

Zayo, In Brief

You may have noticed Zayo in the headlines recently. Why? Two reasons. First, the press has noticed our company and its growth, and is reporting on all the good news. Second, our own executives have a lot to say about our industry. Here's what we've been up to:

- We're continuing to **bet big on infrastructure**, investing to expand, to modernize, and to bring even greater value to our network
- We announced a **massive 400G buildout** - making big bandwidth available to every customer with bandwidth-hungry applications
- We released our **DDoS Insights Report** - sharing our research on the DDoS attack landscape and how customers can protect themselves
- Our strategic partners need speed, so we're now offering a **new, instant pricing tool** for the channel
- **We're breaking records!**
Zayo powered the world's fastest temporary network at #SC23
- Plus, reporters from across the industry tapped Zayo's leaders for their insights:
 - Steve Smith, *CEO*
 - Andres Irlando, *President*
 - Jeff Noto, *CFO*
 - Bill Long, *EVP, Chief Product & Strategy Officer*
 - Anna Claiborne, *SVP, Packet & Product Software*
 - Michael McKerley, *SVP, Managed Services*



Our work has also been recognized in **three key industry awards**.

If you're curious about Zayo or just want to catch up on the news, read on.

Check out Zayo's Coverage:



TELECOMTALK

Zayo continues to bet big on network infrastructure

Zayo continues to be one of the only providers actively expanding and modernizing our network infrastructure. [TelecomTalk reports](#) on our latest investments, including our newest long-haul dark fiber routes, 400G connections, and expansions into key regions like South America.

"The new long-haul dark fibre routes offer diverse routing options, while their underground construction ensures *the highest level of security and redundancy*."

- TelecomTalk





➤ Zayo Europe is now fully 400G enabled, and is on track to complete 400G in the U.S. in 2024

Zayo's network investments will allow customers to scale their bandwidth on existing routes, to fortify their networks with big bandwidth on new routes, to improve network stability, and to enjoy an overall better customer experience through quicker delivery and optimal routing. Read The Fast Mode's coverage [here](#).



➤ New São Paulo network reach

Zayo's South American network expansion didn't go unnoticed! BNamericas analyzes and reports on the main economic and political trends in Latin America. In [this article](#), they focus on Zayo's new fiber and Internet expansion efforts to and in the region, including our four new IP PoPs to Equinix's SP2, SP3 and SP4 data centers, as well as in Brazil's B3 stock exchange data center.



➤ Investing in our customers with a focus on capacity, capabilities and automation

TelecomDrive.com sat down with Zayo's Jason Taylor, vice president of large enterprise sales, to discuss how Zayo's network is a driving force for innovation in the industry, and how it caters to changing customer needs in today's digital era. Read TelecomDrive's Zayo interview [here](#).



➤ DDoS attack trend line on a 200% incline

As a provider of DDoS Protection services, Zayo has a unique view into the frequency, size, and timing of DDoS attacks. Our latest [DDoS Insights Report](#) analyzed DDoS attack activity in the first half of 2023, the dangers of DDoS attacks across industries, and what companies can do to protect themselves. Read about Zayo's research in [this Technology Magazine article](#).

"The enhanced capacity from these routes will support customers that have *exponential growth* needs driven by emerging technologies such as 5G, cloud adoption, IoT, AI, edge computing, and automation.."

- The Fast Mode

"DigitalBridge's communications infrastructure provider [Zayo](#) completed expansions to its connectivity infrastructure in São Paulo, including a *new key terrestrial route* and connectivity to four key datacenters..."

- BNamericas

"Zayo is working hard to *drive innovation for the industry* and to cater to the changing customer needs in today's digital era. The company is *actively investing* in expanding and modernizing its network infrastructure and solutions."

- TelecomDrive.com

"In a world of increasing digitisation, political unrest and the emergence of widespread hybrid/remote working patterns, the need for *stringent cybersecurity measures* has never been more urgent."

- Technology Magazine





Telecommunications companies were hardest hit by DDoS attacks

Fierce Telecom also picked up our DDoS Insights Report, but what struck them most was that of all attacks monitored, telecom companies were the target nearly half the time, a fact corroborated by similar research provided by other DDoS mitigation companies. Read [Fierce Telecom's take](#) here.



Zayo and Inflect offer industry-first instant pricing for Internet service

Nothing beats pricing transparency... except **on-demand** pricing transparency! Zayo wants our customers to have an easy experience with us. So we collaborated with Inflect to provide the **industry's first** instant Internet pricing through Inflect's on-demand [Quote Tool](#). Channel Vision Magazine shares more [here](#).

Telecom Ramblings

Zayo fiber is the key to tapping new sustainable energy sources

In an unconventional use of fiber optic technology, Rice University and U.S. National Laboratories are partnering with Zayo to deliver groundbreaking research that uncovers new sources of geothermal energy. This is not your typical telecom project! Learn how it all works in [this Telecom Ramblings article](#).



