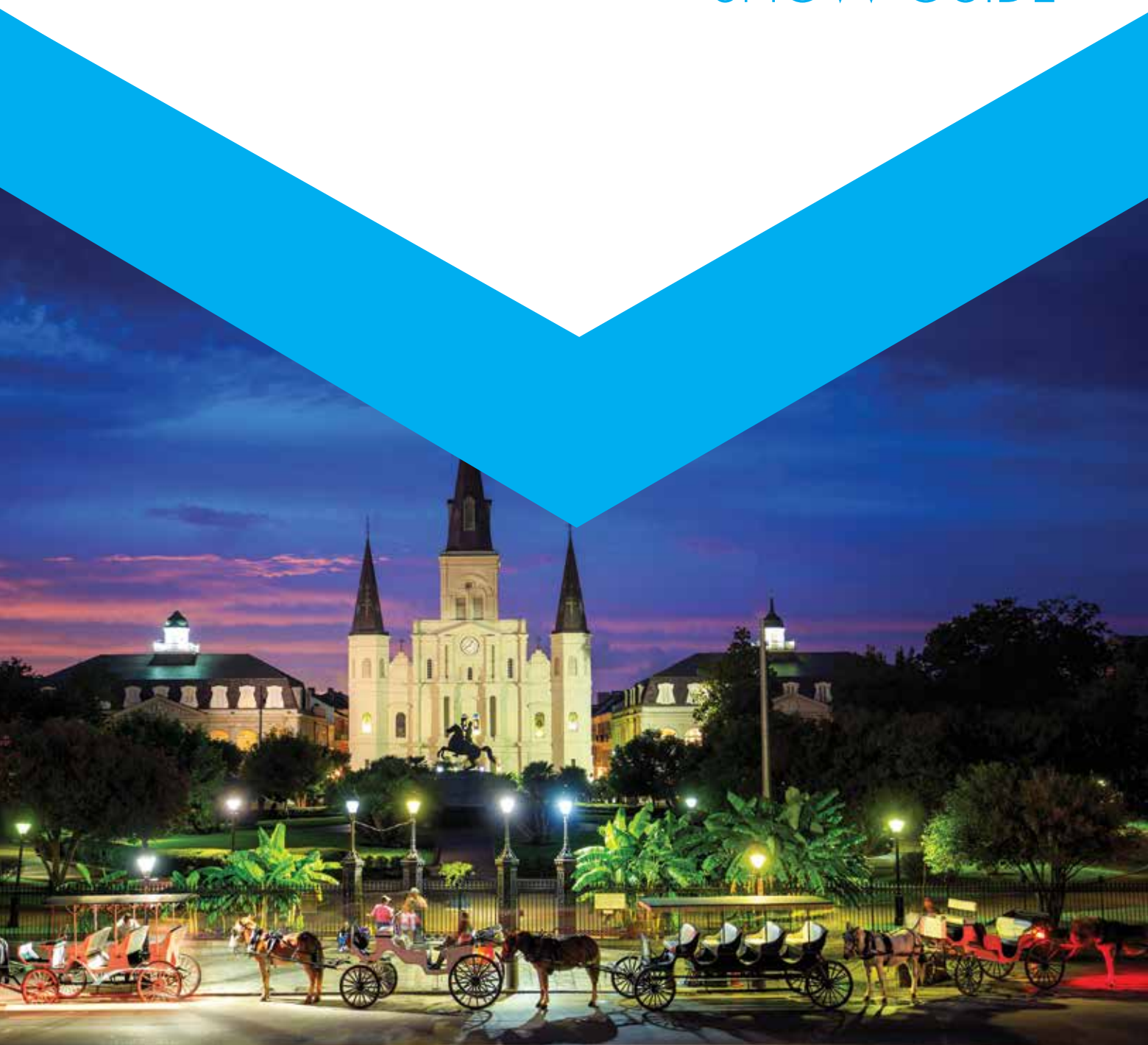


THE 2017

INCOMPAS SHOW

APRIL 3-5, 2017 | NEW ORLEANS, LOUISIANA

SHOW GUIDE





WELCOME TO NEW ORLEANS

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Dear INCOMPAS Show attendees,

Welcome to New Orleans for The INCOMPAS Show: Spring 2017! We have an exciting three days lined up, designed to help you expand your professional network, do business with the industry’s top buyers and sellers, gain insight into the latest technology trends and updates, and of course, have fun!

