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COMPTEL Changes Name to INCOMPAS

Association Evolves as Unified Voice for Competition

CEO Chip Pickering unveils the association's new logo and name - INCOMPAS.

During opening remarks yesterday, COMPTEL CEO Chip Pickering announced that the association is changing its name to INCOMPAS. The rebranding is integral to the association's continued growth and commitment to defending competition policy across a wide spectrum of evolving technology platforms.

"The name INCOMPAS illustrates our commitment to innovation, competition and the future. We have a rich history, successfully leading efforts to open markets to new networks, new technology and new ideas," Pickering said "Moving forward, we wanted a name that reflected both our values and our growing membership. This change will create expansion opportunities for our membership, our trade shows and our advocacy efforts. We are INCOMPAS, we are the future of competition."

In addition to competitive broadband providers, INCOMPAS now counts video providers, social media leaders, content providers, wireless companies, Internet companies, international leaders, start-ups and venture capitalists among its growing membership base.

During the past 18 months, under Pickering's leadership, INCOMPAS

Monday Keynote Speakers Address Competition, Policy and Broadband-Era Innovation

By Tara Seals

It's been almost 20 years since the Telecom Act of 1996 enshrined competition into the regulatory framework for communications, and it's safe to say that the world has changed rather profoundly since then. The arrival of ubiquitous mobile networks, the rise of the cloud and the smartphone revolution are but a few technology sea changes that competitive telecom has weathered, seeking opportunity questing after innovation.

Monday's opening keynotes at COMPTEL PLUS kicked off with a conversation with FCC Commissioner Jessica Rosenworcel, followed by CEO Roundtable appropriately entitled, "The Future of the Industry - Are You In?" For the latter, moderator Chip Pickering, CEO at INCOMPAS, sat down with panelists Chris Ancell, CEO at XO Communications, Randy Brouckman, CEO at EdgeConneX, and Laura Thomas, CEO at TNCI, to discuss which trends and technology changes are guiding their business strategies going forward.

MODERNIZING FCC POLICY FOR THE BROADBAND ERA

While the FCC has worked on many policies that have real effects on the market—notably the Open Internet Order, the Commission is focused on crafting a broadband-led policy that translates into real benefits for consumers and for the economy.

For instance, E-Rate, a byproduct of the 1996 Act, is the largest education technology program in the country, run by the FCC. But, Commissioner Rosenworcel said, it was in great need of being updated.

"We noticed that this tremendous program was frozen in an era of dial-up," she said. "In a digital era when everyone and everything around us is connected via broadband, our schools were stuck in the analog era."

The FCC introduced E-Rate 2.0 to address the need for better-connected schools and libraries—focused on speed. It's a competitive program—schools and states bid out these contracts.

"It's a terrific way for the competitive telecom community to get involved," Rosenworcel noted. "And having an anchor contract makes it that much less expensive for providers to then deploy further in the broader community."

Part of the FCC's E-Rate 2.0 initiative is also an emphasis on Wi-Fi.

"There was a time not that long ago that computer programs in schools meant marching students down the hallway to the computer lab, where there was a raft of bulky equipment was that had all arrived shrink-wrapped and never moved," she said. "But that's not the experience

Commissioner Rosenworcel discusses the Digital Divide with INCOMPAS CEO Chip Pickering.

our kids are having, or will ever have. We need to prepare for one-to-one devices in schools, and that means embedding Wi-Fi into our schools and libraries."

Rosenworcel also is a staunch advocate for addressing the "homework gap."

"When I was growing up, I needed pencil and paper and my brother leaving me alone," she said. "But today, data suggests that seven in 10 teachers assign homework that requires broadband access."

At the same time, FCC data shows that only one in three households subscribe to high-speed Internet access. When the two statistics are overlapped, it looks like this: There are 21 million households with school-age kids, and a full 5 million of them lack Internet access.

"It strikes me as a particularly cruel part of the digital divide," Rosenworcel said, "but it's also one we can do something about. I push continually for more spectrum for Wi-Fi, and believe that we can do more with the Lifeline program, along with community-based programs. We can stitch all those things together to make a difference."

When it comes to the Lifeline program, she noted that this too is a legacy policy. It was first implemented in 1985 under President Ronald Reagan.

"The idea was this: If you want to participate in civic and commercial life, you are going to need a telephone," she said. "In an emergency, you would have a way to seek help. But it's time for the agency to consider if broadband should be included here now. We use it to communicate with schools, healthcare providers, to stay in touch with community—Lifeline has already been updated so that 14 million get subsidized mobile communications. It's worth our agency's effort to update this program to include broadband."

Rosenworcel also stressed the importance of gaining end-user and consumer feedback on these and all policy initiatives.

"Washington is not a normal place, and you can get lost in policy discussions and get into pitched battles about specific word choices in a regulation," she said. "But it's so important to remember what those words mean on the ground. It is incredibly valuable when you can remind everyone in Washington on every issue that there are real people at the end of the line. Hearing from consumers directly is critically important."

CEO ROUNDTABLE FOCUSES ON INVESTMENT PRIORITIES

As we face the dawn of the Gigabit era, a raft of consumption changes are driving business strategy for competitive providers from the top down: Those include the video traffic explosion, the rise of network function virtualization (NFV) and software-defined networking (SDN), and how to accommodate the transition period within which TDM and the cloud will coexist.

"Looking towards the future, the NFV and SDN areas are very important to us, and offer the biggest potential to boost innovation," said XO's Ancell, during the roundtable. "One of the biggest things that it does, and what everyone talks about, is enable on-demand business models. SDN allows us to let customers have control over turning their services on themselves. It also changes the time to provision services to mere minutes."

XO has continued to execute its fiber-to-the-business plan over the course of the last year and a half, with 1,000 more buildings brought on-net in that time, with a clear path forward of offering programmability as a differentiator.

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has added numerous members from these other categories, including Google, Netflix Inc., Amazon, Twitter, AngelList, Level 3, XO Communications, Rocket Fiber and T-Mobile.

This year, INCOMPAS has been at the forefront of several high-profile policy victories, including Open Internet, the Tech Transitions, and the defeat of the Comcast-Time Warner Cable merger.

The new INCOMPAS name is effective immediately and will be implemented across the organization's products and services over the next several months.

Learn more about INCOMPAS at www.incompas. org or plan to attend one of the association's upcoming events: The INCOMPAS 2016 Policy Summit, February 8-11 in Washington, D.C., or the 2016 INCOMPAS Shows, April 10-13 in Washington, D.C., and October 23-26 in Dallas. ❏

Carriers Can Win in Wearables with Value-Adds

By Tara Seals

The revolution may be televised, but it's also going to be wearable.

Derek Kerton, founder of Kerton Group and Telecom Council Silicon Valley, took to the Over-the-Top Platform Zone in the Expo Hall yesterday to talk about the future of wearables technology—and where carriers fit in.

Wearables, he said, primarily fall into two categories: fitness trackers like Fitbit, and smartwatches. For the former, the use cases are obvious. For the latter, the main value proposition lies in how smartwatches can streamline app notifications.

"Millennials get about 120 notifications per day," he said. "Everyone else gets about 20 to 50. Notifications tell you how many steps you've taken today; who has opened the front door at your house; whether you have new mail. Unlike the smartphone experience, the ability to glance at information and dismiss it without interrupting dinner or a meeting is the No. 1 value prop—and that's horizontal and applies to everyone."

When it comes to how operators fit into the ecosystem, Kerton said that they need to be strategic, despite the conventional wisdom about the Internet of Things (IoT) that predicts billions of devices will be connecting to mobile networks sooner rather than later.

"IoT is based on the notion that cellular networks are not just about connecting phones anymore," Kerton said. "But the reality is, if I'm a farmer, dropping sensors in my field to measure what's happening, it's far more likely that I'll roll those up and transmit them via Wi-Fi into [my house] and connect them via a cable connection. So how many of these IoT devices will actually be connected to

Kerton Group's Derek Kerton considers wearables and carrier models.

carriers? Not many, unless they have appropriate pricing and services."

He added, "If carriers have rational pricing strategies, and rethink their packages for all of these things to fit into specific use cases, then more people will attach their wearables."

He pointed out that providing things like data security will be critical to carriers being able to participate in this market. They do have an opportunity in providing value-adds around services like security—particularly when one considers just how much information wearables collect on users.

Kerton brought up an example of data scientists in Russia, who studied the data collected by Fitbits on its users. Using big data analytics, they were able

to determine with 90 percent certainty whether someone had early onset Parkinsons, because Fitbit records even miniscule movements of the user.

"The data these types of gadgets collect includes much more private information that you ever thought that they did," Kerton said. "Aside from the serendipity involved in the early discovery of disease and resulting better healthcare outcomes, there's a tremendous amount of business opportunity for those willing to take it."

IDC estimates that 72.1 million wearable devices will be shipped in 2015, up 173.3 percent from the 26.4 million units shipped in 2014. Shipment volumes are expected to grow at a 42.6 percent CAGR over the five-year forecast period, reaching 155.7 million units shipped in 2019. ❏
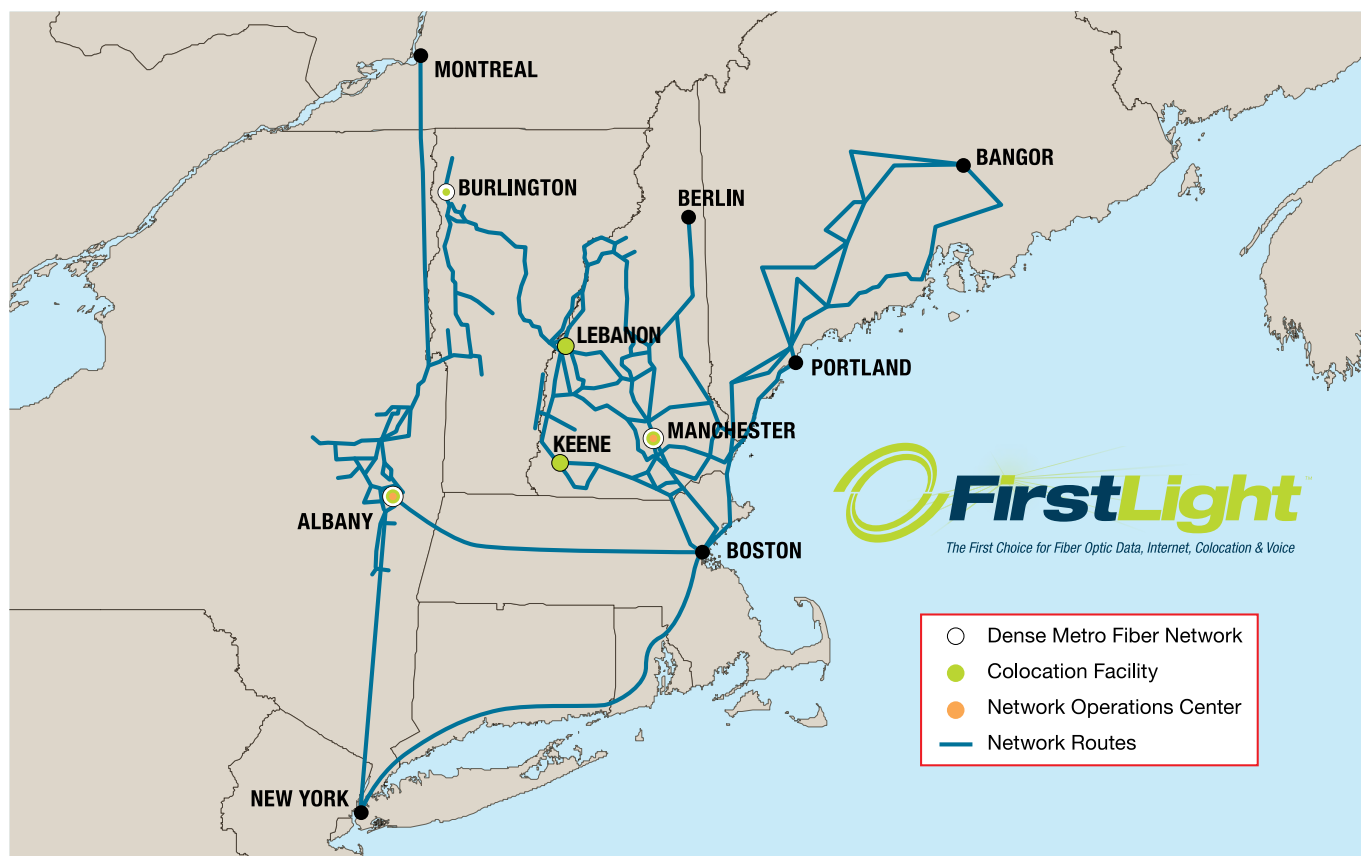
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UNITEL Delivers HR Advisory Services to INCOMPAS Members

UNITEL Insurance is offering innovative human resources advisory services to member companies of INCOMPAS (formerly COMPTEL) at a discount, which can start as low as $350 per year.

