



THE 2021  
**INCOMPAS  
SHOW**  
OCTOBER 25-27, 2021

# Buyers Forum Guide





**Todd Miller**

*Carrier Access Manager*

**Arvig**

**Primary business activity of your company:** Ethernet Private Line, Wavelength, Dark Fiber, Fiber Optic Construction

**Number of locations:** 18

**Geographical focus:** Regional

**Specific areas of responsibility, related to buying decisions:** All areas of Carrier Access Management including MSA, SLA, Pricing, & Contract Management. My primary responsibility is procuring Ethernet, Wavelength, Dark Fiber, & Colocation services.

**Projects in the pipeline:** Arvig is fully operational at our new POP located at Equinix, 350 E Cermak Rd in Chicago. We have created fully protected transport routes from Minneapolis to Chicago to Omaha to Minneapolis. Business development will soon expand our network in Des Moines to offer even more network resiliency.

**Description of any upcoming projects:** Arvig has 13,500 route miles of fiber throughout Minnesota, and we are presently located in 18 data centers throughout the Twin Cities metro region. Our network is rapidly growing to meet the increasing demands of our customers.

**Products/services of interest:** Fiber broadband



**Karen Nicholson**  
*Carrier Relations Manager*

**Bluebird Network**

**Primary business activity of your company:** Bluebird serves Carrier and Enterprise customers in rural and urban communities by providing reliable, high bandwidth, carrier-class Internet and data services delivered over a state-of-the-art fiber optic network.

**Number of locations:** 135+ POP Locations; 40,000+ on-net/near-net buildings

**Geographical focus:** Regional

**Specific areas of responsibility, related to buying decisions:** Augment BBN network for end user customer opportunities and POP to POP backhaul; ethernet services and dark fiber.

**Projects in the pipeline:** Enterprise, government, and wireless carrier services

**Description of any upcoming projects:** Connect more communities and leverage new data center (BBQC) in Iowa.

**Products/services of interest:** Broadband, DIA/EIA and data center services



**Bob Callahan**  
*Senior Director, Cost Management*

**Consolidated  
Communications**

**Primary business activity of your company:** Telecommunications service provider

**Number of locations:** Hundreds

**Geographical focus:** National

**Specific areas of responsibility, related to buying decisions:** Off-net transport, IP bandwidth, voice services, customer-facing services, utilities

**Projects in the pipeline:** IP bandwidth augmentation, inter-regional Ethernet transport, long distance and toll-free

**Description of any upcoming projects:** Augmenting network capacity for growing customer demand in data and voice networks

**Annual budget:** \$150 million

**Products/services of interest:** IP bandwidth, renewable energy solutions, voice network products



**Jessica Garlow**  
*Manager - Access Management*

**Consolidated  
Communications**

**Primary business activity of your company:** Nationwide Enterprise and Wholesale Fiber Provider

**Number of locations:** 24 states

**Geographical focus:** National

**Specific areas of responsibility, related to buying decisions:** I am the Manager of the team that purchases all Off-Net last mile services, IP Drains and Network Backbone circuits. We are strictly on the 'Buy' side of the the business and are the ones to determine who we partner with.

**Projects in the pipeline:** Expanding Fiber network across the Country and connecting our stand alone markets to the Core Network.

**Description of any upcoming projects:** We are looking to partner with someone in Southern CA that can meet us in Sacramento.

**Products/services of interest:** Fiber, Dark Fiber, Ethernet Last mile Access, Ethernet over Coax, IP Transit



Fiber Driven. People Powered.



**Jim Green**

*Carrier Relations Manager*

**Conterra Networks**



**Primary business activity of your company:** Conterra is one of the largest independent local providers of fiber-based services in the U.S. Our network spans 13,000 route miles, providing high-capacity middle and last-mile fiber and fixed wireless service to enterprise, carrier, education, government and data center customers across 21 states in the U.S. Southeast, South Central and Western regions.

**Number of locations:** 21 states, managed from 5 regional offices

**Geographical focus:** Regional

**Specific areas of responsibility, related to buying decisions:** Manage all type II circuit quote requests, orders, and disconnects from internal groups (Carrier/commercial-enterprise/engineering capacity requirements). Create and Maintain all related databases

**Projects in the pipeline:** 10G and 100G waves to support internal backbone and FTTT opportunities

**Description of any upcoming projects:** 100G or DF ring in Houston

**Annual budget:** +\$4 million

**Products/services of interest:** Ethernet, Wave, dark fiber (long-haul and local PTP)



**Benjamin Blumberg**  
*Manager of Strategic Pricing  
& Analysis*

**Granite Telecommunications**

**Primary business activity of your company:** Access, POTS, VoIP, Managed Services

**Number of locations:** 300,000

**Geographical focus:** National

**Specific areas of responsibility, related to buying decisions:** Which carrier we use, primarily for access but for other products as well

