

## Zayo Bandwidth Forms Managed Services Unit

*Zayo Managed Services to provide voice, video and data services for customers*

LOUISVILLE, Colo., Nov. 16, 2007 – Zayo Bandwidth, a regional provider of high bandwidth services, today announced the formation of a new business unit called Zayo Managed Services and has named Dennis Kyle as the unit’s president. In addition, the company announced that it has acquired privately held VoicePipe Communications, Inc., a provider of retail voice over Internet Protocol (VoIP) services. VoicePipe originated as a hosted PBX service offering of ICG Communications, a Colo.-based company, until early in 2006 when the business unit was spun off to form VoicePipe Communications, Inc. ICG subsequently was sold to Level 3 Communications. VoicePipe will become part of the newly formed business unit. Terms of the deal were not disclosed.

Zayo Managed Services was created to focus on meeting the needs of private and public sector enterprises looking to avoid the expense and challenges of managing their voice, video and data services on their own. The company offers a variety of services, including hosted PBX, videoconferencing and secure private data network services. Additional services include Web hosting and collocation, Internet access, equipment for rental or purchase, and IT services, inclusive of equipment installation. Zayo Managed Services will provide these telecommunications, networking and Web-based solutions to businesses, schools, hospitals, financial institutions, government agencies and non-profit organizations across the central United States.

“Zayo Managed Services is a result of our desire to participate in the growing market for managed services,” explained Dan Caruso, CEO of Zayo Bandwidth. “We want to make it as easy as possible for companies and institutions to conduct business with us while providing them with the best support possible. Zayo Managed Services follows suit by providing a service that handles our customers’ communications functions for them.”

Kyle has 18 years of experience in the wired and wireless telecommunications industries. Most recently, he was Senior Vice President, Small to Medium Enterprise and Indirect

Channels for Level 3 where he was responsible for developing and implementing the company's go-to-market strategy in that portion of the enterprise market. While at Level 3, Dennis also was responsible for the management of a set of services with annual revenues approaching \$750M and successfully developed and launched several products into the carrier, ISP and enterprise space. Prior to the Level 3 acquisition of ICG, Dennis served as Senior Vice President of Sales and Marketing for ICG Communications where he participated in the company's successful "turn-around" and sale to Level 3 (*for more details, see Dennis Kyle bio [http://www.zayo.com/about\\_manteam.shtml](http://www.zayo.com/about_manteam.shtml)*).

"I am excited to be part of the Zayo team," Kyle said. "This is a company on a fast track aimed at creating and providing real value for its customers. It's the cornerstone of our approach and I look forward to helping make that vision a reality and being part of Zayo's long-term success."

Five major investors—each with deep telecommunications experience—have funded Zayo Bandwidth. The company has recently completed four acquisitions: Onvoy, a 1,400-mile fiber network serving Minnesota; Indiana Fiber Works, a 2,200 fiber-route-mile network serving Indiana; PPL Telcom, a 4,600 fiber-route-mile network based in Allentown, Penn. serving areas in the Northeast; and Memphis Networx, a 200 fiber-route-mile network serving the greater Memphis, Tenn. area.

#### About Zayo Bandwidth

Based in Louisville, Colo., Zayo Bandwidth utilizes its regional fiber networks to provide bandwidth services to carriers, enterprises, state and government agencies and other bandwidth intensive organizations. Zayo Bandwidth's service offerings include private line, Ethernet, wavelength, Internet and colocation services. Zayo Bandwidth is backed by Columbia Capital, M/C Venture Partners, Oak Investment Partners, Battery Ventures and Centennial Ventures and has strong banking relationships with key lenders focused on the telecommunications industry. [www.zayo.com](http://www.zayo.com).

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