UNITEL HR Solutions are available to assist businesses with navigating the constantly changing healthcare environment, including Affordable Care Act (ACA) requirements, as well as hundreds of complex employment-law issues relating to hiring, termination, discrimination, pay and classification, time off and Family and Medical Leave Act (FMLA) continuation, COBRA, employee relations and employee safety.

"Businesses of all sizes grapple with HR questions daily, and often find themselves faced with costly attorney advisory fees or confused by incomplete answers from colleagues or the Web," said Chip Pickering, CEO of INCOMPAS. "Working with UNITEL, we can bring another, more cost-effective, option to our members with the availability of UNITEL HR Solutions."

The human resources function in companies continues to evolve and change, especially with the complexities that companies face regarding the ACA, OSHA, compliance and other legal issues.

Many companies don't have the staff or the money to have a full-time human resources person, so they turn those responsibilities over to an employee who is wearing several hats within that company. But, there are many instances when a complex HR issue arises and that employee may not know where to turn to get the expert guidance they need. Web-based HR information portals can only help to a certain degree. It takes time and effort, and many times it is difficult to find the right answer; some companies will make calls to their attorneys to have questions answered, which can be very expensive.

"With UNITEL HR Solutions, companies can save money and turn to a trusted HR resource when they need one," the company said. "Now, instead of costly calls to an attorney or incomplete answers from the Web, you can have direct access to certified consultants with UNITEL's HR hotline. You can receive immediate guidance and best-practices advice to handle the toughest HR solutions swiftly, and get right back to business."

In addition, UNITEL HR Solutions offers Web-based training for employees and managers, with more than 200 on-demand courses. These courses cover six popular subject areas, from employment to safety, and can be used for either new-hire orientation or continued education for employees throughout the year.

The other component is a comprehensive online HR library, which has step-by-step guides for federal and state law compliance, COBRA and FMLA, and thousands of templates, forms, guides and online tools. There are also other benefits such as bi-weekly newsletters, state and federal compliance alerts, HRCI-approved webinars, whitepapers and other valuable resources.

"UNITEL HR Solutions has been a valuable resource for us," said Deb Ward, CEO at TSI and chairwoman of INCOMPAS. "We have been very impressed with the professionalism and expertise their certified professionals have displayed. This is an exceptional service that can help companies stay compliant and save time and money by having HR support available when they need it. I highly recommend you check out UNITEL HR Solutions."

Attendees that meet with Carl Zeutzius, director of sales and marketing for UNITEL HR Solutions, at COMPTEL PLUS will be entered into a drawing to win a free one-year subscription to the service, compliments of INCOMPAS. Zeutzius can be reached via text/voice at 402-770-7150 or email at czeutzius@unitelinsurance.com.

"UNITEL is extremely excited to partner with INCOMPAS and its member companies. We fully understand the HR challenges that INCOMPAS members face each day and believe that UNITEL HR Solutions will be a valuable resource to help them save money while reducing their overall risk related to managing people and safety within their companies," said Zeutzius.

He added, "There are many HR Web portals on the market today, but what sets UNITEL HR Solutions apart is our live phone access to PHR- and SPHR-certified HR professionals, who can help answer difficult questions that often arise. Our partnership with ThinkHR allows us to deliver substantial price saving to INCOMPAS members." ❏

ATLANTIC-ACM Presents 2015 Metro Wholesale Excellence Awards

Research consultancy and market diligence firm ATLANTIC-ACM delivered its 2015 Metro Wholesale Service Provider Excellence Awards yesterday afternoon at the Hub in the Expo Hall. The awards were based on more than 1,700 customer evaluations of metro area service providers for the 2015 edition of ATLANTIC-ACM's Metro Wholesale Service Provider Report Card.

ATLANTIC-ACM President and Managing Partner Fedor Smith presented the awards to:

- **CenturyLink:** ILEC Billing

- **Verizon:** ILEC Brand, Sales Reps, Service Delivery, Network Performance, Customer Service, Voice Value and Data Value

- **Cox:** CLEC Data Value

- **FPL FiberNet:** CLEC Brand, Service Delivery, Network Performance and Customer Service

- **Inteliquent:** CLEC Sales Reps, Billing and Voice Value

(See Awards, page 12)

Allied Fiber Inks Deals with GTC, C&W

Allied Fiber, an open-access, integrated, network-neutral colocation and dark fiber company, has announced it has signed two 20-year Indefeasible Right of Use (IRU) agreements. The first is with Georgia Transmission Corporation (GTC), a not-for-profit electric cooperative with more than 3,000 miles of high-voltage transmission lines and more than 600 substations; and the second with C&W Networks, one of the largest telecommunications service providers in the Caribbean region.

For its part, GTC will be running four fiber links from Jacksonville, Fla., to Atlanta, via Allied Fiber's Southeast Route.

The Southeast Route provides GTC with the security of sufficient bandwidth capacity for the lifetime of the agreement, with minimal costs to upgrade and maintain the network overtime," the company said.

As a part of the agreement, GTC will gain access to colocation space from three of Allied Fiber's Georgia neutral colocation facilities located in Fargo, Ashburn and Barnesville, to form the backbone of its statewide telecommunications network. Through this network, GTC will provide more reliable communications for operations of the state's electrical grid; at various points along the route, GTC's electric membership corporations (EMC) members will be able to connect to the network via GTC's transport services throughout the state. The Southeast Route also will supply GTC with the ability to connect to its own electric substations, training facilities, and other offices through a unified telecom platform.

"Working with GTC gives Allied Fiber the ability to provide our customers direct, physical layer access to the GTC network through several of our neutral colocation facilities in Georgia, and allows GTC to expand their reach and service offerings in the state," said Hunter Newby, CEO of Allied Fiber. "We are excited to support GTC and help local communities in Georgia benefit from our collaboration."

EMCs in Georgia will benefit by not only connecting to each other, but also to other major telecom hubs in Atlanta and Jacksonville, said David Van Winkle, vice president of operations and maintenance of GTC. "This helps us overcome the challenge of delivering bandwidth to remote locations, and assists in meeting the needs of our partners today and tomorrow, thanks to our partnership with Allied Fiber," he said.

Meanwhile, C&W Networks will utilize colocation space and dark fiber from the Southeast Route. C&W Networks will have long-term use to two of Allied Fiber's express fibers, local fibers in North Miami, Boca Raton and Jacksonville, and its five colocation sites. These local links allow C&W to connect its ARCOS-1, CFX, and PCCS submarine cables/landing stations in Florida to the Allied Fiber system, to help it offer higher capacities, greater network resilience and more affordable Internet solutions for customers, C&W said.

"As the demand for reliable, high-speed broadband infrastructure and network access increases in every country and continent, the need for additional submarine cables and subsea capacity to connect them naturally increases as well," Newby said. "By connecting to and through Allied Fiber, C&W Networks is able to efficiently and cost effectively interconnect its own cable landing stations in the United States, providing control over service quality, cost and scalability."

Added Paul Scott, president of C&W Networks, "Allied Fiber's business model provides new and exciting opportunities for us to expand our footprint and better service our valued customers. We are delighted that this neutral colocation and dark fiber network exists so that we can improve our own network operations and performance to better meet the ever evolving needs of our customers." ❏

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Broadband Critical to the Economics of Rural America

By Tara Seals

Almost half (46 percent) of the U.S. land mass is made up of farmland—but these areas are woefully underserved by broadband. In his Monday talk, "Bridging the Gap: Bringing Large Bandwidth to Underserved Areas," Joe Patton, vice president of sales and business development at Tower Cloud laid out the issues facing the rural America when it comes to the Digital Divide.

What happens when there's no access? "Let's take farming as an example," he said. "Agriculture makes up 5 percent of the 2.2 million farms in America, employing 21 million Americans, which is 15 percent of the total workforce and six times what the auto industry employs. We also produce 40 percent of the world's corn. In order for the U.S. to keep up, we must improve efficiencies in production, which is impossible to do with no bandwidth."

Rural America is also losing population thanks to a lack of technology, which is translating into economic declines. According to the 2010 U.S. Census, about 20 percent of Americans lived in rural communities. Just five years later, it's less than 15 percent.

"This has a huge economic impact," Patton explained. "Businesses will abandon plans to open new plants or offices because of a lack of workers, which in turn reduces the tax base [and] reduces the ability to pay for new technologies. Those are technologies that allow innovation in distance-learning, healthcare, education, telemedicine and yes, the farming business."

The thirst for broadband is there, he added. "The use of connected and mobile devices is growing

Tower Cloud's Joe Patton discusses rural broadband economics.

at the same rate as other areas of the country," he said. "Streaming video means that bandwidth is growing exponentially in the rural market just like it is elsewhere. The drivers are the same."

Unfortunately, enticing operators to build out in these areas is a difficult proposition. ROI times can be as long as five years. Tower Cloud has addressed this in its rural networking efforts in the Southeast by starting with an anchor tenant—say, a municipality—whose patronage can then provide funding for a broader deployment. And once the fiber is in the ground, selling to enterprises and other carriers starts to accelerate the model. "You have to take a long-term view," Patton said. ❏

Alaska Communications Boosts Reliability for Lifeline Services with Accedian

Alaska Communications, the state's leading IT and broadband solutions provider, has tapped Accedian Networks (Booth 210) to apply performance assurance across the breadth and scope of its portfolio.

Using Accedian solutions, Alaska Communications will deliver performance-assured services to its customers, which include businesses, schools and hospitals across the diverse landscape of Alaska, where connectivity and economics are uniquely affected by a rugged geography and extreme environment.

Network services in Alaska can be a lifeline, and Accedian performance elements, deployed at service endpoints across Alaska Communications' network, provide precise performance optimization and monitoring, and the lowest latency service delivery available, to ensure reliability and boost the customer experience. The flexibility of Accedian solutions means that Alaska Communications can consistently meet the specific needs of each customer, and easily adapt if they change.

Seamless integration with Alaska Communications' operational support systems permits customer self-install, remote service activation testing and per-second visibility into all key network performance metrics. This means that customers, even in remote locations, benefit from rapidly deployed services that are always monitored to ensure reliability is never sacrificed.

