



# Convergence: Winning with Wireless in a Wired World

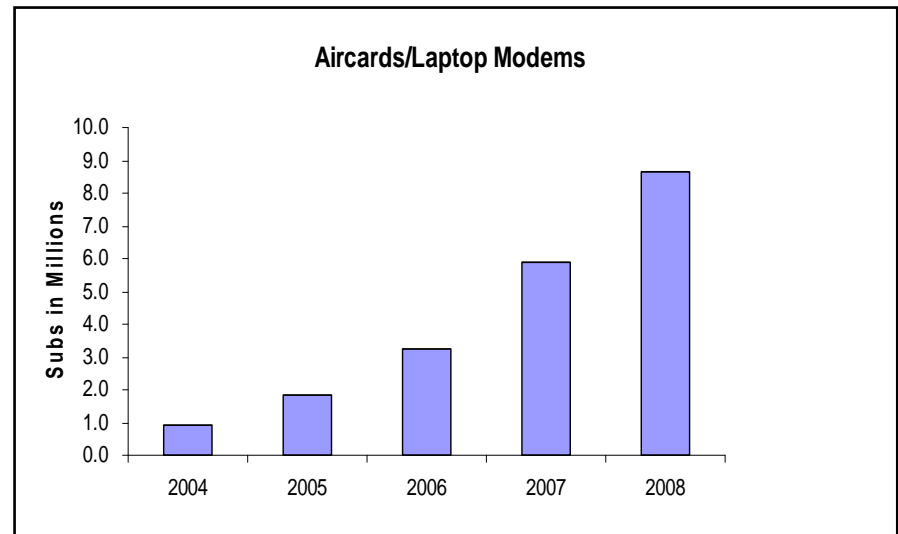
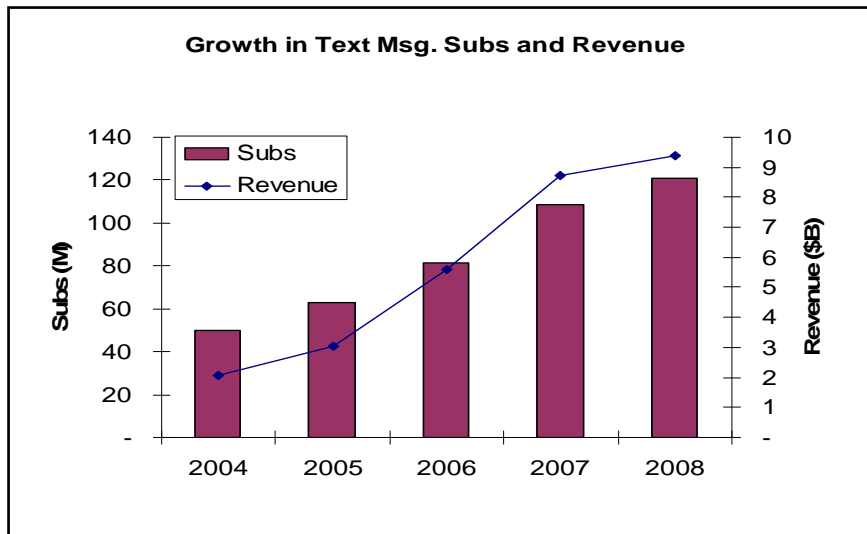
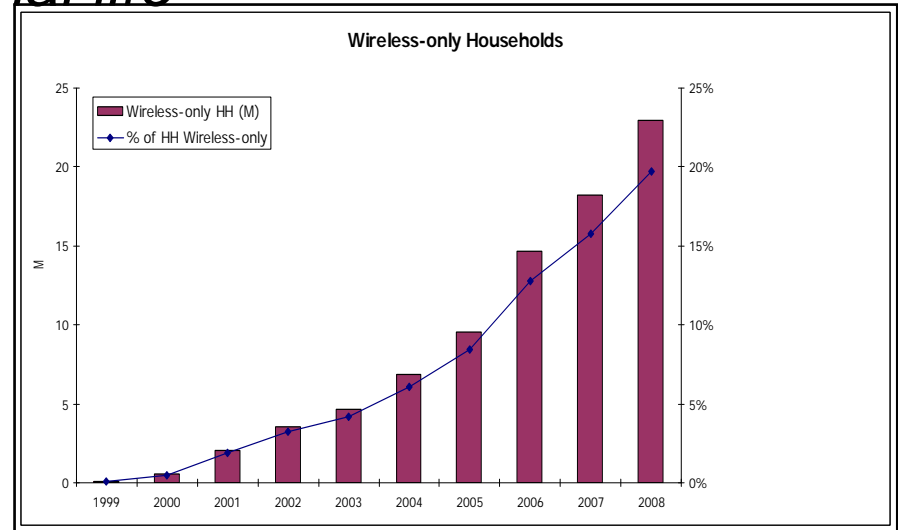
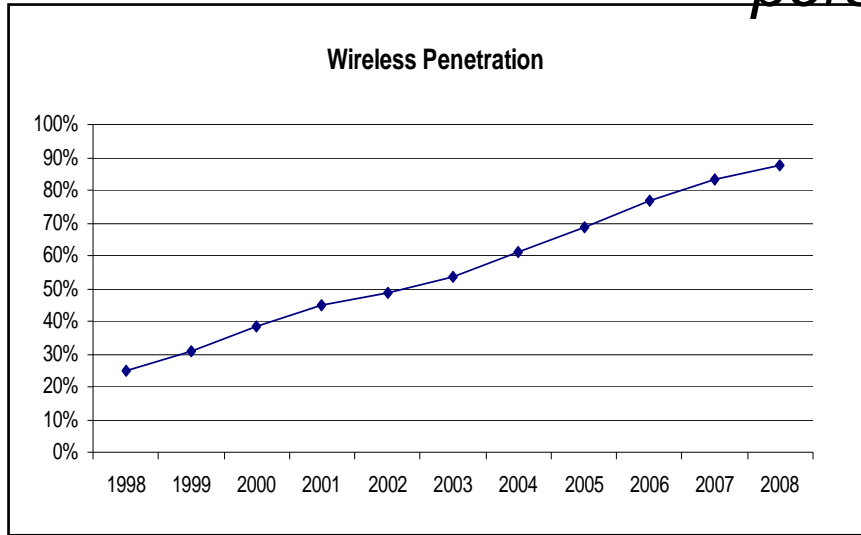
**Moderator:**

