

DAY
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THE 2016

INCOMPAS SHOW

OCTOBER 23-25, 2016 | DALLAS, TEXAS



SHOW DAILY

Future is NOW at INCOMPAS

By Bruce Christian

If you've had a look at the Fall INCOMPAS Show agenda, you may have noticed a heavy emphasis on the future of the industry. That's intentional, according to CEO Chip Pickering.

"Our agenda reflects a focus on the future – from deployment of fiber networks to the products and services enabled by these networks," Pickering said. "All show attendees – buyers, sellers and users – will benefit from this."

"Monday's agenda places an emphasis on the network, specifically with respect to optimization, management and most importantly, how to plan for future network needs in light of the evolving marketplace," he added.

(See *INCOMPAS*, page 4)



Opening Night

When the doors opened to The INCOMPAS Show Expo Hall, the networking began in earnest, as vendors began sharing information with attendees.

Communications Vital to Growth in Global Economy

When GTT's President and CEO Richard "Rick" D. Calder Jr. speaks this morning during the opening keynote address at The INCOMPAS Show, his message will focus on trends within the industry.

He will address INCOMPAS attendees from the perspective of GTT's commitment to evolving its business, services and infrastructure to meet its clients' changing requirements.

"Communication services are no longer merely a service offering. They are a vital component of an organization's success and critical to the growth

(See *Keynote*, page 6)

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(INCOMPAS, continued from page 1)

By facing the future, Pickering says it shows INCOMPAS' "laser focus with respect to ensuring that competitive communications companies continue to grow and prosper."

Underscoring how companies develop to meet the changing needs of the market and their customers are the two keynote speakers selected for this show. Both Rick Calder, president and CEO of GTT, and Ron Mudry, president of Uniti Fiber, are shining examples of leaders who have

successfully transformed their companies. Calder is delivering the opening keynote today at 9 a.m., and Mudry's keynote session will take place tomorrow at 10:15 a.m. in The HUB.

Pickering explained that "we understand that we need to not only address the market today, but also anticipate what is on the technology horizon. INCOMPAS, like the industry, continues to evolve to meet the needs and demands of competitive communications and technology companies."



Pickering

Because whatever the future may bring also will involve legislative and regulatory issues, Pickering offered up the reminder that INCOMPAS' core mission is "to advocate for competition across all platforms."

"INCOMPAS is dedicated to promoting policies that will enhance the growth of our member companies and foster economic development in communities worldwide," he said. "As we approach a new administration, we remain committed to ensuring an open and competitive communications marketplace."

Regardless of who wins the presidential election on Nov. 8, Pickering said INCOMPAS will remain true to its mission.

"This has been one of the most interesting elections we have ever experienced. Regardless of the outcome, there will be a change in administration, but INCOMPAS' objective remains unchanged. We will continue to fight for a competitive marketplace that will allow our member companies to thrive," he said.

The policy issues INCOMPAS will want the new administration and Congress to examine will be discussed at its annual Policy Summit on Feb. 15, 2017, at the Newseum in Washington, D.C.

"We encourage everyone to save the date and make plans to attend," Pickering said.

While the future may be on members' minds and the show agenda, the Fall Show offers many opportunities for companies to engage now, Pickering pointed out.

"The networking and business opportunities that occur at our events are some of the most valuable aspects of our show," he said. "The INCOMPAS Show provides a venue for our companies and their representatives to meet with existing customers and make contact with new prospects."

"The Deal Center is extremely popular, as it gives companies the opportunity to meet with new and existing clients. In addition, our receptions offer a chance to mingle with show participants in a fun and relaxed environment," Pickering said.

If there is a key take-a-way from the schedule, Pickering said it would be that The INCOMPAS Show consistently is evolving to meet the needs of participants and attendees.

"We aim to have our show reflect that we are listening to our sponsors, exhibitors and attendees," he said, citing the introduction of The Buyers Forum this Fall as an example. "This program is a first step, and will be expanded at the INCOMPAS Show: Spring 2017," which will take place April 3-5 at the Morial Convention Center in New Orleans. □

CSF Offers Rocking Promotions to Boost Toll-Free Texting, 8MS ROC

CSF Corporation announced today the rollout of special rocking promotions to encourage industrywide acceptance of toll-free texting and the new 8MS ROC (RespOrg Change) capabilities for automated toll-free porting.

As part of these promotions, CSF is offering free 8MS ROC capabilities and free 8MS TeXT capabilities. The key advantages of the 8MS ROC and the ROC promotions include:

- The 8MS allows for the automated and simplified management, provisioning, and routing of toll-free numbers to the SMS/800 National Registry, which is used by RespOrgs to manage their toll-free numbers.
- The 8MS ROC feature automates the porting process by enabling RespOrgs to send electronic letter of agency and automatically port numbers in a more efficient and economical manner from within their familiar 8MS environment.
- The 8MS ROC eliminates the need to swivel chair to external systems; it requires only one login for multiple entities or RespOrg numbers, and it has an easy-to-use single screen workflow to review and approve ports faster easily.
- The 8MS ROC is free to any RespOrg, and 8MS transactions do not count when using the ROC.

The key advantages of 8MS TeXT and CSF's special 8MS TeXT promotion include:

- 8MS TeXT allows RespOrgs and carriers to enable texting on toll-free numbers.
- 8MS TeXT software is free to any RespOrg or carrier to enable texting on toll-free numbers, including one internal toll-free number and up to 1,000 monthly texts.
- 8MS TeXT includes Somos TSS integration, text aggregation/transport, APIs, custom-branded portal and text opt-in/out capabilities.

"CSF is excited to help promote the industrywide acceptance of texting on toll-free numbers, and the new ROC RespOrg Change process to automate the porting of toll-free numbers" said Frank Lauria, executive vice president at CSF Corporation.

Lauria added, "Both of these capabilities make toll-free even more exciting and useful for businesses and consumers."

CSF is a leader in toll-free number management, provisioning, texting and least cost routing (LCR) software. With more than 100 RespOrg and carrier customers, CSF's flagship software product, 8MS, makes more than 75 percent of all changes to toll-free numbers in the industry.

CSF's customers save time and money with their toll-free number management, and they can reduce their external carrier costs more than 20 percent using CSF's LCR and route-optimization software.

During The INCOMPAS Show, CSF will provide demonstrations of 8MS, 8MS Carrier Express, 8MS TeXT, and the rest of the 8MS toll-free provisioning and LCR software suite. Visit booth 303 in the Expo Hall, or go to www.csfcorp.com for more information. □

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(Keynote, continued from page 1)

of the global economy,” Calder said in an interview prior to the show. “This increased requirement for enterprise connectivity creates a significant amount of opportunity for both enterprises and service providers, but can also present some challenges, such as the impact of these services on network infrastructure.”

Citing a Cisco study from this year, Calder pointed out that “global cloud IP traffic is projected to account for more than four-fifths of data center traffic by 2019. Service providers need to determine how we can scale our networks and our clients’ networks to help them take advantage of new services and applications and drive improved productivity across their organizations.”

IMPRESSIVE RESUME

Calder brings more than two decades of experience to the table. He was appointed to his position by GTT’s Board of Directors in May 2007. But his résumé is impressive. He was president and COO of InPhonic, and prior to that, he served as president of Business Enterprise & Carrier Markets at Broadwing Communications. He’s also held senior management positions at Winstar Communications; co-founded GO Communications; and in his early career held positions at MCI Communications and Tellabs Inc.

Earning a degree in electrical engineering from Yale, Calder first entered the telecommunications space at Tellabs, where he worked in an application-specific integrated circuit group learning the business from the ground up. As his career developed, he expanded his experience from technical roles into marketing, business development and management.

His work at GTT hasn’t gone unnoticed. In June, he received the EY Entrepreneur of the Year 2016 Mid-Atlantic award. Calder won for the Technology Services category and became eligible for consideration in the EY Entrepreneur of the Year National Program.

He shares the honor with GTT’s team.

GREAT GROWTH

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

This growth, Calder said, can be attributed to a corporate strategy of expanding cloud



Calder

networking services to multinational clients; extending secure network connectivity to any location in the world and any application in the cloud; and delivering “an outstanding” client experience by living up to the company’s core values of simplicity, speed and agility. “These differentiators have established us as a better way for our clients to reach the cloud, connecting them to the applications, services, customers and partners they require to do business, anywhere in the world,” he added.

“The communications industry will remain a competitive one, with new entrants and mergers and acquisitions continuing to shape the landscape.”

– Rick D. Calder Jr., GTT

POSITIONING THE FUTURE

Perhaps it has been because of his past experiences that he so deftly created such a successful present for GTT, while positioning it for a promising future.

“I was employed by several telecom companies, including MCI, before the Telecommunications Act took effect in 1996,” he recalled. “This experience gave me perspective on how the act created opportunities for new and smaller providers to enter the market and compete with traditional telco monopolies.

“We have also witnessed a transition in the scale and scope of the telecom industry, which aligns with the global expansion of our clients’ businesses,” Calder continued. “Most of our clients today have offices and requirements that extend far beyond the United States. GTT continues to grow our capabilities and infrastructure to meet the needs of our clients as they expand their organizations worldwide.”

Calder said, “We see ourselves as a challenger brand; one that has the infrastructure and services to define us as a global leader, but with a superior, personalized service experience that differentiates us in the market.”

Peering into the future, Calder said, “We see many new trends, such as software-defined networking and the movement of enterprise IT applications to cloud service providers, which are driving large increases in bandwidth requirements.

“Multinational businesses are increasingly turning to the cloud as a core organizational strategy, using cloud-based services and applications as a way to increase collaboration across their workforces and reduce costs,” he said.

Calder, referring to a Gartner study from this year, said the public cloud market is projected to grow 16.5 percent this year to \$204 billion.

PRESSING ISSUES

With progress, however, arises other issues. “Security is a growing concern that continues to be top of mind for executives across all industries,” Calder cautioned. “IT leaders need to consider security offerings that provide comprehensive protection from rapidly evolving threats, and compliance capabilities to help them meet regulatory requirements.”

He said effective security is critical to an organization, because a data breach can be devastating from both a financial and a branding perspective.

