

At a Glance

Headquarters:

2101 Rexford Road, Suite 200E
Charlotte, NC 28211
Tel. 877-365-6701
Fax: 704-936-1801

Quick Facts:

- The nation's only hybrid alternative access provider
- Among the fastest deployments in the industry
- Assets and operations in 25 states
- >1.5M people Internet-connected
- Approaching 2,000 sites in service
- ~110,000 DS1 equivalents in service
- ~500 owned communications towers
- Route Miles:
 - ~9,000 microwave
 - ~700 fiber (all owned)

Conterra brings
high-quality broadband
to underserved areas of
America

Overview

Conterra Broadband Services ("Conterra"), is the nation's only hybrid alternative access provider serving wireless and wireline carriers, schools, healthcare organizations and enterprises that require bandwidth intensive, carrier-grade data, video and voice transport services. Privately owned, the Company was established in 1996 by the founders and executives of Vanguard Cellular Systems, Inc., which became one of the first and largest independent cellular companies in the United States. The Company operated under the Cellular One® brand name for more than 15 years.

Conterra specializes in bridging the "digital divide" by bringing high quality optical and radio-based networking solutions to areas where it is technologically and economically challenging - offering a ubiquitous, high speed, IP-based network from a single network provider. Our solutions integrate fiber with FCC Licensed Common Carrier Microwave links (Part 101 frequencies; 6, 11, 18 and 23 Ghz) to create a network designed to meet our client's needs. Conterra currently operates in 25 states and provides wide area networking services to over 275 school districts, and hundreds of cell towers with total sites in service approaching 2,000.

Financial Strength

Conterra is cash flow positive and backed by investments from Goldman Sachs, Bank of America, Co-Bank, Duke Energy, GE Capital and Circumference Group. In a very capital-intensive business, it is comforting to know that we have the necessary funding to take on and complete any major project we contract.

Services

- Managed wide area networking solutions
- Ethernet service
- Internet access
- Distance learning
- Hosted VoIP services

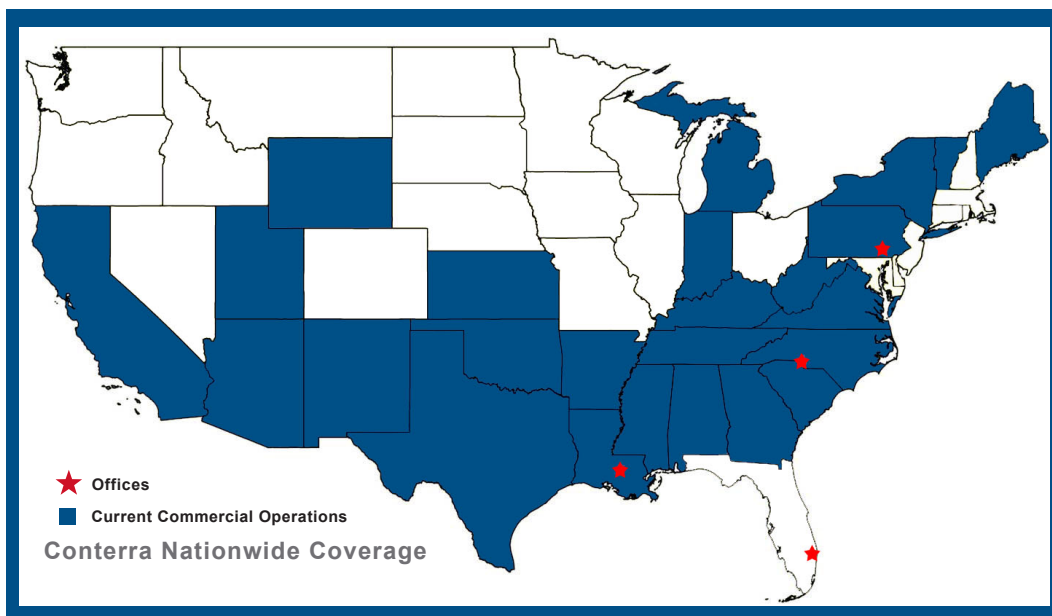
Support

Installation

- **Engineered with decades of experience** so your network operates at peak performance.
- **Production facility and field testing** before equipment is placed in service to ensure quality.
- **Quality assurance program for installation** minimizes site visits.

Maintenance

- **Proactive monitoring:** Immediate dispatch at the first sign of a network issue, regardless of the source.
- **"Ocular IP" Customer Portal** provides real-time, end-to-end circuit visibility.
- **24x7x365 network monitoring** by our in-house NOC.
- **Field technicians** in all markets ensures rapid issue resolution.



Expertise

Conterra employs highly skilled and experienced fiber and microwave engineers, well versed in the latest RF and fiber-based technologies as well as network design practices. Conterra's technical team has been deploying, operating and servicing microwave and fiber networks since the early 1980's and has a proven track record of providing high quality service and support.

Our staff has more than 800 years of combined experience with telecommunications technologies, including fiber, cellular, microwave, Ethernet, WDM and SONET transport. We utilize carrier-grade engineering tools to ensure the high availability and reliability of our hybrid fiber/microwave networks in any location.

2010-2011 Performance Statistics

Availability:	99.9987%
Mean-Time-To-Repair:	2 hours
On-Time Delivery:	98%