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[Mediakit](#)
[Factsheet](#)
[Events](#)
[National News](#)

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XO Communications Launches Wholesale Local Voice Services

7/12/04

- Allows Telecommunications Companies to Enter Local Markets with Voice and Integrated Services for Businesses • Provides Alternative for Carriers Relying on UNE-P to Offer Local Voice and Data Services

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RESTON, VA - XO Communications, Inc. (OTCBB: XOCM.OB), the nation's largest facilities-based provider of national local telecommunications services focused exclusively on businesses, today announced the launch of XO Wholesale Local Voice Services that enable telecommunications companies and other service providers to offer local voice and integrated services to businesses in 36 markets across the United States. Through the recent acquisition of Allegiance Telecom, XO has significantly expanded its network presence in local markets across the U.S. and can now offer additional facilities-based services like Wholesale Local Voice Services to other carriers looking to provide voice and integrated services locally.

XO Wholesale Local Voice Services allow telecommunications companies to leverage XO's extensive local network facilities across the U.S. to quickly and more cost-effectively enter new local markets and offer businesses local voice and integrated data and voice services. In addition, for carriers that rely on unbundled network element platform (UNE-P) to deliver services locally, the new XO services can provide an alternative to UNE-P by giving carriers a means to continue to provide local voice and integrated services to business customers.

"Given the pending regulatory changes in local telephone competition, this service presents many carriers with an avenue to continue to serve business customers with local voice and data services," said Ernie Ortega, president of Carrier Sales at XO Communications. "With our extensive local network facilities across the country, XO is uniquely positioned to be the local access provider for carriers looking to continue to offer local voice and data services or enter new local markets with less financial risk than building their own networks."

The new services consist of the following packages:

- Wholesale Integrated Access – provides voice and data over a single T-1 to carriers' end users needing at least 6 analog or digital voice lines and 512K of data speed.
- Wholesale PRI – provides full PRI configurations to carriers' end users
- Wholesale Digital PBX – provides a full T-1 of digital trunks to carriers' end users

XO Wholesale Local Voice Services are available in 36 markets across the country, including Atlanta, Boston, Chicago, Cleveland, Dallas, Denver, Detroit, Houston, Los Angeles, Miami, Minneapolis,

New York, Philadelphia, Phoenix, Pittsburgh, Portland, St. Louis, San Diego, San Francisco, Seattle and Washington, DC. Each integrated Internet and voice service package is also available with dozens of features including call forwarding, three-way calling, caller ID, directory assistance and enhanced mailbox options.

About XO Communications

XO Communications is a leading provider of national and local telecommunications services to businesses, large enterprises and telecommunications companies. XO offers a complete portfolio of services, including local and long distance voice, dedicated Internet access, private networking, data transport, and Web hosting services as well as bundled voice and Internet solutions. XO provides these services over an advanced, national facilities-based IP network and serves more than 70 metropolitan markets across the United States. For more information, visit www.xo.com.

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THE STATEMENTS CONTAINED IN THIS RELEASE THAT ARE NOT HISTORICAL FACTS ARE "FORWARD-LOOKING STATEMENTS" (AS SUCH TERM IS DEFINED IN THE PRIVATE SECURITIES LITIGATION REFORM ACT OF 1995). THESE STATEMENTS INCLUDE THOSE DESCRIBING XO'S EXPECTED FUTURE BUSINESS AND NETWORK OPERATIONS AND RESULTS OF OPERATIONS, XO'S ABILITY TO ACHIEVE PROJECTED SYNERGIES AND REVENUE FROM THE ACQUISITION OF ALLEGIANCE'S ASSETS IN A TIMELY MANNER OR AT ALL, XO'S ABILITY TO INCREASE SALES, AND XO'S ABILITY TO CONTINUE TO IMPLEMENT EFFECTIVE COST CONTAINMENT MEASURES. MANAGEMENT CAUTIONS THE READER THAT THESE FORWARD-LOOKING STATEMENTS ARE ONLY PREDICTIONS AND ARE SUBJECT TO RISKS AND UNCERTAINTIES AND ACTUAL RESULTS MAY DIFFER MATERIALLY FROM THOSE INDICATED IN THE FORWARD-LOOKING STATEMENTS AS A RESULT OF A NUMBER OF FACTORS. THESE FACTORS INCLUDE, BUT ARE NOT LIMITED TO, THOSE RISKS AND UNCERTAINTIES DESCRIBED FROM TIME TO TIME IN THE REPORTS FILED BY XO COMMUNICATIONS, INC. WITH THE SECURITIES AND EXCHANGE COMMISSION, INCLUDING ITS ANNUAL REPORT ON FORM 10-K FOR THE YEAR ENDED DECEMBER 31, 2003 AND ITS QUARTERLY REPORTS ON FORM 10-Q.