“The cost of cybercrime to businesses is projected to reach \$2 trillion by 2019,” said Calder, quoting a 2016 *Forbes* report.

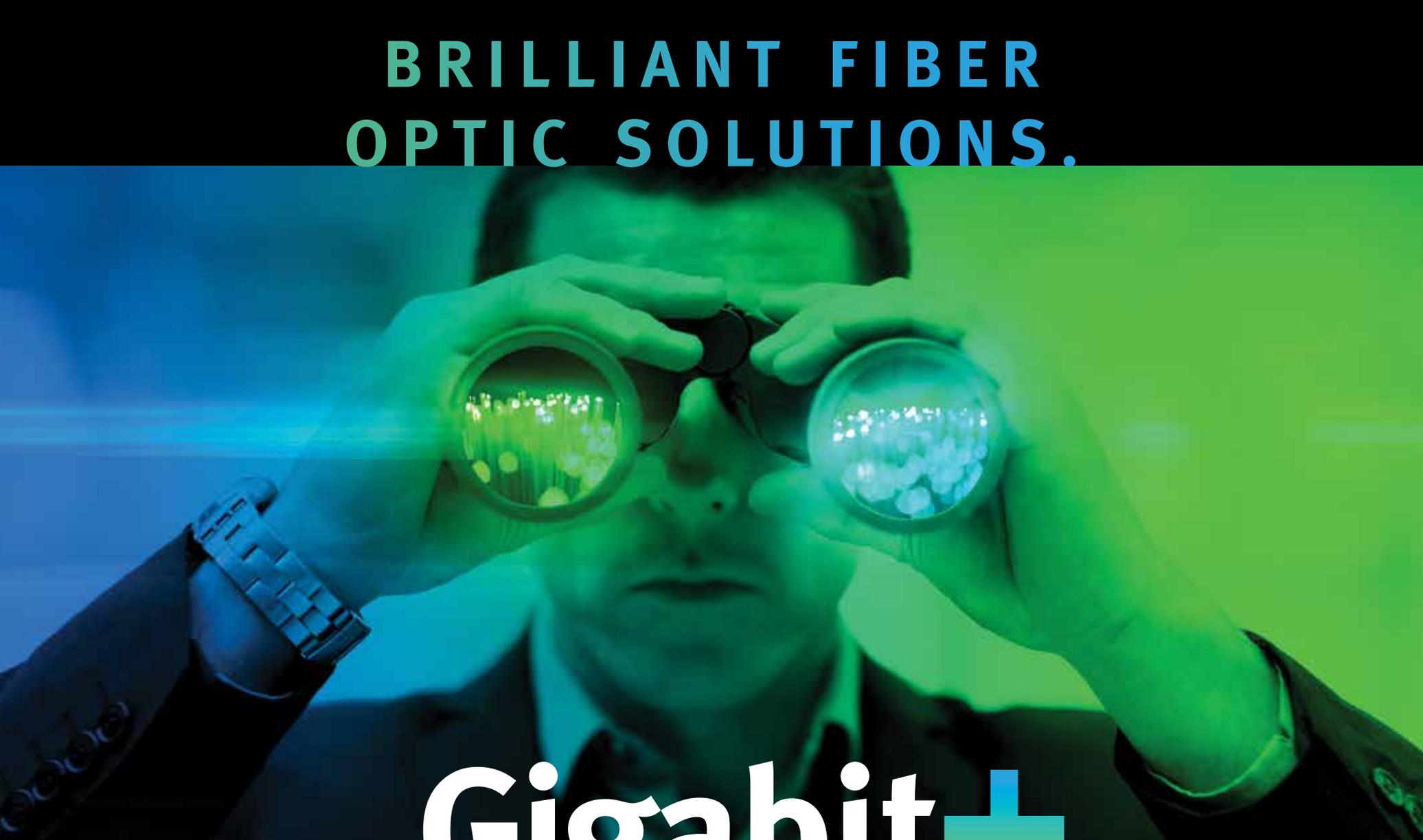
“As a provider with an established history in managed security, GTT realizes the importance of investing in security solutions that protect against complex threats,” Calder said. “We take a multilayered approach to security, providing both cloud and premises-based capabilities, to effectively mitigate attacks.

“We also offer secure remote access services and work with our clients to develop customized compliance plans to meet regulatory requirements,” he added.

Calder is optimistic about the future of the industry because of a policy environment that promotes competition.

“The communications industry will remain a competitive one, with new entrants and mergers and acquisitions continuing to shape the landscape,” Calder said. “As a company with a strong history of M&A activity, GTT views the competitive landscape as an opportunity to strategically expand our business to better serve the needs of our clients.” □

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Panel to Discuss 5G Inevitability in U.S.

It's not a secret that mobile network operators already are looking for more speed, capacity and quality of service. That means another new generation: Get prepared for 5G.

Addressing 5G is today's 12:10 p.m. session at The HUB, "Maximizing Returns with Potential 5G Network Design and Use Cases While Avoiding Legal and Regulatory Obstacles." The moderated-panel discussion is sponsored by international law firm Hogan Lovells. The panelists are Hogan Lovells' partners Michele Farquhar and Trey Hanbury, as well as senior advisor Tom Peters.

According to the firm, annual service revenues estimated at more than \$250 billion by 2025, 5G broadband promises to change the way the world generates and receives data.

The advent of 5G has awakened established operators from throughout multiple discrete industries to vulnerabilities in their existing business models. The 5G revolution will require vast swaths of newly available spectrum and a huge surge in the deployment of point-to-point and point-to-multipoint backhaul networks.

The industry already understands that consumers have adopted mobile broadband technology at unparalleled rates compared to other technology iterations.

U.S. wireless network operators led the world in developing and deploying 4G LTE service, which created an explosion in mobile broadband use, smartphone adoption and the apps economy. Mobile broadband is helping to close the digital divide that exists in communities of color, low-income households and rural America.

Adoption is growing so fast that mobile network operators need to be looking to the next generation of network technology (5G) to accommodate the requirement for additional speed, capacity and quality of service.

INCOMPAS members can benefit from the move to 5G, Hogan Lovells believes, because a critical component of 5G networks will be access to robust backhaul services.

Mobile network operators will need key partners to connect their small cells, distributed antenna systems, sensors and other 5G network components. Wireline operators who are aware of the opportunities and know the important policy considerations around 5G will set themselves apart from the competition and will be able to win this important line of business.

According to the firm, 5G will take today's powerful mobile broadband networks to the next level.

FCC Chairman Tom Wheeler has described 5G as "the missing piece of the puzzle depicting the wireless future: Where today's wired and wireless networks force customers to choose either high speed and capacity or mobility, 5G's promise of gigabit mobile connections at any location will open up hugely disruptive new value propositions for the users of networks."

5G will open the doors to applications and use cases that were once the stuff of science fiction movies. As an example, 5G's high data rates and super-low latency have the potential to unlock remote surgery applications that

possible through 5G include:

- Smart cities that reduce pollution and energy consumption
- Telehealth services that allow consumers to access world-class physicians and medical services no matter where they are located
- Virtual and augmented reality experiences that immerse a user in the middle of a concert, baseball game or travel experience
- Real-time translation services that break down barriers to communication between neighbors
- Connected car technologies that reduce accidents and fatalities
- Precision agriculture products that reduce water waste and pesticide use and reduce the overall costs of food supply



potentially could allow a world-renowned heart surgeon in New York to perform remote bypass surgery on a patient located in a hospital on the other side of the country.

Hogan Lovells' statement regarding the discussion panel said, "It isn't hyperbole to suggest that the benefits to consumers from 5G could be limitless."

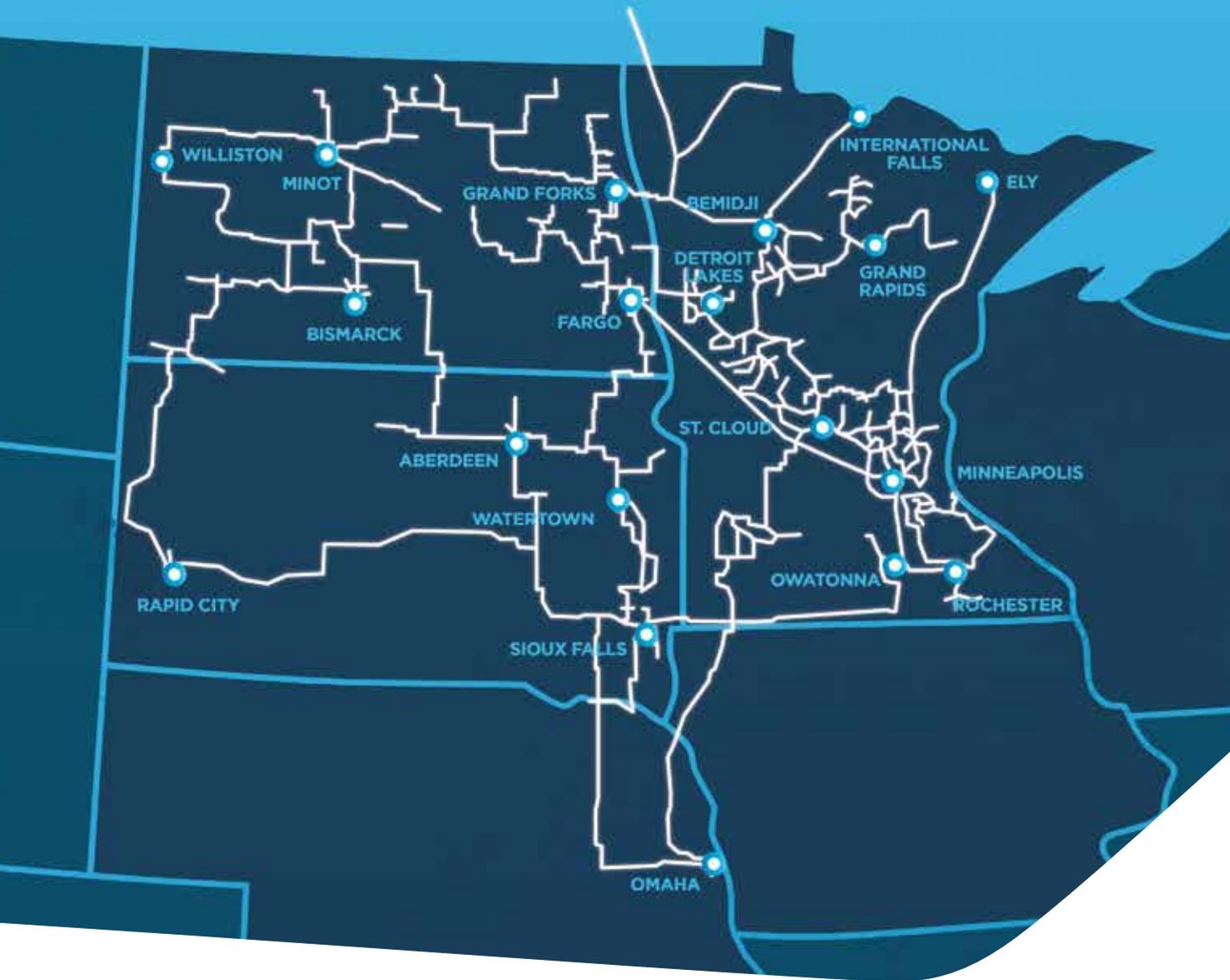
Some of the proposed use cases that may be

The evolution to 5G is a little different from prior network evolution, according to firm, explaining that

4G was a "rip-and-replace" type of network evolution, as the mobile network transitioned to IP, packet-based communications.

