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Time Warner Telecom offers specialized long distance business solutions that meet each individual needs.

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Time Warner Telecom customers can use Special Switched Services to expand into new markets without equipment investment.

Storage Transport Services ➤

Time Warner Telecom offers a suite of services that will provide the best solution for your company's Channel, ESCON, or Ethernet transport for your metro needs.

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TIME WARNER TELECOM

Delivering Networks... Empowering Business.

BUSINESS SWITCHED SERVICES

There's a new dial tone in town! Time Warner Telecom now offers business customers a real choice for local telephone service. We provide a variety of switched services for your local voice, data and video transport needs.

We built the most modern and powerful communications networks in the industry. State-of-the-art digital switches route communications traffic quickly and efficiently on our own leading-edge, SONET-based fiber optic networks. Backed by a modern National Operations Center and highly skilled local technicians, we offer virtually uninterrupted service to meet your telecommunications needs.

Call your local Time Warner Telecom representative for details about our business switched service offerings. Or call our National "Best" Customer Service Center at 1-888-333-0520. Here is a sample of our business switched services.

- **ISDN PRI:** Provides ISDN capabilities and efficiencies for your switched voice, data and video needs. Ask your local Time Warner Telecom representative for details.
- **Digital Trunks:** Flat, Measured or Message depending on local availability. Provide quality

connections to customer provided PBX equipment.

- Digital Facility
- Inward Digital Trunks
- Outward Digital Trunks
- Two-way Digital Trunks
- DID Service (available on Inward and Two-way Digital Trunks)

- **Business Lines:** Flat, Measured or Message depending on local availability. All provide customers with a quality analog voice grade telephone line available for use at any time.

■ **Business Line Features:**

(Discounts for multiple [2-6] feature purchases)

- Call Waiting; Cancel Call Waiting
- Call Forwarding; Call Forward Variable; Call Forward Busy;
- Call Forward Don't Answer
- Selective Call Forwarding
- Remote Call Forwarding
- Three-Way Calling
- Speed Calling: 8 Number, 30 Number
- Distinctive Ringing (up to two additional numbers)
- Caller ID: with Number Delivery; with Name Delivery
- Combined Caller ID Blocking: Per Line; Per Call
- Continuous Redial
- Last Call Return
- Priority Call
- Selective Call Rejection
- Customer Originated Trace

■ **Voice Messaging:** (Available in selected markets)

- Basic, Enhanced, Deluxe, Deluxe Multi-Mailbox
- Automated Attendant: First Tier, Additional Tier
- Automated Attendant with Busy Hold: First Tier, Additional Tier,
- Revert to Operator
- Customer Design Consulting
- Customized Reports

SUPPLEMENTAL SERVICES

■ **Telephone Numbers:**

- Individual DID Numbers

■ **Listings:** Main, Standard, Non-Published, Non-Listed.

- Alternate Telephone Number/Night
- Cross Reference, Additional Cross Reference
- Duplicate, Additional Duplicate
- Indented, Additional Indented

■ **Hunting:**

- Series Completion Hunting: Circular, Regular
- Multi-Line Hunting: Circular, Regular, UCD

