

Executive Overview

For over 15 years, Zayo has been the driving force behind the world's most dynamic and forward-thinking enterprises, helping them pave the way to what's next. With a network that stretches over 16.8 million fiber miles and spans an impressive 141,000 route miles, Zayo is not just in the business of connectivity – we're in the business of limitless potential. Imagine a world where possibilities are boundless, where businesses can seamlessly bridge the gap between where they are and where they want to be. That's the world we're creating, one fiber mile at a time. Zayo's tailored connectivity and cutting-edge edge solutions are the heartbeat of carriers, cloud pioneers, data centers, educational institutions, and enterprises alike. From the very core to the cloud to the edge, Zayo is there, powering exceptional experiences that redefine what's achievable. So, are you ready to unlock the true power of connection? Embark on this journey with us and discover how Zayo doesn't just connect dots – we connect destinies. For more information, visit [zayo.com](https://www.zayo.com).

<https://www.zayo.com/>

Product & Service Offerings

Physical Infrastructure

- Colocation & Interconnections: Presence in 43 data centers in major markets and carrier-neutral access to domestic and international networks, with redundant fiber connections
- Dark Fiber: Virtually unlimited bandwidth with a single pair of fibers on existing Zayo fiber infrastructure and customer-driven new construction
- Mobile Infrastructure: Backhaul, small cells and DAS on a dense network connected to cell towers, small cells, mobile switching centers and central offices

Cloud and Connectivity

- Cloud: Cloud, hosting and managed services, enabling on-demand scaling and virtual computing in hybrid environments
- Ethernet: Options for E-LINE, E-LAN or Private Dedicated Network, with speeds of 10 Mbps-100 Gbps, reserved bandwidth availability and multiple interface options
- IP Services: Tier-1 IP backbone, ranked 5th for global peering, is connected to Zayo's global fiber network and provides services of 10 Mbps-100 Gbps through IP Transit, Dedicated Internet Access and IP-VPN
- Live Video: Transport of real-time, contributions-quality video, audio and data over Zayo's Live Video Network, providing low latency and 100% QoS
- SONET: Transport services from DS3-OC192 in point-to-point

Managed Edge

- **Zayo Managed Edge is for those ready to optimize their teams, offload complexity, and operate with confidence. We don't just deploy devices — we fully or co manage,**

monitor, and support your SD-WAN, LAN, Wi-Fi, and security infrastructure from day zero through day forever.

Sales Engineer Take On Best Fit

Big bandwidth. 1 Gig, 10 Gig and 100 Gig. DIA, Layer 2 point to point connectivity and dark fiber. Excellent for fully-meshed layer 2 connectivity. Big buildings to big buildings and data center to data center connectivity.

They have an MSP practice as well specializing in SD-WAN and SASE managed networks.

Chip Hoisington

Vice President of Engineering: Connectivity, Colo & Wireless

Key Features & Differentiators

Fiber-Based Services

- Unlimited scalable bandwidth available in the metro and on intercity routes. Tier 1 IP network with settlement-free peering. Options for physical security. 24/7 NOC.

Global Ethernet and IP Reach

- 72,800 route miles and 5.1 M fiber miles. 283 markets in 7 countries, 45 states, and Washington, D.C.

Extensive Connectivity

- 11,800 on-net buildings. 550 carrier hotels/data centers. 513 carrier POPs. 3,000 cell towers. 6,000 enterprise buildings. Diversity to the LEC.

Colocation Platform

- 21 facilities in 18 markets. Carrier-neutral connections to 700 other networks. 150,000 square feet of billable space.

Top Industries Served

- Other

Ideal Customer Profile

- Disaster Recovery
- Education, Engineering
- Financial
- Healthcare
- Legal
- Manufacturing
- Media Content

Elevator Pitch

Zayo is a global bandwidth infrastructure provider. Zayo's network serves eight countries and 46 states, plus Washington D.C. The network connects the largest U.S. and European cities, as well as many Tier 2-5 U.S. markets. Zayo's network reaches over 17,400 buildings, including 827 data centers, 488 carrier POPs, and over 10,500 enterprise buildings. Zayo also has 503,000 finished billable square feet of colocation and interconnection space.