



# Bandwidth.com

Bandwidth.com is a complete provider of data and voice, nationwide.

**ITExpo 2009**

Jeff Uphues  
VP of Sales



# Nationwide Business Communications... Solved.

*Bandwidth.com is a complete provider of data and voice, nationwide.*



## Business Internet

Compare T1, Bonded-T1, T3 & Ethernet pricing; rely on our 24x7x365 support.



## Business Voice

Metered or Unlimited Local & Long Distance with SIP Trunks or Hosted VoIP.



## Enterprise/Carrier

Connect to our nationwide CLEC voice network with SIP or origination & termination.



**FreePBX**  
let freedom ring™

# SIP Trunking

*Flexible & reliable SIP services for business*

## Unlimited Plan

1, 2, & 3 Year Terms

**\$30/mo**

## Metered Plan

Pricing Starting at

**\$17.50/mo**

## Fast Facts

- **Save 40% or more over traditional phone service**  
Fast ROI, because it works with your existing phone system
- **Unlimited or metered plans**  
Flexible options to match your business's calling patterns
- **Get local numbers in virtually any market**  
Bandwidth.com is a nationwide CLEC, offering local service in over 300 markets and growing
- **Plug-and-play with your PBX**  
Bandwidth.com SIP Trunking can integrate with your existing phone system (analog, digital or SIP-based PBX), and is tested with over 30 top PBX vendors
- **24/7/365 Support & Monitoring**  
Accountable, US-based support with an in-house team of telecom engineers



# BoxSet Business Bundles

*Pre-tested VoIP & Internet bundles that work out-of-the-box*

<b>UnPlugged</b> \$179/mo	vol. <b>2</b> Call for pricing	vol. <b>3</b> Call for pricing
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 <b>Internet Access</b> Connection Speed		<b>T1</b> up to 1.5 mb	<b>Bonded T1</b> 3.0 mb
 <b>IP-Voice</b> Add Additional Lines	<b>5 Lines</b> up to 30	<b>5 Lines</b> up to 16	<b>10 Lines</b> up to 30



## Fast Facts

- **Save 40% or more over traditional phone service**  
Fast ROI, because it works with your existing phone system
- **Unlimited local & long-distance**  
With one toll-free line included in each box set
- **Get local numbers in virtually any market**  
Bandwidth.com is a nationwide CLEC, offering local service in over 300 markets and growing
- **Plug-and-play**  
BoxSets are plug-and-play, and include any hardware needed to easily integrate into your current phone system (analog, digital, or SIP-based PBX)
- **24/7/365 Support & Monitoring, built for business**  
Accountable, US-based support with one number to call for both Voice & Data



# Wholesale & Enterprise

- **Wholesale Products**

- Wholesale Voice Termination (WVT): Available today
- Wholesale Voice Origination (WVO): Available today
- Wholesale Voice 2-way (WV2W), with 911/411: Planned for late '09
- Wholesale Voice Toll-Free (WVTF): Available October 1, 09
- Direct Voice Link (DVL), private connection: Available October 1, 09

- **Enterprise**

- Metered or Unlimited SIP Trunks available today
- Refreshed Metered SIP Trunks with Tiered LD due for late '09



# A pattern of partnership

Almost 10 years ago, founders David Morken & Henry Kaestner established a partnership based on loyalty, honesty, mutual respect and a desire to win. Today, that *pattern of partnership* is what makes **Bandwidth.com** the chosen voice & data partner of some of the most ambitious companies in the world.



# Growth & Stability



- The #1 fastest growing telecom company in the US for 3 years running (*Inc. 500*)
- The 4<sup>th</sup> fastest growing privately held company in the US ('02 to '07)
- Triangle Business Journal Fast 50 ('07, '08), Deloitte Technology Fast 500 (2007)
- Profitable, cash-flow positive, and no long-term debt




## Example Customers



# BandwidthCLEC Next-generation network.

- Nationwide (US) CLEC footprint
- Purpose-built for VoIP, with latest technology
- 2.4 billion minutes (run-rate) today; estimated 4 billion minutes in 2009
- Debt-free build-out; no legacy traffic
- Separate Signaling and Audio Facilities for reliability and route flexibility
- Full geographic redundancy with many routing options

