

Frontier Communications: Building the Broadband Future in Rural America

Presented By: Michael Golob, Senior Vice President, Engineering
& Technology

Date: March 18, 2013



Our Mission | To be the leader in providing communications services to residential and business customers in our markets

Company Overview

Customers: 3.17 million

States: 27

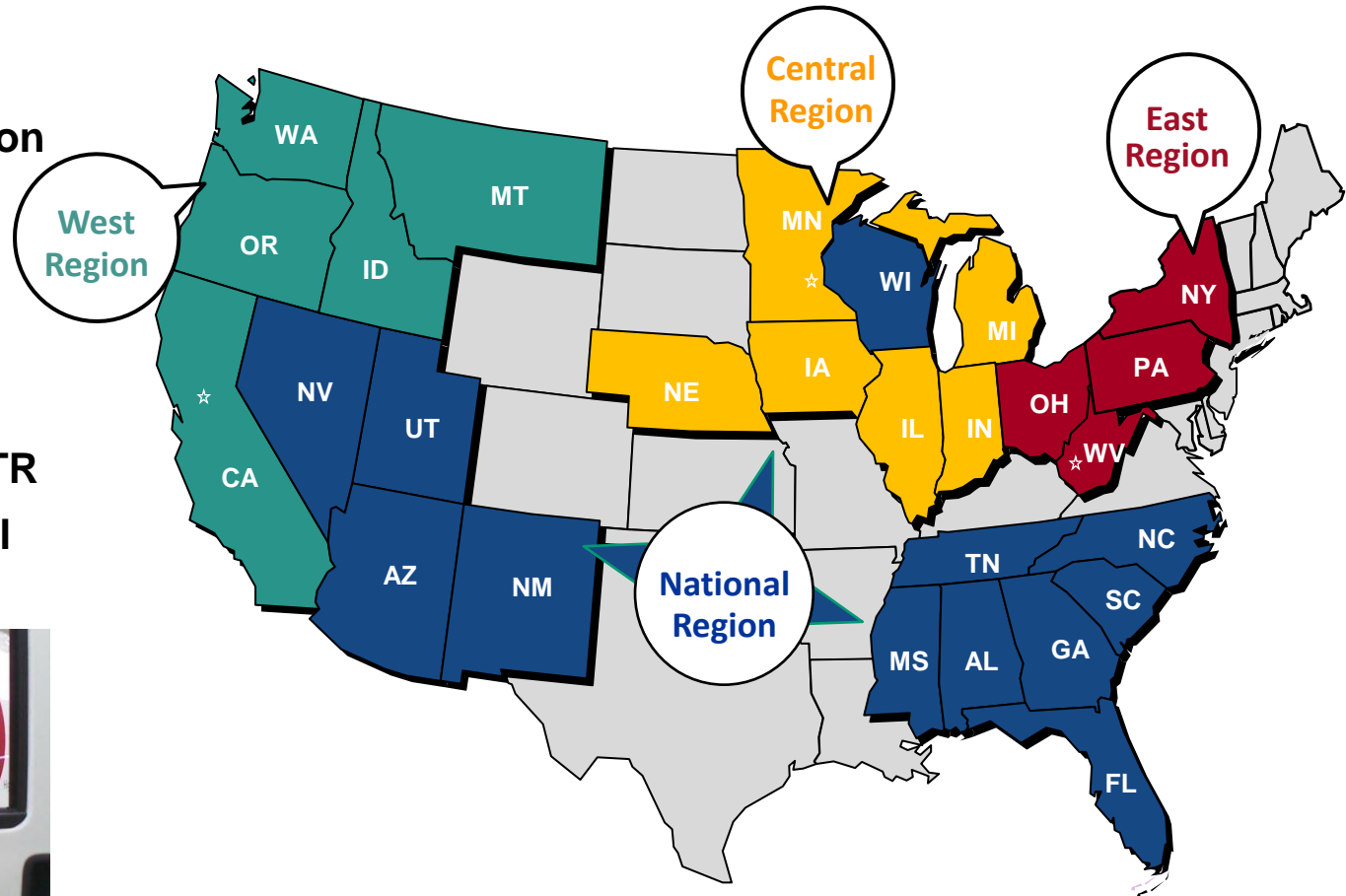
Regions: 4

Employees: 14,700

100% US-based

S&P 500/NASDAQ: FTR

Profile: primarily rural

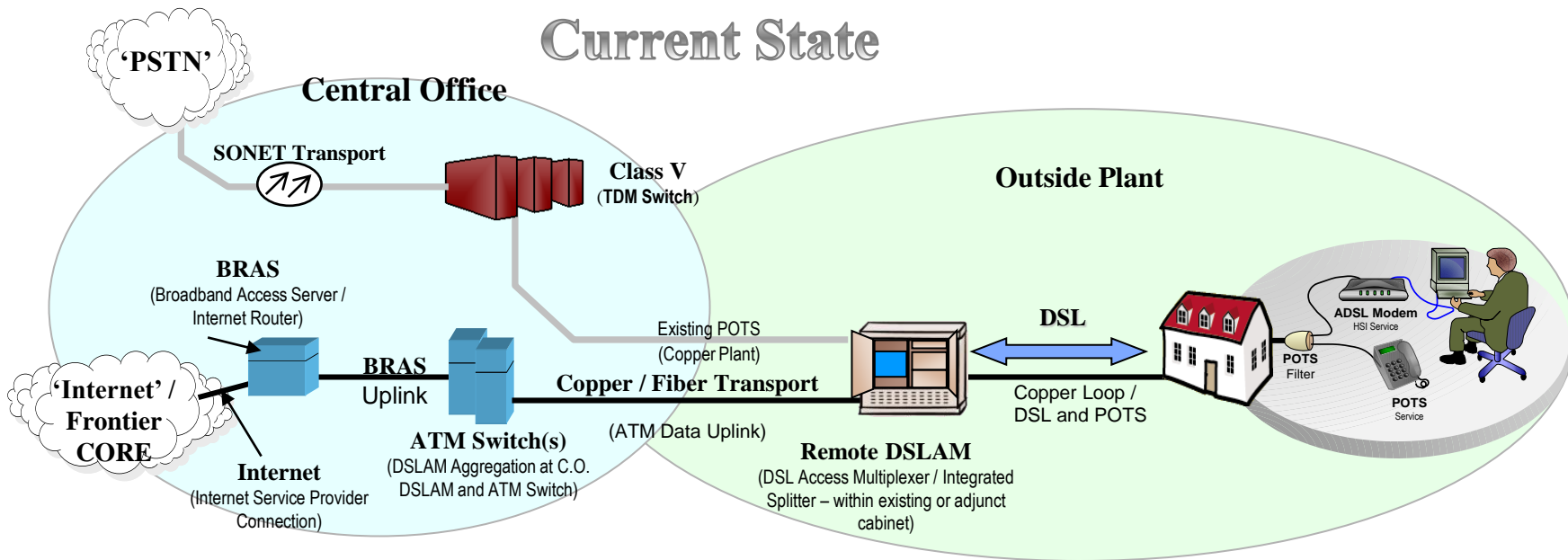


Our Mission | To be the leader in providing communications services to residential and business customers in our markets

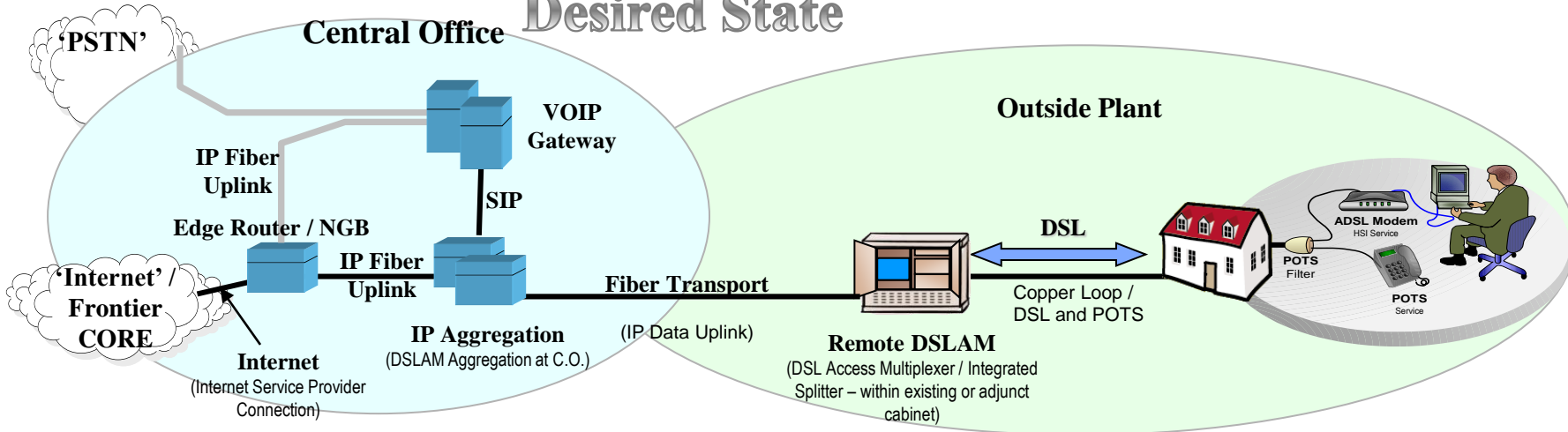
Frontier Network Modernization Plan

- Build a converged network capable of **delivering all services**
 - Data, voice, and video can transit the same pipe with **appropriate priorities** being applied/provisioned
 - Goal is to **maximize the bandwidth utilization** of the network and provide a quality experience for the customer
 - We are investing in a **standard network architecture** capable of **rapidly deploying new products and services** across Frontier's footprint
- Continue to deploy fiber deeper into the network – Fiber to the DSLAM or fiber to the curb
- A Total Cost of Ownership (TCO) model drives network decisions
- Must proactively manage network traffic
- Leverage existing plant and equipment to optimize return-on-investment– retain copper in the last mile in rural markets

Current State



Desired State



Impacts of Maintaining Dual IP/TDM Networks

- Dual Back Office Support
 - Provisioning Systems
 - Separate Equipment Management Systems
- Dual Staffing, Skills & Training
 - Engineering
 - NOCs
 - Provisioning
 - Field Techs
- Vendor Maintenance / Older Equipment is No Longer Supported
- Equipment Sparing