



Integra Telecom's Formula for Success-Combine Stellar Service, New Products and a Dense Long Haul Fiber Network

Ethernet services are the next step in Integra Telecom's broader \$52 million year-long plan to leverage its fiber network to provide enterprise and carrier-class high bandwidth products and services. Integra already operates the most extensive fiber network of any competitive services provider in the West. This fiber network consists of 5,000 long haul route miles, including 3,000 metropolitan route miles serving 11 cities, and 1,500 fiber served commercial buildings. As a privately held carrier it has continued its growth pattern using organic growth, and acquisitions.

"Our world-class fiber network is uniquely designed to serve businesses that demand reliable and affordable high-capacity bandwidth products and sophisticated solutions," said Tom Casey, Integra Telecom's chief executive officer. "These new Ethernet offerings and our continuing capital investment are complemented with additional investments in sales, marketing and customer care and will accelerate Integra's growth in the enterprise and wholesale carrier market

segments. Integra has been serving more larger-sized businesses in recent years and we want businesses of all sizes in our service territory to know that we have a network and a product set that can meet their most demanding telecom needs." In addition the Company is expanding its Ethernet over Copper product to even more Central Offices in the next year.

"Our success is really about service" according to John Nee, VP at Integra. "If our Enterprise customer makes a call to our office they will talk to someone locally and customers appreciate that capability", he further explained. In surveys of their customers they have found that such factors as reliability, time to resolution and speed to a real person can rate as a higher concern than the price, so they have tailored their service to meet their customer's expectations. "Integra Telecom is pleased to begin providing EPL and EVPL services to the wholesale market," said Brian Lippold, executive vice president and chief operating officer for Integra Telecom's wholesale and national accounts

division. "These services allow our customers to leverage Integra's fiber network to extend their network to additional customers without the extensive capital requirements of bringing new fiber into buildings. Carriers served by Integra can bundle our Metro Ethernet Forum (MEF)-certified Ethernet services with their products in order to meet the needs of regional, national and multi-national enterprise customers."

Integra's New Ethernet Services Have Been MEF 9 and 14 Certified

Integra Telecom was recently awarded MEF 9 and 14 certification for its EPL and EVPL Ethernet Services. Integra demonstrates compliance with Ethernet standards set by the industry which ensure interoperability between Integra and its customers' networks. "Integra joins an extensive number of Carrier Ethernet service providers to be awarded MEF 9 and MEF 14 certification," said Nan Chen, MEF President. "Service providers are looking for ways to meet customer bandwidth and performance demands while reducing CAPEX

and OPEX costs and Carrier Ethernet is a proven solution." MEF is a global industry alliance dedicated to accelerating the worldwide adoption of carrier-class Ethernet networks and services. The MEF develops carrier Ethernet technical specifications and implementation agreements to promote interoperability and deployment of carrier Ethernet worldwide. "In response to increased demand for Ethernet services that support cloud and managed services, we are continuing to enhance our product set to provide services increasingly demanded by our wholesale and retail customers," said Steve Zimba, chief marketing officer for Integra Telecom. "The reach of Integra's fiber network provides enterprise customers the opportunity to outsource their Ethernet connectivity needs to Integra. This service enables them to extend their LAN to a WAN, connecting their locations together and enabling cloud-based services." In the coming months, Integra plans to expand its Ethernet service area in order to connect its customers to more locations while also adding E-LAN services.

China Unicom Announces New Data Center in Los Angeles

China Unicom Americas, a wholly owned subsidiary of China Unicom (Hong Kong), today announced the opening of a new sophisticated data center in Los Angeles. The new data center, located at One Wilshire Blvd. in downtown Los Angeles, is the first international data center that China Unicom Americas has implemented in the United States. In addition to having direct connections to the China

Unicom PoP within the same building, the new data center is expected to meet the increasing demand for co-location and Internet access from Service Providers and Carriers. This announcement complements China Unicom's increasing international network capabilities and recent inauguration of PoP's in Stockholm and Paris to further augment China Unicom's global

footprint. The One Wilshire Blvd. location was selected because it is widely recognized as the premier communication hub of the Pacific Rim and branded internationally as the single most important point of connectivity in the Western US. "We have experienced growing demand from international media outlets and Service Providers to grow their business in the US. The China

Unicom Americas co-location platform is a perfect enabler for organizations to exploit China Unicom's vast international resources and global footprint to expand their business and be successful. We also fully intend to embrace the Cloud Computing era and this new data center sets the foundation for our continued growth" said Mr. Wu Yitao, President of China Unicom Americas.