The world's fastest network... powered by Zayo

Bringing together 12,000 attendees for bandwidth-hungry supercomputing exhibitions requires a POWERFUL network. Zayo teamed up with other network leaders to power SCinet — the world's fastest temporary network (we're talking 6.71 terabits per second) providing connectivity for the SC23 conference. The Colorado Sun explored how SCinet and Zayo were able to turn this network up in a single week in [this great article](#).

"Zayo Group's annual report on distributed denial of service (DDoS) *raised the curtain* on a significant upswing in attacks."

- Fierce Telecom

"The offering...is driven by a shared goal to make the infrastructure procurement process simpler and *enhance the experience for Zayo customers* and partners."

- Channel Vision Magazine

"Our future as a nation relies on uncovering new ways to fuel our society..., But geothermal research takes an incredible amount of collaboration. *Zayo's fiber infrastructure and expertise were a significant benefit to our team's research.*"

- Dr. Jonathan Ajo-Franklin of Rice University

"We are pleased to work with Zayo as a connectivity contributor and internet provider for the SC23 SCinet network. Zayo helps highlight how *networks can help reduce barriers that may impede scientific discovery.*"

- Hans Addleman, SC23 SCinet chair



Zayo Execs Navigate Tech Waters

You don't build a successful, innovative, fiber networking company without a clear idea of where the world of tech is headed. Zayo's leaders share their vision in the articles below. Take a look!



Newsweek

Culture eats strategy for breakfast

Steve Smith, CEO, discusses how changing culture is akin to changing the very "personality" of your company. You need to take deliberate steps. Newsweek covers corporate culture in [this article](#). Steve also contributed to Newsweek's exploration of how entrepreneurs can keep investors happy in [this article](#).



Forbes

Lifting all boats

If a single element of society can "lift all boats," it's the transformative power of connectivity. In [this Forbes article](#), *Andres Irlando, president* of Zayo and Forbes council member, discusses connectivity as the foundation to societal progress. [Forbes also covered Andres' views](#) of building a digital business - modernize, then automate, and finally secure the infrastructure.



FIERCE
Telecom

Much more fiber

In the midst of cost-savings measures, Zayo is investing heavily in its own fiber infrastructure. Why? Because we can see what's coming. *Bill Long, chief product officer*, explains how the data generated by AI will need the capacity only fiber can provide. Read about it in [this Fierce Telecom article](#).

Bill also joined The Divide podcast by Light Reading to discuss Zayo's plans for the \$93M granted from the NTIA to build "middle mile" infrastructure, and to finally help close the digital divide. Take a listen [here](#).

Light
Reading

zayo[®]



INFOSEC

DDoS protection - then and now

We've come a long way from how DDoS attacks were mitigated "back in the day" - you know, around 2003. *Anna Claiborne, senior vice president*, compares the build-it-yourself wild west of DDoS mitigation back then to today's automation, in [this Infosec interview](#).



PYMNTS

Data-heavy finance - perfect for AI

Jeff Noto, CFO, uses AI to transform individual notes into a financial symphony, and talks about the Finance department becoming a business driver as a result. Read about it in [this PYMNTS article](#).



5G and edge networking - partners in progress

In this expert-opinion piece, *Michael Mckerley, senior vice president of managed services*, shows us the invisible, yet crucial ways 5G and edge networking are working together to already improve our lives. Quiet and in the background, once you see it, you can't unsee it. [See it here](#) in The Fast Mode.

We Don't Want to Brag, but.... Awards!



Zayo was honored to be recognized by these prestigious organizations:



 **#179 in 2022. #8 in 2023!**

We think [Channel Futures](#) said it best:

"The 2023 Channel Futures MSP 501 winners persevered through challenging times to become the highest-performing and most innovative IT providers in the industry today. The MSP 501 ranking doesn't award MSPs solely on their size and revenue. It acknowledges the business acumen, best practices and trusted advice they deliver to customers every day. **They deserve the honor.**" We are indeed honored. Read more [here](#).

MERIT AWARDS

 **Setting new benchmarks in Tech Excellence**

The [Merit Awards](#) for Technology represent the best in current and next-generation innovations and technologies. The Merit Awards put it this way: "The remarkable achievements by each winner stand as a testament to the transformative potential of technology." Zayo was the [Bronze award winner](#) in the Telecom category.



 **But wait - Zayo won a MOBILE award?**

The annual [Mobile Breakthrough Awards](#) recognizes the mobile and wireless industry's top companies, products, innovation and people... as well as the companies providing the infrastructure supporting mobile technology. That's where Zayo comes in. Our global fiber infrastructure connects cell sites and towers, terrestrially transporting those crucial signals in the wider area. We never stop innovating and investing in this space, and we do it so well, we won "**Telecommunications Company of the Year.**"



Zayo at a Glance

~142K

Route Miles

17.5M

Fiber Miles

1,500

On-net
Data Centers

400

Global
Markets

48K

On-net
Buildings

Connect what's next for your business.



Learn more at [zayo.com](#)

Contact us with questions, or just to chat.

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