

# Dark Fiber

## Via Title Transfer



### Fiber Purchase Agreements

As a network operator or large organization, you may have the capital resources to build your own dark fiber, but neither the time or expertise. Building new fiber routes takes time to engineer, permit, negotiate easements and construct, not to mention all the other challenges that take time away from monetizing your new routes. Sure, you can lease or purchase IRU fiber, but then you're missing out on ownership economics like fixed cost and indefinite use.

### There are better ways to own and operate new dark fiber with a Fiber Purchase Agreement from FiberLight.

While most dark fiber providers offer dark fiber lease and IRU options, FiberLight also includes Fiber Purchase Agreements (FPAs) which are a complete title transfer of the fiber. FiberLight builds large-conduit, high-count fiber networks and has existing new dark fiber in the ground we can title over to you to help you expand your existing network along with access to regen colocation facilities so you can save time and go to market faster. With a Fiber Purchase Agreement from FiberLight, you own the fiber, claim it as an asset, and more quickly realize revenue and increase profitability on this part of your business.

### Increase Speed to Market

Save valuable time and resources while increasing time to market on an existing network that doesn't require you to dig, permit, engineer and run into other challenges of building your own dark fiber routes like finding space and power in regen colocation facilities.

### Customize Terms w/ Flexible Financing

Whether you have a CLECl license right now or not, you can still benefit from a custom FPA with FiberLight. Choose from a one-time payment that is upfront or financed, as well as whether you want to provide operations and maintenance (O&M) yourself or have FiberLight manage.



### Leverage Owner Economics

With title transfer of the fiber, take advantage of a one-time, fixed cost for future planning with indefinite use versus renegotiating shorter-term leases or IRU deals. Plus, since it's yours, you have the ability to assign and resell should any needs arise.

### Offload Operations & Maintenance

Contract laborious O&M services such as locate, damage reclamation, and 24/7/365 network monitoring with a 4-hour MTTR, including repair and any degradation of the fiber, to the experienced team at FiberLight.

## What Types of Organizations Purchase Fiber Network Assets?

- Regional Fiber Providers
- Electric Co-ops
- Hyperscalers
- International Carriers
- Cable Managers
- Large Enterprises
- Data Centers
- School Districts

# Your Network is in Good Hands.

Understanding why you should consider a Fiber Purchase Agreement and what options are available to obtain your own titled fiber network is important, but choosing the right provider is paramount



## 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 purchase options FiberLight does, up to and including title transfer of the asset. Each solution is completely custom and we will work with you to maximize benefit to your organization.

Each Fiber Purchase Agreement is an extremely custom solution that welcomes more conversation with FiberLight network experts to find out if your organization can benefit. 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 asset for your organization.

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



## Personal Experience

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



FiberLight designs, builds and deploys mission-critical high bandwidth networks to ignite our client's digital transformation. With over 16,000 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).