

## Executive Overview

- Headquarters: Evansville, Indiana
- Metronet and its affiliates have grown to serve and construct networks in more than 250 communities across Indiana, Illinois, Iowa, Kentucky, Michigan, Minnesota, Ohio, Florida, North Carolina, Virginia, Texas, Wisconsin, Missouri, Colorado, New Mexico, and Louisiana.
- > 99% customer retention rate
- 40,000+ route mile network spanning underserved markets in 16 States
- 110,000+ Immediately serviceable commercial addresses
- 162,000+ near net addresses

## Product & Service Offerings

- Dedicated Internet Access 99.999% SLA (Branded Business Fiber Elite)
- Broadband Fiber 100% Symmetrical speeds at aggressive price points
- Two flavors Business Fiber Standard (no SLA) and Business Fiber Premium which Includes a 99.99% SLA
- Data Connectivity Ethernet, Wavelengths, Dark Fiber
- Voice Services Analog POTS lines, SIP, PRI and HPBX services

## Key Features & Differentiators

- Best in class modern, purpose built network design that provides future proof solutions
- Extremely responsive quoting and overall communication
- 100% Fiber to the Premise with secure and consistent connections with no data caps
- Flexible connectivity options up to 100 Gbps
- Three tiers of 100% symmetrical Business Fiber Internet Services to fit all budgets and needs
- Easy to design, contract and order services
- 24x7x365 Dedicated Business Support from a 100% US Based Workforce • Dedicated partner service delivery team with expert project management

## Top Industries Served

- Other

## Ideal Customer Profile

- Businesses looking for data and/ or voice connectivity in the 250+ communities across Indiana, Illinois, Iowa, Kentucky, Michigan, Minnesota, Ohio, Florida, North Carolina, Virginia, Texas, Wisconsin, Missouri, Colorado, New Mexico, and Louisiana served by our dense fiber network.
- Businesses in need of enhanced upload capabilities that cable modems and DSL services can't provide

- Businesses in need of primary or secondary connections: Internet, Ethernet, Wavelengths
- Enterprise level customers that desire a stringent 99.999% SLA
- With three distinct tiers of internet connectivity the Metronet network has a solution for every market segment and vertical from small business customer to Fortune 500 organizations
- Businesses fed up with the poor support provided by incumbent internet service providers in the market

## Qualifying & Technical Questions

1. What are your pain points with your current internet provider?
2. Do you anticipate any future cloud projects on the horizon?
3. Do you feel like you get adequate support from your current internet service provider?
4. Do you notice your network connectivity slowing down at certain times of the day?

## Elevator Pitch

MetroNet is the largest and fastest growing independent fiber to the premise operator in the country with network in 250+ communities across 16 states. Our dense 100% fiber network is continuously growing and currently has 40,000+ route miles of fiber, 110,000+ immediately serviceable commercial addresses, with an additional 162,000+ near net buildings.

## Objections & Rebuttals

### **We have never heard of Metronet . Why should we purchase services from them?**

Customer's will choose to buy Metronet's service over the competition due to the network reliability of their 100% purpose built fiber infrastructure. They make multi million dollar community investments to build modern fiber networks in underserved markets. They are also nimble, hyper responsive and provide local support. They are structured to get things done and support our customer base with a 100% US based workforce.

### **We have had other service providers approach us in the past only to find out that they are reusing the incumbent cable or phone company for last mile access to our building. What makes them different?**

Metronet has their own private network that is diverse from the traditional phone and cable networks. They aren't leasing any other provider's last mile network services to serve customers. They build new fiber all the way to each customer and offer real choice in the market.

### **Our cable modem service works well most of the time so why would we need fiber? Isn't fiber expensive?**

Their network is built on passive optical network electronics and has fewer points of failure than traditional hybrid fiber coax networks, making it more reliable. Due to budget restraints fiber has traditionally only been available to large enterprises. However, Metronet offers 3 distinct tiers of internet service and has a solution for nearly every commercial budget. Metronet also provides every customer with symmetrical service so there are no upload restraints that are common with cable modem networks, which makes uploading files and connecting to cloud based services a breeze.