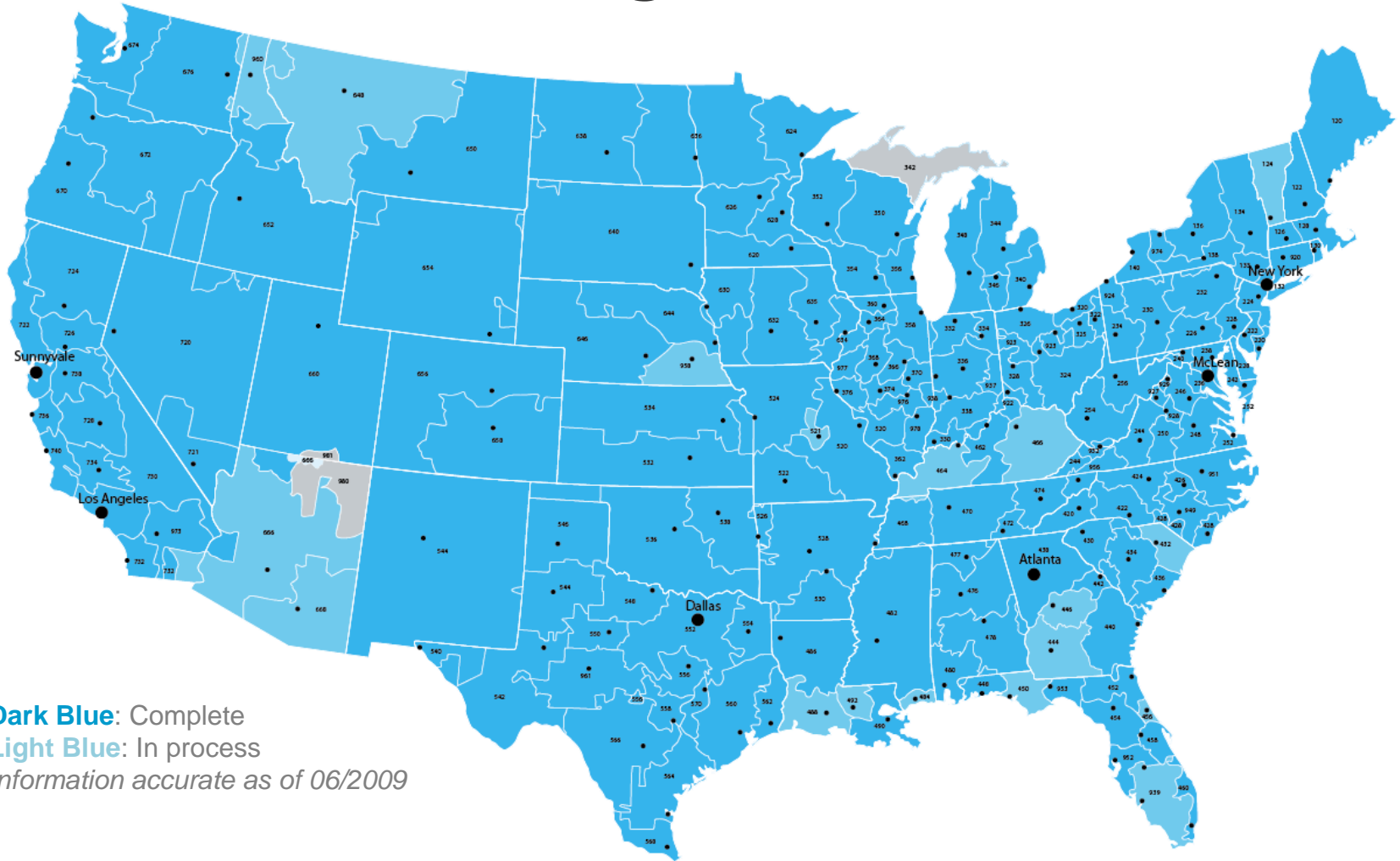
A decorative graphic at the bottom left of the slide consisting of several overlapping, flowing lines in shades of blue, yellow, and orange.