■ **Blocking Services:**

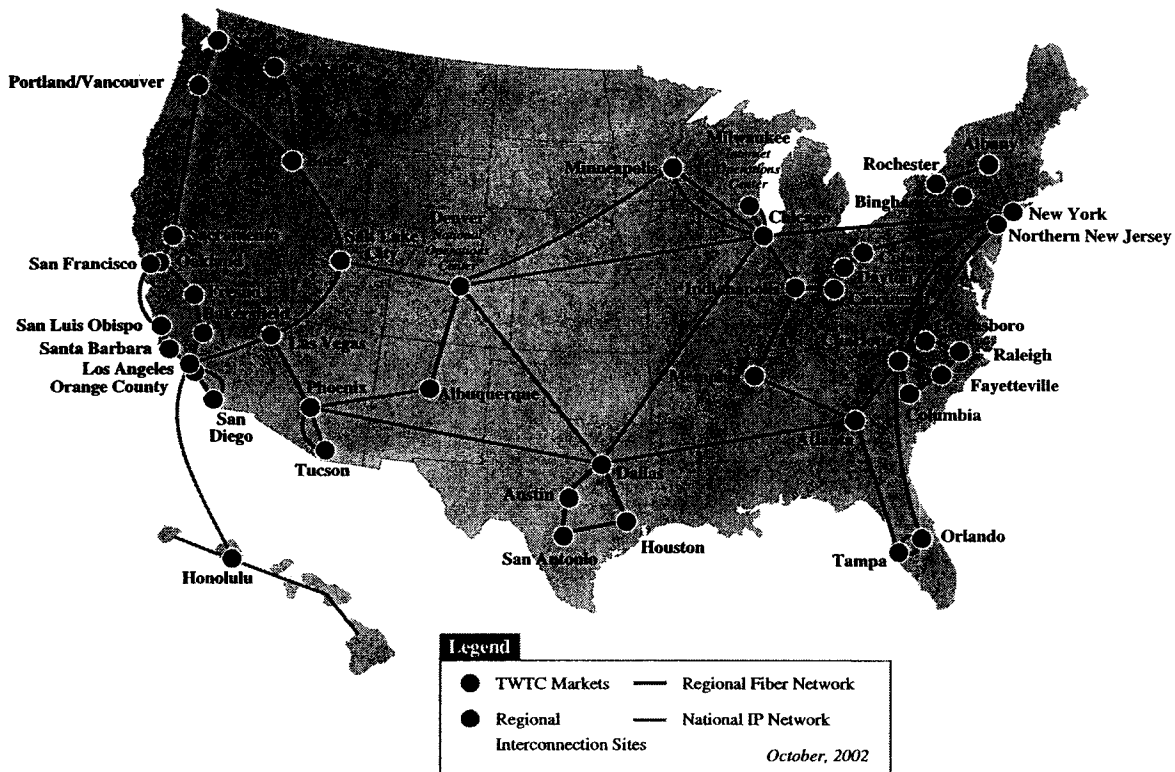
- 900 & 700 Blocking
- Third Number and Collect Call Billing Restriction
- Toll Restriction

Not all products and services are available in all markets. Please contact your local Time Warner Telecom representative for availability.

BUSINESS SWITCHED SERVICES

ABOUT TIME WARNER TELECOM

Time Warner Telecom is the leading provider of metro-area broadband optical networks and services to businesses. We deliver "last-mile" broadband data, voice, Dedicated Internet Access, and Dedicated Web Hosting in 44 major U.S. markets. Our strong financial position allows us to deliver powerful networks, robust products, and superior customer care to meet your needs. We're here for you today, tomorrow, and for the next 100 years.



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Networking >> Telecommunications

Time Warner Cable dials in phone service

Last modified: May 22, 2003, 12:02 PM PDT

By Ben Chamy and Evan Hansen
Staff Writers, CNET News.com

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update AOL Time Warner's entry into voice service Thursday highlights the latest headache for regional phone companies, whose lock on the so-called local loop is looking increasingly precarious.



Read more about
DSL, telephony

Time Warner Cable's "Digital Phone" includes unlimited local, in-state and domestic long-distance telephone service for \$40 a month and will be initially available only in the Portland, Maine, area. Combined with similar offerings from cable providers such as Comcast and Cablevision Systems, major local phone companies across the country—sometimes called RBOCs (regional Bell operating companies)—are close to seeing the collapse of the last barriers to local phone competition.

"This is one of the big fears among the RBOCs, that cable companies will make a major push in local telephone markets," said Mark May, an analyst at Kaufman Bros. "Cox and Comcast have launched local services, and cable operators have made inroads offering telephone service at significant discount to the RBOCs."

After years of delay, real competition is finally making its way into the local residential telephone market, promising enormous industry upheavals similar to those that shook the long-distance market nearly two decades ago.

The number of local telephone lines controlled by the nation's major phone companies has been dropping steadily since 2001, according to In-Stat/MDR analyst Norm Bogen. In the first half of 2001, the RBOCs saw the number of local phone lines on their networks drop by about 2 percent. Since then, the trend has continued, with the Bells losing 4 percent of their local lines by the first half of 2002.

Bogen said there are three reasons for the declines. The main reason is the growing number of people replacing landline phones with cell phones, he said. But he added that more people are also choosing Internet-connected phones as a second phone line rather than going the traditional route. Consumers can choose between services provided over broadband connections using special software from companies such as Vonage DigitalVoice, as well as cable phone

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services such as Time Warner's offering announced Thursday.

