Executive Overview

- HQ: Albany, NY - regional offices and employees in ME, NH, NY, Mass., PA, and VT
- ~25,000 fiber route miles covering 6 states and Montreal
- Nearly 15,000 on-net locations with more than 125,000 addressable locations
- 14 geo-diverse Data Center/ Colocation Facilities

Product & Service Offerings

- Data
- Internet
- Cloud Computing
- Data Center / Colocation
- Voice
- Security Solutions
- Managed Services
- Monitoring Services

Sales Engineer Take On Best Fit

Connectivity including Dark Fiber as well as Colo in all of New York and New England.

Chip Hoisington

Vice President of Engineering: Connectivity, Colo & Wireless

Top Industries Served

- Construction
- Media & Entertainment

Ideal Customer Profile

Small and Mid-Market Customers

- 100-2,500 employees, in growth mode, and whose IT staff is overwhelmed
- Concerned about security, redundancy, availability, and efficiencies
- Need DR or Business Continuity, but are unsure of where to start
- Think their business is too small for a cloud services provider
- Seek an alternative to the one-size-fits-all, gigantic, no-service cloud provider
- Need cloud but are reticent to proceed – they offer POC on all cloud services

Qualifying & Technical Questions

1. How are you backing up your critical data today?

2. Are you managing your own secondary data center, and have you considered leveraging a cloud service provider instead?

3. Do you have a DR strategy in place to restore critical applications?

4. What are your RTO and RPO objectives?

5. Do you currently have/use an on-site, off-site, or hybrid data center?