



# NETWORK PROVIDERS AND PARTNERS

Sell More | Earn More | With FiberLight



# OVERVIEW

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**Meet the Team**



**FiberLight**



**Network Overview**



**Products & Services**



**Differentiators**



**Testimonials**

# Here to Help

Your FiberLight Executive can Connect the dots quickly



**Information**



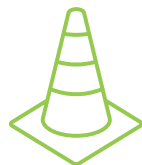
**Network  
Availability**



**Pricing**



**Products**



**Building &  
Construction**



**Special  
Circumstances**



# Meet the Team

## Network Providers & Partners

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**Jes Shiflet**  
Vice President  
Network Providers & Partners



**Jordan Gray**  
Director  
Network Providers & Partners



**Taryn Cain**  
Partner Manager  
Network Providers & Partners



**Brad Millican**  
Partner Manager  
Network Providers & Partners



**Fred Hamilton**  
Partner Manager  
Network Providers & Partners



**Brad Hackett**  
Partner Manager  
Network Providers & Partners



**Ken Barrios**  
Partner Manager  
Network Providers & Partners



**Sue Brinson**  
Customer Relationship Manager  
Network Providers & Partners



**Skip Daugherty**  
Sales Engineer  
Network Providers & Partners



**Mario Savino**  
Sales Engineer  
Network Providers & Partners



# Network Providers & Partners Team

## VP of Network Providers

### Jes Shiflet

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918.521.9652

## Partner Managers

### Taryn Cain

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469.733.7444

### Fred Hamilton

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281-802-3540

### Ken Barrios

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407.961.1960

## Partner Director

### Jordan Gray

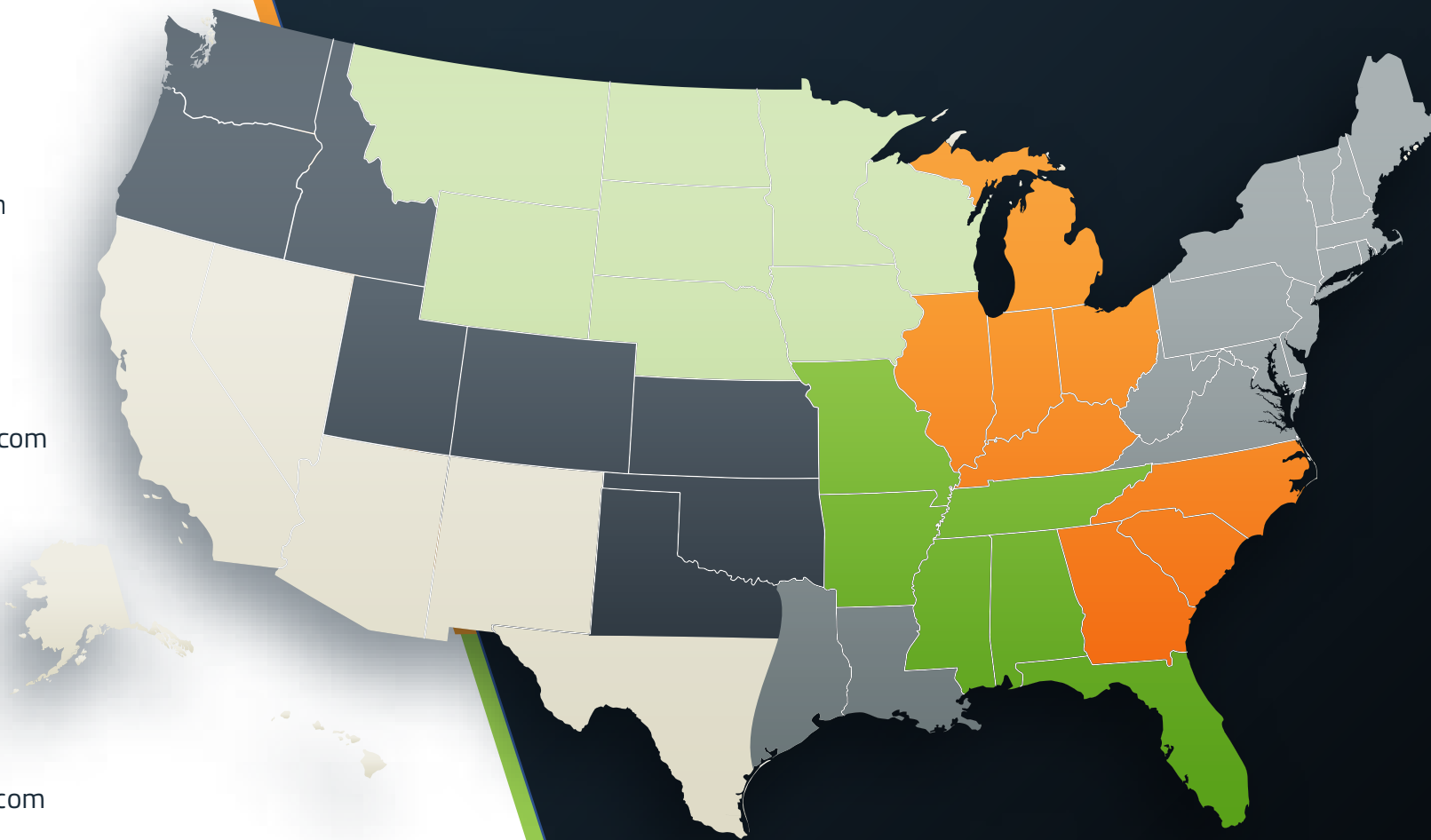
jordan.gray@fiberlight.com  
817.739.1200