Calling plans are the latest weapon cable providers are using as they battle for dominance of U.S. broadband services market. Nearly 60 percent of all U.S. homes get broadband from their cable television provider. The rest of the homes wired for broadband in the United States use digital subscriber line (DSL) connections from telephone companies.

The race to attract broadband customers has led some DSL services to slash prices; for example Verizon cut prices by about 30 percent in recent months to about \$30 for its voice service customers. Most cable broadband services by contrast charge between \$40 and \$50 a month, although they say they provide superior performance for the price.

As Time Warner's announcement Thursday shows, however, much more is at stake than broadband market share: While cable voice services are still in their infancy, the potential threat of a voice upgrade to cable broadband has turned what was once a fight over data services into an all-out war for telecommunications service in the home.

Cable and telephone companies use bundles of steeply discounted services to attract and keep customers. Cable companies sell television and broadband access at discounted rates, but only when bought as part of a package of services. Telephone companies offer similar deals on telephone and broadband connections.

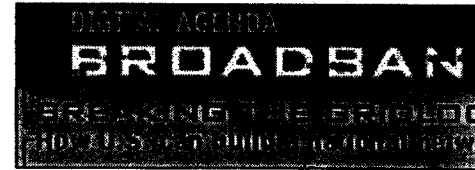
Until recently, telephone companies didn't worry about cable adding voice services into their bundles. But the growing sophistication of voice over IP, which turns voice calls into digital packets for dispatch over the Internet, allows cable companies to sell cable TV, telephone service and broadband connections on one bill. That's one more service—specifically cable television—than telephone companies can offer.

Comcast said it has signed up 1.4 million voice service subscribers in the first quarter of 2003, down slightly from the December quarter. That accounts for 16.5 percent of the company's cable subscribers in the areas where the service is offered. Cox, meanwhile, said it has signed up 782,546 voice service subscribers in the first quarter of 2003, accounting for 19 percent of its cable subscribers.

"We operate in a competitive market and we have a pretty good track record when going up against competition," said Keith Coccozza, a Time Warner Cable spokesman. He would not discuss the cable company's future release plans specifics, only saying: "We are going to take our time in the beginning."

In their current form, these new cable company phone services pose little threat—more like a novelty act—in places like Coatsville, Pa., where Comcast is trialing its telephone service. But if they were to be expanded substantially, "then the best way to describe this would be: 'wow,'" said In-Stat/MDR senior analyst Daryl Schooler.

"What does any of the major phone companies have on their bundle?

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Local and long-distance and data," Schooler said. "This move by the cable guys gives them local, long-distance voice, video and data all over one pipe."

There is very little evidence yet to gauge the effectiveness of cable companies' move into voice services. Both cable and DSL providers continue to add new subscribers, despite the economic doldrums. The largest VoIP provider for now is Vonage DigitalVoice, which has about 25,000 subscribers.

Digital Phone subscribers will get all the amenities they are used to, including caller ID and call waiting. They can also keep the same phone number if they are switching from another telephone service provider, according to a description of the calling plan from Time Warner Cable.

Whether the \$40 a month charge includes a converter—a small box that changes telephone signals to digital signals for transport over the Web—was not immediately clear.

News.com's Jim Hu contributed to this report.