While 5G will build upon the IP-based networks of 4G, the firm said, "We expect

(See 5G, page 19)



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BUSINESS

INDATEL's Founder to Retire; Wagner Takes Helm

Max Huffman, a pillar for INDATEL and independent telecommunications companies throughout the United States, announced his plans to retire at the end of the year. Mel Wagner Jr., who has served as INDATEL's vice president of Business Development and Sales since 2014, was named the organization's new CEO.

Huffman became chief operating officer of INDATEL Services in May 2012, after he retired from Bluebird Network.

"As a founding member of the original INDATELgroup and the organization's first president of the Board of Directors, Huffman's vision and passion have been big reasons for the success of INDATEL," said Board President Corey Jensen. "His strong leadership helped guide the organization during its formation years assisting with the evolution of INDATELgroup to INDATEL Services or better known today as INDATEL."

INDATELgroup, a derivative of Independent Alliances Telecom Group, was established as a trade association to create awareness of and promote independent telecom companies and their offerings throughout rural America. In 2010, the organization started a services division.

Huffman and INDATEL have always been synonymous. For a short period of time, Huffman oversaw operations for the trade association and the services company, until the members voted in December 2013 to dissolve the trade association and merge those functions into INDATEL Services LLC. Since then, INDATEL has experienced growth in membership, service offerings and customers under Huffman's direction.



Huffman

"The future is bright," Huffman said. "INDATEL has established a strong brand presence and enhanced relationships that will bring multi-state and multilocation sales opportunities to the member-owned, interconnected, robust fiber network.

"When we started INDATEL 13 years ago, I would have never believed it would be possible for us to deliver advanced broadband service speeds from coast-to-coast at prices that are much lower than an equivalent TDM-based circuit speed," he said.

"Huffman's vision and passion have been big reasons for the success of INDATEL"
— Corey Jensen, INDATEL

"I am proud to be part of an organization of like-organized, like-minded companies that have come together for the betterment of the entire group." Huffman said. "Life is really all about relationships — God, family and the friends you make along the way. I consider it an honor to have so many friends in the industry, especially my INDATEL family and the customers we serve."

"The fundamentals on which INDATEL were founded and prospered will not change." Jensen noted. "INDATEL will continue to follow the path set by Max and the Board of Directors to bring business opportunities to its members. We thank Max for his years of dedication, guidance and friendship."

The search to replace Huffman began in June.

Wagner, an industry veteran, brings more than 25 years of experience in telecom and an entrepreneurial focus that has been instrumental in driving INDATEL's market position and achieving financial growth.

"Mel Wagner's integrity, experience and work ethic make him a perfect fit to lead INDATEL as we continue to expand our network and service offerings," Jensen said.

Wagner praised his predecessor saying, "The incredible cornerstones set by Max Huffman have established and built a solid foundation for INDATEL. This is an exciting time for the company, as we continue to focus on the increasing demand for telecommunication services throughout the country.

"I'm honored to be entrusted to lead, grow and chart the course for INDATEL into the future," he added.

INDATEL is a nationwide network that provides fiber connectivity to rural and urban America. It excels in delivering reliable broadband connectivity via fiber optic network routes throughout the nation. It is positioned to provide broadband telecommunications services to many places other carriers cannot.

The INDATEL network represents more than 90,000 fiber optic route miles of middle-mile network and 100's of thousands of last-mile fiber optic facilities via its members and a fast growing base of affiliates. The INDATEL network currently serves more than 5,000 communities and 40,000 + fiber-serviceable on-net and near-net buildings.

Upon retirement, Huffman plans to provide telecom consulting services, when he isn't traveling with his wife of 43 years or attending his grandchildren's events. □

Stop by booth 215 in the Expo Hall to wish Max Huffman best wishes in his retirement and get to know Mel Wagner, as he begins his new path as CEO of INDATEL. For more information regarding the organization, go to www.INDATEL.com.

WOW! Grows in 2016

It has been a year of growth for WOW! Wholesale, a division of WOW! Business.

In 2016, WOW! Wholesale added 400 new buildings, data centers and wireless sites.

These sites can be serviced with HSI, DIA and fiber Ethernet, along with WOW!'s latest offering – Ethernet over HFC.

WOW! Business provides IP-based network, data, voice and cloud services for small and medium-sized business, enterprise, government and wholesale customers.

The company owns and operates more than 40,000 miles of local fiberr-optic and coaxial networks in the Midwest, Mid-Atlantic and Southeast which, along with its data centers, provide customers with scalable, low-latency access to national carrier backbones. □

For more information about WOW! Wholesale services, visit the Dallas 5 meeting room or go to the website www.wowforbusiness.com/company/wholesaleRoom.

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XKL Launches eVLOCITY Product Suite

XKL LLC, a provider of fiber optic networking systems, launched its 100GE coherent product line, eVLOCITY.

The eVLOCITY platform provides up to 96 channels of coherent 100GE and 9.6 terabits of line-side bandwidth per fiber pair. eVLOCITY maximizes line utilization and uses statistical multiplexing to flexibly allocate capacity on a per-client basis.

The platform provides a bandwidth-on-demand solution in a high-port density, 1RU form factor.

eVLOCITY was developed by XKL's team of engineers and spearheaded by the company's CEO and founder Len Bosack.

Ideal for data center interconnect, metro and

long-haul transport, the eVLOCITY platform uses a first-of-its-kind OSI Layer 1 statistical multiplexing algorithm that enables dynamic allocation of bandwidth on an as-needed basis.

The virtualized interfaces enable seamless capacity growth as customer demands increase, while the eVLOCITY platform maximizes line utilization, allowing customers to run at full line rates.

The statistical multiplexing feature supports flexible bandwidth allocation, with physical ports soft-assigned priorities, providing QoS controls.

"Spectral efficiency is essential for optical networking solutions," Bosack explained. "In addition to this, eVLOCITY is engineered to priori-

tize and allocate customer data intelligently, thus minimizing idle capacity.

"This dynamic bandwidth allocation is unique for Layer 1 and provides another means for customers to handle the explosion in bandwidth growth," he continued. "Customers are looking for additional methods to get more data through the fiber. Spectral efficiency improvements via more complex modulation formats alone will not get the job done."

XKL Director of Engineering Chad Lamb added, "As with all XKL products, eVLOCITY is designed with the future in mind. Typical channel utilization of 50 percent or less leads to a large amount of unused Layer 1 capacity; eVLOCITY enables customers to reclaim this lost bandwidth.

"On top of this capability, we are using standard, off-the-shelf, 100GE coherent transceivers and, as coherent technology improves, we'll integrate these enhancements into the product line. XKL customers will be taking advantage of both improved spectral efficiency in the optical domain, and superior efficiency in channel utilization. This is the XKL differentiator," he added.

eVLOCITY key features include:

- 100G coherent line-side optics with 240Gb of client-side connectivity in a compact 1 RU form factor
- Bandwidth-on-demand with packet shaping using statistical multiplexing
- Digital ROADM and FlexArc technology, provides Add/Drop functionality in addition to point-to-point, ring and mesh topologies
- Low-power consumption and smaller footprint, reducing recurring costs
- Offers bandwidth management at Layer 1, providing QoS for data demanding applications
- Provides 100G lit service handoffs

Privately owned and operated by Cisco Systems, XKL provides high-capacity DWDM optical networking products for robust enterprise deployment, service providers and seamless cloud migration. The company is headquartered in Kirkland, Wash. □

For information, visit booth 409 in the Expo Hall or go to www.xkl.com.

TimelyBill Introduces New Order Management Component

Bill Perfect Inc. has released a new integrated order management system, TBOOrderManagement, which is being demonstrated this week at The INCOMPAS Show.

TimelyBill's order management feature automates and streamlines order processing for telecom service providers.

Bill Perfect's COO Todd Knower explained that "order management facilitates order-to-cash processing by eliminating bottlenecks, redundancies and errors."

The order management "template builder" uses drag-and-drop technology, which allows for the creation of custom data input screens. These screens can be assigned to individual products, categories and types.

The benefits of this feature include faster sales flow, improved customer relations and



smoother order processing.

Bill Perfect develops, markets and integrates the award-winning TimelyBill Billing & OSS. TimelyBill is a hosted, enterprise-level billing and operations support system for communications service providers. □

To see the live demonstration, visit booth 101 in the Expo Hall or go to www.timelybill.com.

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UNITEL Offers Cyber Liability Program

UNITEL Insurance has partnered with INCOMPAS to offer Cyber Liability/Technology Error's and Omission's coverage for INCOMPAS members.

A division of UNICO group, UNITEL is dedicated to providing risk solutions for the telecommunications industry. Teaming up with UNITEL connects you with insurance experts privy to state and national advances.