**Jonathan “Mitch” Mitchell, CEO of the Bandwidth.com CLEC**, is responsible for overseeing all aspects of the company’s national VoIP network. Mitch is an inventor on the “Voice over data telecommunications network architecture (SoftSwitch)” patent.





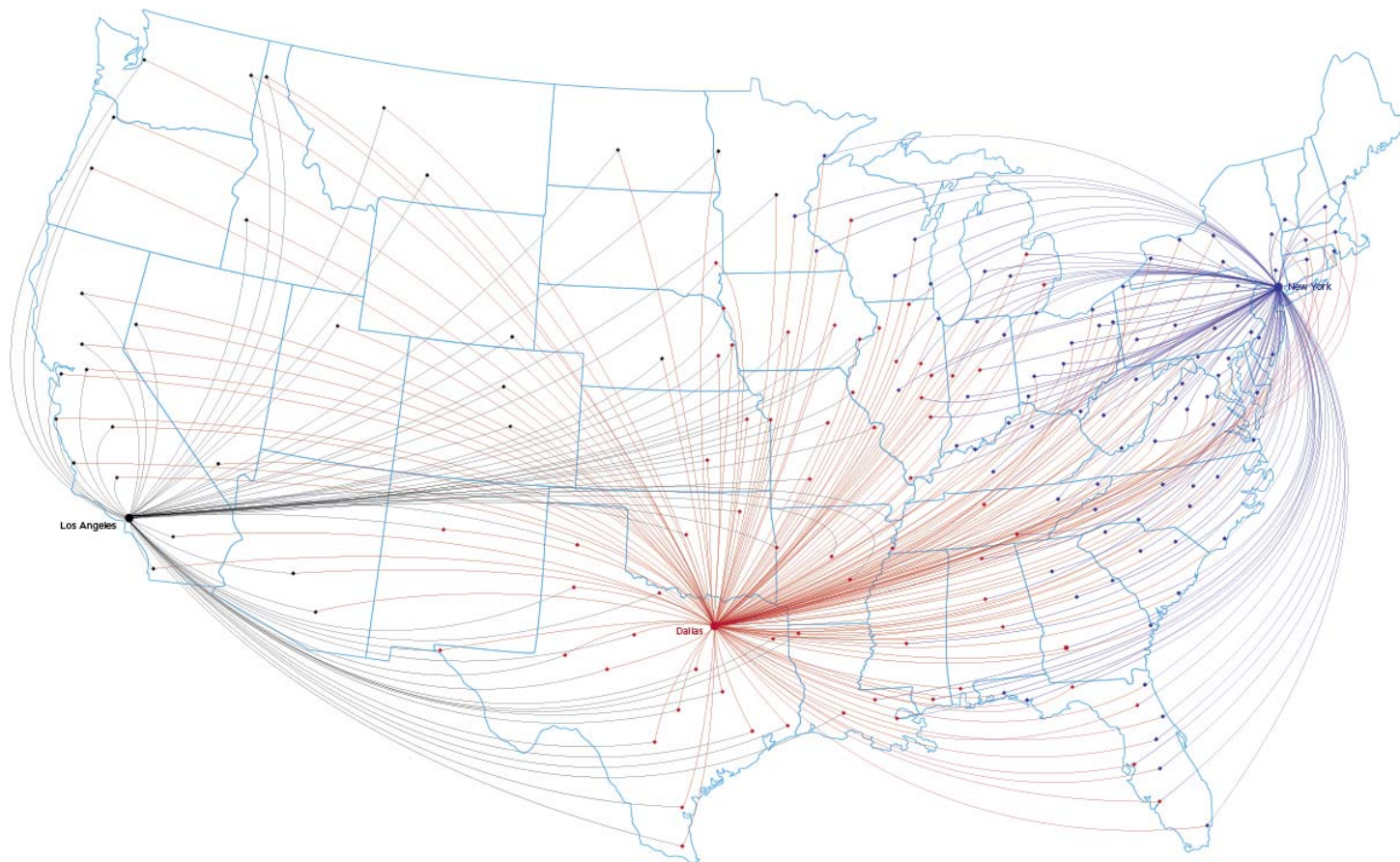
# Nationwide coverage.