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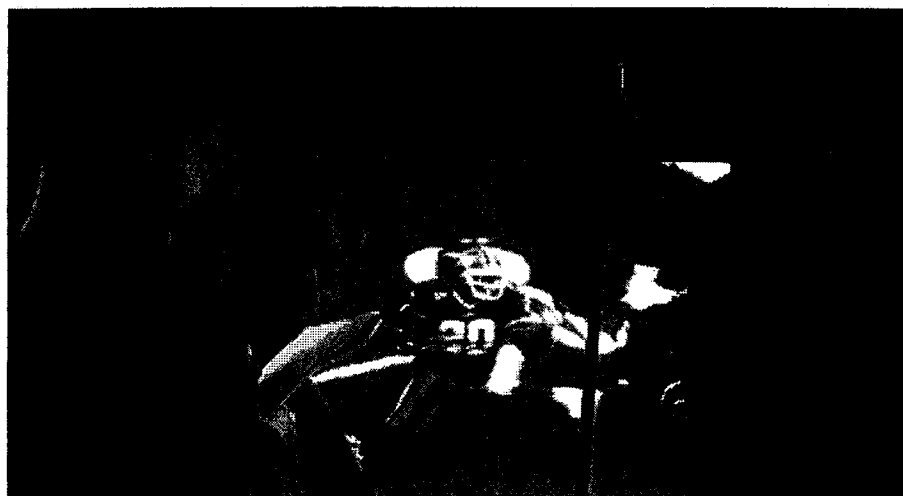
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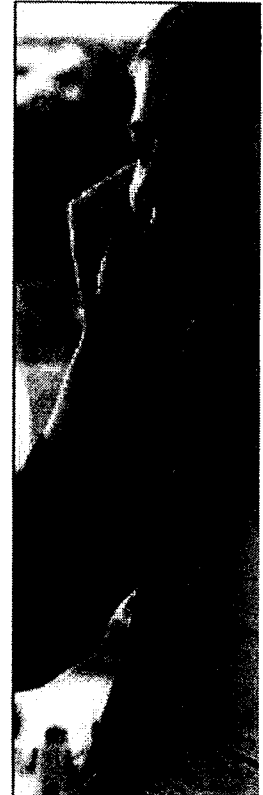
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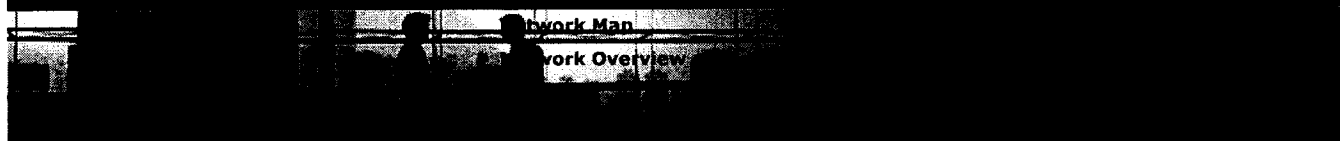
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Products & Services

Local

Since early 1997, US LEC has provided its business clients with competitive, reliable local phone service. We continue to enter new markets so more businesses can take advantage of the reliability and quality of the US LEC network.

- [Local Network Access \(Dial-Tone\)](#)
- [Local calling](#)
- [Line features](#)
- [Enhanced local services](#)

➤ **Local Network Access (Dial-Tone)**

Our local network access provides a high-quality, clear voice or data business line, and allows businesses to secure the minimum number of lines necessary as well as the capacity to expand service and add features as they grow. Customers can keep their existing telephone numbers when they switch to US LEC. Local network access facilities are available in four types:

- T-1 access
- Channel access (DS0)
- ISDN PRI (primary rate interface)
- Advantage T

Multiple local access services are available for above facilities:

- Business lines
- Data lines
- Key system lines
- PBX trunks
- Foreign exchange

The US LEC network comprises a variety of trunking configurations, enabling single and multiple voice and data transmissions between two network elements. Our local trunks offer connectivity flexibility so customers can customize specific traffic patterns based on their needs, such as one-way outbound calling only or two-way calling.

➤ **Local calling**

US LEC completes local calls over its all-digital network. US LEC local service provides:

- Local calling area coverage at least the size of the incumbent telephone company.
- 411
- 911
- Operator assistance
- Directory listing
- White-page listing
- Yellow-page listing

- ▲ 100% Customer Satisfaction Guarantee
- ▲ Service Level Agreement
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Line features

- Call forwarding
- Call forward busy
- Call forwarding trunks to POTS
- Call forward no answer
- Remote access to call forwarding
- Call transfer
- 3-way calling
- Call waiting
- Toll denial
- Call hold
- Caller ID
- Caller ID with name



Enhanced local services

- DID - US LEC's DID trunks provide greater user productivity by eliminating the need for assistance, reducing incoming call "traffic jams" and offering the caller a speedy connection to the desired party.
- EAS (Expanded Area Service) - This service provides a greater free local calling area than the ILEC, and an extended local calling area.
- ANI - Automatic number identification is used to identify the responsible party to be billed for the call.
- Foreign exchange - This service involves an inbound-only call, toll-free to the calling party, which is paid for by the called party. If desired, the service includes a listing in the "foreign" white and yellow pages of the ILEC directory.
- Co-location - US LEC's co-location packages provide the placement of the customer's equipment and connectivity to telecom services. As part of the placement agreement, US LEC also provides access to the physical space, utility support such as power and temperature/humidity control and security, among other benefits.

