



## Termination Overview

Updated September 2008



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# Company/VoIP360 Overview... **VoIP360™**

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## **360networks owns and operates a regional fiber backbone network**

- Western regional network
- Spans 17,200 route miles
- Reaches 52 tier 1, 2, 3 and 4 markets via 76 unique POP's
- No legacy TDM technology/equipment

## **360networks offers wholesale communication services including:**

- Private Line
- IP
- VoIP
- Clear Channel T1's

## **360networks holds a solid financial position**

- Privately held
- Free cash flow from operations
- Debt-free

## **360networks Offers Regional Local Footprint**

- Certified CLEC in 39 states
- ILEC interconnection in 1,214 unique rate centers

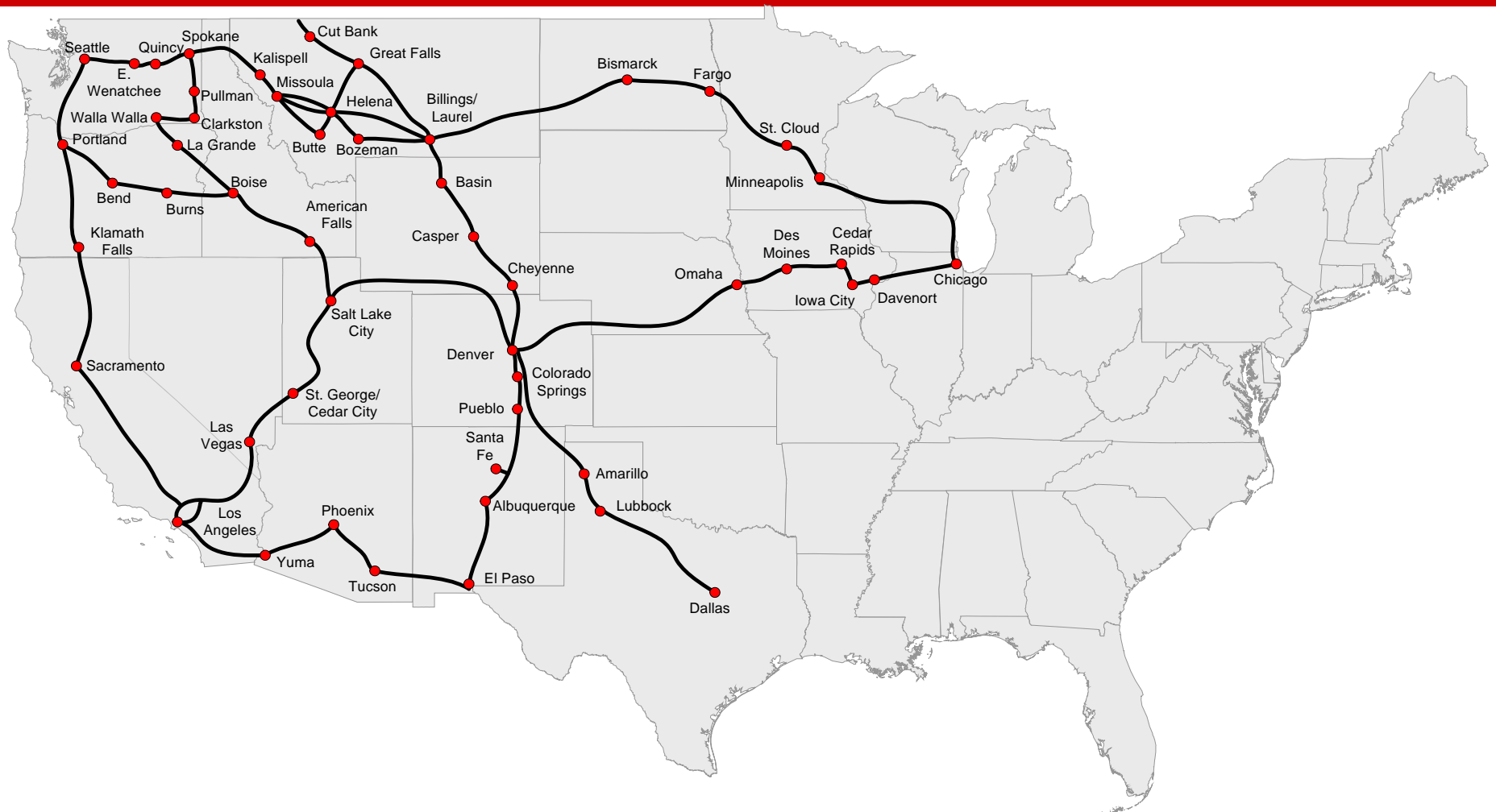
## **1,000 or more local phone numbers assigned to 360networks in each rate center**

