



41 Main Street • PO Box 5217 • Massena, NY 13662
 Phone: 315-769-8484 • Fax: 315-705-0141: Email: midc@jptubbs.com

Inventory of Telecom Services Available in Massena

	Time Warner	Verizon	Westelcom	Slic	AT&T
Dial Tone		X	X5		X16
T1 DID/DOD		X	X		X
Centrex		X	X		
ISDN BRI		X			
ISDN PRI		X			X
Frame Relay DS3, T1, 384K, 56K		X	X	X	X17
ATM Ds3, T1			X		X17
Dark Fiber (available but unlit)	X			X	
T1		X	X	X12	X
T3		X	X	X12	X
OC-3		X	X		X18
OC-12			X		X18
Ethernet 10mbs 100 mbs GigE	X		X		
Metro Ethernet					
VPN	X		X6	X	X19
Long Distance	X1	X	X		X
DSL		X	X7	X13	X18
Voice Over IP	X1		X		X20
Voice Over DSL		X	X		X21
Diverse Routing		X	X	X	X22
Repair/Service	X2	X	X8	X14	X23
Installation	X2	X	X	X	X24
Technical training, equipment, etc.	X2	X	X	X15	X25
Local Representative	X	X	X	X	X
Regional Representative	X		X	X	X
Other Service	X3	X4	X9		X26
Other Service			X10		X27
Other Service			X11		X28

Bolded items are also available to residential customers

- 1 Launching summer 2004
- 2 Service TW network, install TW product & train TW people
- 3 Cable Television
- 4 Wireless
- 5 Flat rate for local business
- 6 Firewalls
- 7 Limited availability
- 8 Telephone systems & computer networks \$75/hour
- 9 Network Integrator
- 10 Telephone systems
- 11 Web design & hosting
- 12 Available in facilities based or resale environment
- 13 Widely available throughout downtown community
- 14 Slic provides a large menu of telecom cable construction/maint svcs
- 15 Slic can provide or enable training in a variety of technical disciplines

- 17 Managed equipment option
- 18 Individual Case Basis, depends on exact location
- 19 IP, IP-Sec, L2TP, PPTP, MPLS
- 20 Managed Service, includes equipment
- 21 Individual case basis - after Q2 2004
- 22 SONET Ring Access capability usually requires construction in the area
- 23 Service dependent characteristics. All svc 7 x 24 x 365
- 24 Service dependent - new svc typically 30-45 days (OC-X - 120 days)
- 25 Training for interactive web management tools
- 26 High Speed dedicated Internet Svc - managed & unmanaged equip
- 27 Prof. Svcs, Network & security assessments, consulting
- 28 Managed intrusion detection services



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16 AT&T Local Services are also available. Residential customers can get more information at: <http://www.consumer.att.com>



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Of the services you provide, is there additional information that would be important to a prospective business that you feel we should include in our promotional materials (such as, model and age of switch, equipment, etc.)?

Verizon: all switching is 100% digital

Westelcom: 2001 Lucent SE switch

Slic: The equipment that is used to deliver lit fiber optic services like point-to-point connections and Internet traffic creates a Passive Optic Network (PON) which multiplies the capacity of each fiber strand in the network creating endless capacity in the network. The equipment is a next generation technology, creates an IP environment, and is new in its product life cycle.

AT&T: Businesses often require management of equipment & network monitoring services. AT&T has valuable, professional experience in providing these complex services. Professional consulting services provide value to businesses by assessing capabilities, security issues, & emerging applications & business drivers.

Please describe your infrastructure in terms of ratio of fiber to copper, wired or wireless, or other details that a prospective business with specific telecom needs will want to know:

Time Warner: Hybrid fiber/coaxial plant infrastructure

Verizon: 100,000 miles fiber in Central NY

Westelcom: Facilities based CLEC in Watertown, Plattsburgh, Malone, Saranac Lake & lake Placid.

Slic: Currently, our cable infrastructure in Massena consists of approximately 6 miles of multi-strand fiber optic cable. We also have installed a wireless point-to-point system that covers approximately a 3-

AT&T: AT&T has a network based upon a self-healing bidirectional SONET ring infrastructure. Specifically, two (2) major ring segments in upstate New York, and another in eastern Canada. These segments are part of a 50+ SONET Ring infrastructure covering all of the United States and Canada.

AT&T	Local Rep	Steve Drake Sales Manager smdrake@att.com 315-233-8730
	Contact Info	Edward McCormick Data Network Consultant em@att.com 518-437-3235
	Company	AT&T 65 Wolf Road Albany, NY 12205

Slic	Local Rep	Laura Perry laurap@slc.com 315-328-9038
	Contact Info	Laura Perry VP Marketing & Operations laurap@slc.com 315-328-9038
	Company	Slic Network Solutions, Inc. 51 Main Street, Suite 100 Potsdam, NY 13676 www.slic.com

Time Warner Cable	Local Rep.	Cable: 764-0244 High Speed Internet: Denise Natali
	Contact Info	Mark Ryan General Manager North Country Region mark.ryan@twcable.com 315-769-5209 x8500
	Company	Time Warner Cable 277 Andrews Street Massena, NY 13662 www.twcny.com

Verizon	Local Rep.	Business: 890-6464 Residential: 890-7100
	Contact Info	Thomas Owens Director, External Affairs thomas.p.owens@verizon.com 315-459-5691
	Company	Verizon Communications 6360 Thompson Road Syracuse, NY 13206 www.verizon.com

Westelcom	Local Rep	Ron Quartulli rquartulli@westelcom.net 315-785-3926
	Contact Info	Randy Trombly General Manager rtrombly@westelcom.net 518-825-1110
	Company	Westelcom 24 Margaret Street, Suite 1 Plattsburgh, NY 12901 www.westelcom.com