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Business Service

Location




Florida



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- ☐ **Yes**, I want a variety of calling features such as caller-id, call-waiting, call return, and three-way calling.
- ☐ **Yes**, I want unlimited long distance service with my plan.
- ☐ **Yes**, I am interested in internet service.

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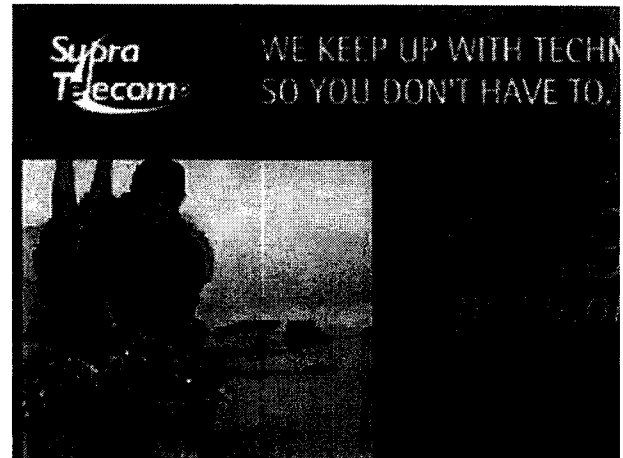


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EXCLUSIVE REPORTS

From the October 22, 2004 print edition

Memphis Networkx, US LEC ink deal for network service

Michael Sheffield

Memphis Networkx and Charlotte-based US LEC are partnering to provide US LEC's Memphis customer base with an alternative network to BellSouth.

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US LEC offers voice and data service to business clients in 15 eastern states, as well as in Memphis and Jackson, including Gossett Motors and Sneed Cos.

Networkx, which has a fiber network throughout the city, and US LEC

have been working together for nearly six months on a smaller scale. Typically, Networkx provides collocation services for clients in its local headquarters, but Networkx is leasing its fiber network to service US LEC clients at locations throughout the city.

The partnership is important to both companies due to the potential elimination of the Telecom Act of 1996, which was designed to "create more competition in the telecommunications industry" by helping CLECs -- like US LEC -- come into new markets and establish service. The act might be eliminated by the FCC by 2005.

BellSouth's smaller competitors say the death of the telecom act will result in less competition, but companies like Networkx make it possible for US LEC and other companies to bypass BellSouth.



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Typically in other cities US LEC has to partner with BellSouth, Verizon or Time Warner and use either fiber or copper lines provided by those companies. The use of Networkx by US LEC offers the company a local option that is not affiliated with the larger corporations. Networkx can keep their prices competitive because they use their own fiber network.

Kathy Birdsong, director of sales for US LEC in Memphis, says US LEC looks at multiple providers in different cities and the company enjoys having the option of a company like Networkx in Memphis.

"We evaluate all of our providers on the cost structure, response time, service level and guarantees to make sure we provide the highest level of service to our customers, because it's invisible to them, but we have to make sure everything works well," she says.

Charles Elliott, director of service operations for Memphis Networkx, says the services Networkx provides to US LEC is the core of their business.

"That's why we're here, to help customers like US LEC be competitive and enhance the telecommunications landscape of Memphis," he says.

Elliott says Networkx is at an advantage because they offer fiber instead of copper lines. Fiber lends itself easier to upgrade and increased bandwidth.

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Network Telephone is a facilities-based provider of advanced integrated telecommunications services, including local and long-distance voice access and broadband Internet, in Alabama, Florida, Georgia, Kentucky, Louisiana, Mississippi, North Carolina, and Tennessee. The company has more than 114,000 lines in service to 13,000 small business customers. Network Telephone also offers Web hosting and Web site development. Chairman Ray Russenberger founded Network Telephone in 1997. Russenberger also founded Network Paging in 1985 and Network USA (now [Metrocall](#)) in 1988.

