

## Executive Overview

Zayo was founded in 2007 in response to favorable technology trends driving the demand for bandwidth infrastructure. The company has evolved through organic growth and network acquisitions to become an innovative global bandwidth infrastructure services provider. Leading firms leverage its fiber network and carrier-neutral colocation facilities at 16,000 locations across the United States and Europe.

<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

## 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