As the competitive communications landscape continues to evolve, The INCOMPAS Show does just the same. We have a number of exciting activities aimed at providing you even more access to what is most relevant to you:

- Facilitated meetings with top buyers from the industry’s leading companies
- Deal-making opportunities at every corner, especially in the Deal Center, sponsored meeting rooms, and on the show floor
- Industry thought leaders providing relevant discussions ranging from revenue opportunities for fiber based competitive providers to what is happening with mergers and acquisitions
- Exciting social events offering you the opportunity to connect with current and potential customers in a fun and relaxed atmosphere
- And more!

Join us on Monday afternoon in The Hub for two can’t-miss sessions: “Regulatory and Legislative Session for Business,” beginning at 3:00 p.m., and “New Revenue Opportunities and Strategic Infrastructure Initiatives for Competitive Fiber Providers,” beginning at 4:30 p.m. Then, join us in the Expo Hall at 5:00 p.m. as we officially kick off The INCOMPAS Show with our French Quarter Fête opening reception, sponsored by Spread Networks, Sunesys, TSI, and Wave Wholesale.

The INCOMPAS Show then continues with a line-up of thought-provoking sessions and events on Tuesday and Wednesday, including:

- Industry Keynote Session with Uniti Group President and CEO Kenny Gunderman
- Key Strategies and Emerging Trends for Buyers
- How to be a Part of Granite’s Success Through its Partner Solutions Program
- Business Opportunities in the Federal Universal Service Programs
- Beers with Peers Networking Reception
- Trends in Competition Amid Consolidation
- Small Cells, Big Opportunity: How Local Governments and Providers Can Lead the Way

It all comes to a close at The INCOMPAS Show’s highly anticipated Big Easy Bash closing party, taking place at Generations Hall, beginning at 5:30 p.m.

It is my hope that your experience at The INCOMPAS Show proves to be a valuable one. On behalf of INCOMPAS and our Board of Directors, I thank you for your continued support of INCOMPAS and look forward to these next few days with you.

Sincerely,

Chip Pickering
CEO, INCOMPAS

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GENERAL INFORMATION

Admission

All attendees are required to wear the badge provided to them upon registration. Badges must stay on for the duration of The INCOMPAS Show to guarantee designated access to INCOMPAS Show space and events. No one will be permitted in the Expo Hall, meeting rooms or networking receptions without the appropriate conference badge.

COLOR	REGISTRATION TYPE
Clear	Full Conference
Red	Tuesday Only
Blue	Wednesday Only
Yellow	Exhibitors
Orange	Networking Pass

Registration Hours

Location: Great Hall Pre-Function

Monday, April 3	2:00 p.m. – 7:00 p.m.
Tuesday, April 4	7:00 a.m. – 6:00 p.m.
Wednesday, April 5	7:00 a.m. – 3:30 p.m.

Registration sponsored by  **CenturyLink[®]**
Wholesale

Exhibit Hours

Location: Great Hall

Monday, April 3	5:00 p.m. – 7:00 p.m.
Tuesday, April 4	1:00 p.m. – 6:00 p.m.
Wednesday, April 5	1:00 p.m. – 3:30 p.m.

Deal Center

There is no better place to make deals than at The INCOMPAS Show! Use the new INCOMPAS Show mobile app to reserve meeting space in advance and to set up your valuable one-on-one meetings in the Deal Center. You can also stop by for a limited number of meeting times that are available on a first-come, first-served basis.

Sponsored by 

Deal Center Schedule

Tuesday, April 4	7:00 a.m. – 6:00 p.m.
Wednesday, April 5	7:00 a.m. – 3:30 p.m.

Networking Spaces

Interested in meeting with a specific company to talk and do business? Visit them in their designated networking space! See pages 16 & 17 for a list of companies that have networking spaces and their locations.

The INCOMPAS Show Mobile App

Download the brand new INCOMPAS Show mobile app for instant access to everything about the show.

- Easily view the show agenda
- Add sessions to your personal schedules
- Set-up meetings with fellow attendees
- Access the entire 2017 list of exhibitors, including company description, website, and contact information
- Stay on track with show notifications.

Simply download the free app to your mobile device by searching for INCOMPAS in your app store. To access the app, use the email you registered with. The password to use is **incompas17**. To schedule meetings:

- Click on “Book Meetings” and login using your same login credentials
- Click “Book” and use the search bar at the top to find the company or individual you would like to meet with
- Click “Book a Meeting”
- Select the time and Deal Center table
- Meeting booked!