**Projects in the pipeline:** Thousands

**Description of any upcoming projects:** Everything from Fortune 100 (80+ are current customers) down to Joe's Pizza shop

**Products/services of interest:** Ethernet, DIA, POTS, Wireless, Usage, SD WAN



**Jodi M. Scheef**

*Carrier Access Manager*

**Great Plains Communications**

**Primary business activity of your company:** Great Plains Communications is one of the largest telecommunications, last mile, and middle mile providers in the Midwest. At the core of our service offering is an extensive 13,500+ mile regional fiber network with community access rings, last mile and middle mile solutions. Our growing network encompasses the state of Nebraska and extends into Colorado, Illinois, Indiana, Iowa, Kansas, Kentucky, Missouri, Minnesota, South Dakota and Wyoming. It is fully supported by a 24x7x365 Network Operations Center located in Blair, Nebraska. The company is privately-owned with over a century of experience providing reliable and innovative solutions. We pride ourselves on our progressive approach to accommodating the unique needs of all regional, national, and international telecommunications carriers, LECs, ISPs, wireless carriers, and other service providers utilizing superior custom engineering and custom build strategies.

**Geographical focus:** Regional - Midwest

**Specific areas of responsibility, related to buying decisions:** Buyer for offnet service within the Midwest. Looking for Ethernet wave and fiber services.

**Projects in the pipeline:** Enterprise, Wholesale and Tower opportunities

**Description of any upcoming projects:** Looking for a partner to compliment our existing footprint in the Midwest

**Products/services of interest:** Ethernet Services, DIA, Fiber





**Kendra Pirro**  
Vice President,  
Supplier Management

**GTT**

**Primary business activity of your company:** We are a global network provider that serves thousands of multinational and national enterprise, government and carrier customers with a portfolio of advanced connectivity and security services.

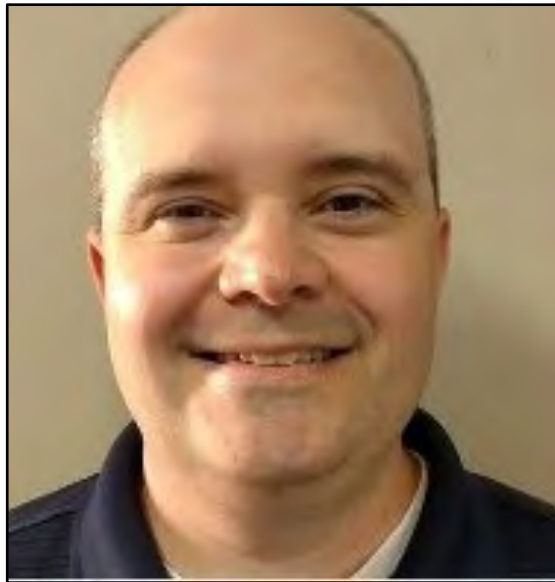
**Geographical focus:** International

**Specific areas of responsibility, related to buying decisions:** Key decision maker

**Projects in the pipeline:** GTT processes 65,000 quote requests monthly

**Description of any upcoming projects:** Large RFPS, Transactional quoting, etc.

**Products/services of interest:** Ethernet, Broadband, Wavelength, DIA, wireless



**Jason White**  
*Director of Revenue  
Assurance*

**Metronet**

**Primary business activity of your company:** Providing internet, phone and voice services

**Number of locations:** 67 markets

**Geographical focus:** National

**Specific areas of responsibility, related to buying decisions:** Work with vendors to obtain quotes for transport/IP Transit/Peering needs and then service orders

**Projects in the pipeline:** Various transport needs and IP transit augments

**Description of any upcoming projects:** Various transport needs and IP transit augments

**Products/services of interest:** Waves, Ethernet transport, IP Transit, Peering, Dark Fiber



**Chris Norman**  
Senior Buyer

**Midco**

**Primary business activity of your company:**

**Geographical focus:** Regional

**Specific areas of responsibility, related to buying decisions:** Choosing vendors to purchase services not in our footprint.

