



# 2024 BUYERS FORUM GUIDE



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**Todd Miller**  
*Carrier Access Manager*

**Arvig**

**Primary Business Activity of Company:** Regional telecommunication provider

**Number of Locations Served:** 25,000+ on-net and 35,000+ near-net buildings

**Geographical Focus:** Regional

**Specific Areas of Responsibility Related to Buying Decisions:** Identifying and selecting strategic partners to better serve our customers' and network needs.

**Projects in the Pipeline:** Arvig is on target to construct 1,200 miles of fiber in 2024, which will expand Arvig's network to nearly 18,000 miles throughout Minnesota.

**Types of Products and/or Services Sought for These Projects:** Carrier Ethernet, wave, dark fiber, collocation

**Annual Budget:** < \$100,000



**Karen Nicholson**  
*Carrier Relations Manager*

**Bluebird Network**

**Primary Business Activity of Company:** Bluebird Network serves carrier and enterprise customers in rural and urban communities, providing reliable, high bandwidth, carrier-class internet and data services delivered over a state-of-the-art fiber optic network.

**Number of Locations Served:** 60,000 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, as well as space/power at carrier hotels and data centers.

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

**Types of Products and/or Services Sought for These Projects:** Future network builds are planned to connect more communities and achieve greater fiber densification. In addition, the company's underground colocation facility, the Bluebird Underground Data Center, located in Springfield, Mo., is undergoing a second major expansion to increase power and available space for customers. Upcoming projects will utilize both the fiber route expansion and the data center expansion.



**Jessica Garlow**

*Manager - Access Management*

**Consolidated Communications  
Enterprise Services, Inc.**

**Primary Business Activity of Company:** Provide communication solutions to residential, enterprise and wholesale customers.

**Geographical Focus:** National

**Specific Areas of Responsibility Related to Buying Decisions:** IP drains, dark fiber, NNIs, network backbone, Type II last-mile services

**Projects in the Pipeline:** Creating network rings between multiple markets.

**Types of Products and/or Services Sought for These Projects:** Dark fiber



**Geoff Brewer**  
*CEO*

**Consuo Networks**

**Primary Business Activity of Company:** Global connectivity solutions

**Number of Locations Served:** Unlimited

**Geographical Focus:** International

**Specific Areas of Responsibility Related to Buying Decisions:** Directly responsible for buying decisions of Consuo Networks

**Projects in the Pipeline:** Creating new cross border routes between the U.S. and Canada. Creating new diverse, avoidance network routes in the U.S. and into the Caribbean, Mexico, Asia and Europe.

**Types of Products and/or Services Sought for These Projects:** We are seeking unique fiber optic routes that we can use to create our diverse connectivity solutions. Our focus is to develop and grow relationships with fiber optic network operators (especially those with regional uniqueness).

**Annual Budget:** \$500,000+



**Greg Wilkerson**  
*Off-Net Manager*

**Metronet**

**Primary Business Activity of Company:** Fiber-to-the-home

**Number of Locations Served:** 14 states

**Geographical Focus:** National

**Specific Areas of Responsibility Related to Buying Decisions:** Purchasing lit services, primarily 100G waves for new and existing markets, and helping make decisions on dark fiber purchases.

**Projects in the Pipeline:** Analyzing new markets in Colorado, Michigan, Florida, Illinois and Arizona. Exploring offnet options so connect various markets back to our network.

**Types of Products and/or Services Sought for These Projects:** Diverse 100G Waves

**Annual Budget:** \$4 million



**Chris Norman**

*Carrier Relations Manager*

**Midco**

**Primary Business Activity of Company:** Midco is a regional cable provider, providing a triple play service of cable television, Internet and telephone service for North Dakota and South Dakota, along with much of Minnesota, and several communities in Kansas and Wisconsin

**Number of Locations Served:** Many

**Geographical Focus:** Regional

**Specific Areas of Responsibility Related to Buying Decisions:** I purchase dark fiber, LIT services, IP, Layer 2 and 3 circuits

**Projects in the Pipeline:** Redundant path to Denver. Dark fiber in several Midwest locations

**Types of Products and/or Services Sought for These Projects:** 100GIGg 100GIG WAVE, dark fiber

**Annual Budget:** \$1.5 million



**Michael Ansley**  
*Senior Manager,  
Carrier Relations and Access*

**NTT Global Networks**

**Primary Business Activity of Company:** Telecommunications

**Number of Locations Served:** 120 countries

**Geographical Focus:** Global

**Specific Areas of Responsibility Related to Buying Decisions:** Contract negotiations, Pricing negotiations, Onboarding suppliers, Carrier Relations, & Procurement.