Mobile networking sponsored by 

Complimentary Wi-Fi

Enjoy complimentary wireless Internet access throughout the show floor!

Network Name: incompas

Password: incompas

NCAA Finals Square Pool

Join us in a squares pool for the finals game taking place Monday, April 3. Stop by The Hub on Monday evening during the Opening Reception to enter. \$500 prizes will be awarded for winning the half time score and the final score. We'll be announcing the winner on Tuesday in the Great Hall during the Beers with Peers reception!

Hear from Industry Experts in The HUB

Location: Great Hall

You no longer have to travel to keynotes and important panel sessions – all the action takes place right on the show floor. Check the agenda on pages 10 to 15 to see when you can see Kenny Gunderman, President and CEO of Uniti Group, Inc., top industry CEOs and more in The Hub.

Snack Break

Location: Booth 316, Great Hall

Stop by Granite (booth 316) on Tuesday from 2:00 p.m. - 2:30 p.m. for a New Orleans themed snack.

Sponsored by 

Get Social at The INCOMPAS Show!

There are countless opportunities to expand your network at The INCOMPAS Show. The next partner or deal awaits you at the Deal Center, The Hub, during meals and in the lounges and networking spaces located throughout the Expo Hall. And, of course, our amazing parties:

Bloody and Beignets on BlueSky

Tuesday, April 4, 9:00 a.m. - 9:30 a.m.

Wednesday April 5, 9:00 a.m. - 9:30 a.m.

Location: *Great Hall*

Enjoy complimentary Bloody Marys and Beignets on BlueSky!

Sponsored by **BlueSky**
BY PARTNERS

MONDAY, APRIL 3

French Quarter Fête Opening Reception

5:00 p.m. – 7:00 p.m.

Location: *Great Hall*

Kick off The INCOMPAS Show by making new connections and renewing old ones. Join us at our French Quarter Fête opening reception, where you'll mix and mingle with peers while enjoying a delectable array of appetizers and drink selections.

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TUESDAY, APRIL 4

"Beers with Peers" Happy Hour

4:00 p.m. – 6:00 p.m.

Location: *Great Hall*

Join your peers for a Happy Hour in the Expo Hall.

WEDNESDAY, APRIL 5

Member Pre-Party (INCOMPAS Members Only)

4:30 p.m. – 5:30 p.m.

Location: *Generations Hall, 310 Andrew Higgins Drive*

Being an INCOMPAS member has its perks! If you're a member, join us for a special Member Pre-Party, where you'll mix and mingle with other INCOMPAS members before the official closing party takes place.

Big Easy Bash

5:30 p.m. – 8:00 p.m.

Location: *Generations Hall, 310 Andrew Higgins Drive*

The can't-miss event of the conference! Join us for delicious New Orleans favorites, cocktails, dancing, live music and much more!

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SCHEDULE AT A GLANCE

MONDAY, APRIL 3

2:00 p.m. – 7:00 p.m.	Registration Open; Sponsored by CenturyLink Great Hall Pre-Function
3:00 p.m. – 4:30 p.m.	Regulatory and Legislative Session The Hub - Great Hall
4:30 p.m. – 5:00 p.m.	New Revenue Opportunities and Strategic Infrastructure Initiatives for Competitive Fiber Providers The Hub - Great Hall
5:00 p.m. – 7:00 p.m.	French Quarter Fête Opening Reception; Sponsored by Spread Networks, TSI, Sunesys, Wave Wholesale Expo Hall - Great Hall

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.	Bloody 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

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.	Bloody 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



KADENCE

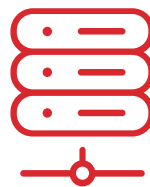


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AGENDA

MONDAY, APRIL 3

2:00 p.m. – 7:00 p.m.

Registration Open

Great Hall Pre-Function

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3:00 p.m. – 4:30 p.m.

Regulatory and Legislative Session

The Hub - Great Hall

Speakers:

Chip Pickering, CEO, INCOMPAS, and the INCOMPAS Policy team: Angie Kronenberg, Chief Advocate and General Counsel; Chris Shipley, Attorney and Policy Adviser; and Karen Reidy, Vice President Regulatory Affairs

The INCOMPAS Policy team will provide information about the regulatory and legislative landscape and the potential impact of this area on your business decisions. The discussion is intended to be interactive and informational. The Policy team will cover the status of key presidential appointments within the FCC, Commerce, the Department of Justice, and corresponding Congressional Committees. In addition, we will dive deep into a dialogue about Congress and the FCC's priorities specifically pertaining to the status of merger transactions and approvals, broadband deployment and infrastructure, net neutrality and open Internet and privacy.