Evolving technologies and trends offer a unique set of challenges and opportunities – insurance options being one of them. UNITEL identifies strategies, so companies can better protect every aspect of your business

“With the growing risk of cyberattacks 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 great resource that INCOMPAS members can access through this program is the eRisk Hub. This is a go-to resource for all things cyber, helping you shore up your defenses and respond effectively to data breaches, network attacks and other cyber events.

There's no such thing as perfect security. Whether a hacker, computer glitch or staff mistake, most organizations will experience a data breach incident. eRisk Hub can help lessen the risk with key features, such as:

- 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 you 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.

Every business has unique risks that seriously can harm its operations if not properly protected. As a business utilizing technology to produce and deliver products and/or services, it's important to recognize and take precautions against risks that commercial general liability coverage doesn't include.

Technology professional liability coverage, also referred to as cyber liability coverage, is essential for companies using technology, because it addresses a lack of protection in commercial general liability policies, which typically don't cover claims of third-party financial harm.

Cyber threats are real, growing in number and sophistication. There is an increased potential for errors and omissions, copyright or trademark infringement as well as breaches of private information.

Technology businesses are driven by data. With that comes a profound responsibility to protect customers' private information, to prevent the inadvertent transmission of computer viruses and to ensure that authorized users are able to access your website or computer network securely. The theft or misuse of private or confidential customer information occurs daily.

WHAT DOES TECH E&O (CYBER LIABILITY) COVER?

Tech E&O manages risks, resulting from providing a product or service to a third party, that are not covered by a commercial general liability policy.

Specifically, tech E&O protects your business in the event that a third party suffers a financial loss due to your product or service not performing as it was intended or expected, including the event of an error or omission committed by your company.

These policies also cover defense costs in the event of litigation.

Tech E&O coverage would apply in the following situations:

- An error in the code of a website or program your company produced isn't found before it is implemented. A third party depends on this product or service to operate its business, which is stalled due to the error and cause them a financial loss.
- A part your company produces is installed in a piece of equipment. After a short amount of time, the component simply stops working, causing the equipment to fail, but

otherwise not damaging anything or hurting anyone. The third party that relies on this equipment for its business has to stop operations and suffers a financial loss.

- An employee of your company recommends that a client make an adjustment to its network. The client follows the advice and its network crashes as a result, causing a time and financial loss for its operations.

In all of these cases, commercial general liability coverage would not cover a claim or any costs of litigation because of the presence of an error and the lack of resulting physical damage to the third-party's property.

It should be noted that tech E&O policies usually exclude product recall, but some will accept damages for loss of use of a failed product. They also generally exclude non-financial losses and intentional or dishonest acts.

A lot can be done to reduce or eliminate exposures through better understanding of the coverages you have and do not have. Not all exposures require an insurance policy to control or avoid a loss.

Contracts also can have a dramatic impact on your exposure to liability as a result of the acceptance or transfer of risk. However, some exposures are best solved by a technology errors and omissions policy (cyber liability).

Often we think of war being fought with bombs and bullets, but there is a silent attack called cyber attack using only a computer. With the increase in electronic productivity our lives are more exposed than ever to an attack that can grind our business to a stop.

The number of cyber threats we face daily are becoming staggering. Remember planning for cyber attacks should be considered when putting together an emergency plan.

It is essential to conduct a risk analysis to identify exposures you may have and to what extent they exist. Purchasing a cyber liability policy may not meet your needs at all. In fact, without a thorough analysis of risk and coverage you may end up buying a cyber liability policy that only partially meets your needs.

UNITEL can offer special pricing, coverage and risk management tools to INCOMPAS members. □

To learn more, go to unicogroup.com/unitel/ or call Carl Zeutzius at 402.770.7150 or email czeutzius@unitelinsurance.com. We'd be happy to meet with you while at The INCOMPAS Show.

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



THE 2017

**INCOMPAS
SHOW**

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

THE 2017

**INCOMPAS
SHOW**

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



Schedule at a Glance

SUNDAY, OCTOBER 23

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

MONDAY, OCTOBER 24

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

TUESDAY, OCTOBER 25

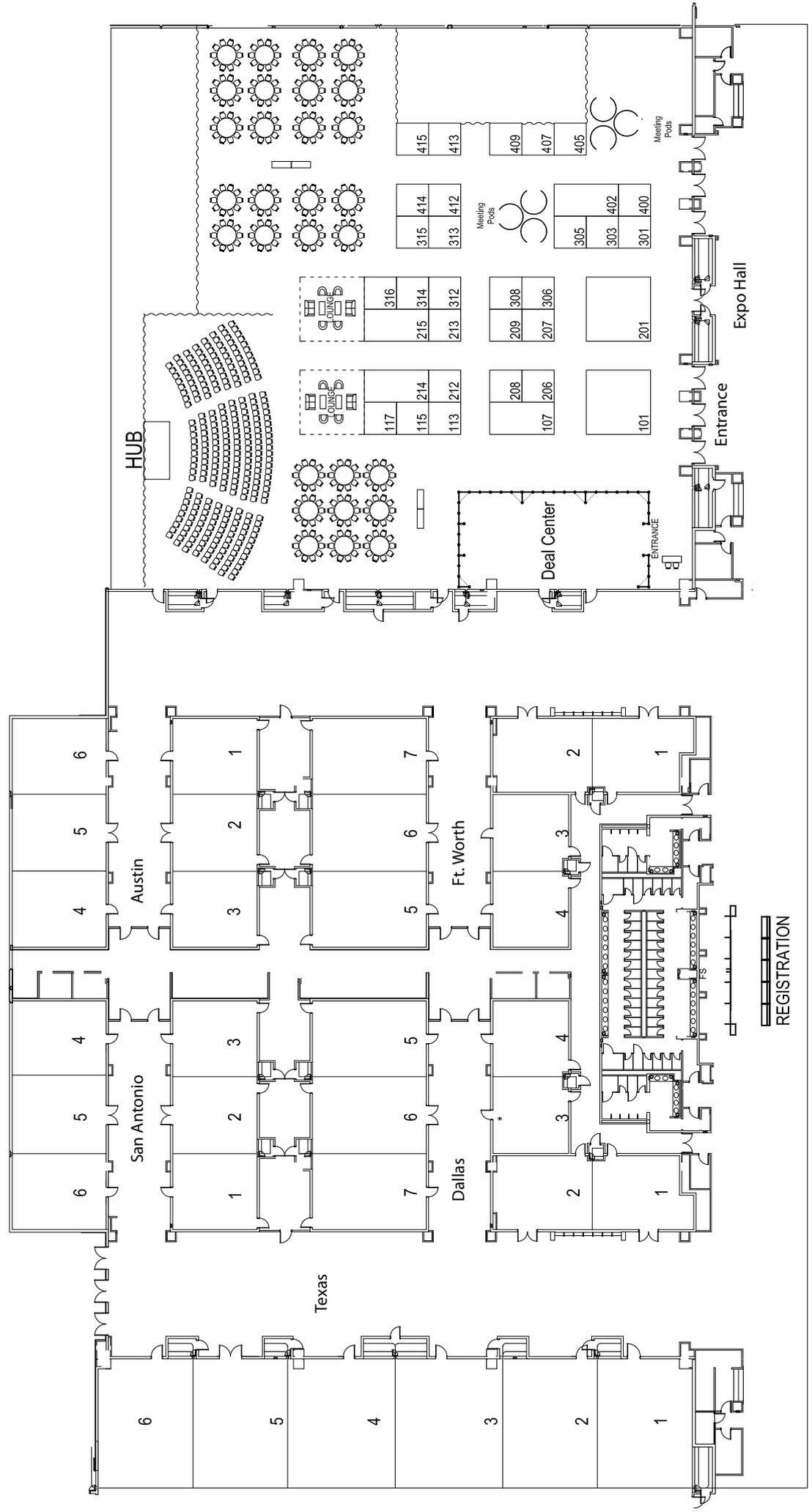
7:00 a.m. – 3:00 p.m.	Deal Center Open <i>Sponsored by GTT; Expo Hall</i>
7:30 a.m. – 1:00 p.m.	Registration Open <i>Sponsored by Windstream; Center Pre-Function</i>
8:00 a.m. – 9:00 a.m.	Members Only Breakfast (Invitation Only) <i>Texas C</i>
8:00 a.m. – 9:00 a.m.	Attendee Breakfast <i>Expo Hall</i>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

Expo Hall, Exhibitors and Meeting Rooms

INCOMPAS Expo Hall Floor Plan

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

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



eX2 Advances Idaho Town's Model for Next-Gen of Smart, Connected Cities

eX2 Technology announced a partnership with the Ammon, Idaho, to support the town's development into one of the nation's true open access connected cities.

In addition to providing Ammon with integral services, ranging from procurement support to physical design for the installation of critical infrastructure, eX2 will support the deployment of a fiber-to-the-home (FTTH) network using software defined networking (SDN) technology to deliver higher bandwidth to the community, facilitating internet services from numerous providers, and other services.

Through the development of Ammon's city-owned network, designed to provide residents and businesses with greater choice in broadband service providers, the town has become a premier model for the nation's next generation of open access networks.

With the help of eX2, a leader in intelligent infrastructure, Ammon's plan for empowering its residents with greater choice and flexibility in broadband service providers has proven cost-effective, while spurring economic growth and increasing property value.

Ammon was one of the first cities in the United States to make the move to use local improvement districts and a scalable funding model to develop a city-owned network that facilitate broadband-based public services and privately provided internet services. For these efforts, the town was awarded the 2016 Community Broadband Project of the Year from the National Association of Telecommunications Officers and Advisors (NATOA).

The network enables Ammon's nearly 15,000 residents the choice of opting in or out of the network, as well as instantly selecting and changing Internet providers using a specially designed,

innovative portal. As a result, service providers are influenced to constantly improve service, allowing for and encouraging market competition.

"We are more than pleased with our partnership with eX2 to design and document our fiber-optic infrastructure," said Bruce Patterson, technology director for Ammon. "They have proven to have the expertise we need, quickly and efficiently delivering on work orders while still being sensitive to project budget constraints.

