

METRO NETWORKS YOU CAN BUILD ON



WE'RE MAKING  
**BIG THINGS**  
HAPPEN



AROUND  
**MID-SIZE**  
CITIES



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YOU CAN BUILD ON,**

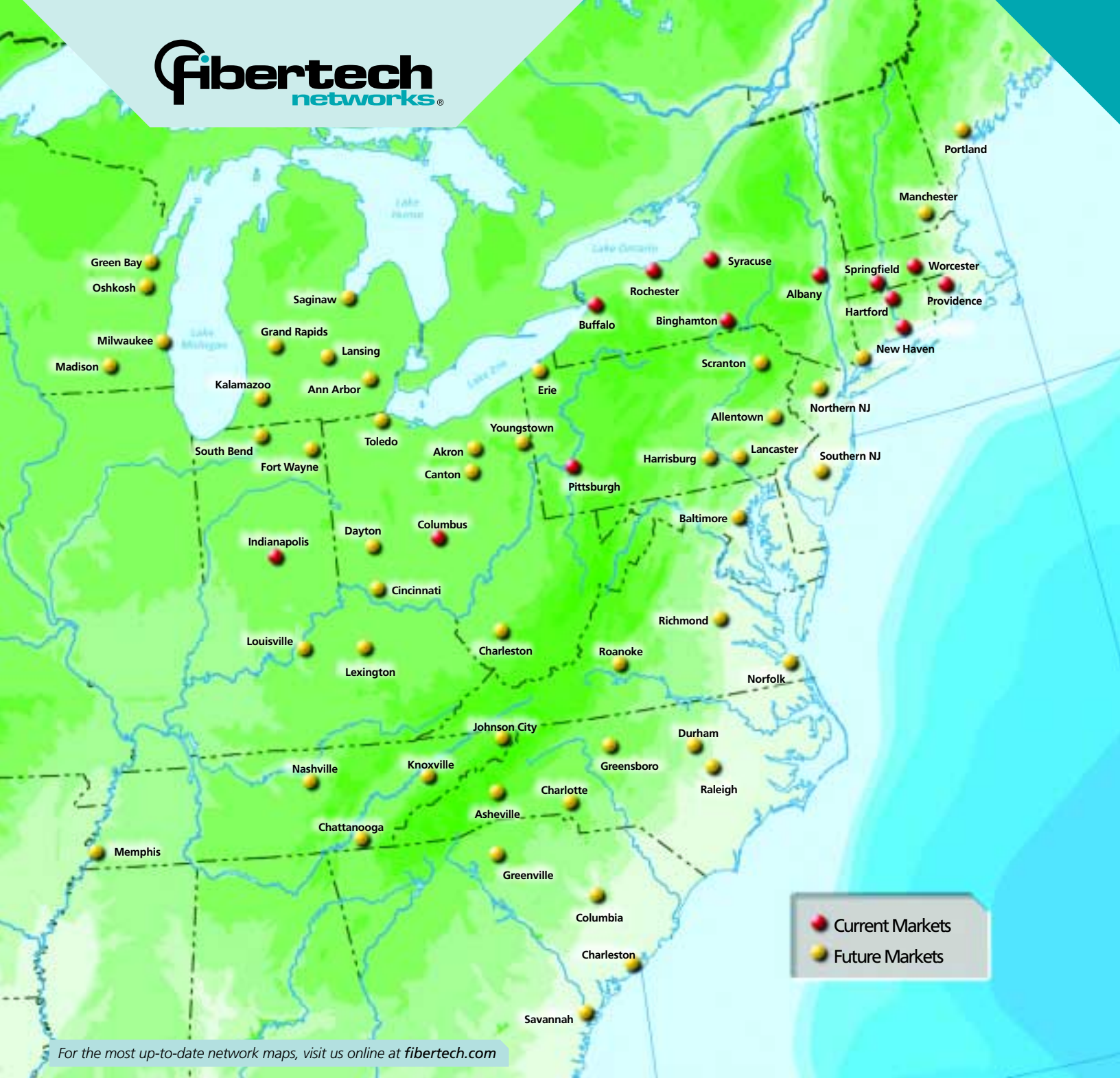
# **CITIES YOU CAN GROW IN**

■ Every city may not be big enough to support an NFL team or a thriving theater district. But even smaller, mid-size cities still have a need for increased bandwidth and advanced telecommunications services. We're committed to helping satisfy and grow that demand, and to helping grow business opportunities for our partners. We're Fibertech Networks, and we're building, leasing and operating dark fiber networks in the cities where you'll find those big opportunities.


We've also built a company you can grow with for years to come. In a number of cities, we're already operating networks that are serving a wide range of customers. And, backed by extensive financial resources, we're expanding our footprint daily.


Plus, as the first competitive fiber network being built in most of the markets we serve, Fibertech lets you grow your business without subsidizing your competition.





# WE'RE WHERE YOU NEED TO BE

 You'll find Fibertech Networks in leading second and third-tier markets throughout the Northeast, Midwest and Mid-Atlantic states. And within each market, you'll find our networks connecting the locations you need. Central Business Districts are just the beginning. You'll also find us in the suburbs, connecting high-growth business parks and office buildings. All told, in an average market we're building and operating over 100 route miles connecting an average of 15 Central Offices and Carrier Hotels. Have a special location you need to connect? With our in-house design and construction capabilities, we'll make it happen.



# WE'VE GOT THE NETWORK YOU NEED

■ Fibertech's extensive metro networks are the perfect foundation on which to build your infrastructure. We've designed our high-capacity, high-reliability networks to effectively meet the needs of a wide range of communications providers, including CLECs, IXCs, wireless carriers, ISPs, ICPs and next-generation carriers who want to leverage DSL and Gig-E technologies.

And with telecom technology changing at such a rapid pace, the flexibility of a dark fiber network offers you a number of advantages:

- ▶ Virtually unlimited bandwidth at a fixed cost
- ▶ The ability to completely control performance and costs
- ▶ A flexible, competitive and customizable configuration and cost structure
- ▶ The ability to utilize technological advances to better manage traffic demand

We've also designed our state-of-the-art networks to dependably handle the complete range of today's—and tomorrow's—broadband applications.

- ▶ Single-mode, non-zero dispersion shifted fiber
- ▶ Supports SONET, DWDM, ATM, Gig-E and video
- ▶ Diverse ring topology
- ▶ ARC fusion splicing



# WE'LL HELP YOU BECOME MORE PROFITABLE, MORE QUICKLY

▼ We know our success will grow out of your success. That's why, unlike the short-term leases you're used to getting from ILECs, Fibertech has designed long-term leases and IRUs that offer you substantially more financial flexibility. Our innovative agreements will help you capitalize your network and become EBITDA-positive more quickly.

And since you'll be leasing a dark fiber network, partnering with Fibertech also offers the advantages of becoming more facilities-based. The optimized cost and operational control of your network assets will improve both your margins and enterprise value.

## WE'RE BUILDING OUR NETWORKS RIGHT



▶ We knew only a construction company of exceptional experience and ability would be able to build the kind of state-of-the-art network we wanted. Fortunately, we didn't have to look very far. Over the last decade, Fibertech's construction division has built thousands of miles of aerial and underground networks for telecommunications' leading companies—expertise that's now going into every mile of our own networks. That expertise also allows us to better serve your needs for custom builds, like the laterals and spurs you need to directly connect with your customers.

# METRO NETWORKS YOU CAN BUILD ON

To learn more about our networks and how you can build on them, give us a call or visit us online.

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