4:30 p.m. – 5:00 p.m.

New Revenue Opportunities and Strategic Infrastructure Initiatives for Competitive Fiber Providers

The Hub – Great Hall

Speaker:

Andrew D. Lipman, Senior Partner, Morgan Lewis

This session will provide insight into opportunities that are available to fiber and infrastructure providers by various federal government programs. Please join us to learn more about existing programs as well as what is on the horizon under FCC Chair Pai and Congressional activity on an Infrastructure Bill. We also will cover M&A opportunities presented by prior grant programs for fiber builds.

5:00 p.m. – 7:00 p.m.

French Quarter Fête Opening Reception

Expo Hall - Great Hall

Sponsored by



Kick off The INCOMPAS Show with a fun night of eating, drinking and engaging with peers at our opening reception. Visit The Hub to participate in our NCAA squares pool for a chance to win \$500!

TUESDAY, APRIL 4

7:00 a.m. – 6:00 p.m.

Registration, Deal Center, and Meeting Spaces Open

Registration sponsored by



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Deal Center sponsored by



8:30 a.m. – 9:30 a.m.

C-Suite Networking Breakfast (Must be pre-registered)

Rivergate Room

Sponsored by



9:00 a.m. – 9:30 a.m.

Bloody and Beignets on BlueSky

Great Hall

Enjoy complimentary Bloody Marys and Beignets on BlueSky!

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9:30 a.m. – 10:30 a.m.

Industry Keynote: Kenny Gunderman, CEO, Uniti Group, Inc.

The Hub - Great Hall

Kenny Gunderman is President and Chief Executive Officer of Uniti Group, Inc. He has 17 years of investment banking 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 transactions and specifically focused on telecommunications services. Gunderman will focus on key current trends and future scenarios in the industry and share his experiences starting as a CPA at KPMG, his time as Senior Vice President at Lehman Brothers to his current position with Uniti Group, Inc..

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(Tuesday, April 4, continued)

10:30 a.m. – 11:30 a.m.

Buyer Open Meeting Time

The Hub - Great Hall

Visit participating buyer company tables on the show floor for the opportunity to meet 1:1 with their buyers

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

Moderator:

Nick Sgroi, Vice President, Carrier Strategy & Voice
Product Portfolios, Bandwidth

Panelists:

Jeanne Dale, Vice President, Voice Management, Windstream
Douglas Gardner, Global Head of Carrier Relations, Twilio, Inc.
Rebecca Sommi, Senior Vice President of Operations Support and Engineering, Broadview Networks

Take a break from meetings to hear from top industry buyers discussing the key factors impacting their buying decisions. Buyers attending this session can hear from their peers in the industry sharing best practices and the struggles they face, while vendors can benefit from the buyer feedback and gain a better understanding of how to effectively make business deals. Join us for this interactive panel session where senior communications buyers will engage in a discussion about industry trends and how they adjust their buying decisions to anticipate and accommodate shifting customer demands, particularly during a time of consolidation in our industry.

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

The Hub - Great Hall

Sponsored by 

Speaker:

Prayson Pate, Chief Technology Officer, Ensemble, ADVA
Optical Networking

2017 is shaping up to be the year of NFV deployments – especially for operators that can solve the problems encountered when taking NFV from the lab to large-scale rollout. Service providers are collaborating with companies that have proven that they see beyond NFV, understand the unique challenges of the telco network, and that embrace the full benefits of the cloud. This session will demonstrate how ADVA Ensemble has helped leading service providers gain the benefits of cloudifying their networks with NFV.

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

The Hub - Great Hall

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Speaker:

Mark Hurley, Data Center Solution Architect, Schneider Electric

Are you considering adding data center services to your customer offering? Join Schneider Electric to gain an understanding of the business case for deploying an edge data center in your central office as a means to expand and diversify your sources of revenue. Learn about the options available for the deployment and management of an edge data center.

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

Speaker:

Charlie Pagliazzo, Vice President, Channels

Granite leads the communications industry as a service provider for more than 5,000 corporate clients. Partner programs are key to the success of Granite's clients as they provide personalized and scalable solutions that allow businesses to grow with imminent demand. Granite strives to build strong relationships that promote value and personalized customer support to provide cutting-edge solutions to businesses of all sizes. We invite you and your team to join us for a discussion of how you can be a part of Granite's success through its partner programs.

