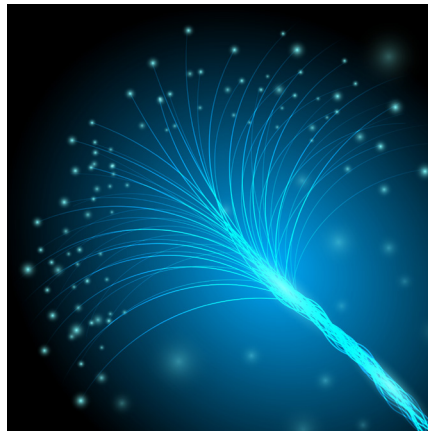


How can my business take advantage of southern**tier**network?



*Simply identify which category you fall into below, and read about what STN can provide for you!
If you are interested in more information, please drop your business card in the designated box
as you leave the Economic Forum this morning, or contact smanning@gstboces.org.*

Are you a business with multiple locations interested in a secure, private network?

Then you would be looking for a **Private Network**.

This is for businesses with multiple locations interested in creating a secure, private network between sites using fiber optic strands dedicated for that purpose.

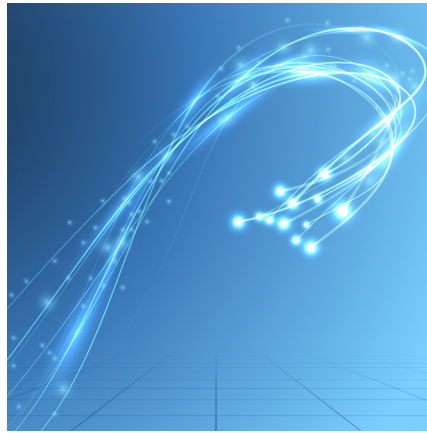
A few examples of businesses this would include: a bank with many branches, a real estate business with offices in several locations around a county or around the region; a commercial operation with one or more storefronts, a warehouse, and a garage; medical offices around the region.

Benefits Include:

- ✓ Flexibility and Security: Dedicated fiber optics enables your business to manage bandwidth capacity being limited only by the electronics your enterprise uses to light the fiber.
- ✓ Cost Savings: By linking together the remote and central sites, your company can concentrate all voice, data and Internet traffic to a central location, potentially reducing monthly telecommunications costs.
- ✓ Disaster Recovery: Your business can use the fiber to establish a diverse connection for disaster recovery.



How can my business take advantage of southern**tier**network?



Are you a business in an area with no service?

Then you would be looking for a **Partner Opportunity**.

Some businesses are located in remote areas that are devoid of service offerings. Extending the network to you may prove cost prohibitive. However, there may be some businesses in the area near you with similar issues. It may be affordable to extend the fiber to you and the businesses in your area if we all work together and share the cost.

Are you a business that is looking for choice in an Internet provider?

Then you would be looking for **Lit Services**.

Most businesses just want reliable high speed Internet and voice services at an affordable rate.

STN does not provide Internet or voice services, but we partner with companies that do, and with our fiber, we enable them to bring their great services to you.

Benefits Include:

- ✓ Choice in Provider – STN enables new carriers to come into the market and compete for your Internet and phone business.
- ✓ Improved Services - Greater competition fosters improved services such as higher speed bandwidth, greater reliability, and flexibility in choice.
- ✓ Better Service – Since your vendors are fighting for your business they will need to make sure their service levels are high or they risk losing you to a competitor.
- ✓ Savings – Competition drives prices down!