**Dark Blue:** Complete  
**Light Blue:** In process  
*Information accurate as of 06/2009*



# Built for quality & redundancy.



**T.R. Missner, CTO**, brings over 20 years of network and software engineering experience to Bandwidth.com including over 10 years working with Voice over IP.



# Innovation & open source.

Bandwidth.com is the corporate benefactor of the FreePBX open source project. Through its investments in open source telephony, Bandwidth.com helps drive innovation in both technology and costs that benefits its customers. For example, Phonebooth, Bandwidth.com's low-cost hosted VoIP platform, is built on multiple open source technologies.



**FreePBX**  
let *freedom* ring



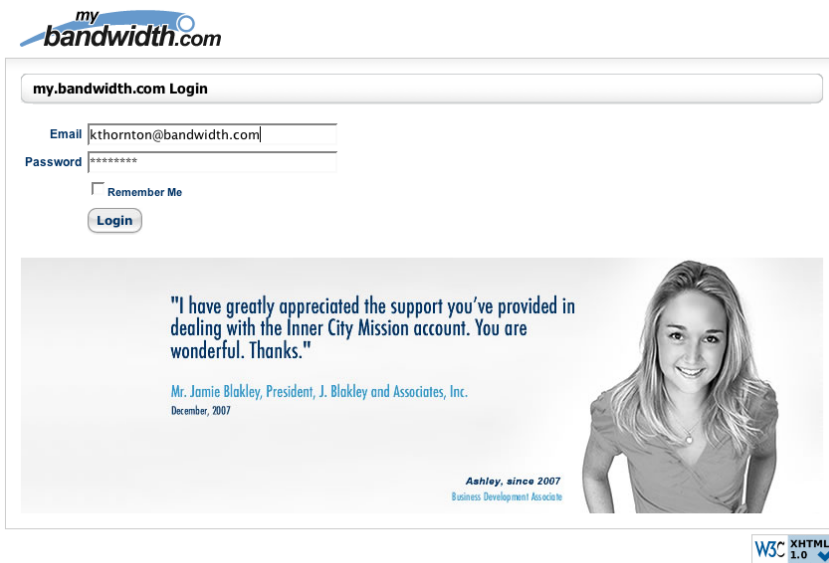
**Phonebooth**  
phones *done* simply



# The Bandwidth.com experience.

## MyBandwidth.com Customer Portal

Online web portals enable customers/VARs to price and order telecom services, monitor installation, and easily manage billing & their services



The screenshot shows the my.bandwidth.com login page. It features a login form with fields for Email (kthornton@bandwidth.com) and Password (\*\*\*\*\*). There is a "Remember Me" checkbox and a "Login" button. Below the form is a testimonial from Mr. Jamie Blakley, President of J. Blakley and Associates, Inc., dated December 2007. The testimonial reads: "I have greatly appreciated the support you've provided in dealing with the Inner City Mission account. You are wonderful. Thanks." A photo of Ashley, a Business Development Associate, is shown next to the testimonial. The text "Ashley, since 2007 Business Development Associate" is visible below her photo. A W3C XHTML 1.0 logo is located at the bottom right of the screenshot.

## 24x7x365 Customer Support

Bandwidth.com's US customer support center supports customers with:

- 24x7x365 US-based support
- A live person will pick up your call within 3 rings
- Level 1-3 support
- Deep telecommunications experience, ready to help solve business problems

**Joe Campbell, V.P. of Operations**, brings vision and mission to operational efficiency across all of operations, which sets Bandwidth.com apart from its competitors. Joe is a 14-year veteran of the Telecommunication industry.



# Customer Case Study: GTL makes the switch to VoIP

**Challenge:** Convert all MCI TDM locations to VoIP... and do it fast

GTL picked Bandwidth.com over AT&T to convert 233 sites from TDM to VoIP in 12 weeks. The project was so successful that Bandwidth.com now manages voice & data for all 608 locations in the US.



# Thanks!

## Direct Sales

If you are looking to buy from Bandwidth.com directly, call:

**(800) 808-5150**

## Partner Sales

If you want to become a Bandwidth.com Authorized Partner, call:

**(888) 292-8277**