**Projects in the pipeline:** Dark Fiber, backbone WAVE circuits

**Description of any upcoming projects:** Additional IP bandwidth growing of our backbone network  
Enterprise customer projects

**Products/services of interest:** IP services, metro and long haul dark fiber, Wave circuits, and Layer 2 services



**Eric Williamson**  
*Senior Director of Telecom*

**Securus Technologies, Inc.**

**Primary business activity of your company:** Inmate communications

**Number of locations:** 2,000

**Geographical focus:** National

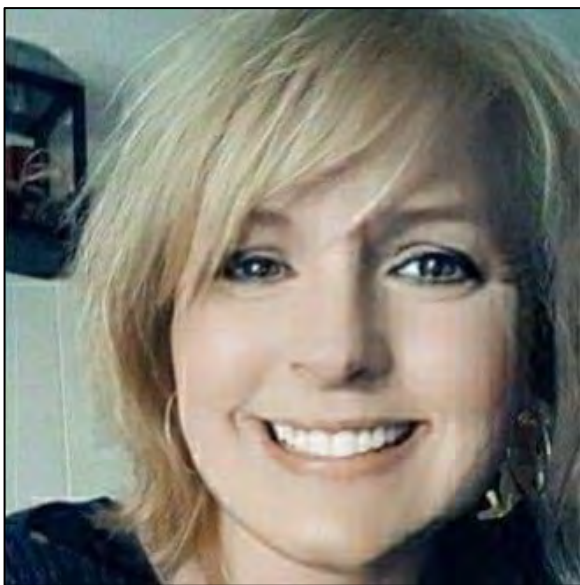
**Specific areas of responsibility, related to buying decisions:** Final decision-making on all telecom services

**Projects in the pipeline:** TDM replacements

**Description of any upcoming projects:** Continuing to upgrade internet bandwidth at locations nationwide to support tablets for the incarcerated.

**Annual budget:** \$15 million

**Products/services of interest:** Voice termination at major carrier hotels and DIA at 2,000 correctional facilities nationwide



**Kimberly Crowl**  
*Buyer,*  
*Network Procurement*

**Telia Carrier Services**

**Primary business activity of your company:** Global Telecom - Tier 1 Global Network Provider

**Number of locations:** 18

**Geographical focus:** International

**Specific areas of responsibility, related to buying decisions:** Sales opportunity and backbone pricing/negotiation of pricing, cost reduction, supplier performance management

**Projects in the pipeline:** 12

**Description of any upcoming projects:** Backbone/colocation infrastructure builds in U.S. and Canada, sale opportunities for dark fiber, wave and Ethernet services

**Products/services of interest:** IP, Ethernet, dark fiber, colocation



**Mark Iannuzzi**  
*President*

**TelNet Worldwide, Inc.**

**Primary business activity of your company:** Cloud Communications Service Provider

**Number of locations:** 3

**Geographical focus:** Regional

**Specific areas of responsibility, related to buying decisions:** Decision maker

**Projects in the pipeline:** TDM replacements

**Description of any upcoming projects:** OSS/BSS, PSTN Interconnect, UCaaS, CCaaS, CPaaS

**Annual budget:** \$1+ million

**Products/services of interest:** UCaaS, CCaaS, CPaaS, SDN, SASE, 5G



**Brad Campbell**  
*Director - Vendor Management  
and Carrier Relations*

**Unite Private Networks**

**Primary business activity of your company:** Fiber based infrastructure for schools, carriers, data centers and enterprise businesses

**Number of locations:** 12 core locations, serving 300 communities across 21 states

**Geographical focus:** Regional

**Specific areas of responsibility, related to buying decisions:** Network buying and vendor management across all products

**Projects in the pipeline:** Network expansion in several markets

**Description of any upcoming projects:** Looking for high bandwidth long-haul connectivity to several new markets

**Annual budget:** Network spend of \$8 million to \$10 million annually

**Products/services of interest:** Ethernet, waves and IP



**Janet L. Obrock**  
*Senior Director,  
Netex Optimization*  
**Zayo**

**Primary business activity of your company:** Provide bandwidth to our customers

**Number of locations:** ~40,000 On-net Buildings

**Geographical focus:** International, national, regional

**Specific areas of responsibility, related to buying decisions:** Buying Off-net / Type II Access & Optimizing Off-net base

**Projects in the pipeline:** Various

**Description of any upcoming projects:** On-net builds, vendor grooms, rerates

**Products/services of interest:** Off-net Access / Type II solutions





**Gayna Meardy**  
*Strategic Sourcing Manager*

**WAVE Wholesale**

**Primary business activity of your company:** Cableco

**Number of locations:** Several

**Geographical focus:** National

**Specific areas of responsibility, related to buying decisions:** All Type II services

**Projects in the pipeline:** Multiple

**Description of any upcoming projects:** Requesting bulk quoting and ordering of services nationally

**Products/services of interest:** Broadband, Ethernet (Fiber)