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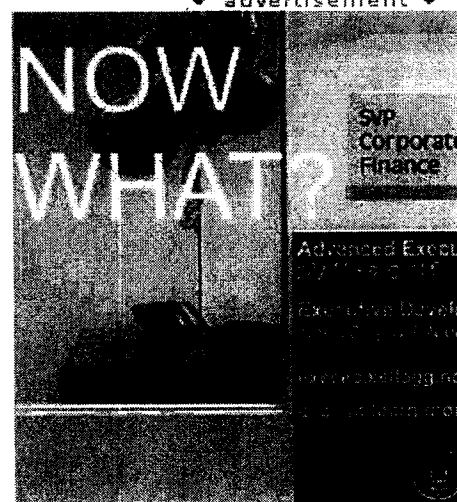
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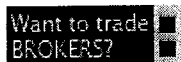
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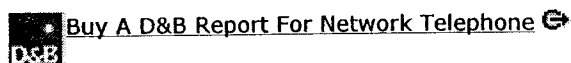
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ABOUT NETWORK TELEPHONE CORPORATION

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Overview

Headquartered in Pensacola, Fla., Network Telephone Corporation is a facilities-based, second generation, data-centric competitive exchange carrier providing high speed digital subscriber line (DSL), voice over DSL (VoDSL), local and long distance voice, internet and wireless data services throughout a nine-state southeastern US footprint.

Network Telephone secured government certification to provide local and long distance telecommunications exchange in the state of Florida in July 1998. Since then, the company has embraced forefront technology and enhanced product offerings, corporate and client architecture. Network Telephone is currently FCC certified to provide service to Alabama, Florida, Georgia, Kentucky, Louisiana, Mississippi, North Carolina, South Carolina and Tennessee. In addition, more than 300 collocation agreements have been filed with BellSouth, Sprint and GTE and strategic plans include delivery of end-to-end DSL and voice choices to 60+ markets before year-end. Network Telephone concentrates primarily on servicing the small and medium sized business market.

Ray Russenberger founded Network Telephone in 1998, realizing the opportunities that deregulation presented for embracing dynamic technology. Network Telephone immediately began bundling local and long distance voice exchange with data transmission at considerable savings off of incumbent local exchange carrier (ILEC's) rates.

After less than one year in existence, Network Telephone formed a partnership with California-based Copper Mountain Network® to deploy their CopperEdge DSL concentrators and packet-based integrated access devices, securing delivery of DSL to all of Network Telephone's territories. The move presented full-service telecommunications solutions and advanced technological offerings from one powerhouse source.

Other benchmarks quickly followed. Lucent Technologies feature-rich voice over DSL (VoDSL) Pathstar™ technology joined the Network Telephone product delivery menu. Before year-end 1999, Network Telephone launched its Jackrabbit DSL product, with speeds 50 to 100 times greater than analog dial-up service and a dedicated connection at half the cost of former options, like T1 or ISDN usage-based charges. An aggressive sales team began pre-selling customers to Network Telephone's custom-designed fiber-optic circuitry in Pensacola, Fl. with a scheduled date to move to the network in the first quarter 2000.

In January 2000, Network Telephone successfully launched a new \$8 million, customized SavillExpress CLEC and SavillCare comprehensive customer care back-office infrastructure, automating services and accounting, streamlining customer profiling and management.

Since inception, Network Telephone has assembled a senior management staff representing more than 100 years of telecom experience. To date Network Telephone circuits connect approximately 19,000 lines and 4,000 customers.

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Copper Mountain Helps Southeast U.S. Integrated Communications Provider Deliver Affordable T1-Enabled High-Speed Internet Service Bundles to Business Customers Regardless of Distance from CO

PENSACOLA, Fla., July 31, 2001—Network Telephone, providing facilities-based broadband voice and data telecommunications services to businesses, and Copper Mountain Networks (Nasdaq: CMTN), a provider of copper-based broadband access solutions, today announce that Network Telephone is utilizing T1 Line Cards from Copper Mountain to extend the reach of its affordable, business-class, bundled voice, digital subscriber line (DSL) Internet and Web services in the Southeastern U.S.

Network Telephone is installing Copper Mountain's CopperEdge® T1 Line Cards in Copper Mountain's 200 Digital Subscriber Line (DSL) Concentrators already activated in 175 sites throughout the Southeastern states. The T1 capability of Copper Mountain's CopperEdge concentrators enables Network Telephone to offer concurrent high-speed Internet, multi-line voice services, and site development and hosting applications to business customers located almost anywhere within the central office (CO) serving area. Network Telephone is providing the T1-enabled access to business customers located behind digital loop carriers (DLCs) or beyond the distance that can be reached using SDSL access. Network Telephone's broadband service bundle is priced to include 160 Kbps Internet connection for businesses with five to 24 telephone lines, regardless of distance. This means that Network Telephone uses to reach the customer with the high speed Internet connection.