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XO expands offerings in wake of UNE-P rulings

By Jim Duffy

Network World, 07/19/04

XO Communications likes to position itself as the nation's largest facilities-based provider of telecom services "focused exclusively on businesses."

But that's not to say it's limited to enterprise businesses. Following recent court decisions that essentially do away with key carrier network access wholesaling regulations, XO is stepping into the breach by launching a wholesale local voice service for competitive local exchange carriers (CLEC).

The XO Wholesale Local Voice Services let service providers offer local voice and integrated services to businesses in 36 U.S. markets. The offering was made possible through XO's recent acquisition of bankrupt carrier Allegiance Telecom. The buyout expanded XO's network presence in local U.S. markets and lets the carrier now offer additional facilities-based services to other carriers looking to provide voice and integrated services locally. XO, which emerged from bankruptcy 18 months ago, closed the Allegiance deal June 21.

Interest in the new XO offering has been high in light of a Washington, D.C., appeals court's decision in March to order an end to portions of the FCC's unbundled network elements platform (UNE-P) policy, says XO CEO Carl Grivner. UNE-P is a regulation in the Telecommunications Act of 1996 designed to give competitors access to the local-access network, which the RBOCs dominate.

Under UNE-P, RBOCs were to sell access to their local facilities to CLECs at government-determined rates in exchange for entry into the long-distance business. Now that UNE-P has been all but dissolved, RBOCs are expected to raise wholesale local facility leasing rates to CLECs, which would raise retail fees.

"It's favoritism towards the monopoly-embedded base," Grivner says. "It's not right in terms of facilities-based competition."

CLEC efforts to overturn the ruling have been blocked - the most recent case being a month ago when Supreme Court Chief Justice William Rehnquist refused a petition for a stay of the court's decision.

Grivner says a lot of UNE-P carriers now are working with XO. The carrier is set to announce one major carrier deal, and expects more big names to sign up for the XO wholesale offering.

"There are more opportunities ahead of us," Grivner says.

Industry experts agree. U.S. wholesale wireline revenue will top \$47.9 billion in 2004, according to The Yankee Group. Wholesale services now account for nearly 25% of total U.S. wireline telecom market, the firm says.

At first blush, it would seem that XO is offering competitors access to the very enterprise customers it courts. But such is not necessarily the case.

In some instances, XO's wholesale carriers need to find an alternate wholesale provider to grant access to the customers they already own. Second, there are plenty of small and midsize businesses to go around.

Third, even if a wholesale carrier wins a new customer that XO could have served, XO still gets a share of the revenue from that customer.

XO's wholesale services consist of:

- Wholesale Integrated Access, which provides voice and data over one T-1 to carriers' end users who needs at least six analog or digital voice lines and 512K bit/sec of data speed.
- Wholesale primary-rate interface, which provides PRI configurations to carriers' end users.
- Wholesale Digital PBX, which provides T-1 digital trunks to carriers' end users.

XO Wholesale Local Voice Services are available in 36 markets across the U.S. Each integrated Internet and voice service package is also available with a variety of features, including call forwarding, three-way calling, caller ID, directory assistance and enhanced mailbox options.

AT A GLANCE: XO Communications

Location:	McLean, Va.
Founded:	In 2000, after the merger of Nextlink and Concentric.
Management:	Carl Grivner, CEO; Wayne Rehberger, COO; Bill Garrahan, senior VP and acting CFO.
Products:	Nationwide OC-192 backbone in 60 U.S. markets offering local and long-distance voice, Internet access, VPN, Ethernet, wavelength, Web hosting, and integrated voice and data services.
Customers:	Businesses and carriers
2003 revenue:	\$1.1 billion
Fast Fact:	XO emerged from Chapter 11 bankruptcy in January 2003.

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XO Communications Signs Nine Wholesale Local Voice Services Agreements

8/17/04

Agreements Allow Carriers to Expand Bundled Service Offerings to Include Local Voice and Data Services for Businesses

RESTON, VA - XO Communications, Inc. (OTCBB: XOCM.OB), the nation's largest facilities-based provider of national local telecommunications services focused exclusively on businesses, today announced that it has signed agreements that will allow several telecommunications companies and service providers to offer local voice and data services to businesses as part of their bundled services offerings. Today's announcement represents the first in a series of agreements XO expects to sign following the recent launch of XO Wholesale Local Voice Services.

