



IP, TELECOM & TECHNOLOGY SOURCING SERVICES & EQUIPMENT

Services Typically Aggregated in Comprehensive Agreements

Wireline Data Services^{*/}

Domestic, International & Rest-of-World
Private Line (TDM and Ethernet)
Frame Relay/ATM
Multi-Protocol Label Switching (“MPLS”)
Dedicated Internet Access

Interexchange Voice Services^{*/}

Domestic, International & Rest-of-World
Inbound and Outbound
-- Circuit-Switched & VoIP
Conferencing (audio and video)^{**/}
Interactive Voice Response^{**/}

Network Management Services^{**/}

WAN Managed Services
Network Security Services
Content Delivery Services
Data Center Collocation Services

Routers, IP-PBXs, Firewalls (“CPE”)^{***/}

Typically acquired with Managed Services
& certain Voice Services
Primary services providers manage provisioning
Warranties, maintenance options and software
releases set by CPE manufacturers

Primary Services Providers

Tier 1	Tier 2	Others
AT&T	Global Crossing	Time Warner Telecom
Sprint	Level 3	XO Communications
Verizon		Cable Companies

Local Wireline Services^{****/}

Local Exchange Services
(Subject to tariff regulation)
Local High Capacity Services
(Largely deregulated)
Lit & Unlit Fiber
DS-3 and Higher Capacity
Gigabit Ethernet

Primary Services Providers

AT&T
Qwest
Verizon
Independent Telcos
CLECs

Wireless Services^{****/}

Domestic, International & Rest-of-World
Voice
Broadband
(Services typically bundled with
handsets or cards in U.S.A.)

Primary Services Providers

AT&T
Sprint
T-Mobile
Verizon Wireless

Wireless Broadband Service Only

Clearwire

^{*/} Services provider typically acquires dedicated access service for use in connection with these services

^{**/} May be acquired from specialized service companies or IT outsourcing companies

^{***/} May be acquired from manufacturers or resellers

^{****/} Services typically not bundled with other services