- Local phone numbers covering a constantly increasing % of the U.S. population west of the Mississippi
- Over 1,000,000 TN's available now



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# 360 Network Footprint



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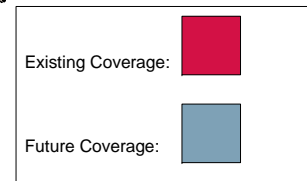
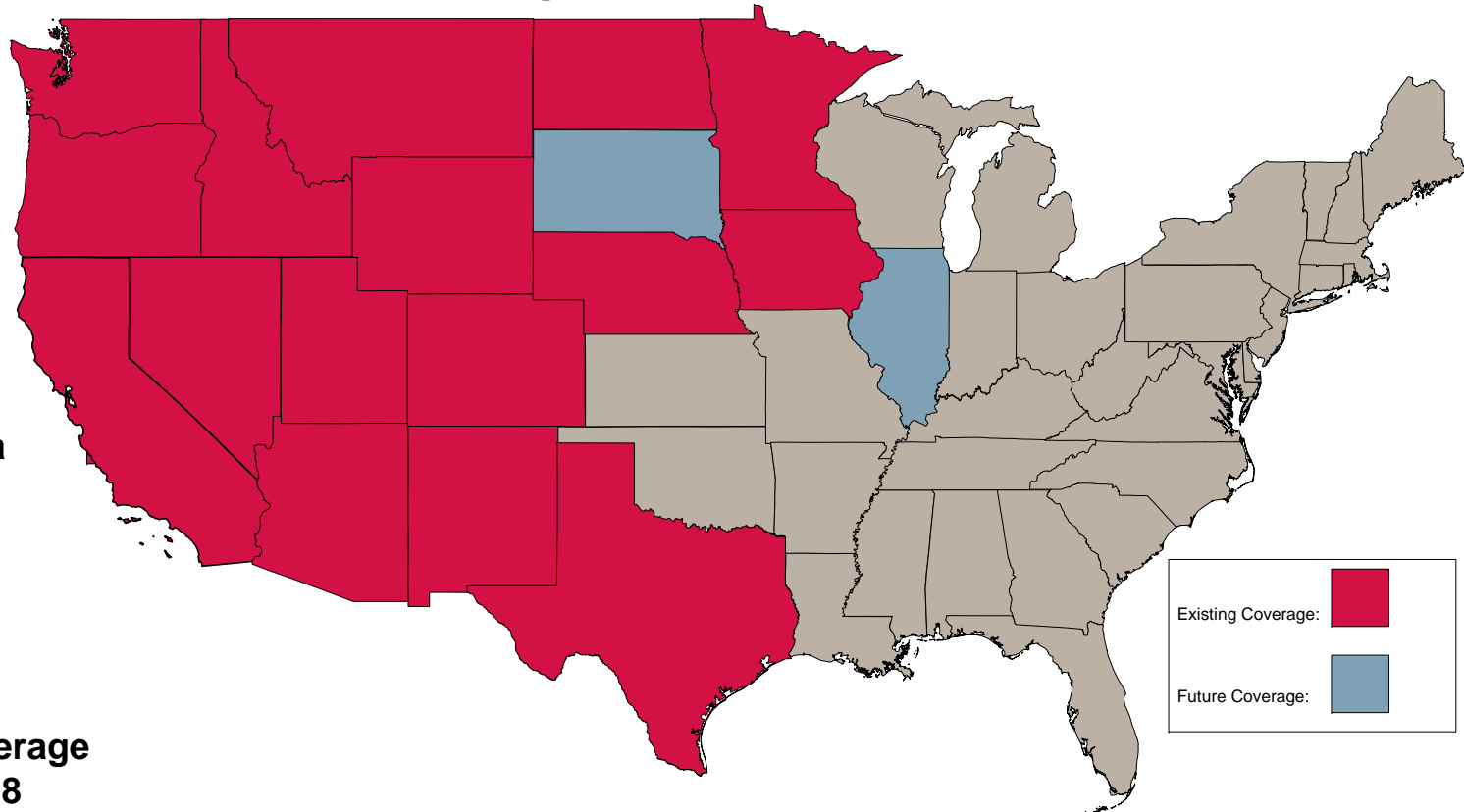
# Coverage