"It is a true 'win-win' relationship when partners remain focused on each other's success and we feel we have that with eX2," Patterson added.

eX2, which specializes in the finance, design, installation and maintenance of robust broadband, critical infrastructure and intelligent transportation systems, will assist Ammon with several significant aspects of the town's technological development.

Among these, eX2 will provide procurement support, network documentation and engage local contractors, as well as supporting all of Ammon's pre-construction preparation and design activities.

With deep knowledge and expertise in the smart-city movement, eX2 will work closely with the Ammon Fiber Optic Department to help with the design and implementation of its infrastructure expansion.

eX2 will advise Ammon of the necessary tools and products, as well as the best locations to place fiber cables through neighborhoods, ultimately bringing fiber to the town's homes.

"The results of the collaboration between Ammon and eX2 will demonstrate to other similarly sized communities the significant benefits of a municipally owned network," said Kyle Hildebrand, vice president of project development, eX2 Technology. "The coming generation of smart fiber connected cities across the United States will not only feature more choices for faster and more cost-effective broadband services, but the communities utilizing intelligent infrastructures will enjoy increased property values, prosperous businesses, improved public services, greater public safety and general economic growth.

"eX2 is thrilled to lend its expertise to an innovative small-town community that is leading the way in fiber optic networks," Hildebrand added. □

For more information, visit www.ex2technology.com or <http://b.ci.ammon.id.us/>.

Thermo Credit Funds United States Tower Services

Thermo Credit LLC, a funding company focused on the communications industry, announced it has provided a \$300,000 factoring facility to United States Tower Services.

Thermo Credit provided the facility to the Maryland-based cell tower construction and maintenance company for further business growth. Seth Block, Thermo Credit's executive vice president said, "Thermo is very excited to be a part of U.S. Tower's growth plan. I have been very impressed with Dave [Wolf] and his team's operational acumen, and I believe our factoring facility will help them get to the next level."

United States Tower Service spokesperson Dave Wolf said, "The funding process has gone smoothly and we are looking to Thermo Credit to help in our expansion. I would recommend Thermo to others in our industry."

The facility will be funded by Thermo Credit's lending partner, Thermo Communications Funding.

United States Tower Services is a privately held small business based in Frederick County, Md. The company's busi-

ness encompasses the sale, installation, construction, inspection, maintenance, repair, restructure, service and support of communications towers, antenna array systems and related facilities.

Services are provided for large broadcast, microwave, two-way and wireless structures used by commercial TV and radio (FM/AM) broadcasters, government (DOD, and civilian federal, state and local) and commercial two-way radio users and the wireless telecommunications industry.

United States Tower Services also supports the rapidly growing cell communications sector with upgrades and new cell sites.

Thermo Credit is a privately held funding company that provides asset based loans, accounts receivable financing and factoring services. Specializing in the communications and technology industries, Thermo Credit serves established, well-run companies that need capital to expand their business, improve operations or fund an acquisition. □

For more information, visit www.thermocredit.com or contact Seth Block at 504-620-3101.

The Speakers on the 5G panel

The speakers on the 5G panel have a wide range of experience. The years of government, industry and law services have shaped Michele Farquhar into an influential advisor, advocate, and thought leader for the technology, media, and telecoms industry.

As leader of Hogan Lovells' Communications Practice, and co-chair of the global industry sector team, she helps clients with a range of global and U.S. communications policy initiatives, spectrum auctions, licensing and compliance matters, and regulatory strategy involving M&A transactions as well as litigation.

Farquhar obtains regulatory approvals, waivers, and other licenses for many new and cutting-edge technologies. And she leads teams advising major global companies on regulatory strategy issues involving a range of international jurisdictions.

As a legal authority in her industry, she also speaks and writes extensively on a range of communications issues.

She joined the firm in 1997, after serving as chief of the FCC's Wireless Telecommunications Bureau. While at the FCC, she led the agency's new spectrum auction initiative and held primary responsibility over several major auctions and spectrum policy initiatives, as well as the bureau's implementation of the Telecommunications Act of 1996.

Previously, Farquhar served as acting deputy assistant secretary and chief of staff for the National Telecommunications and Information Administration (NTIA) at the U.S. Department of Commerce. She played a lead role in developing the administration's positions on telecommunications reform as well as spectrum, international, electronic commerce, and other policy issues.

And as vice president for Law and Regulatory Policy at the Cellular Telecommunications Industry Association, she gained industry knowledge and regulatory advocacy experience while representing cellular carriers on regulatory, policy, and legal issues before the FCC.

Her colleague Trey Hanbury has a wealth of experience working for the private and public sectors on a variety of communications policy issues, including wireless, spectrum, satellite, and international telecom matters.

Hanbury came to Hogan Lovells from Sprint, where he served as director of Government Affairs. In that position, he acted as regulatory counsel in

major rulemaking proceedings, mergers and acquisitions, and cases before the FCC, the NTIA, the Departments of Justice and Homeland Security, Congress and federal courts.

At Sprint, Hanbury was recognized with the company's Leadership Excellence award, the highest possible level of corporate recognition for directors, vice presidents, and senior executives.

Prior Sprint, Hanbury held various policy-making positions at the FCC, including working on numerous satellite and international telecom matters in the International Bureau. He also served as special counsel in the Office of General Counsel, where he was responsible for providing policy and legal advice to the Office of Chairman on wireless issues.

He previously worked at a nationally recognized communications law firm, where he focused on wireless, satellite, and broadcast issues.

Special advisor Tom Peters is a wireless engineer with more than 20 years of industry and government experience. He brings to the panel a unique and valuable skill set, as he understands the intricate relationship between regulatory policy, technology, spectrum and business and he provides valuable insights to clients on technical policy and related engineering matters.

The former chief engineer of the Wireless Telecommunications Bureau at the FCC, Peters is plugged in to the telecommunications policy-making machine in Washington, D.C., and with his particular ability to translate complex technical concepts to simple and straightforward policy arguments, he delivers insights to clients that go a step beyond.

Peters began his career in wireless at LCC International, a global engineering consulting firm, where he helped design wireless networks worldwide. He quickly rose to the role of director and became responsible for engineering design services in Latin America, and later in Europe and Asia-Pacific.

He then honed his technical regulatory and spectrum policy skills by working directly for a wireless operator when he joined Nextel as a director of Technology Development.

Peters co-founded Wireless Strategy LLC, a strategic engineering consulting firm. But when given the chance to work on the FCC's National Broadband Plan, he jumped at the opportunity, and later became the chief engineer of the Wireless Bureau, where he advised the chairman, commissioners, bureau chiefs, and staff on technical and spectrum policy matters.

(5G, continued from page 8)

some changes at the lower layers of the stack – such as beam forming and dynamic spectrum access through the use of databases – but we expect the transmission, session and application protocols to stay consistent between the two standards.

“The real differences between 4G and 5G will be the quality of service and types of applications consumers will have access to 5G will not only provide exponential growth in mobile network data rates, but also slash latency rates and allow for billions of connected devices to ride on the network,” the law firm stated.

According to the company, the communications industry in the United States is moving

at a “lightning pace” towards 5G. The FCC, for example, moved from a Notice of Inquiry to final rules in a year and a half – which is probably a record for the agency.

Operators and equipment manufacturers also are clamoring to develop 5G networks and products.

The nationwide wireless network operators are trialing 5G services and are partnering with leading equipment manufacturers such as Nokia, Ericsson and Samsung.

“We expect 3GPP to develop a set of 5G standards by the end of 2018, and consumers to have access to 5G services by 2020,” Hogan Lovells' statement read. “The global scope and scale that we expect to see as a result of a

global standardization process for 5G should mean that consumers will reap the benefits of 5G service at minimal incremental costs.”

5G won't come that easily, however, as consumers will likely need to purchase newer smartphones and other devices that incorporate standardized chipsets and other transmission equipment capable of operating over 5G spectrum bands.

But don't expect network operators to shutter their 4G networks immediately when 5G goes live. Many devices likely will be backward-compatible to 4G (and even 3G) networks for time, just as 2G networks remained for a long time after the evolution to 3G and 4G services. □

Innovative SRP DataStation Supports Grid, Growth

The challenge of staying ahead of the breakneck growth of the Internet by supporting a more reliable but less-intrusive expansion of critical data centers is about to be met head on by Phoenix Valley-based companies.

For the first time, starting in the Phoenix metropolitan area, data center capacity has been installed at an existing electric substation. This service deployment method is providing consumers with an unprecedented source of reliable power that is connected directly to the electric grid.

Typical infrastructure costs, such as those associated with backup generators, batteries, uninterruptible power supplies and transfer switches, can be avoided entirely.

The trademarked SRP DataStation concept is a first-of-its-kind project for the next-generation data center and is actively in-service at an SRP substation in Gilbert, Ariz. The initial pilot launched in 2015, was a unique partnership between SRP, the largest provider of power and water to the Phoenix area, and BASELAYER, an advanced modular data center hardware and software company.

The DataStation project is an innovative solution that enables data center growth and development with minimal impact to Valley communities. By eliminating the need for extensive overhead power lines into commercial and residential territories, data center growth will occur at the power substation – enabling local economic development efforts while providing customers with expansive, reliable power.

DataStations will eliminate the need for SRP to build new power lines to serve new or existing



co-location or enterprise data center facilities, which takes time and money and results in higher costs.

By moving data centers closer to the transmission source, instead of at the endpoints of the transmission system, SRP can provide reliable power and reduced infrastructure complexity, resulting in cost savings for customers looking to effectively and efficiently run their business.

SRP anticipates that DataStations will play a critical role as a hub for the computing grid

in the years to come as high-computing infrastructure is pushed further to the edge close to the end users. The company plans to build its DataStations where highly reliable power and telecommunications intersect to deliver another critical resource to customers. These DataStations will provide a “just-in-time” commercial growth model for data center expansion.

SRP DataStations will reside in close proximity to existing power stations with redundant, high-voltage power feeds and SRP’s diverse fiber optic cable network that spans 15 Valley cities and 1,800 miles. The SRP DataStation is in its validation phase and if the concept performs as planned, SRP DataStations could be available for commercial deployment in the very near future.