2:00 p.m. – 2:30 p.m.

Snack Break

Expo Hall, Booth #316

Sponsored by

2:00 p.m. – 2:30 p.m.

Refreshment 

Great Hall

2:10 p.m. – 2:40 p.m.

Business Opportunities in the Federal Universal Services Programs

The Hub - Great Hall

Speaker:

Steven A. Augustino, Partner,
Kelley Drye & Warren, LLP

This session will provide information on ways to use the \$8.5 billion federal Universal Service programs to support your business growth as a communications service provider. The presentation will cover each of the FCC's four Universal Service programs, including Connect America Fund's upcoming auctions for fixed and mobile providers, E-Rate, Lifeline and Rural Healthcare programs. In addition to a brief overview of the various Universal Service programs, this presentation will cover the eligibility requirements as well as the ins and outs associated with utilizing these funds to support your business expansion.

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

Join your peers for a Happy Hour in the Expo 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

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(Tuesday, April 4, continued)

7:30 p.m.

Executive Dinner (Invitation Only)

Location: Galatoire's, 209 Bourbon St.

Co-sponsored by



WEDNESDAY, APRIL 5

7:00 a.m. – 3:30 p.m.

Registration, Deal Center, Meeting Spaces Open

Registration sponsored by CenturyLink® Wholesale

Deal Center sponsored by gtt

9:00 a.m. – 9:30 a.m.

Bloody and Beignets on BlueSky

The Hub - Great Hall

Enjoy complimentary Bloody Marys and Beignets on BlueSky!

Sponsored by BlueSky

9:30 a.m. – 10:30 a.m.

Trends in Competition Amid Consolidation

The Hub - Great Hall

Moderator:

Rich Lukaj, Senior Managing Director, Bank Street Group

Panelists:

Rick Calder, President and CEO, GTT

Chris MacFarland, Chairman and CEO, Masergy

During the past several years, there has been a significant amount of consolidation throughout every segment of the communications industry. Join us for a discussion with financial and industry executives as they examine merger and acquisition trends in the tech and telecom sector.

10:30 a.m. – 11:30 a.m.

Buyer Open Meeting Time

The Hub - Great Hall

Visit participating buyer company tables on the show floor for the opportunity to meet 1:1 with their buyers.

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

Moderator:

Todd O'Boyle, Deputy Director, Next Century Cities

Panelists:

Rondella Hawkins, Telecommunications & Regulatory Affairs Officer for the City of Austin

Charles McKee, Vice President, Government Affairs Federal and State Regulatory, Sprint

Russell Sarazen, National Director, State Legislative Affairs, T-Mobile

This panel will bring together local government and industry leaders to discuss innovative strategies to deploy small cells: a key to meeting growing wireless demand and getting more people online. We will also discuss surprising uses for small cells, including emergency preparedness.

12:50 p.m. – 1:05 p.m.

The Economics of Cyber Attacks

The Hub - Great Hall

Sponsored by radware
Every second counts

Speaker:

Michael O'Malley, Vice President of Carrier Strategy and Business Development, Radware

This presentation will provide attendees with an up-to-date picture of the rapidly changing landscape of cyber-attack tools and services, the buying criteria and locations for these tools and ease of use. Additionally, it will provide an understanding of how the combination of the proliferation of these tools and their corresponding

SAVE THE DATE



OCTOBER 15 - 17, 2017
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use has dramatically changed the dynamics of the return on defense strategies. This presentation will provide unique insight into the world of the Darknet, specific customer attack stories, new economic models of measuring security deployments and a refreshed look at how controls should be deployed going forward.

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)