### Brad Millican

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214.914.1778

### Brad Hackett

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404.694.2307



# WHO WE ARE

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RELIABLE NETWORK • RESPONSIVE PEOPLE • COMMITTED TO CUSTOMERS

## Simplified

With a construction background, FiberLight has the experience, know-how, and expertise to design, build, execute, and maintain complex fiber networks.

## Collaboration

Agility and responsiveness is our foundation to ignite your digital transformation.

## Excellence

Our entire team is singularly focused on delivering a high-touch customer experience that shows we truly care about the end result.

## Customer Solutions

Building is our native language

When it comes to building custom fiber networks, our construction background elevates our industry knowledge, and our experience fuels our drive to succeed.

**And we have proven it for the last 20 years.**

# Mission Critical Solutions

For High-Performing Networks



## Local Provider

Decades of expertise designing, building, and maintaining mission critical fiber networks for local regions

Positively impacting communities through efficient work as a local business supported by critical connections and resources



## Services That Exceed

Products and services with exceptional uptime

Ultra-low latency network infrastructure with built-in efficiency

Expectation of reliable, scalable consumer connectivity



## Igniting Digital Transformation

Reliable, far-reaching networks and solutions

Community impact and lasting business value through thoughtfully placed decision-makers



## High-Touch Customer Experience

Customer centered speed of delivery

Agile and responsive with customer experience focus



# The FiberLight Network

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# Network Coverage Overview

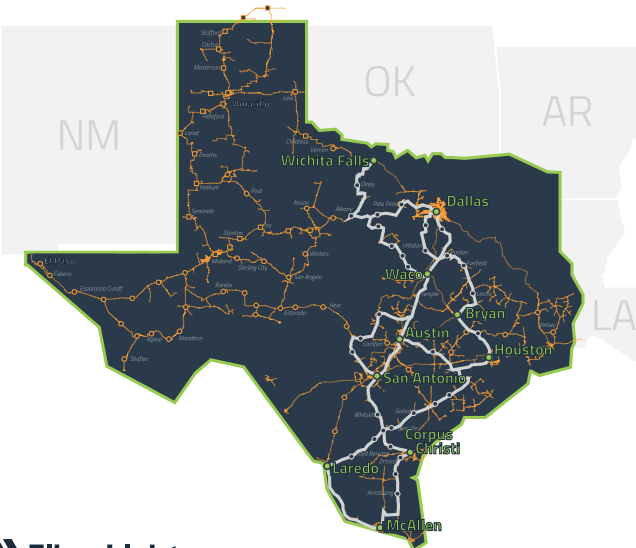
Igniting our customer's digital transformation with high-capacity, custom fiber networks

## 20 Years of Experience

A fiber infrastructure provider with more than 20 years of construction experience building mission-critical, high-bandwidth networks.

- Headquartered in Alpharetta, GA
- 17,000+ fiber route miles
- 170+ data centers
- 78,000 pre-qualified near-net buildings
- Network in over 30 metro areas in the U.S.
- High-capacity Ethernet and Wave Transport Services
- Cloud Connect
- Dark Fiber
- Dedicated Internet Access
- Wireless Backhaul