Based in Tempe, Ariz., Salt River Project was established in 1903 as the nation’s first power and water federal reclamation project. SRP serves more than 1 million electric customers in central Arizona while also overseeing a 240,000-acre water service area.

SRP Telecom, a division of SRP, is a carrier-neutral provider of telecommunications infrastructure products and services to wireline and wireless carriers, as well as to enterprise customers. □

Data Tech is the Team to Bet On

Data Tech Inc. is a leader in the intercarrier compensation business. At The INCOMPAS Show, Data Tech is showcasing how it help your team win the World Series of intercarrier compensation assurance. The company will explain to potential customers how they can make more revenue, operate more cost effectively and create customer satisfaction with its all-star team of analysts and automated intercarrier compensation service bureau platforms:

- CABS billing
- Collection and dispute management
- Access cost/expense management
- Call usage record collection
- Mediation
- CDR data warehouse and more □

For information, visit Data Tech at booth 415 in the Expo Hall, check out the company’s website at cabspros.com, email info@cabspros.com or call 706.698.3282.

Windstream Expands Fiber Transport Network throughout Western U.S.

Windstream, a provider of advanced network communications, is expanding its long-haul express fiber transport network throughout the western United States using Infinera's DTN-X platform.

This network expansion is part of the company's existing strategic capital investment initiatives and adds new fiber routes, connecting major markets throughout the country.

In the first phase of this project, scheduled to be complete by the end of 2016, Windstream will add four major markets to its 100G long-haul network: Salt Lake City, Reno, Las Vegas and the Silicon Valley/San Francisco Bay Area.

The second phase of the project – expected to be finalized by the end of 2017 – adds 100G routes extending from the Bay Area to Los Angeles; Los Angeles to Phoenix; and Phoenix to El Paso.

In total, the new routes will add approximately 4,800 route miles to Windstream's fiber network, which currently spans more than 125,000 miles and is the sixth largest in the nation.

The network expansion will offer wholesale and enterprise customers access to more than 1,200 10G Points of Presence (PoPs) in 800 cities and more than four hundred 100G PoPs in many premier carrier hotels and data centers throughout the United States.

"Our western fiber expansion demonstrates Windstream's commitment to delivering a robust network and exceptional customer experience to meet the increasing demand we are seeing from our customers for secure, high-performance solutions," said Mike Shippey, president of Windstream's wholesale business unit. "Broadening our fiber reach into the West Coast area – home to some of the most vibrant technology and start-up companies in the United States – now positions Windstream as a nationwide provider of high bandwidth transport services, and a service provider that should be top of mind with any customers looking for national Wave and Carrier Ethernet services."

Windstream's dense fiber network offers enterprise and wholesale customers country-wide access to the company's broad portfolio of solutions, including optical waves, MEF 2.0 certified Carrier Ethernet, MPLS and dedicated internet access.

Additionally, the expanded network presence in the western United States provides the connectivity required to support international traffic coming into the United States from the Pacific Rim, offering Asia-Pacific providers low-latency, 100G connectivity to Tier 1, 2 and 3 markets nationwide, allowing them to expand their own market territories aggressively.

"Infinera Intelligent Transport Networks enable Windstream to provide its customers an industry leading long-haul network based on the DTN-X Family with seamless integration of FlexILS line system and Xceed Software Suite," said Bob Jandro, Infinera senior vice president of sales. "The Infinera solutions are built on innovation and enable Windstream to provide higher network efficiencies with reduced operational costs, delivering its customers flexible, on-demand connectivity."

Shippey added, "Windstream's fiber routes deliver diverse and unique, cost-effective options for increased capacity and improved reliability of network infrastructures, which are crucial in the fast-paced world of today's tech companies, including content providers, data center and cloud operators, international carriers and more. This evolution into a complete, end-to-end provider is significant for Windstream, and we're very excited about bringing our high quality, scalable fiber solutions to even more customers across the country, helping their businesses flourish and succeed." □

More information on Windstream's national footprint and long-haul core network can be found on the company's interactive map located on its website, windstream.com.

KADENCE Releasing Power, Rack Enhancement

KADENCE announced today that its KADENCE Circuit Management (KCM) platform will be enhanced with functionality specific to relay rack and electrical circuit management.

KCM users in data center and central office (CO) environments will be empowered to virtually depict rack equipment, allocate power, manage contracts and represent asset ownership. The software release is scheduled for November 10.

Launched in 2014, KCM is an innovative 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.

Thanks to this association, maintenance notifications can be issued in a matter of minutes' courtesy of an intuitive GUI. A report library offers comprehensive and customizable infor-

mation specific to customer and off net contract management as well as NECA reporting.

Todd Twete, KADENCE's vice president of Sales, reflected on the upcoming release, "Thanks to customer feedback, we were made aware of a void in the industry in terms of solutions to effectively represent and manage racks, cages and power in colocation environments.

"We continue to take a unique, inventive and cost-effective approach to addressing the business drivers of our customers and are excited to equip our partners with tools to improve efficiencies and drive profitability," Twete said.

KADENCE is a national telecommunications software and professional services provider offering special circuit, inside plant and trouble ticket management, carrier access billing (CABS), mediation, and wholesale billing solutions to ILEC, CLEC, tandem and MSO organizations.

A wholly-owned subsidiary of Blackfoot Telecommunications Group, KADENCE is based in Missoula, Mont. For more information, visit booth 313 in the Expo Hall or go to www.gokadence.com.

FirstLight Fiber Provides Backbone for INdigital's e-911 Network

FirstLight Fiber, a fiber-optic bandwidth infrastructure services provider operating in New York and Northern New England, announced that INdigital has selected its internet and data center services to support INdigital's contract to provide a new, statewide emergency services network for New Hampshire.

Because of the critical nature of this network, INdigital looked to FirstLight to

provide a fully redundant, diverse internet connection and data center services at FirstLight's Manchester, N.H., data center.

"In our search for a provider who could offer redundant and diverse access to the public safety answering points (PSAPs) in New Hampshire, and convenient interconnection to the other service providers in the marketplace, we found that FirstLight was the

only company equipped to meet all of these requirements," said Eric Hartman, executive vice president of Business Development for INdigital. "Additionally, its world-class data center facility enabled close proximity to our customers and meets all of our network connectivity requirements."

INdigital functions as a 9-1-1 system service provider to deliver next-gen 9-1-1 services, with expertise in the integration and operation of legacy and next generation 9-1-1 networks.

By providing the IP transport network that makes up the core of the New Hampshire 9-1-1 network, FirstLight enables INdigital to connect its core routing nodes (one of which is located in FirstLight's Manchester data center) with call taking PSAPs in Concord and Laconia, N.H.

The IP network also is used to transport 9-1-1 calls and associated location information from the routing node to the call taking PSAPs.

"When it comes to life, safety and emergency services, having a highly resilient network is critical. FirstLight's IP Network is designed in a manner which creates seamless failover in the event of a network impairment," stated Kurt Van Wagenen, president and CEO of FirstLight. "We are honored to have been selected by our region's leader in next-gen 9-1-1 services, INdigital."

To ensure high uptime, FirstLight's IP network employs redundant equipment, connections and power supplies. The IP network is deployed regionally in a ring architecture with each region capable of operating independently. Internet traffic is redundantly routed over our fiber network with the ultimate survivability of two separate meshed core networks, allowing for no single point of failure within that core.

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

For more information, visit www.firstlight.net.

Wave Raises \$125 Million for Expansion

Wave, a gigabit fiber and broadband services company, announced it raised \$125 million to continue the accelerated growth of its West Coast fiber network, bolstering its commercial services division and its Wave G residential Gigabit service.

The financing for the expansion consists of an add-on to an existing first lien term loan.

Wave will apply the funding to the continued build-out of its fast-growing fiber network in Washington, Oregon and California, along with future acquisitions. The company's growth is accelerating on several parallel fronts:

- It has more than 1,000 fiber construction projects underway to serve business and residential customers on the West Coast.
- Its commercial services division is the company's fastest-growing area, with year-over-year revenue increases of more than 25 percent, serving customers ranging from small businesses to larger enterprises, government agencies, medical and education campuses, and telecom providers.
- New construction is adding more than 100 route miles of owned fiber each month to Wave's network of more than 5,500 route fiber miles, serving markets from the San Francisco Bay area north to the Canadian border.
- The company continues to expand its Wave G residential Gigabit service, by launching in San Francisco and

Portland, Oregon, complementing its leadership in Seattle. Wave G recently was recognized as the fastest internet provider in Seattle by speedtest.com, and is the largest Gigabit service provider in Seattle and the surrounding communities of Bellevue, Redmond, Kirkland and Everett, Wash.

- It launched Wave G Business to provide symmetrical Gigabit internet connectivity to companies often found on the ground floors of Wave G-serviced residential apartment buildings.
- It rolled out 250 Mbps internet connectivity and a larger standard data plan for its traditional residential subscribers, Wave introduced an optional unlimited data plan.
- It announced plans to move into new corporate headquarters in Kirkland, Wash., more than doubling its space as an anchor tenant in the Kirkland Urban project slated for completion in 2018.
- It raised \$130 million in funding in May 2015 and was recapitalized for more than \$1 billion in November 2012. Wave has deployed proceeds from those financing events toward new fiber construction, select acquisitions, and the overall acceleration of Wave's growth.

Wave delivers a range of solutions for businesses, including custom fiber networks, high capacity Internet access, data transport, voice services and colocation hosting. □

For more information, visit gowave.com

Analysis Indicates Major Growth for Lumos

Lumos Networks Corp., a fiber-based service provider in the Mid-Atlantic region, announced the results of its recently completed refreshed market analysis.

The study, performed in conjunction with a third-party fiber research firm, indicates the company's 822-mile network expansion into the metro markets of Richmond and Norfolk/Hampton Roads, Va., increases the company's enterprise opportunity, within one mile of the company's fiber network, by 67 percent, or \$221 million, as compared to its core markets.