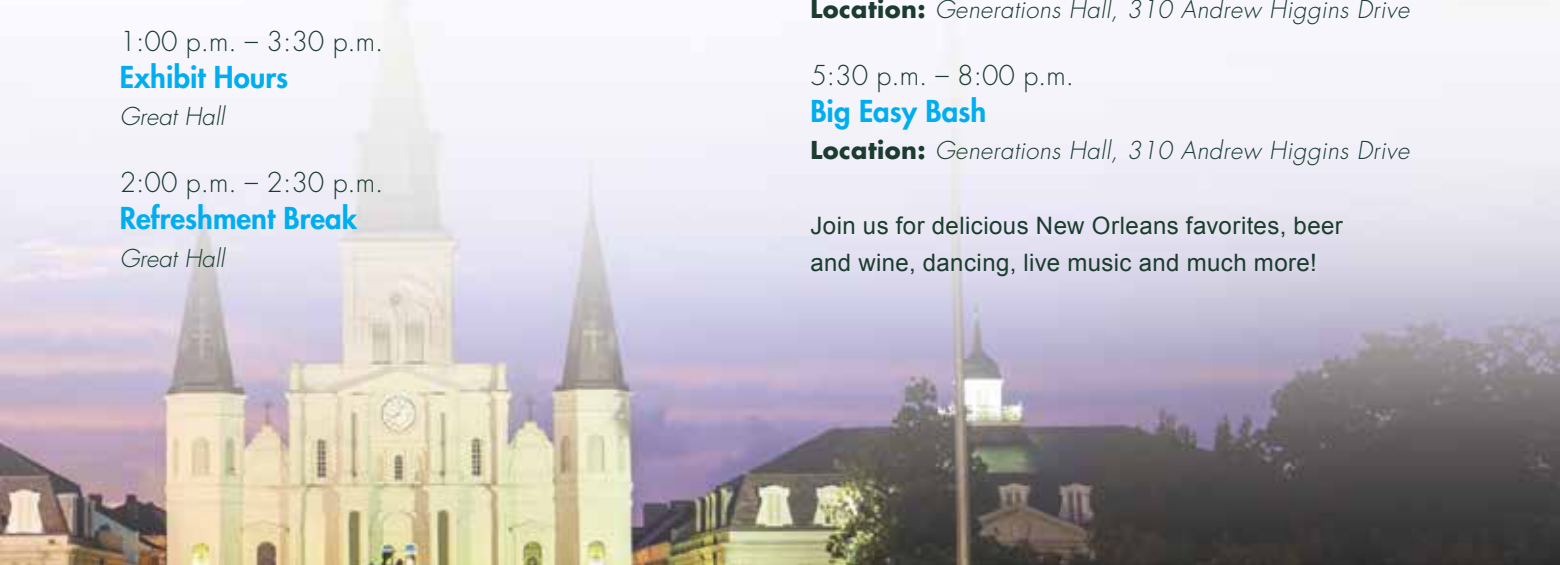
Location: Generations Hall, 310 Andrew Higgins Drive

5:30 p.m. – 8:00 p.m.

Big Easy Bash

Location: Generations Hall, 310 Andrew Higgins Drive

Join us for delicious New Orleans favorites, beer and wine, dancing, live music and much more!



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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
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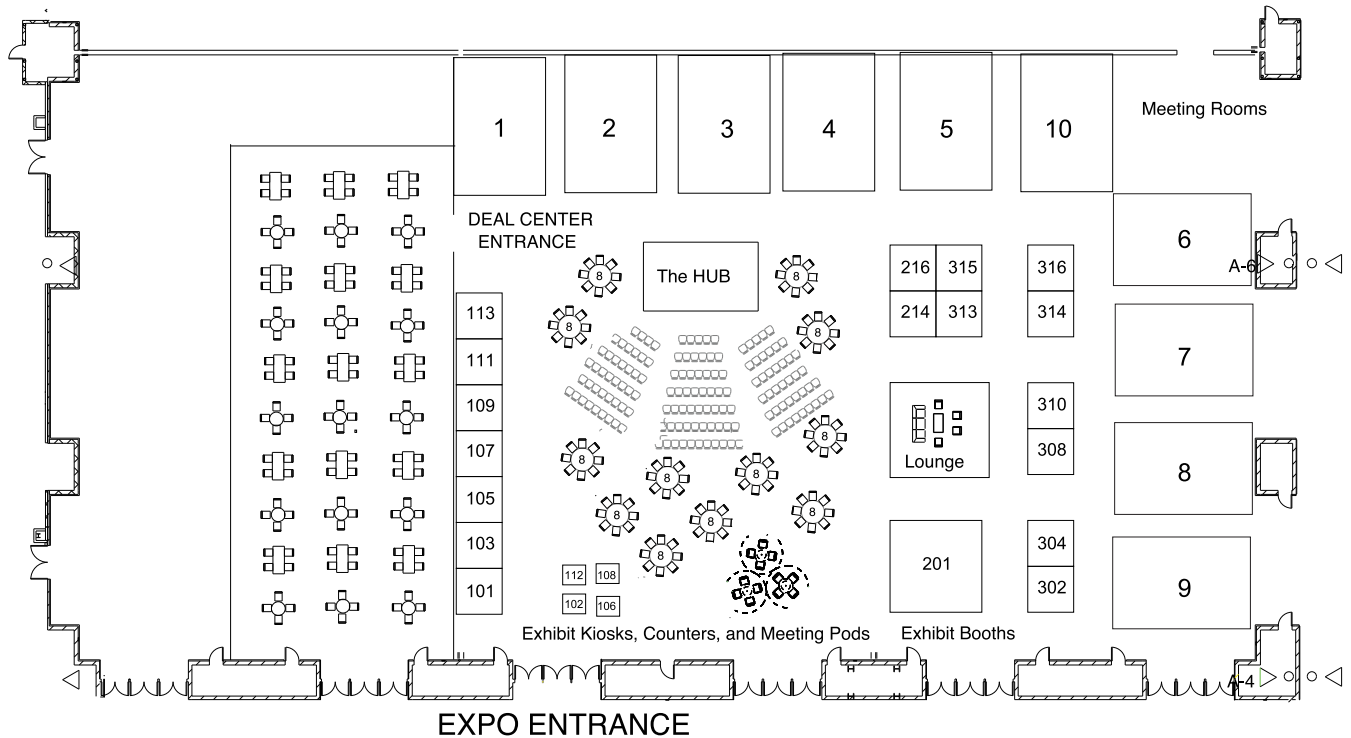