Jim Patterson, President – Sprint Wholesale



# WIRELESS INDUSTRY CONTINUES TO GROW

*Mobility has become integral part of everyday business and personal life*



# Convergence: Winning with Wireless in a Wired World

Fedor Smith, President – Atlantic-ACM

# ATLANTIC-ACM

## Custom Research

- Market Sizing and Forecasting
- Market Scan/Analysis
- Customer Feedback
- Benchmarking
- Valuation

## Industry Reports

- US Sizing and Share
- Global Wholesale
- US Domestic Wholesale
- Metro/Enterprise
- Prepaid/Wireless

- Monitor wireless trends/products/features
  - Forecast realistic growth expectations and uptake
    - Evaluate primary revenue potential
    - Evaluate secondary revenue opportunities
    - Evaluate direct/indirect demand generation
- Key drivers of wireless convergence:
  - Mobile only customers
  - Data growth/4G
  - Smart phones
  - Mobile application explosion
  - Growth in mobile for business
  - Multi mode handsets/VoIP

# Convergence: Winning with Wireless in a Wired World

Jim Geiger, President & CEO – Cbeyond



## Cbeyond at a Glance...

**Small Business Focused**

**Managed Services Provider**

**Strong Financials**

- Serving +42,000 small businesses in 12 major U.S. cities
- VoIP provider since late 1999; MVNO since early 2006
- BeyondVoice package integrates voice, broadband and mobile
- 30 productivity enhancing applications (SaaS focus)
- 2009 Revenue Guidance = \$420 - \$440M
- Strong Organic Growth (+20% YoY)
- Profitable, +\$40M in Cash and No Debt

## Winning with Wireless...

**Simple Packaging**

**Integrated Applications**

**Consultative Sales Force**

**Back-Office Investments**

**Technology Partners**

# Convergence: Winning with Wireless in a Wired World

Mike Roudi, Group Vice President of  
Wireless Services – Time Warner  
Cable

## Time Warner Cable

Video

High Speed Internet

Communications

- Second largest cable company in the U.S.
- Serving more than 14 million customers with over 24 million Revenue Generating Units (RGUs)
- Customers concentrated in 5 clusters: New York State (including NYC), Southern CA (including LA), the Carolinas, Ohio, & Texas

## Winning with Wireless...

Inside Out

Mobility as a Feature

Leverage WiMax

Differentiate thru  
Seamless Integration

Convergence Applications

# Convergence: Winning with Wireless in a Wired World

Scott Foote, President & CEO – NetWolves



## NetWolves Profile...

### Simplifying the management and use of telecommunications services for our customers

- Managed Services Provider
- Over 1,000 customers, representing 6,000+ end locations including:
  - Barnes & Noble, Boston Markets, Goodyear, McLane Company, Spacenet, Suburban Propane, & Sbarro's
- Diversified growth strategy: Award winning Channel/Agent Program, Enterprise, & Strategic
- Service concentrations include:
  - Inclusive project management; from design to install to billing
  - Consolidated Broadband Internet Access utilizing DSL, cable, wireless mobile broadband, & Wi-Max
  - Redundant Wire-line telecommunication services including Dedicated Internet, MPLS, Private Line, & Voice
  - Integrated security based solutions including managed firewall & managed router
  - Proactive 24/7 network monitoring utilizing our patented Security Remote Monitoring System (**SRM2**)
- Contracts with 120+ providers including: Sprint, AT&T, Verizon, Comcast, Time Warner, Cisco, & Clearwire

## Winning with Wireless...

Managed Services  
Drivers

Customer Apps  
Driving Need  
for Bigger Pipes

No "Real" National  
Broadband Providers

Wireless Mobile  
Broadband Solutions

Fixed (Primary) Mobile  
Broadband Solutions

Disaster Recovery &  
Failover

# Convergence: Winning with Wireless in a Wired World

Eliot Feldstein, Vice President & General  
Manager of Channels and Alliances –  
DriveCam



## • DriveCam at a Glance

- Privately held. HQ in San Diego, CA
- Innovation leader in Driver Risk Management
- Better driving = fewer collisions & lower operational costs = saves \$\$ for clients
- Subscription/recurring revenue based SaaS model
- Over 100,000 fleet vehicles deployed + rapidly growing
- Reduce total cost of fleet risk by 50%

## • Why Wireless Matters

- DriveCam depends on M2M connectivity to vehicles
  - Access to fully mobile client fleets across national footprint
- High bandwidth requirements for video file transmission
- Real-time data availability for vehicle data upload
- Firmware & configuration download capabilities to vehicles
- Avoid operational and IT related obstacles of WLAN



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**Moderator:**

Jim Patterson, President – Sprint Wholesale



# Q & A

# Contact Information

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