

# Dark Fiber Purchase Options /



Digital transformation and the insatiable need for bandwidth are driving service providers and enterprises toward higher capacity Dark Fiber networks that can keep up with this demand. But when it comes to purchasing Dark Fiber assets, which option is best for your organization?

The options to have your own Dark Fiber network vary based on the provider; however, the most common is a Dark Fiber lease. If you are looking for flexibility and a lower cost to get your Dark Fiber network up and running, a lease gives you the control you need with minimal up-front costs. For customers that have the funds to spend upfront and want smaller annual payments, an Indefeasible Right of Use (IRU) would be the option to

consider. This gives you better long-term value and allows you to account for Dark Fiber as an asset under generally accepted accounting principles (GAAP).

The other options available are: Fiber Purchase Agreement (FPA) and Asset Swap. Not all fiber providers offer these purchasing options. The main difference with these two options compared to leasing is that you own the fiber and can claim it as an asset under GAAP. The title is transferred to you, and therefore you can depreciate it. FPA is a one-time up-front payment whereas an Asset Swap is an exchange of assets.

| Category  | FPA  | IRU   | Lease  | Asset Swap  |
|---|--|---|--|---|
| <b>Payment Type</b>                               | One-Time payment (upfront or scheduled installment before delivery) with annual payments for maintenance | Large upfront payment with additional smaller annual payments for maintenance | Divided into monthly payments  | Exchange of like assets   |
| <b>Title Owner</b>                                | Title transfers to purchaser   | No title transfer   | No title transfer  | Title transfers to purchaser                                      |
| <b>Operations &amp; Maintenance of Dark Fiber</b> | Customer choose who provides O&M of fiber (FiberLight offers O&M)  | O&M is provided to the customer by the fiber provider                         | O&M is provided to the customer by the fiber provider. O&M is built into the lease price | Customer choose who provides O&M of fiber (FiberLight offers O&M) |
| <b>GAAP Regulations</b>                           | Accounted for as an asset under GAAP   | Accounted for as an asset under GAAP  | Accounted for as an expense under GAAP   | Accounted for as an asset under GAAP                              |
| <b>Depreciation of Fiber Asset</b>                | Ability to depreciate asset due to ownership   | No depreciation of asset  | No depreciation of asset   | Ability to depreciate asset due to ownership                      |
| <b>Assignment</b>                                 | Ability to assign  | No ability to assign  | No ability to assign   | Ability to assign   |
| <b>Ability to resell</b>                          | Yes  | No  | No   | Yes   |
| <b>Timeline</b>                                   | Indefinite Use   | Typically, 10 to 20 years   | Typically, 3-5 years   | Indefinite Use  |
| <b>Costs for Access</b>                           | No additional access costs   | Potential for additional access costs   | Potential for additional access costs  | No additional access costs  |

# Your network is in good hands with FiberLight

Understanding why you should consider Dark Fiber and what options are available to obtain a Dark Fiber network is important, but it's just as important to choose the right provider.



## FiberLight offers:



### Stable Network Partner

Peace of mind that your network is built by a 20-year experienced infrastructure provider with market stability, organic network growth, and clear vision on our strategy and service delivery.



### Flexible Purchase Options

While other providers offer Dark Fiber, few offer the financial terms that FiberLight does, up to and including title transfer of the asset.



### Personal Experience

Personalized account management with more access to executive leadership and field resources.

Each Dark Fiber network build is unique to your organization and with the financial resources available to design and construct custom, large-scale Dark Fiber networks, FiberLight can meet your high-capacity network needs. Choose a provider offering more experience and flexibility in obtaining the right Dark Fiber assets for your organization.

**Learn More:**  
[fiberlight.com/darkfiber](https://fiberlight.com/darkfiber)

## About FiberLight

FiberLight designs, builds and deploys mission-critical high bandwidth networks to ignite our client's digital transformation. With 14,000 route miles of deep fiber networks and 78,000 pre-qualified near-net buildings, FiberLight operates in over 30 metropolitan areas in the U.S. Our service portfolio includes high-capacity Ethernet and Wave Transport Services, Cloud Connect, Dedicated Internet Access, Dark Fiber and Wireless Backhaul serving domestic and international telecom companies, wireless, wireline, cable and cloud providers as well as key players across enterprise, government and education. For more information, visit [fiberlight.com](https://fiberlight.com).