"Alaska Communications delivers the best possible customer experience using a proven service delivery approach that puts performance and reliability first and foremost," said Keith Donahue, vice president of product management and services at Accedian. "Accedian is proud to be a solution provider and partner, helping Alaska Communications serve its customers' IT service and connectivity needs." ❏

The Metro Wholesale study is part of the firm's Report Card Research Series, in which it collects direct customer feedback on key service-provider operations and products across four market segments.

"We have a great group of service providers that received ATLANTIC-ACM's Metro Wholesale Excellence Award yesterday evening," said Fedor Smith, president and managing partner of ATLANTIC-ACM. "This year's winners are truly best-in-class among their peers, receiving the highest ranking scores from their metro wholesale customers."

Verizon continues to strengthen its position as a provider of metro wholesale services, with customers rating them No. 1 in five out of the six operational categories, and as the top ranking provider of voice and data value.

CenturyLink won the award for billing for the third year in a row, highlighting the efficiencies it has attained and continues to maintain in accurately accounting for their customers' services.

In the CLEC category, FPL FiberNet had a particularly strong showing in operations, winning four out of the six operational categories, which Smith said "really reflects their tireless effort to provide a superior customer service experience."

"And for the second year in a row, Inteliquent's customers have spoken on the strength of the company's billing operations, and the quality and price competitiveness of their unique voice product suite, as well as rating them No. 1 for their sales reps," Smith added. "We also have a newcomer to the winners' circle this year, with Cox's customers rating them No. 1 for the value of their data products. All of this year's award winners can take pride in knowing that their wins are a direct reflection of how their customers perceive the value of their products and the level of service they provide." ❏

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NEF Announces Enhancements to FiberLocator

NEF (Booth 312), a telecommunications consulting and brokerage firm focused on dark fiber, colocation and high-capacity bandwidth, has announced the latest enhancements to its innovative telecom network intelligence and maps platform, FiberLocator.

The revamped platform is now faster and easier to use, according to NEF, featuring newly available information and the routes of various network providers, as well as increased security, additional customization capabilities, and a clean, modern interface that enables a more intuitive workflow. The latest version of the telecommunications and data center database also provides users with more descriptive intelligence and transparency into available metro and long-haul optical fiber networks, data center space and lit buildings nationwide.

FiberLocator 2.0 was created to be a comprehensive, carrier-neutral fiber mapping tool, providing telecommunications networking stakeholders with a more efficient, simplified and cost-effective solution for accurate fiber-mapping research. It's available in three models: As an online, software-as-a-service (SaaS) application; via multiuser enterprise access; or it can be integrated into an operator's existing platform via an API.

"FiberLocator 2.0 provides users with access to our growing database of over 280 unique carriers, 389,000+ lit building records, and around 6,800 data centers, providing the visibility for companies to dynamically design and build smarter networks more efficiently and cost-effectively," said Steve McCarthy, COO at NEF. "Beyond simplifying network planning and research, NEF is a full-service company, providing our customers access to a comprehensive service suite including brokerage and consultancy offerings. Our goal is to make our customers' lives easier, and our latest enhancements to FiberLocator are a testament to that promise."

The news comes on the heels of the announcement that NEF has partnered with INCOMPAS to offer the association's members exclusive discounts on FiberLocator, along with specialized consulting services. NEF also separately announced that new data from INDATEL (Booth 813) is now being added to FiberLocator, which INCOMPAS members will also be able to take advantage of. The deal also provides INDATEL's 27 independent, rural telecommunications carriers with visibility on a national scale. ❏

Wilcon Lights Up Fiber Network Connecting Chapman University Campuses

Wilcon, a West Coast provider of fiber-optic and data center infrastructure, has announced plans to provide Orange County, Calif.-based Chapman University with a high-speed fiber-optic highway between the university's campuses.

"Our dedication to helping the education field is paramount," said Jon DeLuca, CEO of Wilcon. "By partnering with Chapman University to help them digitally connect their campuses, Wilcon is strongly supporting outstanding educational excellence in Southern California."

Consistently ranked among the top universities in the West, Chapman University provides a uniquely personalized and interdisciplinary educational experience to highly qualified students. Its programs encourage innovation, creativity and collaboration, and focus on developing global citizen-leaders who are distinctively prepared to improve their community and their world.

"Our recent and upcoming expansions, such as the new Musco Center for the Arts in Orange and the Rinker Health Science Campus in Irvine, continue to place heavy demands on our network," said Michael Ferguson, Chapman University's network operations manager. "Wilcon's fiber network allows us to seamlessly integrate our campus network with Internet service providers, as well as connect our multiple locations in a robust and redundant manner."

Wilcon delivers dark fiber and ultra-broadband optical services for businesses, wireless carriers and other communications service providers to ensure optimal performance for their mission-critical data traffic and applications—and education is a key vertical for the company. Wilcon offers Chapman notable reach, using its diverse routes connecting major data centers, enterprise locations and wireless communications sites, as well as dense fiber and interconnection infrastructure in downtown Los Angeles. Wilcon also owns and operates leading data center and carrier-neutral colocation facilities in downtown Los Angeles, including its key hub at the One Wilshire Building.

"We are at the forefront for providing customized fiber-optic solutions to leading learning and research facilities in our region," DeLuca said. "By continually expanding the reach and capacity of our ultra-broadband data networks, we are able to deliver robust and resilient bandwidth to educational institutions in a scalable, cost-effective way."

Technology is transforming education and research. High-speed broadband is an educational equalizer and a learning accelerator.

"This will allow us to vastly increase our bandwidth, which will encourage students to focus on learning in new and innovative ways," said Ferguson. "We see great things for the future and look forward to this partnership with Wilcon." ❏

TMI Introduces GIS Service

Technologies Management Inc. (TMI, Booth 614) has announced its GIS Service for broadband reporting support and more.

Given a street address, the system will determine a location's applicable county, census tract and census block for reporting or verification purposes. Also, geocoding of addresses using a location's longitude and latitude coordinates enables TMI to plot customer locations on maps for easy visualization of service areas or customer concentrations.

"Our GIS Service allows companies to capitalize on their Form 477 data and create layered maps to maximize sales and network planning, and incorporate demographic or economic data into forecasts," said Tom Forte, director of business development for TMI. "Broadband service providers, sales groups, marketing departments and network planning divisions will be able to utilize the same visual information via our flexible new GIS Service."

If you are part of a venture that has filed 477 data with the FCC, that data can easily be repurposed and put to good use by other departments. Form 477 data can be utilized in many ways, including:

- Data from prior reports can be compared to provide a high-level view of a company's successes or challenges at a state, county, tract or block level. Such comparisons also can be used to identify potential inquiries from the FCC about data submitted in your company's Form 477s reports.
- Data can be used to overlay a company's service areas or customer base with ILEC territories. This might provide insights into which ILEC territories are best for sales efforts or sales implementation. Seeing the data on a map makes it easy to pinpoint geographic areas for future expansion.

TMI is demonstrating the service at its booth. ❏

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Q Advisors Unveils the IoT Heat Map

The Internet of Things (IoT) is one of the biggest buzzwords in the telecom, media and technology (TMT) industry, but it's an expansive and loosely-defined category that encompasses a number of different types of connected devices, "smart" industries, broadband networks and a host of innovative new services. To help clarify where the best growth areas are in this heady mix, Q Advisors, a global boutique investment bank, has launched its proprietary IoT Transaction Heat Map.

Q Advisors was formed in 2001 to serve public and private companies, private equity firms, entrepreneurs and large multinationals in the TMT sectors. The firm has an extensive, global reach, while also providing the personalized service of a boutique advisory firm. Its partners and senior staff, who come from leading investment banks and operating companies, have extensive industry knowledge that translates into a raft of analytical insights to help clients achieve successful M&A and capital markets transactions.

This background has now been brought to bear on the IoT Transaction Heat Map. It's essentially a framework intended to help companies and investors clearly identify the various IoT segments and view aggregate transaction activity on both the M&A and financing side. It serves as a tool to assist IoT compa-

nies in considering where they currently sit in the value chain, and where they may want to expand in the future. For investors, this tool may be helpful in thinking through which of the functional IoT areas best fits their investment strategy. Key strategic observations are also provided.

Michael Crawford, Q Advisors partner, will be unveiling the IoT Heat Map at COMPTEL PLUS on Tuesday, October 20 at a presentation that will take place from 11:00 – 11:30 at the Over-the-Top Platform Zone in Yerba Buena Ballroom (Expo Hall). Attendees can pick up a free copy. ❏

Onvoy Announces New COO

Onvoy LLC (Booth 307), a wholesale telecommunication service provider, has announced that telecom growth expert and industry insider Surendra Saboo has joined the company as executive vice president and COO. He is tasked with leading Onvoy through its next stage of growth.

Onvoy offers an extensive array of wholesale services to wireless, wireline, cable and broadband companies, including tandem and transit, wholesale VoIP, hosted PBX, long distance, SS7 and database services, call management solutions, directory assistance and operator services.

"We aspire to be the next-generation, global communications platform provider in our industry, where customers are demanding API-based ordering and real-time provisioning of services with carrier-grade reliability and quality," said Fritz Hendricks, Onvoy's president. "Surendra's leader-

ship and experience provides a strong foundation to accelerate our vision."

Saboo comes to Onvoy from Transaction Network Services. During his tenure there, he increased margins and repositioned TNS' $250 million telecom services division for growth.

Prior to that, he was at Inteliquent, where he successfully expanded product lines to grow annual revenue from $28 million to $280 million. He also navigated the company through a successful IPO in 2007.

Saboo joins Onvoy as it is in the process integrating its most recent acquisition, Broadvox, and expanding its footprint to become the third largest CLEC in the U.S. by rate center coverage. "We are committed to an exceptional customer experience as we focus our efforts on becoming the industry's go-to provider of quality voice, messaging, mobility and connectivity services," Saboo said. ❏