## Existing Coverage

- Arizona
- California
- Colorado
- Idaho
- Iowa
- Minnesota
- Montana
- Nebraska
- Nevada
- New Mexico
- North Dakota
- Oregon
- Texas
- Utah
- Washington
- Wyoming

## Western Region Local Presence In 16 States



## Expansion Coverage

- Illinois –Q4 08
- South Dakota – Q4 08

**Population coverage of 83 % in the currently offered states**

\*Coverage is based on rate center population provided by the Local Exchange Routing Guide (LERG) and the US Census



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# VoIP360 Termination Products

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## Local Termination

- Terminate calls that originate and terminate in the same VoIP360 supported Local Calling Area (LCA)
- Includes over 11,500 NPA-NXX's
- Offnet local calls will be rejected back to customer
- Customer must be able to determine if call is a "Local" call

## Enhanced Termination

- Includes Local Termination capabilities
- Terminate intra/interstate calls into VoIP360 supported rate centers designated by NPA-NXX.
- Includes over 7,500 NPA-NXX's

## LD Termination

- LD calls throughout the continental US and Canada
- US and Canadian minutes priced separately

Note: All termination calls must be originated by end user in IP format

## Flat rate per MOU per product

- **Routing Types**

- NPA-NXX (6 digit routing)
  - Minimum routing requirement
  - Standard pricing
- NPA-NXX-X (7 digit routing)
  - Reduced list
  - More aggressive pricing
- NPA-NXX plus OCN or LRN routing
  - Full NPA-NXX list
  - Most aggressive pricing

- **Tiered Volume Discounts**

# VoIP360 Termination Features

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## Customer Requirements

- Must sign off that all traffic is IP originated from the end user
- Have the ability to LCR and add VoIP360 to your routing tables
- Provide VoIP360 initial forecasts with total minute volumes and trunk usage
- Pass VoIP360 credit review
- Complete VoIP360 interop process
- Execute MSA
- Regional routing may be requested for larger minute volumes
- TDM based connections will be evaluated on an individual case basis

## VoIP360 Provides

- Rate Center coverage for Local Termination product and NPA/NXX lists for Enhanced Termination product
- Facility based communication provider
- Interconnection agreement's in place with ILEC's throughout the western United States
- Ability to interface to customer via public or direct IP connection

# The Right Service



**The Challenge: You terminate all your local traffic via high priced intrastate LD**

**The Solution: VoIP360 Local Termination Product**

- Route all your local traffic in VoIP360 supported rate centers to VoIP360
- Reduce local termination complexities
- Reduce monthly costs and increase your margins

**The Challenge: You terminate all your local, intra and interstate traffic via complicated rate structures or overpriced blended rates**

**The Solution: VoIP360 Enhanced Termination Product**

- Route all your local traffic in VoIP360 supported rate centers to VoIP360
- Terminate all your intra and interstate traffic to VoIP360 supported NPA-NXX's at substantially reduced rates compared to most blended LD rates
- Reduce routing complexities
- Reduce monthly costs and increase your margins

**With VoIP360 VoIP Termination products you will be able to reduce your monthly costs at the same time increase your voice quality and reliability**



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## Dedicated Account Team

- Salesperson
  - Contractual agreements/inquiries
  - Pricing
- Sales Engineer
  - Pre/post sale technical support
- Client Services Manager
  - Post sale support
  - Billing inquiries and SLA reporting
  - Coordination, tracking and escalation of orders
  - Additional TN/CCS reservations

**24-hour NOC support for any technical difficulties**