Under the terms of the agreements, nine regional and national competitive local exchange carriers (CLECs) – Access Point, Inc., AireSpring, Capital Telecommunications, Cross Stream Communications, InterGlobe, LDMI Telecommunications, Inc., QTel, Rural Communications, and Wholesale Carrier Services, Inc. – will leverage XO's Wholesale Local Voice Services to offer local data and voice services to businesses in as many as 36 markets across the United States.

With the capability to include local voice and data services along with their existing long distance, wireless and high-speed Internet access services bundles, the providers have significantly enhanced the strength of their services portfolios as they seek to offer business customers a better alternative to the regional Bell companies for local voice and data services.

"AireSpring's significant expansion over the past year and a half is largely due to offering our nationwide agents aggressive rates and greater flexibility," said Avi Lonstein, CEO of AireSpring. "XO's comprehensive national footprint will allow us to extend these benefits to the local market and enable us to offer a complete solution that is truly scalable – from the small business through enterprise accounts."

"Through our extensive local network facilities across the country, XO has the unique capability to provide telecommunications companies and service providers with the ability to broaden their bundled offerings to include local voice and data services," said Ernie Ortega, president of Carrier Sales at XO Communications. "With this additional local data and voice services capability, these providers can continue to offer a more compelling alternative to the local incumbent providers."

With the recent acquisition of Allegiance Telecom, XO has

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significantly expanded its network presence in local markets across the U.S. and can now offer additional facilities-based services like Wholesale Local Voice Services to other carriers looking to provide voice and integrated services locally. Available in 36 markets across the United States, XO Wholesale Local Voice Services allow telecommunications companies to leverage XO's extensive local network facilities to quickly and more cost-effectively enter new local markets and offer businesses local voice and integrated data and voice services. In addition, for carriers that rely on unbundled network element platform (UNE-P) to offer local voice services, the new XO services can provide an alternative to UNE-P by giving carriers a means to continue to provide local voice and integrated services to business customers. For more information about XO Wholesale Local Voice Services, go to <http://www.xo.com/products/carrier/local>.

About XO Communications

XO Communications is a leading provider of national and local telecommunications services to businesses, large enterprises and telecommunications companies. XO offers a complete portfolio of services, including local and long distance voice, dedicated Internet access, private networking, data transport, and Web hosting services as well as bundled voice and Internet solutions. XO provides these services over an advanced, national facilities-based IP network and serves more than 70 metropolitan markets across the United States. For more information, visit www.xo.com.

About Access Point

Headquartered in Cary, North Carolina, Access Point is a privately-held CLEC offering integrated communications services to small and medium-sized businesses. In addition to local and long-distance services, Access Point offers Integrated Access T-1 services; AccessPipe broadband data and internet services; managed services including VPN and firewall; conferencing solutions for audio, web, and video; and a range of partner programs. The company provides these services by utilizing the networks of several of the most established facilities-based Local Exchange Carrier (LEC) and Inter-exchange Carrier (IXC) companies. Backed by solid partnerships with established local and long distance companies, Access Point is active in most east coast states. For more information about Access Point, go to www.accesspointinc.com.

About AireSpring

Headquartered in Los Angeles, AireSpring is a diversified, nationwide full-service communications company that has set itself apart in the market by offering small and mid-market corporate customers world class telecom services infrastructure with the same level of highly personalized support normally reserved for the largest enterprise customers. Airespring offerings include local and long distance, dedicated internet access and IP transit, private line, managed VPN as well as the new International SuperDial service for wireless users. AireSpring is well known for its broad range of innovative services offered at aggressive rates and for the ability to meet special requirements with flexibility at both corporate and residential levels. For more information about AireSpring, visit www.airespring.com.

About Capital Telecommunications

Capital Telecommunications Inc. (CTI), founded in 1982 and based in York, Pennsylvania, is a leading inter-exchange carrier and competitive local exchange carrier providing retail and wholesale long distance, local exchange, Internet, wireless and private line services. CTI provides services in fourteen states and has regional offices in Houston and San Antonio, Texas. For more information about Capital Telecom, go to www.capitaltelecom.com.

About Cross Stream Communications

Based in Seattle, Cross Stream is a telecommunications provider of digital voice, dedicated internet, data solutions and long distance applications. Cross Stream Communications desires to serve and manage the needs of its predominantly high end communications-intensive customers by hand picking its vendors that rely on the same principles of Cross Stream's service and support. For more information about Cross-Stream, go to www.cross-stream.com.