**Types of Products and/or Services Sought for Projects:** Ethernet, DIA, wave, broadband





**Kathryn Zona**

*Manager, Carrier Relations*

**Optimum Business**

**Primary Business Activity of Company:** Optimum Business is one of the largest broadband communications and video services providers in the United States, serving nearly 5 million residential and business customers across 21 states with an advanced portfolio of connectivity services, including Optimum Fiber Internet, Optimum TV and Optimum Mobile.

**Number of Locations Served:** 5 million residential and business customers in 21 states

**Geographical Focus:** National

**Specific Areas of Responsibility Related to Buying Decisions:** Buying all offnet access products which include DIA, Ethernet, DF, FTTH, coax

**Projects in the Pipeline:** Multiple fiber projects, several FTTH

**Types of Products and/or Services Sought for These Projects:** Ethernet, COAX and DIA

**Annual Budget:** TBD



**Nate Delanoy**  
*Sr. Director of Product Marketing  
& Business Development*

**Segra**

**Primary Business Activity of Company:** Commercial services

**Number of Locations Served:** 28 states

**Geographical Focus:** National

**Specific Areas of Responsibility Related to Buying Decisions:** Products Segra will sell to its customers

**Projects in the Pipeline:** Connectivity, cloud, voice and cybersecurity

**Types of Products and/or Services Sought for These Projects:** TBD

**Annual Budget:** TBD



**Tim Schneberger**  
*VP, Termination Product  
Management & Carrier Relations*

**Sinch**

**Primary Business Activity of Company:** CPaaS and Network Connectivity

**Number of Locations Served:** Global

**Geographical Focus:** International

**Specific Areas of Responsibility Related to Buying Decisions:** Voice termination

**Projects in the Pipeline:** Cost optimization

**Types of Products and/or Services Sought for These Projects:** Voice termination - globally

**Annual Budget:** \$10+ million



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**Sherri Epstein**

*Sr. Manager,  
Carrier Access - Buyer*

**Summit Broadband**

**Primary Business Activity of Company:** Fiber-focused, Florida-based, broadband service provider of Internet, data, video and voice solutions for residential and commercial customers. Summit Broadband owns and operates approximately 4,300 route miles of fiber in the greater Orlando, Tampa, Jacksonville and Southwest Florida geographies.

**Number of Locations Served:** Multiple

**Geographical Focus:** Regional

**Specific Areas of Responsibility Related to Buying Decisions** Buying all fiber, dark fiber, IP, lit services and goods to support sales and infrastructure network

**Projects in the Pipeline:** Expansion into Leesburg, Fla., with 7,000+ home passings, providing an awesome opportunity to expand our customer base. Summit Broadband has partnered with both TiVo and Evolution Digital/Plume to enhance services and customer experience. We now also offer 400Gig WAVE Services and Managed Services to expand and support our enterprise customers.

**Types of Products and/or Services Sought for These Projects:** Dark fiber, lit fiber, Ethernet, DIA, IP transport, NNI



**Ann Merdinian**  
*Director, Carrier Relations*

**Uniti Fiber**

**Primary Business Activity of Company:** Buyer

**Geographical Focus:** National

**Specific Areas of Responsibility Related to Buying Decisions:** Negotiate new MSAs for lit, dark fiber and colo services. My team requests quotes for Ethernet, DIA, waves, dark fiber, space and power to support customer opportunities and Uniti network needs.

**Projects in the Pipeline:** National dark fiber routes, 400G and 100G waves, Ethernet last mile, DIA, Enterprise managed services and E-Rate are the main customer projects that my team supports.

**Types of Products and/or Services Sought for These Projects:** Dark fiber IRU or lease, data center space, power and entrance are commonly needed to support national dark fiber projects for hyper-scale customers and other carriers. Ethernet and DIA are quoted mostly for our enterprise customer base.

**Annual Budget:** \$35 million



**Anne Dickert**

*Director, Pricing & Planning*

**Visionary Communication**

**Primary Business Activity of Company:** Internet Service Provider

**Number of Locations Served:** 134+ communities

**Geographical Focus:** Regional

**Specific Areas of Responsibility Related to Buying Decisions:** Quoting & Buying/Ordering

**Projects in the Pipeline:** N/A

**Types of Products and/or Services Sought for These Projects:** Ethernet, Wave, DIA

**Annual Budget:** N/A



**Janet Obrock**

*Director, Netex Planning &  
Optimization*

**Zayo**

**Primary Business Activity of Company:** Telecommunications

**Geographical Focus:** National

**Specific Areas of Responsibility Related to Buying Decisions:** Purchasing Type II / Access Provider Network

**Projects in the Pipeline:** Fiber builds, network builds, customer site builds

**Types of Products and/or Services Sought for These Projects:** Fiber, equipment, bandwidth, Type II / off-net provider solutions

**Annual Budget:** \$15 million