

PROSPECTUS

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Corporate Spotlight: Fiber Network Solutions, Inc.

The rapid growth of Fiber Network Solutions, Inc. (FNSI), a Tier One Internet backbone and network infrastructure provider, continues with the opening of district offices in three new Midwestern cities, including Cleveland. The move will create four to eight new jobs in the city and impact the efficiency of thousands of Cleveland workers.

FNSI is one of 160 Tier One providers in the United States that operates the extensive national networks that combined make up the Internet. FNSI recently was rated seventh in the nation by industry observer *Boardwatch.com* for median download speed, outdueling such competitors as Sprint and AT&T. It also was ranked eighth lowest in cost.

Unlike other providers, privately held FNSI is rolling out service regionally, paying its way out of earnings and avoiding debt. CEO David J. Koch said, "That way, we can control our growth to ensure our customers receive the three fundamental elements that define value – the very best product, the very best service and the very best price."

Having district offices means customers can deal with someone in town, rather than make an 800-number call to a help desk somewhere, District Manager Paul Finn added. That's important in a city like Cleveland, he said. "People want to do business with people they know."

Continued . . .

See FiberNet on page 8

FiberNet

continued from page 1

We are a national company with a national backbone, but we pride ourselves on being a local provider."

Koch said FNSI is an active supporter of the Cleveland Engineering Society.

"We want to give the Cleveland Engineering Society every possible assistance to continue growing their membership," said Koch. "We believe that the Society has done an exemplary job of coordinating technology in Cleveland and has formed a valuable nucleus for the exchange of information among its members. It is paramount for Cleveland corporations to embrace the opportunity and participate in this organization for the continued growth of Cleveland as one of the nation's largest technology centers."

As an incentive to Cleveland corporations to join the Cleveland Engineering Society, FNSI offers a substantial discount on its already exceptional pricing to CES members. The discount on FNSI's services is greater



than the amount of the annual dues to become a CES member.

FNSI's corporate headquarters and Network Operations Center is in Columbus, Ohio. In addition to its district office in Cleveland, FNSI also has district offices in Detroit, and Pittsburgh and will soon open offices in Cincinnati and Chicago. From its local Points of Presence (POP's), the company also provides connectivity service to Akron, Canton, Dayton, Southfield and Indianapolis.

FNSI can be reached at 216-623-7281, or visit its web site at www.fnsi.net.