About InterGlobe Communications

Headquartered in New York City, InterGlobe Communications is a One Stop Network Service Provider. Founded in 1992, and located in the heart of the world's multimedia communication hub, InterGlobe Communications is among the oldest, most experienced CLEC's available as a total solutions provider, offering clients Dial tone, Local Service, Long Distance Service, Toll Free Service, Wireless, Calling Cards and Internet Access services all on one online statement. Mid-size to Fortune 500 companies have relied on InterGlobe Communications for their complete telecommunications solution from planning, implementation, servicing and maintenance. As an AVAYA Business Partner, InterGlobe is positioned to provide the latest in hardware and communications technology including Unified Messaging, and VOIP. For more information about InterGlobe, go to www.interglobeonline.com or call (800) MY-LOCAL.

About LDMI Telecommunications, Inc.

Headquartered in Southfield, Michigan, LDMI Telecommunications, Inc is a leading integrated communications provider serving business and residential customers in the Great Lakes region. Its services include local and long distance phone service, and data services such as high-speed connectivity, security, web hosting, and network services. Founded in 1992, the Company today serves more than 90,000 customers in Michigan and Ohio and has annual revenues in excess of \$115 million. The company currently serves as exclusive telecommunications provider to The Palace Sports & Entertainment and The Tiger Woods Foundation and is also entrusted with the complex data needs of companies like General Motors, AC Delco, and Guardian Industries. For more information, visit www.ldmi.com.

About QTel

Headquartered in New York City, QTel delivers a comprehensive array of integrated communications services, including local and long distance voice services, Internet access services, local access, and private line services. QTel's objective is to provide one-stop shopping for communications services for small and medium-sized businesses and to offer fully integrated broadband data and voice services through a single point of contact for sales and client care. For more information about QTel, go to www.qtelsolutions.com.

About Rural Communications

Headquartered in Three Rivers, Michigan, Rural Communications is a telecommunications company specializing in meeting the needs of smaller rural communities that don't have the technological advantages of the Suburban and Metro Markets. For more information about Rural Communications, go to www.ruralcommunications.net.

About Wholesale Carrier Services, Inc.

Based in Boca Raton, Florida with sales and data centers in Miami, New York, Texas and London, Wholesale Carrier Services, Inc. (WCS) purchases and resells 87 carrier networks and over 130 services via a consolidated billing and provisioning platform named ABACUS. Established in 1994, WCS manages over 250,000

medium-large enterprise, commercial access lines in the US and in 21 countries worldwide. The company is a tariffed, FCC-licensed interexchange long distance carrier and operator services provider throughout the entire United States and a competitive local exchange carrier (CLEC) in 19 states. WCS also operates an audio and web conference calling platform and Voice over Internet Protocol (VoIP) switching facilities. For more information about WCS, go to <http://www.wcs.com>.

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- [Perform](#)
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- [Using L](#)
- [Nationv](#)
- [IP Back](#)

Home

Carrier Products and Services

Voice Services

Local Services

Long Distance

XO Local Markets

Broadband Toolkit

Overview

Wholesale Local Voice is the resale of local voice services, which enable CLECs, IXC's and ILECs to expand their service footprint with a branded local service offering. Wholesale Local Voice can help:

- **Eliminate Capital Costs** - Gain access to local voice networks in major markets nationwide without the need to build a switching platform.
- **Expanded Sales Footprint** - Increase and expand selling territory by leveraging our national presence
- **Improve Service** - Wholesale Local Voice products are designed specifically for Carriers and supported by a dedicated & experienced team
- **Reduce SG&A Costs** - Reduce operational and IT costs by leveraging engineering, installation, network maintenance and OSS infrastructure

The guiding principles behind Wholesale Local Voice emphasize our carrier-centric approach:

- **Technology & Network:** Best in class OSS infrastructure and tools
- **Processes:** Customized, streamlined and detailed process for ordering and provisioning services
- **Resources:** Dedicated and coordinated resources across all operational divisions

Features

The following access methods are offered in the Wholesale Local Voice suite:

- PRI (with & without loop)
- Digital PBX (with & without loop)
- Integrated Access (with & without loop, CPE, and IP)

Long Distance services, including Directory Assistance and Operator Services are not features of Wholesale Local Voice. We will PIC and/or LPIC the local services to the appropriate customer CIC for long distance and/or local toll calls, and also provide number administration (to include LNP) and E911 services.

Pricing and Availability

To discuss your Wholesale Local Voice needs along with availability

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and applicable pricing, call XO Carrier Services today toll-free at
1.800.474.1763 or contact us online.

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