"The results of our refreshed market analysis give us increased confidence in the significant enterprise revenue upside from our recently completed expansion markets of Richmond and Norfolk/Hampton Roads," said Timothy G. Biltz, CEO of Lumos Networks. "The significant increase in our addressable market, in both our expansion and core markets, highlights the strategic placement of

the approximately 1,400 fiber route miles we have built over that period."

Following the completion of its most recent market analysis, in conjunction with the same third-party firm, Lumos previously had estimated its expansion markets would increase its total addressable market by \$135 million, or 60 percent.

Current Market Analysis (July 2016)

Enterprise Addressable Market

Core Markets	\$329 million
Expansion Markets	\$221 million (67% increase vs Core)
Total Market	\$550 million (total up 52%)

Biltz continued, "Additionally, the study confirms that 50 percent to 55 percent of our addressable market is tied to 'large locals', which are the key focus verticals in our footprint. Large locals, which are customers where the preponderance of their locations are in

our footprint, and primarily include health-care, finance, government, education, media, professional services and manufacturing enterprises, represent the foundation for our direct enterprise efforts."

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

With a fiber network of 8,985 fiber route miles and more than 436,000 total fiber strand miles, Lumos Networks connects 1,295 unique fiber-to-the-cell sites, 1,636 total FTTC connections, 36 data centers, including seven company-owned colocation facilities, 1,922 on-net buildings and more than 3,200 total on-net locations. □

For more information, visit www.lumosnetworks.com.

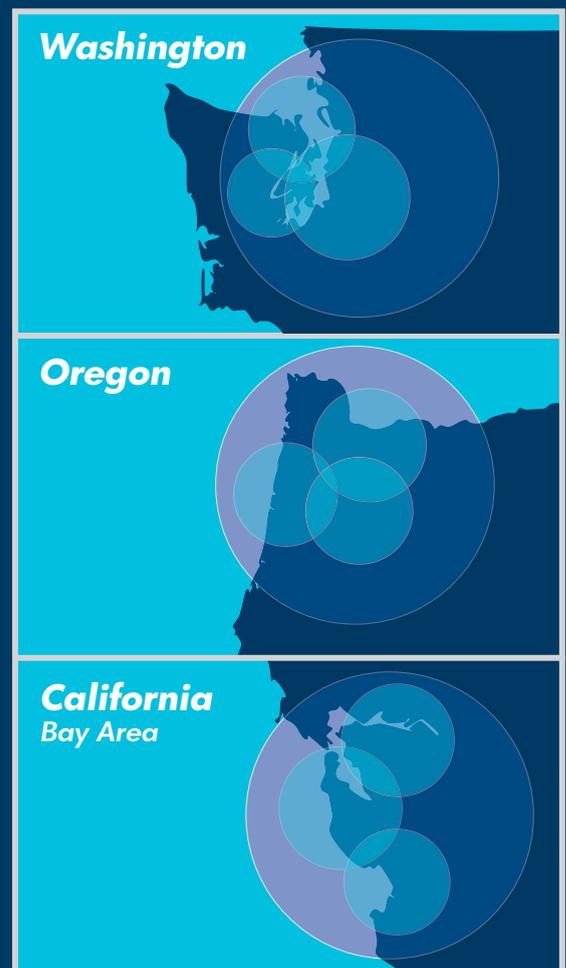
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Axiom Fiber Establishes PoP at Telehouse

Axiom Fiber Networks, a telecommunications infrastructure services provider, operating in the greater New York City metropolitan region, has established a point of presence (PoP) at Telehouse, a global leader for data centers, international Internet

exchanges and managed IT services.

Telehouse brings together more than 3,000 business partners in the carrier, mobile, content providers, enterprise and financial services markets to its 85 10th Avenue Chelsea Data Center.

The new PoP grants Telehouse's carrier and enterprise customers full access to access to Axiom's fiber-rich network, which is interconnected to major carrier meeting points.

Axiom Fiber Networks offers dark fiber and lit solutions with flexible business terms delivered with speed, simplicity and confidence.

Telehouse customers can access custom designed, built and managed dark and lit solutions while Axiom customers will have key access to crucial international internet exchanges located in the facility.

"We look forward to a long relationship with Telehouse."

– Felipe Alvarez, Axiom

"High-bandwidth, high-density network services are in high demand in New York City, and the need continues to grow," said Felipe Alvarez, CEO of Axiom Fiber Networks. "By extending our fiber network into Telehouse's NYC Chelsea location, we allow its customers to access a rich, dense telecommunications infrastructure. We look forward to a long relationship with Telehouse."

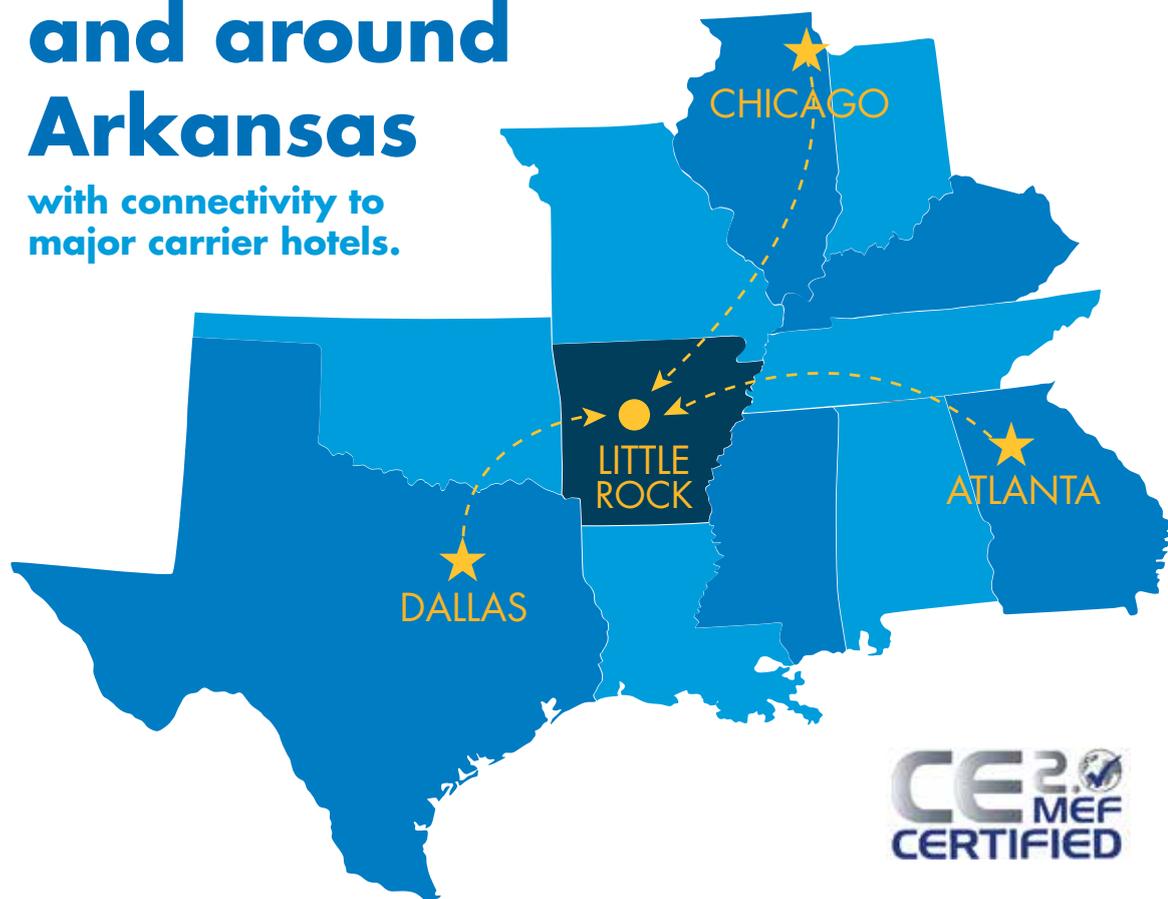
Telehouse's Vice President of Sales and Marketing, Satoshi Adachi, added, "As the global leader for data centers, housing key international internet exchanges, and focusing on customers in digital media, technology, healthcare, and finance, we view the addition of Axiom to 85 10th Avenue as a strategic offering to our growing customer base. Our customers are looking for speedy provisioning and reliable connectivity that Axiom provides."

Axiom offers cross-connects ranging from single pairs to massively dense configurations in the facility. The company provides a dark fiber network that places every building from midtown to lower Manhattan within an easy dark-fiber cross-connect. □

To learn more about Axiom Fiber, please visit www.AxiomFiber.com.

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



Alpheus Provides Dark Fiber to Businesses

Alpheus Communications launched a managed dark fiber service that gives enterprise businesses access to virtually unlimited high-capacity bandwidth via a dark fiber solution designed, managed and monitored by Alpheus engineers.

The service will help to meet growing demand from high-data utilization businesses that need to connect their headquarters with other large operating locations, including their data center facilities.

The service is designed for large businesses that want high-capacity metro bandwidth connection across two or more locations. With traditional dark fiber network implementations, significant upfront capital is spent to purchase long-term indefeasible right of use (IRU), commonly lasting 20 to 30 years, and ongoing expenses are incurred for network maintenance and management.

Alpheus' offering gives businesses the option to leverage its fiber network expertise to implement a dark fiber network solution tailored to the individual business' strategic growth goals.

The managed dark fiber service offers large, regional businesses many benefits, including:

- Unmatched scalability and virtually unlimited bandwidth;
- Fiber network infrastructure dedicated to the business;
- Customized design to meet each business' unique needs, from connecting two locations with a point-to-point fiber configuration or a fiber ring network with access points connecting multiple locations;
- Eliminates high upfront capital costs of fiber network build-out; and
- Replaces long-term IRU agreements with flexible contract terms tailored to the business needs.

"We are responding to large businesses that need high-capacity bandwidth beyond wavelength services, but don't want the commitment of long-term dark fiber IRU contracts and tying up valuable IT resources for network maintenance," said Francisco Maella, COO, Alpheus Communications, which is also a sponsor of The INCOMPAS Show. "There are significant complexities in building a fiber network, and large businesses

are telling us they want reliable high-capacity bandwidth, but prefer to leverage Alpheus' expertise to design, implement and manage their fiber infrastructure." □

To learn more about the Managed Dark Fiber Service from Alpheus, visit www.alpheus.net/enterprise-solutions/managed-dark-fiber/or contact Alpheus Sales at 866.600.2996.