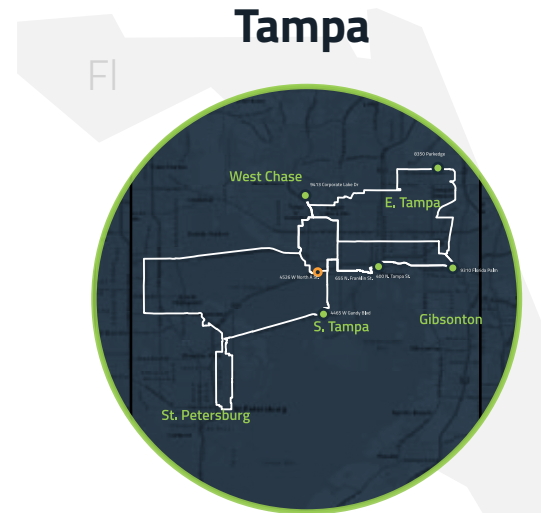
### Texas



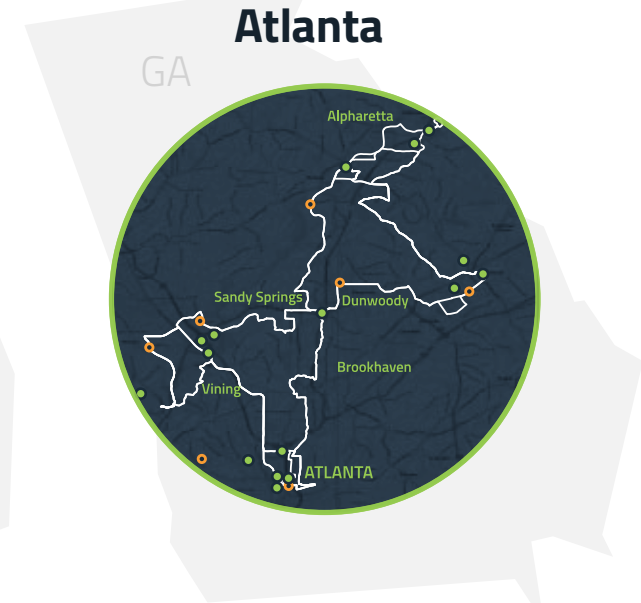
### District/Maryland/Virginia



### Tampa



### Atlanta



# The Fiber

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## DENSITY

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High-count Fiber and strands in the ground – lit or dark

Up to 1728-count strands in key metros and routes

Connected to 170 data centers



## DIVERSITY

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Existing network is completely diverse from ILEC and MSO routes

Ability to construct direct, custom-built paths

Diverse entrances into buildings

Multiple diverse backbone paths to data centers



## DEPTH

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90% of our fiber is buried 42-48 inches deep vs just under the surface

Increased security and reliability of your network

# FIBERLIGHT

The Difference

High Bandwidth

100

500

MBPS

1

2

5

10

100

GBPS

## Diversity

Diverse from ILEC and MSO routes

Ability to construct direct, custom-built paths

Diverse entrances into buildings

## Far Reach

Deep, regional network

Extensive Texas Reach

## Dark Fiber

Dense fiber

High Capacity

Future-proofed networks

## Construction

20 yrs of Dedicated Experience

Network design, engineering, and construction

Equipped to embrace the build

# Serving Large-Scale Enterprise, Hyperscale & Service Providers

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MSAs with dark and lit services with the big 4 cloud companies and top fortune 500 enterprises



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Dark fiber core network and last mile provider for top 3 cable companies



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Federal government dark fiber contractor for the largest telecom providers



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Large k-12 school districts



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Top-ranking colleges and universities

# Don't Just Take Our Word For It!

Comments from our customers

## Carrier 1

"With FiberLight's dark fiber services, we were able to cut our internet access fees by at least 50%, compared to several carriers."

"We are always working with new clients who will require additional network connections into the Carrier-1 facility. FiberLight is at the top of our list to either resell their services or recommend for direct services."

*Trey Berndt*  
Executive VP

## Hope Channel

"All of my interactions with the FiberLight sales and technical staff have been very positive. They are very responsive and pleasant to work with. I feel like they're looking out for us and I really appreciate that."

*Justin Woods*  
Television Director

## DP Engineering

"After multiple outages with our previous ISP, we decided to make a switch to a more reliable system. After shopping the market, we found FiberLight to be the best value, hands down."

*Clay Cooley PE*  
Former Mechanical Supervisor



# Mission Critical Solutions for High-Performance Networks

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## Cloud Connect

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Faster, more reliable, private connection to your public cloud provider

Increase security with a dedicated path to public cloud

AWS Partner Network Advanced Technology Partner and Microsoft ExpressRoute C1 Partner



## Ethernet & Voice Lengths

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Increase reliability with custom fiber paths direct to your location

10Gbps and 100Gbps Data Center Interconnect waves within a metro



## Dark Fiber

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Virtually unlimited bandwidth  
Increase operational control and speed to market

More secure, completely private network

Flexible financing options  
Managed dark fiber network available



## Enhanced Dedicated Internet Access (DIA)

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Aggregated service through multiple Tier 1 internet providers so circuits are protected and can reroute if needed

Completely diverse fiber from LEC and Cable provider (building entrance and core metro network)

# SERVICE NEVER SLEEPS

## Our In-house Network Operations Center Provides 24 x 7 Support and Maintenance!

On-demand digital environments demand a Network Operations team that's both proactive and reactive.