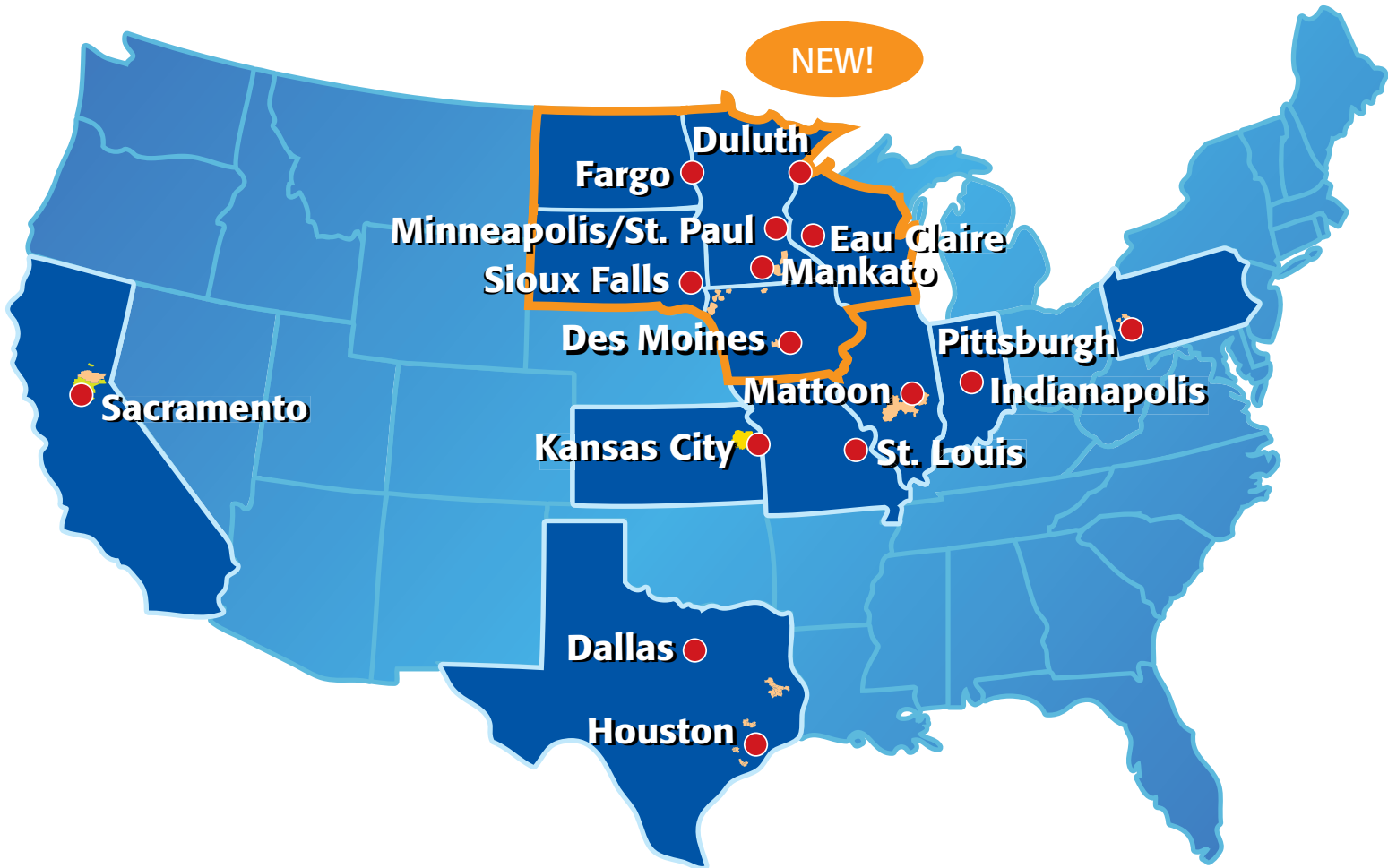# Consolidated + Enventis =
EXPANDED FIBER NETWORK

Consolidated Communications, Inc. (CCI) has grown its fiber network! As the result of a recent merger with Enventis Telecom, Inc., CCI now serves the northern US markets.

With this significant improvement to our size and scale, CCI has increased the availablility of Lit Buildings, Near-Net sites and Ethernet access in CLEC and ILEC territories. We interconnect with many local, regional, national, and global carriers to provide end-to-end solutions, enabling a wide range of communications services including Ethernet, TDM, wavelength, colocation and dark fiber.

CCI's Wholesale footprint now spans 11 states!

With over a century of service history and a stable track record, you can count on CCI to be there when you need us most. Our agile, professional Wholesale Team will deliver the custom solutions your business needs.

To learn more about our expanded fiber network and Wholesale services, please see the insert in your show bag or contact us by calling **888.547.3558** or visit **consolidated.com/wholesale.**

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ADTRAN Partners with Comptel, Debuts Cloud Analytics

ADTRAN Inc. (Booth 508) is collaborating with Comptel Corp. to accelerate the time-to-market for broadband providers. And, it has announced an analytics function for its ProCloud managed services suite.

The first fruit of the Comptel union is a turnkey integration solution that creates a unified management architecture for multi-vendor FTTx solutions.

Carriers and retail service providers can thus adopt a service orchestration architecture capable of decoupling customer premise equipment and central office access (and vendor lock-in), via automated FlowOne fulfillment.

The two companies have been working together to integrate key northbound interfaces from ADTRAN's family of FTTx solutions into Comptel's FlowOne Fulfillment. Comptel's FlowOne Fulfillment platform can manage ADTRAN's entire broadband portfolio through its established network OSS system.

Broadband providers can take advantage of the functionality to expand their service footprint and rapidly deploy Gigabit, Ethernet, VDSL2, G.fast, GPON and other services to residential and business customers.

"Unlike others, Comptel aims to help service providers to build a unified vendor- and technology-agnostic service orchestration solution, which supports any sales channel and enables

'ADTRAN helps us maintain a strong network experience to support fans' connectivity demands, and ProCloud Analytics is crucial to our ability to understand the demographics of our fan base.'

— Scott Carter,
Durham Bulls Baseball Club

smooth migration from traditional to cloud infrastructures," said Jussi Wäre, vice president of ANZ & Alliances APAC for Comptel. "Together with ADTRAN, we significantly speed up the introduction of a modern service delivery platform for broadband service providers."

ANALYTICS FOR BETTER MONETIZATION

ADTRAN has announced separately the latest expansion of its ProCloud managed services portfolio, with the addition of ProCloud Analytics. It enables carriers, managed service providers and enterprises to capture customer demographics and translate that data into actionable business intelligence to uncover ways to better monetize network services.

The first natural application for the solution is in the wireless network: After a user logs onto a Wi-Fi network, ADTRAN enables the authorized collection of the user's e-mail, name, age, gender, home town, type of device used to connect, birthdate and more. A sophisticated built-in marketing platform within the ProCloud Analytics solution then enables a provider to push targeted e-mail or SMS messages and incentives based on a wide range of criteria. For example, retailers can automatically welcome a first-time customer with a coupon, or reward frequent visitors with a free gift.

"Cloud-managed wireless networks are becoming more prevalent, and open up greater opportunities for organizations to layer additional services that drive efficiency and value into the network," said Nolan Greene, research analyst for IDC's network Infrastructure group. "Public-facing businesses like retail, restaurants, sport stadiums and others are seeing Wi-Fi as a more direct opportunity to engage with customers. Businesses are now able to deliver the right information to the right customers, incentivize at the most opportune times through targeted offers, while enhancing the overall customer experience."

The Durham Bulls Baseball Club is an anchor user of the feature.

"ADTRAN helps us maintain a strong network experience to support fans' connectivity demands, and ProCloud Analytics is crucial to our ability to understand the demographics of our fan base," said Scott Carter, director of marketing at the club. "We have a better understanding of who is coming to the ballgames and how often they return. Guests at the stadium can simply use their existing social media accounts – like Facebook, Twitter, Instagram, LinkedIn, Google – or a customized portal to access the free Wi-Fi service. We are encouraging social media engagement and capturing critical data that helps us connect fans to a more enjoyable experience with promotions, in-game mobile applications and reasons to keep coming back." ❏

Integra Completes Acquisition

Integra, an INCOMPAS member and a provider of fiber-based, enterprise-grade networking, communications and technology solutions, has completed its acquisition of opticAccess LLC.

The deal significantly expands Integra's network in the western U.S. and gives Integra an owned, dense, unique metro fiber in all major markets throughout the region.

"This expansion of our network makes Integra an even stronger communications partner for wholesale, enterprise and government customers seeking high-reliability, high-bandwidth network solutions in the western U.S.," said Marc Willency, CEO of Integra. "Our acquisition of opticAccess' network adds 3,500 route miles to Integra's network, including key infrastructure in Seattle, Oregon, the Bay Area and southern California. Integra will continue to invest in our network to strengthen our infrastructure, better serve the needs of customers, and increase our standing as one of the largest regional fiber network operators in the country."

Integra estimates that the network expansion will increase its addressable near-net demand by approximately 40 percent. The addition of opticAccess' assets also differentiates Integra's regional long-haul fiber network in a significant way by adding more unique, owned, low-latency, long-haul routes that connect all of the major western operating markets, key data centers (more than 100 connected to Integra network in total) and cable landing stations. This expansion also enhances Integra's West Coast long-haul route with a diverse low-latency path for primary and protected routes from Seattle to Los Angeles.

Earlier this year, Integra announced its new approach to local design, account management and customer support for its Electric Lightwave business (serving large enterprise, government, education and carrier customers) and Integra Business (serving regional and middle-market enterprise customers). The opticAccess acquisition extends Integra's capabilities, breadth and reach to additional customers that Integra can serve with this enhanced customer service model, the company said. ❏
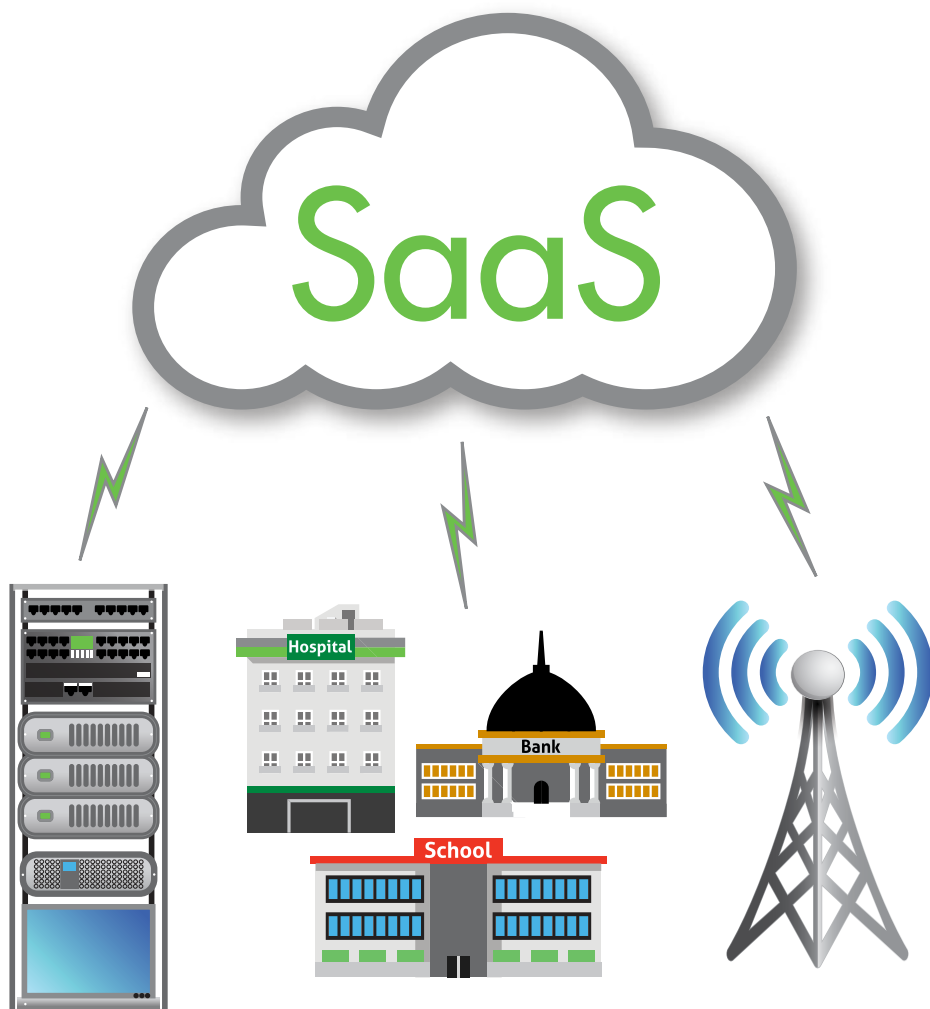
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TeleSphere Software is now KADENCE!

With our new name comes enhancements to our newest OSS platform.
KADENCE Circuit Management (KCM) drives profitability through
the optimized management of special circuits and inside plant.

