



Your Network. Our Mission.

Zayo Bandwidth

Rural Areas Broadband Explosion

Broadband Expo

Fall 2010

Jim Nolte

Mission: To expand our responsive service, reliable bandwidth infrastructure and our strong and growing network to rural or underserved communities

Business Case:

- Is the region in close proximity to existing fiber?
- Can we build dense distribution network or strategic long-haul segment?
- Can we accommodate high fiber count in the business plan?
- Will the municipal authorities partner with us to ensure success?
- What is concentration of businesses, anchor institutions and wireless towers?

Rural Community Builds



PROJECT	TYPE	LOCATION	NOTES
GigE Plus	Indirect Government Stimulus Award	Ohio	Zayo will construct 424 route miles along 700 route mild build. Extending services to 28 rural and underserved communities in Western Ohio
Anoka County	Direct Government Stimulus Award	Minnesota	Zayo will build 286 miles of fiber connecting 145 local institutions in Anoka County
Indiana – I-Light	CO-Direct Government Stimulus Award	Indiana	Zayo in partnership with I-Light will build 626 miles of fiber network connecting 21 college campuses
Colorado Communications Transport (CCT)	Consortium	Colorado	Zayo joined the CCT to help develop a 746 mile fiber optic transport ring to enable higher quality services to rural Northeast Colorado communities
Rural Nebraska Healthcare Network	Consortium	Nebraska	Zayo will help RNHN (a consortium of 9 rural hospitals) deploy a 750 mile fiber network that spans 12 counties

Zayo looks for partners targeting broadband delivery to end users in rural areas as well as companies focused on health services, education and public good verticals

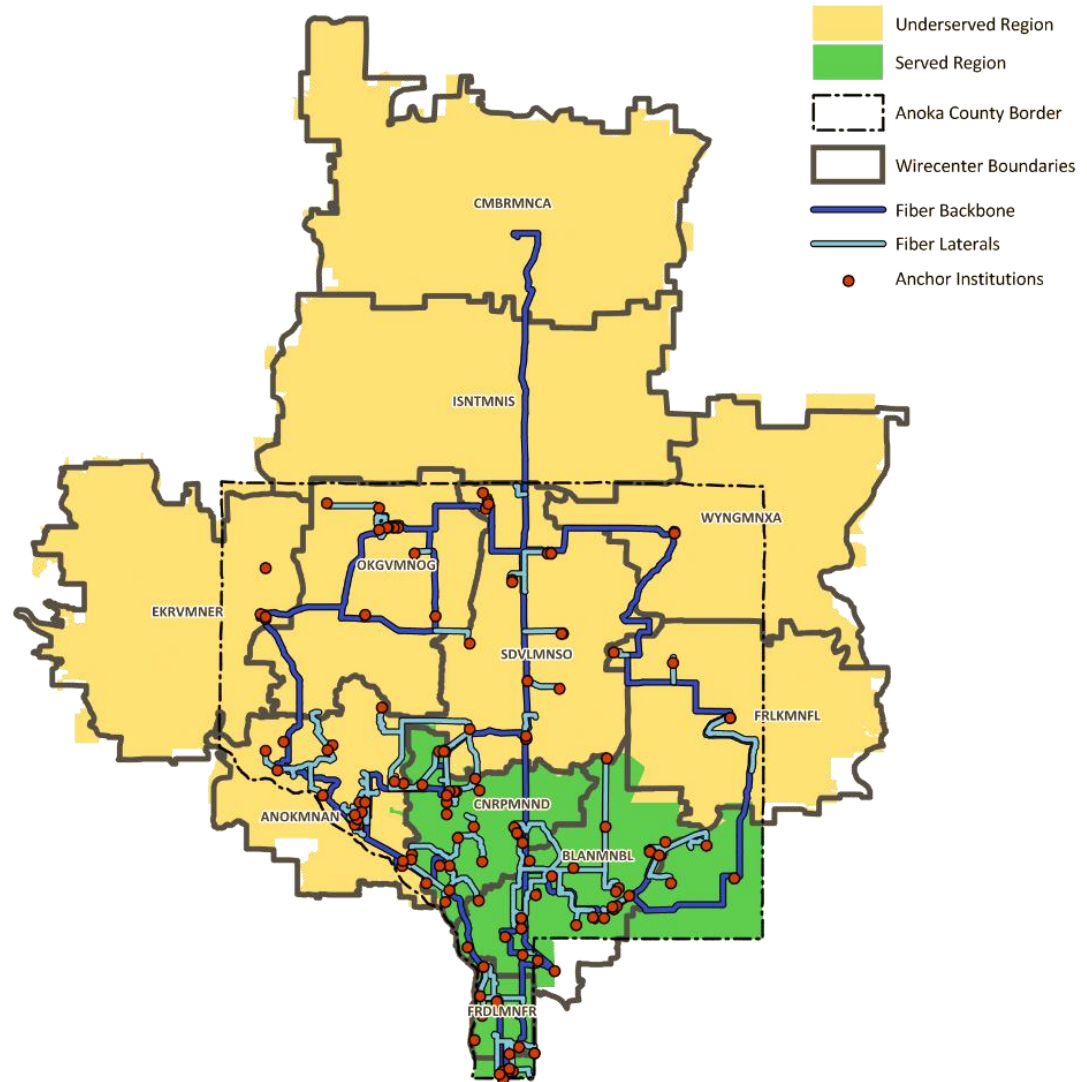
Zayo is uniquely positioned...

- Open Access Network – Zayo has an open access network
- Rural Fiber - Zayo currently provides essential fiber backhaul access in Tier 1-4 markets. We offer unique access to rural fiber making us an excellent partner for extending high-capacity broadband throughout the United States
- In-Kind Fiber – Zayo’s fiber rich assets in Tier 3-4 markets often intersect “underserved” and “unserved” areas
- Shovel Ready - A large network build can be up and running in 12-18 months
- Proven Operator – Zayo is highly qualified and a proven operator of communications and high capacity network services – We also have a partner-centric business model
- Financial Strength – Zayo has strong financial support necessary to invest in capital intensive projects.

Stimulus Example – Anoka County

Connectivity to 152 Anoka County community anchor institutions via 183 miles of core network and 114 miles of distribution network.

- Results in a dense fiber network with fiber passing key business districts
- High fiber count network – 144 fiber strands in core and up to 96 strands in distribution networks
- Planned route also overlays existing Zayo customers needs
- Service area includes 10,778 businesses and 1,462 anchor institutions
- Long term partnership with Anoka County





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Thank You