

# Rochester telecom expanding in Buffalo

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A Rochester telecom firm is expanding its services in the Buffalo market to both residential and corporate customers.

Fibertech Networks has completed a network expansion that will allow it to provide "lit" services to customers via its fiber optic network.



Dan Clifton, left, and Michael Hurley of Fibertech Networks say new services will allow users of the Rochester company's fiber optic network to take control of their telecommunications systems.

The new services include high-speed private line connections, multi-point Ethernet service, dedicated Internet access and co-location, where it provides network connections to customers' servers at its facility.

"We take large, multi-site entities and offer them control of their fiber," said Dan Clifton, director of marketing and communications.

The expansion into lit fiber allows companies to control their own destiny by putting as much bandwidth online as they need, when they need it without having to come back to Fibertech each time.

"It's very empowering from an operator's standpoint," said Michael Hurley, vice president for sales and marketing. "It's great for their large facilities and it opens our marketplace."

The company operates a 3,500-square-foot co-location site at 241 Main St. in the Main Place Mall Tower.

Last fall, the company began offering the services on a trial basis in Buffalo and Rochester. The response was excellent, Hurley said. In first quarter, those services were expanded into Syracuse, Albany and the state of Connecticut.

Until recently, the company has focused on leasing space on dark fiber telecom and cable providers, as well as to businesses, hospitals, schools and government clients. Plans call for continuing to offer those dark fiber services, while growing business with the new Internet and broadband services.

Founded with the help of venture capitalists in 2000, Fibertech began making money in 2003. this year, the company expects to see revenues of \$45 million, up from about \$28 million last year. Plans call for investing \$20 million to \$30 million of those revenues back into the network.

The company has about 100 employees, including 75 in the Rochester area and one in Buffalo. Plans call for adding several new jobs in Buffalo during 2006. The market is its fourth largest, with contract values totaling 12 to 13 percent of total business, Hurley said. Fibertech's network in the Buffalo region stretches over 150 miles.

Fibertech's customers in Western New York include Kanoodle, Ultra-Scan, Catholic Health System and **Hodgson Russ LLP**.

"It's been a great growth market and one of the biggest reasons why we chose to add lit services," Hurley said.