

## Rule change rewards those that built in-house network

**EARN SHAW**  
BUSINESS JOURNAL STAFF WRITER  
Recent change in federal rules that govern how the Bell companies price work access for their competitors would force some phone companies out of the market.  
Ironically, the resulting reduction in competition could help not just the Baby Bells that lobbied for the rules change, but some of their competitors.  
Competitive local exchange carriers (CLECs) and head-quartered



The rule change eliminating much of the wholesale rate structure took effect March 11, with a 12-month transition period.  
The idea behind the 1996 act was to lower the formidable barrier to entry that building a new network — which costs billions of dollars — represents for companies hoping to offer competitive telecom services.  
But competitors that have built in-house networks

## A different kind of Qwest rival

### TECHNOLOGY TELECOM

## Doubling in size — again

Integra Telecom's acquisitions may pave way for IPO

# Xchange

VOIP • DATA • VIDEO • WIRELESS • CONTENT

MISSION STATEMENT  
**INTEGRA TELECOM: A STUDY IN THE 'HIGH-TOUCH' APPROACH TO SMBs**

**ALSO INSIDE:**  
**ETHERNET**  
The Carrier Class Expands on Ethernet  
**VERIZON**  
Is FIOS a Trojan Horse for Business Services?  
**MCA/MERGER**  
Alcatel, Lucent Combine to Create Superpower



Dudley R. Slater  
CEO  
Integra Telecom  
Product Reviews  
This month: CWLab reviews WMAX gear

Check out xchange's eBooks on disaster recovery, IPTV and more online at [www.xchangemag.com/ebooks](http://www.xchangemag.com/ebooks)

## Dialing for customers

Integra Telecom bets a local number and face-to-face service will woo customers

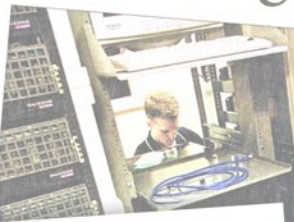


# Inc. 500

About the Inc. 500  
Currently in its 23rd year, the Inc. 500 is Inc. magazine's

## Maintaining its connection

Richard Gard (left) and Nathan Taylor, Integra Telecom systems administrators, mount new servers in the company's Washington County data center Monday. Integra, which provides telephone and Internet services to businesses, is considering



## Fresh off some big moves, Integra signs large lease

A new lease commits the firm to the Lloyd District

## Get Connected

Options among telecommunication providers are steadily growing

## Portland's Integra wired for expansion

The slow-and-steady telecom announces a



# MEET INTEGRA

## Media coverage for Integra Telecom

## Integra uses service to carve niche

Essential business philosophy: 'Great people build great businesses; surround yourself with great people and empower them.'



## Telecom bust survivor bulking up

## Young telecom nip at heels of 'Ma's Baby Bells'

By Eddie Kovsky  
IDAHO BUSINESS REVIEW  
Competition

## INTEGRA AT A GLANCE

- 2,200 route mile (160,000 fiber miles) metropolitan area network
- Unique 4,700-mile, long haul network —one of largest in U.S.
- Over 200 Business Communities Served
- Operations in 11 western states
- 4th largest Competitive Local Exchange Carrier (CLEC) in the United States
- Founded in 1996

### Corporate Contact Information:

Integra Telecom, Inc.  
1201 NE Lloyd Blvd., Suite 500  
Portland, OR 97232  
503-453-8000  
[www.integratetelecom.com](http://www.integratetelecom.com)



Dudley Slater  
my colleague, Jim Huesgen.  
Word that best describes you: Faith.