Our "customer-first" NOC practices include:

Simplified

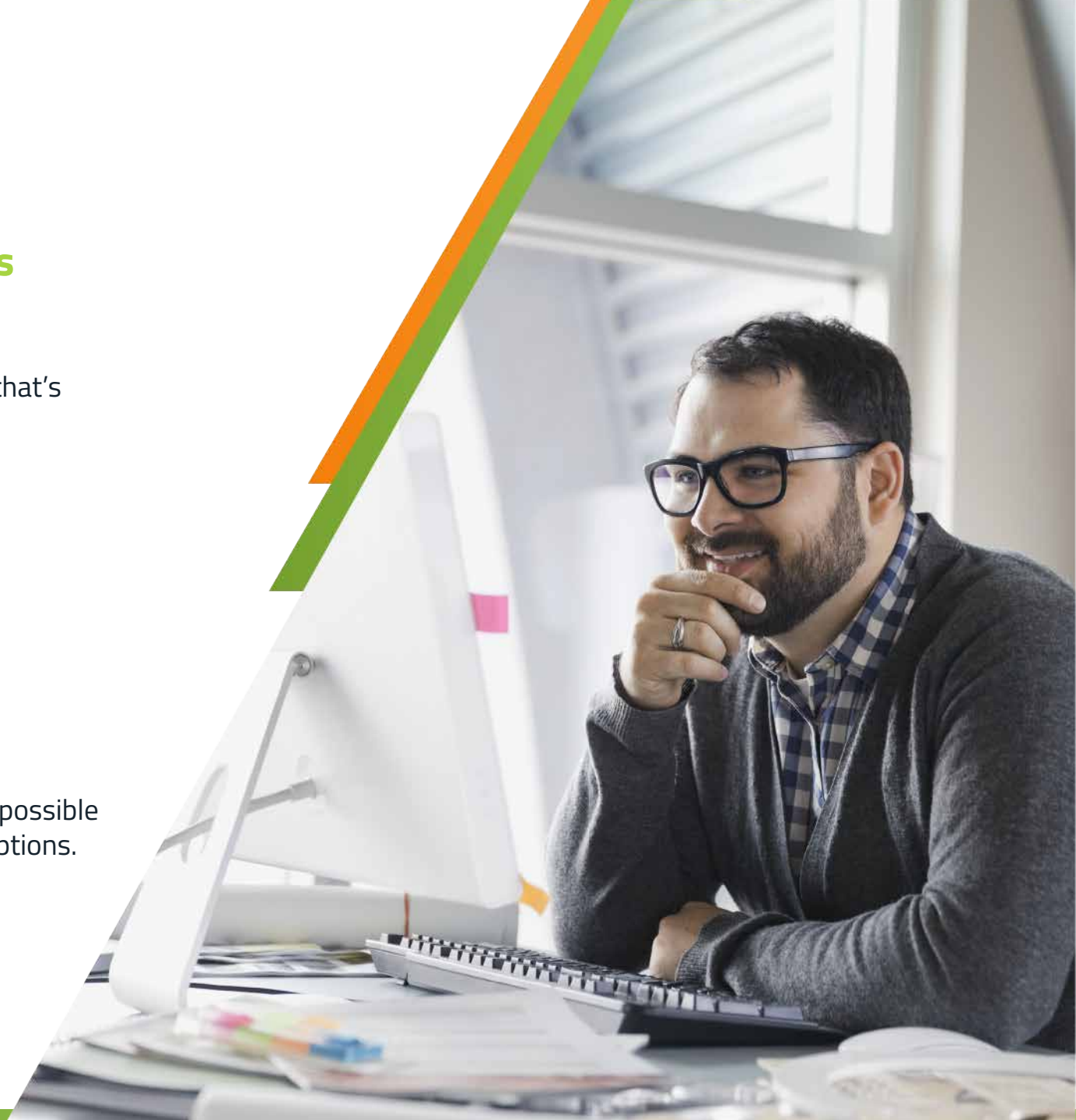
Pro-Active Monitoring

Ticketing Systems

Escalation

Reporting

We respond to and resolve network issues as quickly and effectively as possible while ensuring that our customers experience minimal business interruptions.





# In Good Hands.



## Dedicated Project Manager

- Track Order Installation Process
- Manage Permitting/Building when applicable
- Update Customer on status
- Updates as often as desired

## Dedicated Account Manager

Your FiberLight Account is there throughout the sales/installation process.

As a small, regional provider, we pride ourselves on caring about customers.