

Executive Overview

- Overview Headquarters: Bethpage, NY
- Backed by Altice USA and Morgan Stanley Infrastructure Partners
- 500+ Employees
- 30+ years in the industry serving thousands of customers
- 20,000+ route miles of fiber
- 13,500+ service locations

Product & Service Offerings

- Ethernet
- Wavelengths
- Internet Service
- LP FlexNet Network Management
- Private Networks
- Dark Fiber
- Voice/Unified Communications
- Managed Security
- Managed WiFi

Key Features & Differentiators

The Lightpath Difference:

The Lightpath Network

- 100% fiber, next generation optical and packet networks with unsurpassed performance, flexibility, reliability, and security
- POPs diverse from common data centers and typical locations, offering more geographic diversity

Lightpath Comprehensive Services Portfolio

- Full suite of Connectivity solutions along with Managed Services and Industry Applications. All custom-designed to meet exact needs.

Lightpath Unsurpassed Customer Service

- From sale, to installation, to support, every point has been improved to create the best customer experience in the industry.
- Unparalleled service is centered around a customer-centric, consultative model approach that is unique in the industry
- Dedicated, local Sales and Engineering with Customer Care and Network Management Center teams available 24/7

Top Industries Served

- Other

Ideal Customer Profile

Primary Target Prospect: Wide Area Network and Internet

- Companies interested in high-speed DIA and WAN connectivity replacement options from a diverse fiber optic network service provider.
- Whether it be fully managed, dark fiber, or a hybrid solution, Lightpath's flexibility and wide array of network diversity options can support virtually any customer requirement.

Primary Target Prospect: Voice

- Companies who are interested in SIP, ISDN PRI, POTS, and hosted voice. Lightpath owns operates and maintains its own switched infrastructure, which in concert with our network offerings enables us to completely control the customer experience from end to end.

Primary Target Prospect: Managed Services

- Companies interested in managed services such as SD WAN, Managed WiFi, cloud connectivity, in addition our portfolio of network and voice services.

Qualifying & Technical Questions

1. Are you looking to enhance or evolve your network capacity/speed or add additional diversity?
2. Are you looking to move to a network strategy that requires direct connections to a cloud service provider?
3. Are you looking to cut costs and add value?

Elevator Pitch

Lightpath is revolutionizing how customers connect to their digital destinations by combining their next-generation network with next-generation customer service. Their technically advanced fiber-optic network offers a comprehensive portfolio of custom-engineered connectivity solutions with unparalleled performance, reliability, and security. And, their unique consultative customer service means they design, deliver, and support solutions for unique needs, faster and more easily than ever before

Objections & Rebuttals

I pay a very low monthly fee for Broadband. Fiber is expensive.

Lightpath offers an SLA and does not provide a shared network. What you pay for is what you get. If your Internet connection is vital then fiber will give you the uptime, and speeds you need to operate.

I don't want to put all my eggs in one basket by having my voice and Internet with the same company

Lightpath has been providing Voice, and Internet for over 30 years. We have the experience and product set to meet all customer needs. With our SLA and network reliability we are a great choice so that you can have one company provide both services.

Lightpath is a regional provider. I prefer nationwide network providers



POWER BRIEF *for* Lightpath

Lightpath has over 13,500 lit buildings throughout New York, New Jersey, Connecticut, Miami, and Boston. We have been providing best of class service for over 30 years. We are experts in our footprint