SaaS

Advantages of KCM

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- Create & Track Trouble Tickets
- Network Discovery via Integration

Schedule a demo to learn more!

866-877-4373 or gokadence.com

SCHEDULE AT A GLANCE

SUNDAY, OCTOBER 18

2:00 p.m. – 8:00 p.m.
Registration Open
Yerba Buena Foyer

5:30 p.m. – 6:30 p.m.
Welcome Address and Keynote
Golden Gate Ballroom

6:30 p.m. – 8:30 p.m.
Wine Walk Welcome Reception sponsored by Netflix
Yerba Buena Ballroom (Expo Hall)

MONDAY, OCTOBER 19

7:00 a.m. – 6:00 p.m.
Registration Open
Yerba Buena Foyer

7:30 a.m. – 8:30 a.m.
Attendee Breakfast
Golden Gate Pre-Function

8:30 a.m. - 9:00 a.m.
Welcome Address and Announcement
Golden Gate Ballroom

9:00 a.m. - 9:30 a.m.
Keynote Conversation with FCC Commissioner Jessica Rosenworcel
Golden Gate Ballroom

9:30 a.m. - 10:15 a.m.
CEO Roundtable Keynote: The Future of the Industry – Are You In?
Golden Gate Ballroom

10:00 a.m. – 10:30 a.m.
Refreshment Break sponsored by NTT Communications
Yerba Buena Ballroom (Expo Hall)

10:00 a.m. – 6:00 p.m.
Expo Hall and Deal Center Open
Yerba Buena Ballroom (Expo Hall)

10:30 a.m. –11:30 a.m.
The Future of Fiber: Gigabit - What's Next?
Yerba Buena Ballroom (Expo Hall) - The Hub

11:00 a.m. – 11:30 a.m. **OTT**
Leveraging New and Innovative Payment Technologies to Help Grow Your Business
Yerba Buena Ballroom (Expo Hall) – Over-the-Top Platform Zone
Sponsored by EFS

11:30 a.m. – 1:00 p.m.
Lunch Panel
Making the Market: Connecting the Internet of Things
Golden Gate Ballroom
Sponsored by Hogan Lovells

11:30 a.m. – 1:00 p.m.
Attendee Lunch sponsored by Neustar
Yerba Buena Ballroom (Expo Hall)

1:00 p.m. – 1:30 p.m. [Data Center & Cloud Platform icon]
Simplifying Cloud Connectivity for Enterprises and SMBs
Yerba Buena Ballroom (Expo Hall) – Data Center & Cloud Platform Zone

1:00 p.m. – 1:30 p.m.
Ice Cream Break sponsored by Verizon
Yerba Buena Ballroom (Expo Hall)

1:30 p.m. – 2:00 p.m. [Network Platform icon]
Bridging the Gap: Bringing Large Bandwidth to Underserved Areas
Yerba Buena Ballroom (Expo Hall) – Networks Platform Zone

2:00 p.m. – 3:00 p.m. **OTT**
What You Will Be Wearing Tomorrow
Yerba Buena Ballroom (Expo Hall) – Over-the-Top Platform Zone

3:00 p.m. – 3:30 p.m.
Refreshment Break sponsored by Time Warner
Yerba Buena Ballroom (Expo Hall)

3:30 p.m. – 4:00 p.m. [Data Center & Cloud Platform icon]
Enabling Small Cells and Cloud-RAN for Metro Market Connectivity with the New All-Access
Yerba Buena Ballroom (Expo Hall) – Data Center & Cloud Platform Zone

3:30 p.m. – 4:30 p.m.
Trends in Technology: The Customer Perspective
Yerba Buena Ballroom (Expo Hall) – The Hub

3:30 p.m. – 4:30 p.m. [Network Platform icon]
SDN/NFV-enabled Networks: The Dawn of Self-Actualized Communications
Yerba Buena Ballroom (Expo Hall) – Networks Platform Zone

4:30 p.m. – 6:00 p.m.
Beers with Peers Networking Reception
Yerba Buena Ballroom (Expo Hall)

5:15 p.m. – 5:30 p.m.
ATLANTIC-ACM Awards
Yerba Buena Ballroom (Expo Hall) – The Hub

5:30 p.m. – 6:30 p.m.
PAC Reception (Invitation Only)

TUESDAY, OCTOBER 20

7:30 a.m. – 3:30 p.m.
Registration Open
Yerba Buena Foyer

8:00 a.m. - 9:00 a.m.
CEO Breakfast
(Open to C-Level executives at COMPTEL member companies); limited seating available and pre-registration is required
The View at the Marriott Marquis

8:00 a.m. – 9:00 a.m.
Attendee Breakfast
Golden Gate Pre-Function

9:00 a.m. – 10:00 a.m.
Keynote Panel - The Disruptive Impact of Technology on Traditional Video Delivery
Golden Gate Ballroom

10:00 a.m. – 10:30 a.m.
Refreshment Break sponsored by Lumos
Yerba Buena Ballroom (Expo Hall)

10:00 a.m. – 3:30 p.m.
Expo Hall and Deal Center Open
Yerba Buena Ballroom (Expo Hall)

10:30 a.m. – 11:00 a.m. [Data Center & Cloud Platform icon]
Changes in Telephone Number Administration: The FCC's VoIP Direct Access Order
Yerba Buena Ballroom (Expo Hall) – Data Center & Cloud Platform Zone
Sponsored by Neustar

10:30 a.m. – 11:30 a.m.
Looking Ahead: The Future of Content
Golden Gate Ballroom

11:00 a.m. – 11:30 a.m. **OTT**
Sensors to Software – the IoT Value Chain
Yerba Buena Ballroom (Expo Hall) – Over-the-Top Platform Zone

11:00 a.m. – 12:00 p.m. [Network Platform icon]
Fiber Infrastructure: Network Planning Strategies
Yerba Buena Ballroom (Expo Hall) – Networks Platform Zone

11:30 a.m. – 1:00 p.m.
Attendee Lunch
Yerba Buena Ballroom (Expo Hall) –

11:45 a.m. – 12:45 p.m.
Networks for Competition and Choice Press Briefing on Video Programming Reform
Yerba Buena Ballroom (Expo Hall) – The Hub

1:00 p.m. – 2:00 p.m.
Funding Strategies for All Stages of Your Business
Yerba Buena Ballroom (Expo Hall) – The Hub

1:00 p.m. – 1:30 p.m.
Optimizing Infrastructure to Meet the Challenges of the New World Order
Yerba Buena Ballroom (Expo Hall) – Global Lounge

1:00 p.m. – 1:30 p.m. [Network Platform icon]
Cyber Exposures: What You Can Expect during a Cyber Incursion, and How to Trim Exposures to Loss
Yerba Buena Ballroom (Expo Hall) – Networks Platform Zone

1:30 p.m. – 2:00 p.m. **OTT**
Network Performance and Over-The-Top Services
Yerba Buena Ballroom (Expo Hall) – Over-the-Top Platform Zone

2:00 p.m. – 3:00 p.m.
Beyond the CRM - New Advanced Tools to Improve Your Sales Team
Golden Gate Ballroom

2:00 p.m. – 3:00 p.m. [Data Center & Cloud Platform icon]
What's Happening at the Edge
Yerba Buena Ballroom (Expo Hall) – Data Center & Cloud Platform Zone

3:00 p.m.
Expo Drawings
Yerba Buena Ballroom (Expo Hall) – The Hub
Sponsored by GeoResults, Opt Teleservices, Sales Tax Associates, Inc., and Sandy Beaches Software
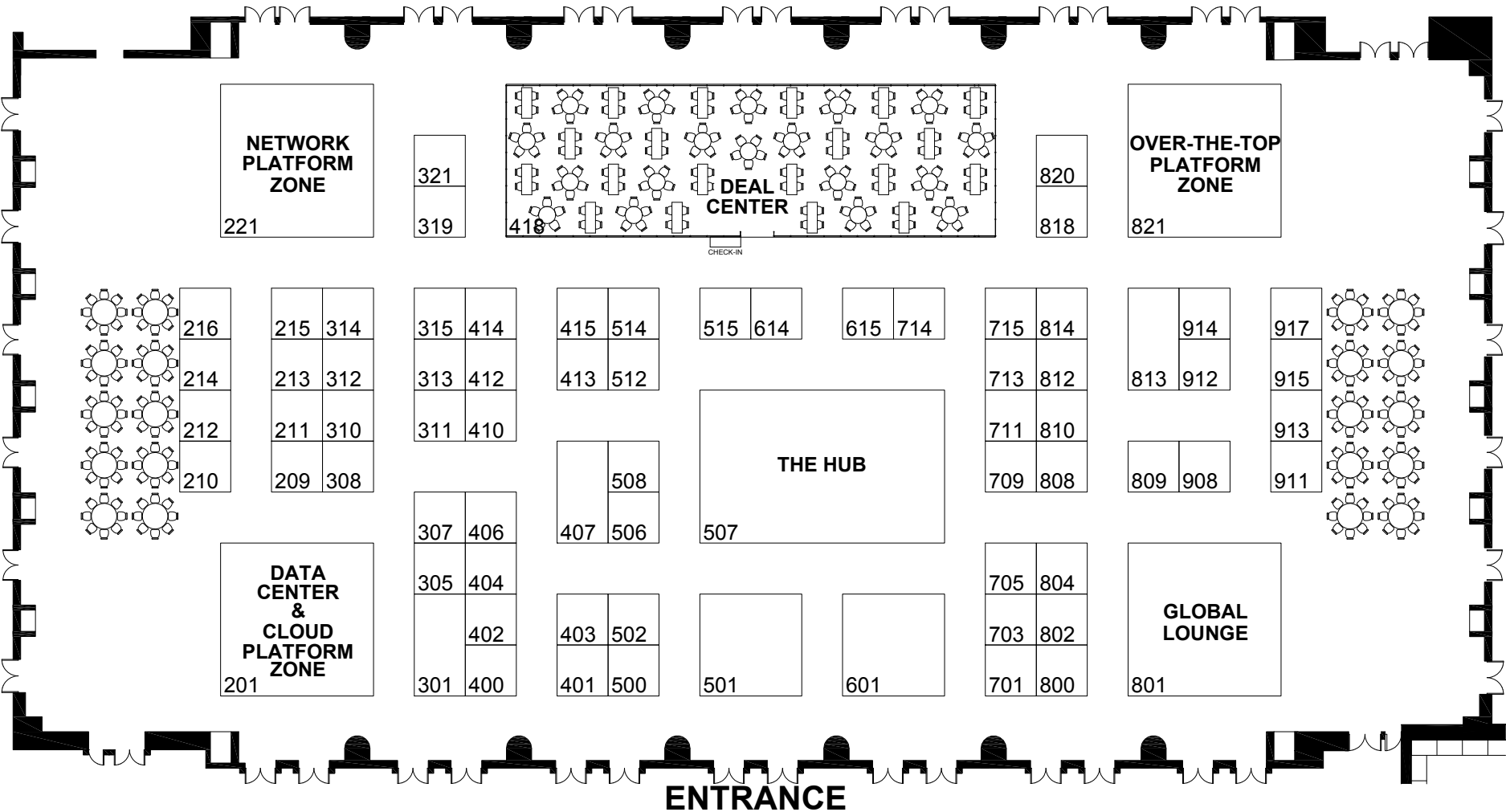
3:00 p.m. – 3:30 p.m.
Refreshment Break sponsored by Neustar
Yerba Buena Ballroom (Expo Hall)

