Cable Wholesale:
Your Guide to Solutions that Will Shape the Market

Monday, April 16, 2012
1:30-2:15 p.m.
PLEASE SILENCE YOUR CELL PHONES

THANK YOU!
Moderator:
Craig Clausen, Executive Vice President and Principal Analyst, New Paradigm Resources Group, Inc. (NPRG).

Speakers:
Jay Clark, Director, Carrier Sales and Operations, Cox Business
Thane Storck, Sr. Director - Carrier Services, Time Warner Cable
Stephen Webster, Senior Director - Carrier Sales, Charter Business
Cox Business Comptel Update

Jay Clark
Director Carrier Sales & Operations
Cox Business
404-269-0792
Jay.Clark@cox.com
About Cox Business

- A division of **Cox Communications** the nation’s 3rd largest MSO
- Over **275,000** business customers
- Serving major markets across **18 states**
- Cox Business has been providing highly-reliable wholesale transport services to carriers for over 15 years
- Interconnected with over 100 carriers across our market footprint
- Currently ranked the 4th largest Commercial Ethernet service provider in the U.S. –**Vertical Systems**
Cox Business Carrier Portfolio

- TDM Access Services
- Ethernet Access Services
- SONET
- Wavelength
- IP
- Alternative Wireless Services

- Over 22,000 fiber lit locations
- Over 40,000 near-net locations
- Over 4,000 on-net wireless sites
- Over 25,000 route miles of fiber
Cox Wholesale Extended Ethernet Access

A single NNI with Cox Business connects your network to over 22,000 fiber-lit locations!

- Wholesale Extended Ethernet Access leverages the Cox National Backbone enabling Ethernet connectivity to any location within the Cox network.

- Reduces cost and operational complexity by aggregating traffic to a single National or Regional 1Gb or 10Gb NNI.

- Supported EVC speeds from 10Mb up to 10Gb.

- On-net circuit provisioning within 25 business days.
Thank You!

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Director Carrier Sales & Operations
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Time Warner Cable Carrier Update
Comptel

Thane Storck
Sr. Director- Carrier Services
Time Warner Cable
About Time Warner Cable

• Second Largest Cable Operator in the US

• Carrier practice has been operational for 5 Years

• Began our Wholesale initiatives in the Mobile Backhaul space

• Continually evolving our network and product offers to serve the Carrier Line of Business

• Building List consisting of over 10,000 lit buildings

• Dense Network penetration in our Serviceable Markets
Our vision is to evolve from a product vendor to high-value solutions provider.
## TWC-Carrier Services Development Priorities

<table>
<thead>
<tr>
<th>Product</th>
<th>Serviceability</th>
<th>Operational</th>
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<tbody>
<tr>
<td>• Standardization of Ethernet Wholesale Last Mile Access (Fiber)</td>
<td>• Grow the building List</td>
<td>• Continued improvements in the PM and OAM Areas and on demand test and validation</td>
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<td>• National/ Cross-Regional Ethernet Service</td>
<td>• 100K Buildings being evaluated</td>
<td>• Addition of Management reporting suites for our Customers</td>
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<td>• Wholesale Micro-Cell Backhaul</td>
<td>• Tools being developed to hook into the expanded building list</td>
<td>• Evolving E-Bonding for OSS and Incident Communications</td>
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<tr>
<td>• Ethernet Wholesale Last Mile Access over HFC</td>
<td>• Proactive build strategy is in flight</td>
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Thank You

Thane Storck
Sr. Director- Carrier Services
Time Warner Cable
A division of Charter Communications –
A leading broadband communication company

- 4th Largest U.S. business cable operator
- Service in 25 states
- 200,000+ businesses served
Carrier Services

**ETHERNET**
- Up to 10 Gbps

**WAVELENGTH**
- 2.5 & 10 Gbps

**SONET**
- Up to OC 192

**IP TRANSIT**
- Up to 1 Gbps+

- Wholesale Access
- Regional Network Transport
- Cell Backhaul
The Charter Network

- Over 55,000 fiber route miles and 200,000 coaxial route miles
- 5,500+ fiber lit buildings and growing monthly
- Over 8,000 near net (within 1,000 ft.) fiber buildings
ENNI for Ethernet Wholesale Access

- Interconnect capabilities at key carrier hotels nationwide
- Diverse redundant network connectivity into each location
- Support for Private 1GB or 10GB ENNI ports
Network

- Deep fiber network
- Dense network for underserved locations
- Serving tier 2 and 3 markets
Thank You

Please visit us in the Pacific I Room to learn more about Charter Business
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THANK YOU FOR ATTENDING!

Cable