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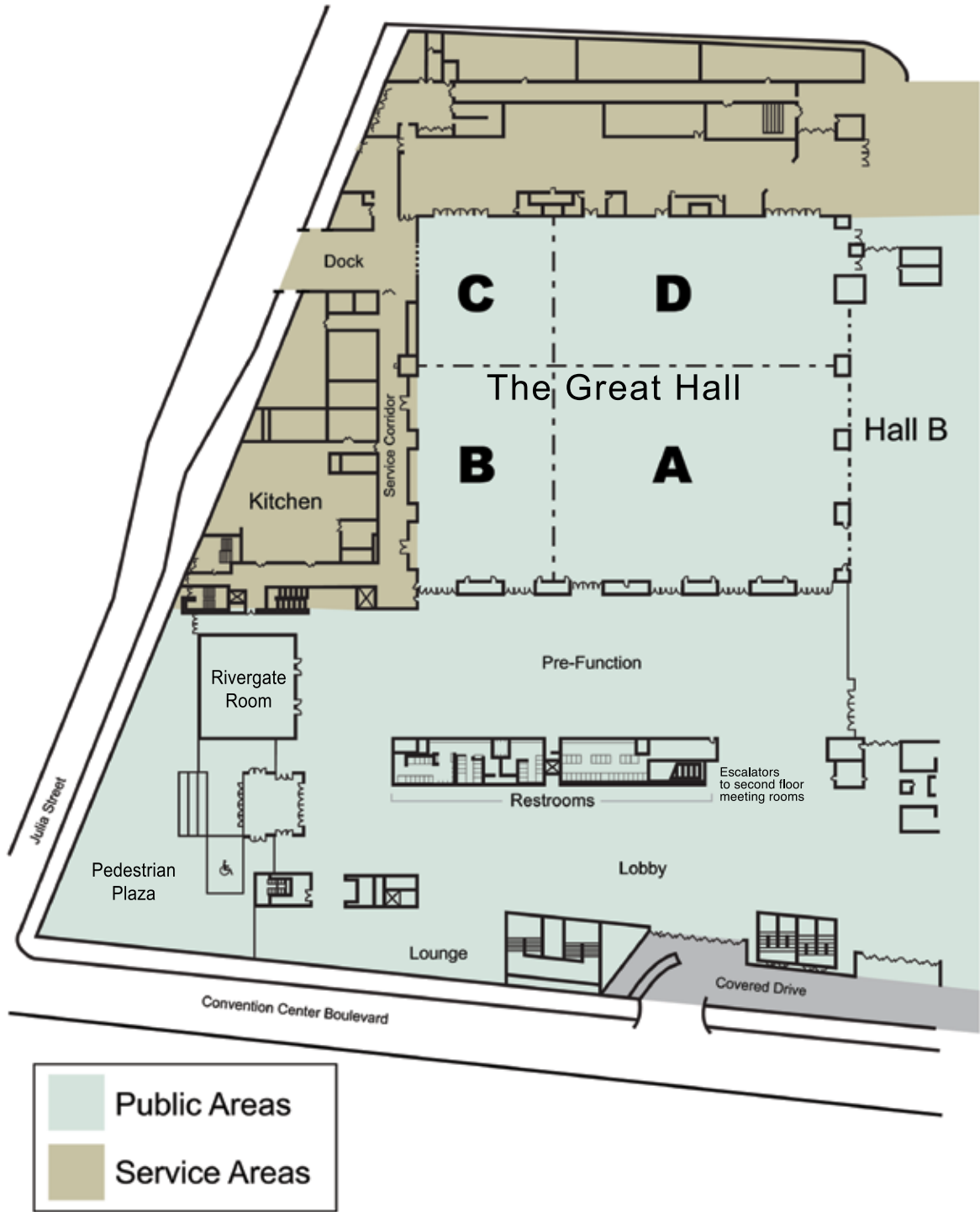