5:00 p.m. – 8:00 p.m.
Closing Party
Sponsored by Google Fiber
Mezzanine
444 Jessie Street (in Mint Plaza)

WEDNESDAY, OCTOBER 21

8:30 a.m – 11:45 a.m.
The FCC's Open Internet Order: Key Issues for Carriers and ISPs
Attendees Can Earn 3.25 CA General Credits
Nob Hill
Sponsored by Davis Wright Tremaine, LLP

[Network Platform icon] = Network Platform   **OTT** = Over-the-Top Platform   [Data Center & Cloud Platform icon] = Data Center & Cloud Platform

COMPTEL PLUS EXPO FLOOR PLAN

ENTRANCE

EXHIBITOR LISTING

COMPANY	BOOTH #	COMPANY	BOOTH #	COMPANY	BOOTH #
1st Point Communications	908	GSAssociates	713	RAD	705
Accedian Networks	210	H2O Overgroup	402	Sales Tax Associates, Inc.	401
Actelis Networks, Inc.	305	Huawei Technologies USA	308	Sandy Beaches Software	701
ADTRAN	508	INDATEL	813	Sonus Networks, Inc.	709
ADVA Optical Networking	810	Inteliquent	812	Spirit Communications	715
Alcatel-Lucent USA, Inc	412	Iowa Network Services	209	SRP	407
Axcent Networks	800	LightRiver Technologies, Inc.	512	Sunesys, LLC	515
ChannelVision	913	Lightspeed Technologies	404	Taqua	311
CHR Solutions	615	LinuxMagic	911	Technologies Management, Inc.	614
Ciena	301	LSN	814	Telecom Reseller	313
Communications Data Group	400	Magic Telecom	413	TelePacific Communications	601
Compliance Solutions, Inc.	414	MRV Communications, Inc.	809	TeleSphere Software	506
CSF Corporation	502	NEF	312	Telispire	714
Equinox Information Systems	703	NetSapiens	415	Thermo Credit, LLC	711
FISPA	915	Onvoy, Inc.	307	TimelyBill	501
Freeside Internet Services	802	OPT Teleservices	406	TransNexus, Inc.	410
Fujitsu Network Communications, Inc.	818	Orca Wave	314	Unite Private Networks	315
GeoResults	403	PEG Bandwidth	808	Wolfe	319
Granite Telecommunications LLC	514				

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Great Plains Communications Adds Unique Routes in Kansas City

Great Plains Communications, the largest privately owned Nebraska telecommunications company, has announced its fifth network expansion for 2015: A unique route between the Nebraska market and the carrier hotel at 1102 Grand Ave. in Kansas City, Mo.

"Great Plains Communications continues to focus on extending our network throughout the Midwest and beyond," said Lynn Mead, head of carrier and wholesale services at Great Plains. "Kansas City made perfect sense for our next expansion. We are seeing a great need for more bandwidth in this area and look forward to serving this new market."

The Kansas City expansion differentiates Great Plains Communications with unique routes that provide the capability to bypass Omaha, and to extend within Nebraska and the surrounding markets of Colorado, Iowa, Kansas, Minnesota, Missouri, South Dakota and Wyoming on multiple diverse paths. An initial 100G build is in process, and is expected to be completed by the end of 2015 to support regional and national telecommunications carriers, LECs, ISPs, wireless carriers and other service providers with custom engineering and custom build strategies.

The Kansas City expansion, along with the entire 5,000+ mile Great Plains fiber network, is monitored around the clock by the company's network operations center, which recently became the first Tier III organization to become fully TL9000-certified.

"The significant 2015 investment into ongoing network expansion by Great Plains fiber has been in direct response to the ever-increasing need for more bandwidth throughout the nation, particularly in the Midwestern region," said Todd Foje, CEO at Great Plains. "Our company is committed to continuing this expansion trend to meet the needs of enterprises and carriers. We want to be known as the network of choice for true diversity and redundancy." ❏

Don't Miss Wednesday's In-Depth Open Internet Workshop

By Tara Seals

It was always expected that the open Internet issue would continue to be the subject of lawsuits after the FCC reclassified broadband as a public utility back in March.

To recap: Last year Verizon won a lawsuit that defanged the FCC's ability to enforce Net neutrality, arguing that the FCC had no jurisdiction over broadband, because it wasn't a public utility like phone service. The FCC solved the issue by reclassifying broadband in March to once again bring it under its purview.

The Open Internet Order (OIO) prohibits ISPs from favoring or throttling traffic, or from establishing a pay-to-play scheme that requires over-the-top (OTT) content providers to pay for the privilege of transmission. The rules say that interconnection agreements (governing traffic exchange agreements between OTT players like Netflix and underlying broadband providers like Verizon) and sponsored data programs are subject to case-by-case review rather than the bright-line rules – suggesting a light hand from the agency on such deals, for now.

"Threats to Internet openness remain today," the FCC said in its order. "The record reflects that broadband providers hold all the tools necessary to deceive consumers, degrade content or disfavor the content that they don't like."

Even so, when the FCC's lengthy order on the open Internet and Title II regulation went into effect in June, the lawsuits were quick to show, from a diverse group of opponents. The outcome will affect any communications provider that offers cloud-based or Internet services.

On Wednesday, a can't-miss, free half-day workshop, sponsored by Davis Wright Tremaine LLP (DWT), will fill attendees in on the implications for their business from the outcomes of that decision, with a special emphasis on key changes and challenges for competitive providers.

Entitled "The FCC's Open Internet Order: Key Issues for Carriers and ISPs," the workshop will cover what attendees need to know to understand, comply with and perhaps benefit from the new Open Internet rules. That includes significant changes to providers' privacy and security-related responsibilities as well as the possible extension of universal service fund (USF) obligations to broadband providers.

COMPTEL PLUS attendees can earn 3.25 CA General Credits by attending. ❏

Half-Day Workshop - The FCC's Open Internet Order: Key Issues for Carriers and ISPs

Wednesday, 8:30 – 11:45 a.m.
Location: Nob Hill
Sponsored by Davis Wright Tremaine, LLP

8:30 - 9:45 a.m. Open Internet Order 101: Everything You Wanted to Know but Were Afraid to Ask

9:45 - 11 a.m. Privacy and Security Under the OIO: New Requirements and Challenges

11 - 11:45 a.m. Reading the Tea Leaves: How Will the DC Circuit Decide the OIO Appeals?

TeleSphere Software Rebrands as KADENCE

KADENCE
gokadence.com

TeleSphere Software (Booth 506) has announced the launch of its fresh corporate brand, KADENCE.

The launch of the new brand was planned in conjunction with the COMPTEL PLUS Fall 2015 Business Expo.

The rebranding announcement concludes a yearlong project that entailed retaining the services of a Missoula, Mont.-based marketing and advertising firm, as well as obtaining a trademark from the U.S. Patent and Trademark Office.

Rebranding as KADENCE reflects the desire to establish a strong and unique brand identity in the industry and also signifies a shift in strategic vision, the company said. Historically, TeleSphere Software operated with a focus on carrier access billing systems (CABS) and wholesale billing. With the revamped identity, the company has augmented its tactical and strategic plans, based on the newest OSS platform, KADENCE Circuit Management (KCM). According to the KCM product roadmap, upcoming releases include network discovery, fiber tracking, trouble ticket and outside plant management.

"This is quite a milestone in our corporate history," said Todd Twete, KADENCE's vice president

of sales. "For literally decades, we have operated as TeleSphere Software. We are sincerely appreciative of the customer and partner relationships that made our success possible. As we move forward, our support of those relationships will be

unwavering and we hope to further enhance our customers operations and profitability with our newest OSS platform, KCM."

KADENCE is a wholly-owned subsidiary of Blackfoot Telecommunications Group based in Missoula. ❏

ANPI Adds Shared Fax Functionality to Hosted UC

ANPI has added a shared fax functionality that works with the ANPI VIP hosted unified communications solution.

ANPI Shared Fax is a cloud-based fax solution that allows multiple individuals to send and receive faxes through their private ANPI VIP account without the need for hardware or fax machines. With Shared Hosted Fax, all users are assigned one fax number and send faxes through a Web-based portal or directly from their email. All faxes are stored online and users have the option of having the faxes delivered via email.

ANPI VIP Hosted UC is a comprehensive set of PBX features including auto attendants, hunt groups, call recording and fax services. ANPI

VIP also offers integrated mobile access, instant messaging, presence, content sharing, audio and video conferencing, Web meetings and call-center functionality. Managing and monitoring for the solution is available via a unique, widget-based customer administration portal that allows complete and easy control of the entire system and all user features.

The solution is available as a turn-key private label package for ANPI carriers and channel/agent partners, and includes marketing and sales tools, integrated billing and full customer support.

Unlimited Shared Hosted Fax is available for a low $24.99 monthly fee when purchased with an ANPI VIP solution, the company said. ❏

CSF Enhances 8MS TeXT for "Texting on Toll-Free Numbers"

CSF Corp. (Booth 502) has announced the availability of 8MS Version 11.2, which includes enhancements for the 8MS TeXT "Texting on Toll-Free Number" offering.

8MS TeXT is CSF's text-enabling solution for toll-free numbers, and is part of the company's 8MS toll-free provisioning and LCR software suite, available via carriers, resellers and agents.

"CSF is excited to roll out 8MS Version 11.2 with enhancements for 8MS TeXT," said Frank Lauria, executive vice president at CSF. "This is a great opportunity for carriers, resellers, agents and RespOrgs to profit from the new and exciting capability of texting on toll-free numbers. With a whole new generation of customers that prefer to interact via text, and years of investment in branding of their toll-free voice vanity numbers, this new capability is not only logical but highly synergistic with their existing toll-free voice services."

The key features of 8MS TeXT include:
• Adding "text enablement" capability to the 8MS toll-free provisioning and least-cost routing (LCR) solution;
• Carriers, resellers and agents can enable texting and set their own pricing on any end user toll-free number;
• An 8MS TeXT customer portal that can be custom-branded, so that a carrier, reseller or agent can let their end users manage their own texts;
• Provisioning and text delivery APIs allow for automation and customized user experiences;
• Text detail report portal can be used by carriers, resellers or agents to view their customers' usage, and bill by text if desired; and
• 8MS TeXT is a turn-key solution, with provisioning, registry, text delivery, mediation for usage, API access and multi-tiered, custom-branded end user portal capabilities included.

During COMPTEL PLUS, CSF is giving live demonstrations of 8MS TeXT at its booth, along with the rest of the 8MS toll-free provisioning and LCR software suite. This flagship software product makes more than 75 percent of all changes to toll-free numbers in the industry.

To create market awareness for the service, CSF has announced a promotion to waive all monthly number and text charges for the month of November. To participate, a carrier or RespOrg should text their contact information and the phrase "Enable Me Now" to 844-8MS-TeXT. ❏

Sonus Networks Updates VellOS with SDN Capabilities

Sonus Networks (Booth 709) has launched VellOS Release 8.0, an update to Sonus' virtualized cloud exchange networking platform that incorporates software-defined networking (SDN) support.

With the update, Sonus offers a solution that simplifies the complexity of migrating applications to the cloud. It includes an analytics tool to give enterprises insight into network, computation and application interactions, and a customizable, multitenanted, Web-based customer portal that enables service providers to offer enterprise customers self on-boarding, tiered-service selection and bandwidth on-demand.

VellOS integrates private, hybrid and public clouds into one IT environment. Customers can tailor cloud exchange networking services to deliver NaaS, MPLS WAN replacement and cloud interconnect to major public cloud providers.