"Network Telephone has been an industry leader in providing affordable broadband data and voice services over SDSL to small and mid-sized businesses throughout the Southeast U.S.," said Rick Gilbert, president and chief executive officer of Copper Mountain Networks. "Now, with the addition of T1-based DSL access, Network Telephone is leading the way in making its value-added solutions available to customers beyond the reach of traditional SDSL access."

"Access to affordable broadband service is increasingly vital to small and medium-sized business operations," said Network Telephone's chief executive officer and founder Ray Russenbaker.

"With Copper Mountain's T1 Line Card, Network Telephone can extend the DSL bundle of business-ready data and voice services to all interested customers in every metro market it serves. Distance from the CO is no longer an issue for Network Telephone or our prospective customers."

About the CopperEdge® T1 Line Card

Copper Mountain's 12-port CopperEdge T1 Line Card is hot-swappable in CopperEdge DSL concentrators, and can be deployed concurrently with Copper Mountain's CopperEdge Fiber, ADSL, G.lite, IDSL, and SDSL Line Cards. The CopperEdge T1 Line Card enables broadband service providers to leverage CopperEdge concentrators' robust Internet Protocol (IP) service intelligence—Copper Mountain's IP IQ™—to deliver cost-effective broadband voice and high-speed data services, even to customers located beyond the reach of conventional SDSL or who are served by Digital Loop Carrier (DLC) equipment. The CopperEdge T1 Line Card is interoperable with Copper Mountain's CopperRocket® 508T Integrated Access Device (IAD) as well as industry-standard T1 customer premise equipment (CPE).

About Network Telephone Corp.

Headquartered in Pensacola, Fla., Network Telephone Corp. is a facilities-based broadband Integrated Communications Provider (ICP) using voice over digital subscriber line (VoDSL) technology to deliver local and long-distance, high-speed Internet, Web site hosting, and site development services to small and medium-size businesses throughout the Southeast. The company employs almost 500 at its headquarters and 20 regional offices. More than 100,000 lines are in service to date. For more information about Network Telephone, visit the company Web sites, <http://www.networktelephone.net> and <http://www.powerlinedsl.com>.

About Copper Mountain Networks

Copper Mountain Networks, Inc. (Nasdaq: CMTN) manufactures intelligent DSL and aggregation equipment for central office, digital loop and multi-tenant unit (MTU) broadband networks worldwide. Its DSL solutions enable carriers and service providers to deliver cost-effective performance data and voice services over existing copper telephone wiring. Its CopperEdge® 200 DSL Concentrator is deployed in some of the world's largest public networks, and its environmentally hardened CopperEdge® RT (remote terminal) DSL Concentrator extends the reach of DSL to the millions of customers served by digital loop carriers (DLCs). Copper Mountain's OnPrem™ MTU Concentrator offers a cost-effective and scalable platform for service providers. With IP IQ™, Copper Mountain's robust Internet Protocol (IP) service intelligence, service providers can maximize bandwidth utilization, support value-added broadband services, and scale to meet the demands of hundreds of thousands of subscribers. Copper Mountain's CopperRocket® CPE family and CopperCompatible® program ensure Copper Mountain DSL concentrators are interoperable with the broadest range of customer premise equipment (CPE). Customers wanting more information about Copper Mountain products or office locations worldwide can visit the company's World Wide Web site at <http://www.coppermountain.com>. For investor relations information, contact us at IR@coppermountain.com.

Safe Harbor Warning

Portions of this release contain forward-looking statements regarding future events based on current expectations, and are subject to risks and uncertainties, such as the rate of installation of the Copper Edge® T1 line cards in Network Telephone's CopperEdge® 200 DSL Concentrators. Copper Mountain wishes to caution you that there are some factors that could cause actual results to differ materially from the results indicated by such statements. These factors include, but are not limited to: the ability to expand addressable markets for high-value services like high-quality and multi-line voice in the broadband industry; quarterly fluctuations in operating results attributable to the timing and amount of orders for our products; our ability to keep pace with rapidly changing product requirements of its customers; market acceptance of our products; concentration of our revenue in a small number of customers; factors and market conditions affecting the telecommunications market, the demand for DSL technologies, the market for DSL service providers, and economic conditions generally which are beyond Copper Mountain's control. We refer you to the documents Copper Mountain files from time to time with the Securities and Exchange Commission, specifically the section titled Risk Factors in our Annual Report on Form 10-K for the year ended December 31, 2000 and other reports and filings.

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