

Finally! Commercial Internet Access Bundled as a Complete Out-The-Door Solution Offered by Fiber Network Solutions 10:30 a.m. Jul 16, 1997 Eastern

COLUMBUS, Ohio, July 16 /PRNewswire/ -- "When I am making a purchase of complex products or services that customarily have an a la carte menu of options, I really just need to know the bottom-line, out-the-door cost," explains Dave Koch, president/CEO of Fiber Network Solutions, Inc. (FiberNet). "The industry has confused today's business consumer by having multiple add- ons that are required to make the solution productive and operational. In our goal to bring affordable access from a Tier One provider, we bundle all the components a business needs into one package called 'Internet Complete.'"

As those businesses that have taken the plunge can attest, there are numerous components to Internet connectivity. "Our Internet Complete includes everything a business needs at an exceptionally affordable price (\$1,395/month, call 800-899-5619 or see www.fibernet.net)," adds Koch, whose company provides Tier One commercial Internet access, and bundled intranet and ISP solutions.

FiberNet's Internet Complete includes all Cisco Router and CSU/DSU hardware, full guaranteed on-net bandwidth T-1 (1.544 Mbps) Internet port charges, up to 15 mile T-1 Local Loop charges, all installation and configuration charges, DNS services, required IP addresses and full USENET News Feed. Services with guaranteed bandwidths of 64 Kbps, 128 Kbps and 256 Kbps are also available.

Prior to FiberNet entering the First Tier provider market, the prohibitive cost of bandwidth prevented most companies from enjoying fully integrated digital communication solutions. FiberNet competitors charge prices averaging \$2,000 to \$3,000/month just for a T-1 Internet port charge. After the local loop, router hardware, CSU/DSU hardware and configuration charges are included the cost becomes \$3,000 to \$4,000/month compared to FiberNet's Internet Complete at \$1,395/month. Also, many competitors have installation fees as much as \$5,000.

FiberNet's entrance into the market has resulted in an affordable Internet connectivity solution, offering all businesses a savings of up to 80 percent on first tier Internet connectivity.

## **Necessary Components For Internet Connectivity**

Internet Port Charge Installation

Local Loop / Local Carrier Charge Configuration

Router Hardware Circuit Monitoring

CSU / DSU Hardware USENET News Feed

IP Addresses DNS Services

Additional Common Charges Utilization Reporting