VellOS was recently deployed by Internet Solutions, a pan-African telecommunications service provider in South Africa.

"Internet Solutions has a vision for a programmable network that allows us to create new services for our clients quickly and efficiently," said Greg Montjoie, the executive in charge of the carrier and connectivity division at Internet Solutions. "We selected VellOS, Sonus' cloud exchange networking platform, to build these services. Our ability to create new services leveraging our own applications reinforces our ability to offer compelling services and adjust to the requirements of our clients at our pace and on our terms."

SDN is one of the most transformative business and technology trends the telecom industry has seen in decades. "Faster time-to-market for new services, faster provisioning, delivery and upgrade times for existing services, and reduced human error and lower operational costs from software automation are the primary reasons for adopting SDN, according to Heavy Reading's operator surveys," said Sterling Perrin, senior analyst at Heavy Reading.

Over time, market forces have led to the compression of the ISO stack from seven layers to effectively three: The application, orchestration and control, and network layers, which together make up the SDN environment today.

"Operators are moving SDN from the data center to connecting data centers, PoPs, COs and business offices," said Michael Howard, senior research director for carrier networks at IHS. "VellOS is designed to compete in the growing cloud exchange network where massive amounts of data traffic are switched between the network nodes." ❏

Accedian Signs on WOW! Business

WOW! Business will deploy performance assurance solutions from Accedian Networks (Booth 210) to safeguard quality of service (QoS) for its commercial connectivity services.

WOW! Business provides Carrier Ethernet and IP business services, hybrid-cloud connectivity, high-speed Internet, voice and video to businesses across the Midwest and Southeast regions of the U.S. It will use Accedian's virtual customer premises equipment (vCPE) solutions to assure end-to-end performance and quality of experience (QoE) for its enterprise customers.

The deal means that the comprehensive, SLA-assured services that WOW! Business offers to small and medium businesses (SMBs) and to large enterprises are delivered using a single, integrated monitoring and performance reporting platform from Accedian. Complementing and supplementing the capabilities of cable modems, Accedian vCPE modules will ensure carrier-grade, highly reliable Ethernet connectivity for customers connected via WOW! Business' extensive hybrid-fiber-coax (HFC) plant.

"The choice of Accedian's network performance assurance solutions gives WOW! the granular visibility and control to deliver differentiated services that fit the individual business needs of each enterprise customer," said Keith Donahue, Accedian vice president of product management and services. "The flexibility and reliability provided by our solutions play a crucial role in delivering the exceptional customer experience and superior QoS that WOW! Business customers have come to know them for."

Accedian's solutions integrate and scale into existing network operations, providing WOW! Business with full lifecycle performance assurance to ensure the highest possible reliability and performance from the day-of-install onward, spanning the smallest branch offices to fortune 500 offices.

"WOW! is committed to full transparency and ensuring we deliver the highest quality of connectivity to our business customers, according to their specific requirements, circumstances, and budgets," said Eric Fligel, vice president of network engineering at WOW! Business. He added, "Accedian's solutions speed up and simplify the processes by which we can deploy services to our customers. They also lower costs on installation, maintenance, troubleshooting and service orchestration. With Accedian continuously monitoring every aspect of the performance of our network, our customers can rely on WOW! Business to deliver a high-quality, guaranteed service that meets their connectivity needs." ❏

Onvoy Acquires Layered Communications

Wholesale telecommunications specialist Onvoy LLC (Booth 307) has announced the acquisition of Layered Communications, a communications enabler for over-the-top (OTT) providers, voice service providers and mobile virtual network operators (MVNOs).

"The Layered Communications acquisition accelerates Onvoy's ability to offer wholesale customers an API-based service fulfillment and instant provisioning interface for Onvoy's carrier class service," said Fritz Hendricks, Onvoy's president. "Layered Communication's service-creation platform provides immediate access to the fast-growing wireless and OTT markets, while providing a Web-based framework for continuous innovation."

.With the addition of Boulder, Colo.-based Layered's portfolio, Onvoy's customers will soon be able to add voice, messaging and mobility services to their communication applications more quickly via APIs and carrier interfaces.

"Onvoy has been a great partner of ours for many years, and we are excited to join the team to help drive innovation, enhance self-service options and open new markets for our customers," said Michael Remacle, Layered Communications' CEO.

Layered Communications also brings Coreview to the table, a Web-based portal built on the Layered OSS APIs. And, its API-based services support rapid deployment of mobility, mobile VoIP and messaging services.

These interfaces enable customers to build, provision and support more innovative communication services without adding equipment or support staff – which means faster speed to market and higher margins, the company said.

"API-based platforms providing control of the core communications infrastructure for voice, messaging and mobility are essential for our customers to innovate today and tomorrow," said Surendra Saboo, Onvoy executive vice president and COO. ❏

LightRiver Technologies Receives Gold Level Partner Certification from Infinera

LightRiver Technologies (Booth 512) has been awarded Gold Level Partner Certification from Infinera.

Infinera's Gold Level partner certification recognizes LightRiver's combination of technical skills, lab and training investment, services, vision and market focus. The designation provides LightRiver with a variety of benefits, including support and consultation on technical direction and focus.

"[This is a] considerable testament to the work we do together," said Mike Jonas, president of global sales and marketing for LightRiver. "It also signifies another important step in our future work together as partners. We look forward to reaping the mutual benefits of this collaboration and continuing our success with such a renowned industry leader, bringing increased value to our customers every day."

"LightRiver exemplifies the type of company we envisioned as a Gold Level Partner," said Bill Jarvis, vice president of channel sales for Infinera. "Our requirements are rigorous, and LightRiver's success reflects a commitment to maintain their status as a pure-play optical transport integrator in the U.S., which continues to bode well for our mutual clients, as well as our respective internal stakeholders." ❏

FairPoint Launches Construction Solutions

FairPoint Communications, a wholesale telecommunications provider in New England, has announced the launch of Construction Solutions for its wholesale customers.

FairPoint's Construction Solutions include providing small cell construction and custom cellular locations, structured cabling and inside wiring, construction project management and custom-built network solutions. Whether it is a demarcation extension, a new fiber design build or a site survey, FairPoint will act as a single project manager of all deliverables and vendors, it said.

"We know each wholesale customer has unique network and construction needs," said Tony Tomae, FairPoint executive vice president and chief revenue officer. "With many years of experience providing high-bandwidth front-haul and backhaul services, approximately 17,000 route miles of directly owned-and-operated fiber in northern New England, our experienced local workforce and long-time vendor relationships, we are uniquely positioned to provide turn-key construction solutions to our customers."

FairPoint provides wholesale customer access to more than 100,000 businesses in Maine, New Hampshire and Vermont. It also offers extended connectivity into Boston and New York City.

"As a network service provider, it's our job to know how to build, improve and maintain networks and the equipment that supports them," said Chris Alberding, FairPoint vice president of product management. "We will now put this expertise to work for our wholesale customers by offering to plan, coordinate, install and maintain their network connections. Since 2011, we have completed – on time – more than 1,100 fiber-to-the-tower macro tower builds. This feat is just one testament to our skills managing complex projects and large teams." ❑

Indiana Fiber Network Interconnects with Iowa Network Services

Indiana Fiber Network LLC (IFN) has established an interconnection with Iowa Network Services (INS, Booth 209).

The interconnection was made via INDATEL (Booth 813) at 350 East Cermak in Chicago. Both INS and IFN are members of INDATEL, whose rural local exchange carrier (RLEC) members serve more than 5,000 communities nationally.

IFN's ownership is comprised of 20 local exchange telephone companies throughout the state. They offer data center, Internet backbone and data transport services over state-of-the-art Ethernet, CWDM, DWDM and SONET fiber networks, with service in the state of Indiana and in many places throughout the U.S., via a network of national carrier partners. According to August Zehner, IFN vice president of sales and marketing, establishing a carrier interconnect via INDATEL is a noteworthy stride in IFN's plan to create a denser national service offering.

"Establishing these types of interconnects are significant, in that Cermak is at the heart of telecommunication access facilities for the Midwest," he said.

INS meanwhile was founded as a centralized equal-access company in the United States. Privately held by 122 Iowa-based independent telecommunications companies, INS has had middle-mile fiber in place since 1989. It delivers telephony, core network transport, Internet, dedicated fiber, IP video, data center facilities, network management, technical support and contact-center services, information technology and HR outsourcing, among the many products and services offered to communications companies and enterprise businesses. This latest interconnection will further facilitate both organizations' Ethernet transport service to carriers and enterprise organizations looking for high-bandwidth broadband fiber service throughout the United States.

"This enables IFN to be more responsive to customer requirements and to offer innovative, tailored technology solutions to our members and customers/partners in the most effective, reliable and economically sound method possible," said Kelly Dyer, IFN president and CEO. ❑

NTT Com DDoS Protection Helps Mitigate Cyber-Attacks

Recognizing the ongoing and increasing threats from distributed denial of service (DDoS) attacks, NTT Com is highlighting its DDoS Protection Service at COMPTEL PLUS. This service allows for fast and effective actions to minimize the impact of a hit.

Cybersecurity remains at the top of the headlines, with world leaders and network engineers alike talking about its risks and remedies. But while any organization with an online presence is a potential target for a DDoS attack, many organizations have inadequate security strategies in place for defending against such a threat.

There is no single strategy to defend against today's sophisticated and evolving DDoS threat landscape. Instead, a layered defense approach – which combines traditional security measures, vast availability of bandwidth, intelligent DDoS mitigation systems and sound risk management strategies – is recommended. NTT Com has deployed technologies to aid in the effort, built upon DDoS protection platforms, NTT Com's global Tier-1 IP network and 24x7 expert monitoring services.

One of the most common types of online threats, a DDoS attack is an attempt to make a network resource unavailable by interrupting or suspending services of a host connected to the Internet, usually by overwhelming it with bogus traffic flows. These attacks can strike at any time, potentially crippling network infrastructure and severely degrading user experience.

When notified of a possible attack, NTT Com's dedicated network security team analyzes key network data to confirm whether an attack is in progress, and then rapidly re-directs incoming traffic through the mitigation platform. The DDoS Protection Service platform is built on best-of-breed technology, which removes attack traffic and passes legitimate "clean" traffic onto a network, allowing businesses to stay online and function during the attack.

A recent report by Akamai found that the number of DDoS attacks in the second quarter of 2015 increased 132 percent compared with the same period last year. The study also said that the average DDoS attack lasted nearly 21 hours. Those 21 hours are hours during which customers can't shop online, pay their bills or check e-mail— which directly affects a company's bottom line.

