's TAG Top 40 Companies were selected from more than 110 applications submitted by companies from across Georgia.

"An extraordinary number of truly innovative technology companies participated in this year's Top 40 competition, demonstrating the depth and breadth of Georgia's technology community," said Dennis Zakas, managing partner of Zakas & Leonard LLP, CEO of Zinc., and chairperson of the Top 40 Selection Committee. "In fact, based on the quality of the contestants, we could have had a Top 60 without losing a beat." ❐

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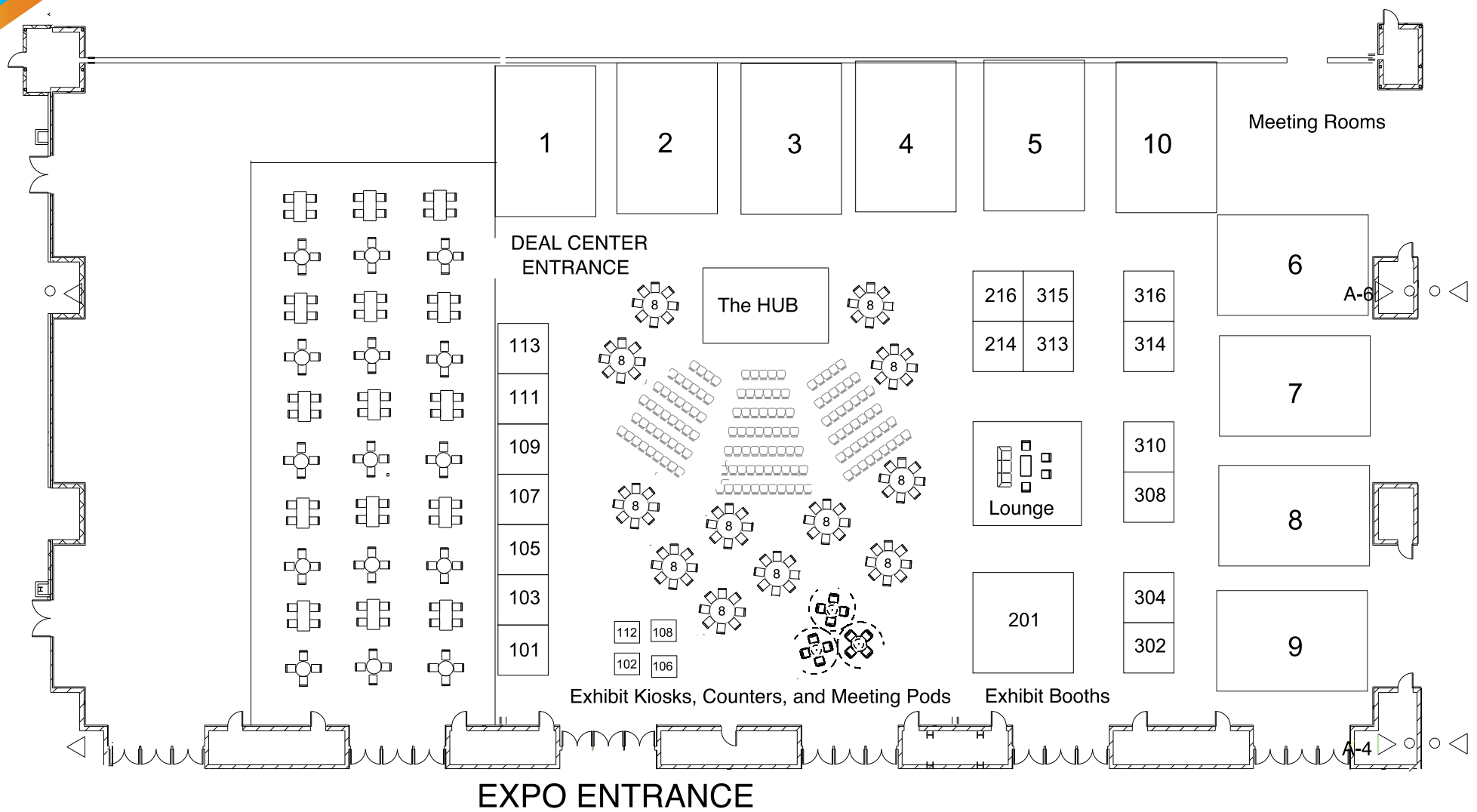

EXPO HALL

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

Meeting Rooms

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

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