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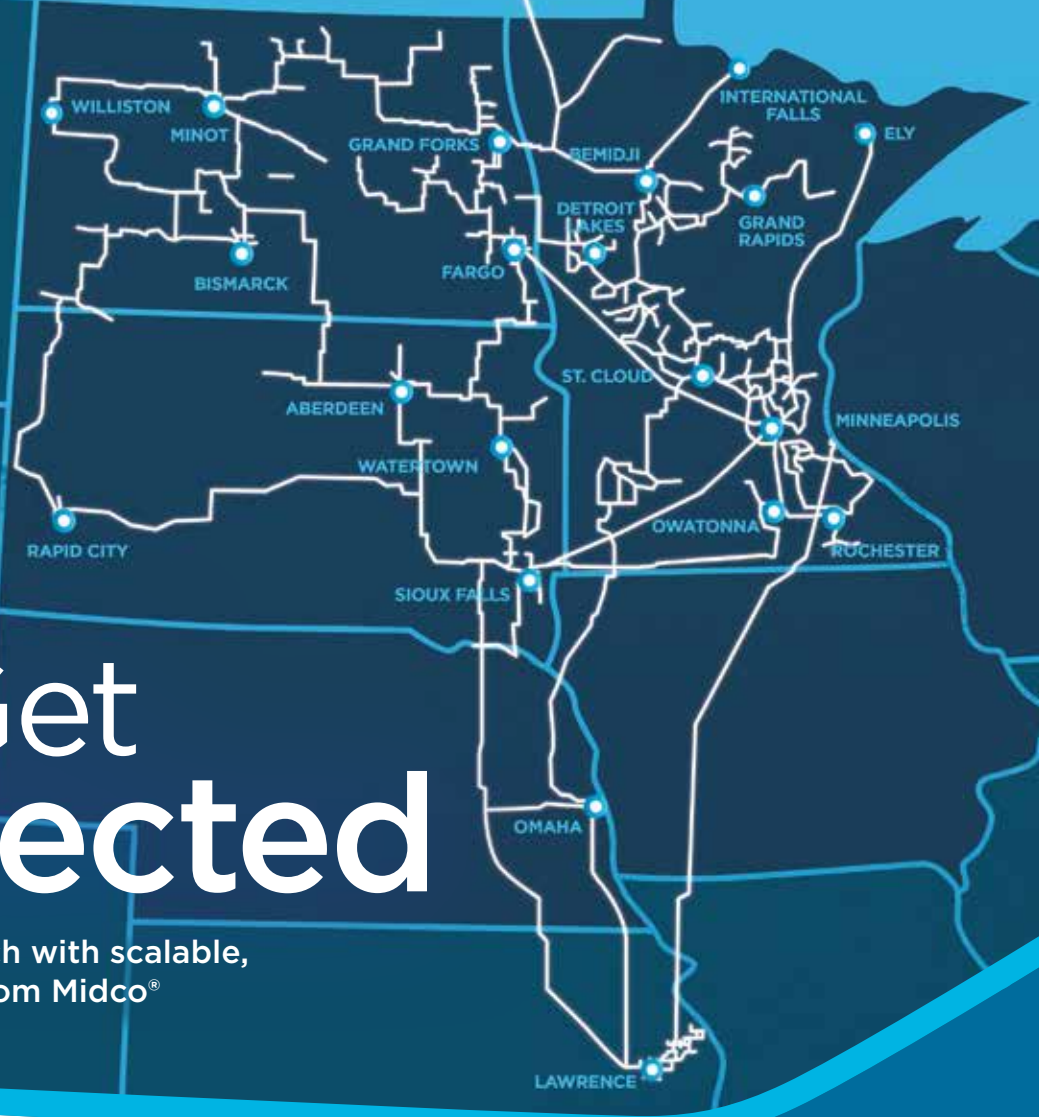
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