Depending upon the type and severity of the attack, the impact might also result in resource damages, decreased productivity and irreparable harm to a company's brand.
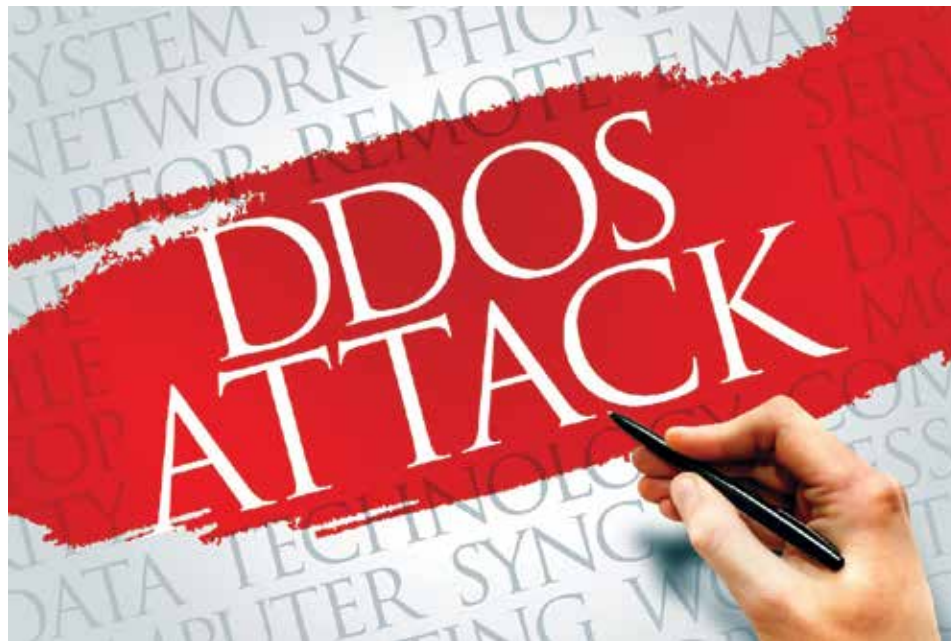
Early DDoS attacks were focused primarily on flooding network resources with unwanted traffic so that legitimate traffic would be unable to reach the intended target. More recently, application layer attacks designed to compromise a specific service on a host have become more prevalent. Because application layer attack traffic looks similar to legitimate traffic, traditional security measures, such as filtering, firewalls and intrusion detection and protection systems are not sufficient defenses.

In addition, attackers are learning from the defending countermeasures being used and adjusting their attacks towards other targets and vulnerabilities.

The motivations of attackers can range from social and political protests—"hacktivism"—to financial extortion with the intent to disrupt governments, organizations or businesses. In many cases DDoS attacks are the cover for other hacking crimes, such as property, fund or data thefts.

Recent political instability and unrest in the Middle East, Ukraine and Africa saw corresponding spikes in DDoS attacks on regional businesses and governments. Often, websites dedicated to reporting abuses or censorship become targets of DDoS attacks as well.

Internet-centric businesses, online retailers and e-commerce websites are especially vulnerable even, if they have some DDoS mitigation tools in place. However, insufficient budget resources, a shortage of qualified personnel, and a lack of C-level support are still critical barriers to preventing and mitigating attacks, a report from the Ponemon Institute found.

"NTT Com offers the technology, experience and flexibility that competitive telecommunications providers need to design and implement a comprehensive and successful DDoS defense strategy," the company said. ❏

Equinox Transitions to New Employee-Owned Structure

Equinox (Booth 703) has announced that it is now an employee-owned business.

Under a fresh structure, Equinox employees have stock ownership in the company, with allocations based on performance and tenure, where one's ownership percentage increases according to years of service, until retirement.

The company's transition to an employee stock ownership plan (ESOP) fulfills the vision of founders Wayne Lowe and Byron Middendorf, the company said, which was to "create a great place to work."

"Wayne and I realize that Equinox's success in the market is directly tied to customer satisfaction, which is, of course, fueled by happy, well-tended employees," Middendorf, the company's CEO. "In thinking about how to further take care of our employees, instituting an ESOP just felt like the next natural step."

Since its inception in 1986, Equinox has focused on helping telecom customers stop fraud, mediate usage data, manage expenses and optimize revenue. Based on the company's reach and experience across virtually every sector of the telecom industry around the globe, including cable telephony, wireline, wireless, rural independent, CLEC, and wholesale providers, Lowe said that there's no doubt that this model works, benefitting employees and customers alike.

"It was very rewarding to present the new ownership structure and initial stock distribution earlier this year," added Lowe, the company's president. "Transitioning [employees] to stakeholders is a tangible way to thank employees for their years of dedicated work, and it also has exciting implications for our customers. Shared ownership is a catalyst for innovation and collaborative company expense management. In fact, data from national studies shows that employee-owned companies demonstrate improved performance over non-ESOPs. We are all excited about the future." ❏

The Expo Hall
Networking Events Draw a Crowd

He added, "My son says that the great innovation of the day is that Amazon delivers the same day. We're clearly in a world where providing an instant response to things is important."

EdgeConneX's Brouckman noted that for his company the explosion of content and applications is the defining aspect of the industry's future growth.

"If you think in a linear fashion, you will fail," he said. "300 hours of YouTube video is uploaded every minute, as are 9 million pieces of rich media on Facebook per month. Twitter's Periscope is new, but there are 2 million people watching 350,000 daily hours already."

He added, "We saw that over-the-top (OTT) content was truly going to change how people consume everything, the amount of traffic that video drives," he said. "The peering structure that existed in an Internet that was originally built for e-mail wasn't going to work."

EdgeConneX focuses on moving the Internet edge closer to where people consume content, via its edge data centers. In two years, it has already deployed 23 facilities.

For her part, TNCI CEO Thomas, said that having a hybrid portfolio has been a defining aspect for her company's strategy. "Many of our customers have legacy TDM, but they're transitioning to the cloud, so we have found it important to have a hybrid strategy that includes voice plus cloud. We

CEOs from XO, EdgeConneX and TNCI talk policy and priorities with INCOMPAS CEO Chip Pickering.

can work across multilocations and put together an offering that leverages our relationships that we have with other telcos and CLECs to best serve our customers with tailored solutions."

The panel also discussed desired FCC priorities. Brouckman said that overcoming the hurdles that are put in front of operators in terms of building out networks and cell towers should be a top issue.

"A full 61 percent of spectrum is locked up by the government—and we need that spectrum to unlock innovation, and to do more to enable more broadband to more places," he said.

Thomas noted that regulatory priorities should revolve around addressing special access, where incumbents still have a dominating presence, as well as working to eliminate lock-in contracts.

Competition, Ancell said, is the key to business transformation for the industry, both now and moving forward—and the FCC's continuing defense of it is encouraging. "If we existed in a world where there are one or two or three companies that were allowed to completely control the services that went to market and control that based on their benefit, would we really be the leader of the Internet economy?" ❏

AD INDEX

Tuesday Panels Focus on Video, Content and the Edge

By Tara Seals

As Tuesday kicks off, COMPTEL PLUS has a packed agenda ahead with sessions that cover the hottest topics in the competitive telecom industry today, including a focus on how the Gigabit bandwidth era will play out for communications companies going forward. Topics today include how exponentially growing video traffic affects networks, how content fits into new business models, funding strategies for network-builders and what's happening at the edge.

The opening keynote features Google and representatives from NTCA, ITTA and Public Knowledge, discussing the future of video delivery. This expert panel will explore how broadband-related innovations are changing the media landscape, and how the broadband ecosystem is adapting to new consumer expectations that demand content and services when they want, on the devices they want, and at speeds and prices that are competitive. The discussion will address those challenges and more.

A marquee panel featuring Netflix and Hulu, the leaders in deploying over-the-top (OTT) services, along with Verizon, who will soon launch a mobile-first OTT offering, will examine how the rise of streaming options has affected networks-based companies. Moderated by Rob Pegoraro from *USA Today*, the panel will examine how streaming companies are transforming the traditional television business model and the future of content. It will primarily focus on the aspects of delivery, creation, financing and production of content, and the panelists will evaluate how an evolving television model will impact the marketplace.

Kevin Laws, COO at AngelList, will be joined by representatives from Brevet Capital, W.G. Nielsen and CIT Communications & Technology Finance in a *Wall Street Journal*-moderated discussion on investment strategies for the future.

The size and age of a company directly impacts funding strategies. This panel will discuss financing alternatives for companies from infancy to maturity, including early-stage startup and growth-stage funding arrangements by investors in the technology sector. It also will address what investors look for as they evaluate start-ups and companies, as well as discuss the various ways in which companies from incubator to more mature stages can seek and secure funding.

And finally, don't miss the panel discussion on "What's Happening at the Edge."

This panel, featuring Data Foundry, EdgeConneX, Equinix and Axiom, moderated by Alan Hill of INCOMPAS, will address the infrastructure – both fiber routes and data centers – needed to support what is happening at the edge. The panelists will discuss how network and data center providers have to evolve to handle the massive demands in bandwidth and how the Internet of Things is impacting capacity and driving movement closer to the edge. ❏

Don't-Miss Sessions for Tuesday, October 20

9 – 10 a.m. Keynote Panel - The Disruptive Impact of Technology on Traditional Video Delivery (Golden Gate Ballroom)

10:30 – 11:30 a.m. Looking Ahead: The Future of Content (Golden Gate Ballroom)

11:45 - 12:45 p.m. Networks for Competition and Choice Press Briefing on Video Programming Reform (Yerba Buena Ballroom (Expo Hall) - The Hub)

1 – 2 p.m. Funding Strategies for All Stages of Your Business (Yerba Buena Ballroom (Expo Hall) - The Hub)

2 – 3 p.m. What's Happening at the Edge (Yerba Buena Ballroom (Expo Hall) - Data Center & Cloud Platform Zone)

ADVA Unveils NFV-Ready Network Interfaces

ADVA Optical Networking (Booth 810) has launched the FSP 150 ProVM product family, focused on edge network functions virtualization (NFV) technology.

The products extend the capabilities of existing network interface devices by combining Carrier Ethernet 2.0 and IP demarcation with an internal server that can host virtual network applications.

As a carrier-grade virtual network functions (VNF) edge solution, it can deliver comprehensive service assurance for both its integrated server, as well as the connecting network. Hardware-assisted monitoring enables service providers to directly monitor the performance of applications—a function that's critical for service providers as they seek to expand their business to offer managed network services.

"Service providers are standing on the edge of a new era of revenue opportunity," said Christoph Glingener, CTO at ADVA Optical Networking. "NFV presents them with a real chance to dramatically increase the managed services they sell. The key to success here is in the implementation. Our new FSP 150 ProVM is the only carrier-grade VNF solution in the industry that combines extensive, hardware-assisted service assurance with virtual application hosting."

This is critical, he added.

"Service providers need the same level of operations, administration and maintenance as they have with their existing demarcation technology," Glingener said. "Without this, they'll lack critical functionality. NFV at the edge of the network needs assurance, openness and security – three vital ingredients and our FSP 150 ProVM has them all. There can be no question that this technology will be an important component of NFV-centric networks."

To ensure that service providers are able to fully leverage the potential of NFV, the ADVA FSP 150 ProVM is a completely open solution. It includes standardized interfaces based on OpenFlow, OpenStack and Netconf/YANG. The close integration of control and management systems with the underlying hardware also creates strong synergies between physical and virtual network functions, resulting in optimum performance.

"We've worked closely with a number of leading service providers to develop our FSP 150 ProVM.

This tight collaboration with fixed and mobile operators has resulted in an essential solution – one that meets all specific functional and operational network requirements," commented Stephan Rettenberger, vice president of marketing at ADVA Optical Networking. "Our team has crafted an edge NFV device that is unlike anything on the market. It builds on our Etherjack technology to create service demarcation for the virtualized world. And by combining this directly with an internal server that hosts VNFs, you have a synergy of hardware and software that delivers unparalleled results. This unique combination will prove imperative for service providers as they rapidly respond to a wealth of new business opportunities."

To mitigate the security risks of migrating to open-source software and standard network components, the ADVA FSP 150 ProVM also includes ADVA ConnectGuard. This technology provides a key mix of features that ensure network security and data protection. These features include robust encryption, tamper resistance and network isolation, with access control lists. ❏

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