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TeleQuality Debuts Cyber Security Services

TeleQuality Communications Inc. (TQCI), a provider of technology and telecommunications solutions for healthcare providers, is expanding its Computer Network Solutions (CNS) product line with a cyber security monitoring and assessment service offering tailored exclusively for protecting healthcare data and fulfilling provider security needs nationwide.

“Due to the extremely high value of healthcare data on the dark market, cyber security threats have increasingly become a larger issue to our client base of healthcare providers over the past few years; therefore, we recognized the critical need for cyber security monitoring solutions specialized exclusively for healthcare providers to protect their unique data,” said Tim Koxlien, founder and CEO of TQCI.

TQCI’s new cyber security solutions are powered by ProMission Projects as TQCI’s IT partner and emphasize continual monitoring for threats to the environment. This cyber security monitoring is offered as an enhancement to two IT service plans that cover monitoring the health

of the network to proactive services that help manage key devices on the network.

While details of the packages vary, each solution provides real-time reporting on the health of the local area network infrastructure, hardware and devices, as well as a comprehensive assessment of the network, devices, patches, warranties, software, security and hardware lifecycles. They also identify potential vulnerabilities in the network and provide solutions for protection.

“The rapid emergence and rise of health IT tools and applications, such as electronic health records (EHR) and telemedicine services, means the health of a healthcare provider’s local IT infrastructure and environment is more critical than ever to providing 21st century care to patient populations,” said Jared Alfson, TQCI’s Health IT Engineer.

“We recognize that healthcare budgets are extremely tight and IT resources can be limited especially in rural America; therefore, TeleQuality worked creatively to develop the right mix of health IT security offerings that would be

affordable and flexible for every healthcare IT environment and situation,” Alfson said.

He highlighted new research that indicates healthcare breaches cost more than any other industry on average because the financial impacts of a breach include indirect costs from patient turnover, brand damage and time and revenue lost during the breach that can cripple even large healthcare systems.

“The healthcare industry must adapt to this new reality of digital and cyber warfare,” Alfson said. “Being proactive and completing a security analysis is the most important first step towards protection.”

TQCI is based in San Antonio, Texas. Founded in 2006, TQCI focuses exclusively on supplying quality telecommunications and technology products and services to healthcare providers throughout the United States. □

TQCI has made “Inc.” magazine’s 500/5000 list of the fastest growing private companies five times in the past six years. For more information, visit www.telequality.com.



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Endstream Acquires Assets of Mainstream

Endstream Communications announced today that it has completed the acquisition of the assets of Mainstream Communications Inc., a provider of wholesale voice termination.

“Mainstream and Endstream are complementary businesses, and through the acquisition of Mainstream’s assets we can immediately recognize the synergies of the merged assets,” said Erik Levitt, Endstream’s CEO.

Brian Stone, Mainstream’s CEO, will join the Endstream management team as partner and chief operating officer.

“The combination of the assets of Endstream and Mainstream is a natural course for both companies and we look forward to a smooth transition,” Stone said, explaining that Mainstream augments Endstream’s extensive portfolio of voice termination and origination services.

He added both companies will obtain substantial synergy in the combination of networks and supplier base.

Customers will realize the benefit of the merger in improved wholesale rates and the increased origination footprint, Stone said.

In addition, Mainstream will further Endstream’s mission to provide new services alongside voice termination and origination, including SMS services.

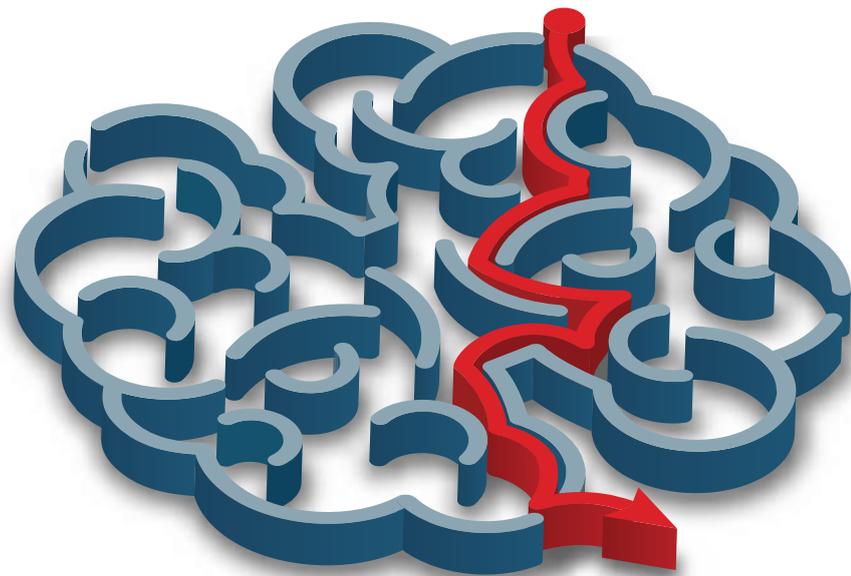
“Our future is not just in expanding our termination footprint, but in providing services to the current and future generation of telecommunications consumers, which will include a much broader array of messaging services,” Levitt said. “Mainstream has strategic assets that will help further that objective.”

The details of the transaction, which closed

last week, were not disclosed.

Endstream Communications Inc. is a next-generation carrier providing high-quality, cost-effective voice telecommunications solutions, including domestic voice termination and origination services.

For more information, visit www.endstream.com.



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Midco Names VP, Business Sales

Midco announced Erin Ostler has been selected as the company’s vice president of Business Sales. Ostler will lead a team of business sales managers and consultants who partner with wholesale providers, small businesses and enterprises to find the right technology solutions to fit their business needs.

“Erin is a trusted, collaborative problem solver and sales leader,” said Pat McAdaragh, president and CEO at Midco. “She excels at identifying, creating and building high-performing teams and relationships. Erin has proven herself at Midco and throughout her career, and we’re excited for what the future holds at Midco with her leadership.”

Based in Midco’s Minneapolis office, Ostler leads teams across Minnesota, North Dakota and South Dakota. She has more than (See *Midco*, page 29)

Ritter Family Endowment Provides Grant for Tipton County Schools

Tipton County Schools recently set a goal to increase post-secondary education participation among its graduates, and the Ernest & Anna Ritter Family Endowment is partnering with the district as they pursue their mark.

A \$24,300 grant from the Ernest & Anna Ritter Family Endowment will allow Tipton County Schools to purchase 45 computers that will be used by the students to fill out the federal application for free student aid (FAFSA) and Tennessee Promise tuition assistance program applications that are only available online.

"By investing in our youth, we're investing in the future of our community," said Clay Lavelle, Ritter manager of Plant and Technical Operations and Tipton County Schools alumnus. "Our students deserve an opportunity to pursue an education and Ritter is honored to give them a tool to help them find an affordable way to do so."

The district graduates about 850 high school

students each year, and 60 percent participate in some form of post-secondary education, be it four-year institutions, community colleges or technical colleges.

*"By investing in our youth,
we're investing in the
future of our community,"*

*– Clay Lavelle,
Ritter Communications*

Tipton County is striving to see that number grow by 3 percent each year for the next three years.

Many Tipton County students have limited access to technology, which hampers their ability to apply for scholarships, grants and other forms of financial aid. The district is hopeful the computers purchased with the

Ritter Family Endowment grant will eliminate a major barrier that prevents students from furthering their education.

Ritter Communications, founded in Marked Tree, Ark., and headquartered in Jonesboro, Ark., began providing local phone service in 1906. Today, Ritter serves 62 communities and more than 45,000 customers in northeast and north central Arkansas, southeast Missouri and west Tennessee with advanced voice and data services, TV and high-speed internet typically found only in major metropolitan areas.

Ritter, which is a sponsor of The INCOMPAS Show, invests heavily in the communities it serves by deploying proven, best-in-class infrastructure and technology while coupling it with a world-class, customer-focused experience. □

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Because you demand excellence and quality in what you do, Sales Tax Associates Inc. (STA) takes this standard and applies it to itself. The company has sought and received Statement on Standards for Attestation Engagements (SSAE 16) certification from an outside source.

SSAE 16 is a standard of the highest quality set by the American Institute of Certified Public Accountants, (AICPA). This distinctive certification is conducted by an independent AICPA member accounting firm to monitor and ensure that all client transaction controls are complete, accurate and performed in a timely manner. All banking and data dealings are reviewed for compliance.

This certification standard ensures the firm to which you are outsourcing your business has key controls and qualities specific to the line of business, as well as controls that are in place are not effective and are being adhered to. It ensures an independent auditor is reviewing the design and operating effectiveness of relevant internal controls.

In an age where security breaches occur with frequency, an SSAE 16 standard seeks the

highest criteria to prevent these issues by identifying security weaknesses and gaps.

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STA's specialized skills and depth of industry knowledge give it the advantage when it comes to anticipating problems and solving them

before they become serious. Its solid internal controls will help it meet every obstacle in the event of an adverse tax filing situation so you don't have to worry. □

Count on STA, because it is SSAE 16 certified. For information, visit the company at booth 413 in the Expo Hall or go to www.salestaxassociates.com.

(Midco, continued from page 27)

25 years of sales and telecommunications industry experience, including work with national wireless providers.

Ostler joined Midco last year as wholesale sales manager, after working for 16 years at Sprint, where she served in progressive leadership roles – including director of Emerging Solutions.

Ostler has been an entrepreneur who founded two successful tech firms. She holds a bachelor's degree from Lawrence University in Wisconsin.

INCOMPAS sponsor Midco Business is a provider of internet and networking solutions,

data center and managed services, phone, cable TV, advertising and carrier services in the Upper Midwest.

Businesses of all sizes rely on Midco's Northern Plains Network, an 8,400-mile fiber-optic network connected to more than 40 regional and national fiber networks. Scalable to 8 Tbps, the Midco network earned MEF 2.0 certification for meeting high industry standards for an Ethernet network. □

For more information, visit Midco.com/Business.

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