



# Empire Access

The Local Company



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# Who We Are

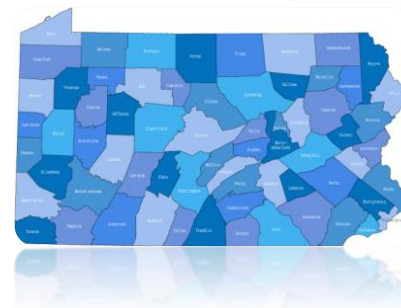
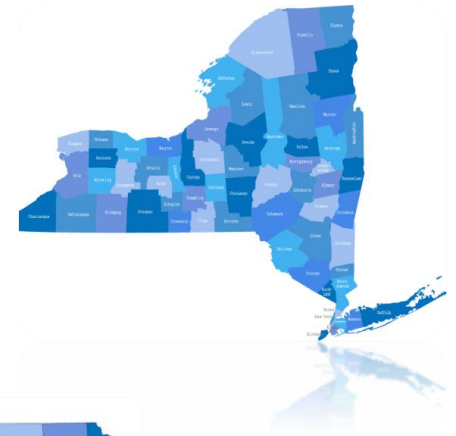
- Fiber Optic Telecommunications Provider
- Locally Owned and Operated
- 4<sup>th</sup> Generation of the Wagner Family
- 100 Years Of Dedicated Service
- Over 170 Employees...and growing
- **Added 110 Employees in 8 Years**
- Self Supporting
  - ✓ Engineering, Construction, Billing, Technicians, Customer Service



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# Where We Are

- 2 States - New York & Pennsylvania
- 14 Counties
- Over 25 Communities
- Business and Residential
- Over 26,000 Customers
- \$40,000,000 in Revenue



# Communities We Serve

- Hammondsport
- Bath
- Watkins Glen
- Montour Falls
- Batavia
- Troy
- Sayre
- Athens
- South Waverly
- Waverly
- Corning
- Binghamton
- Hornell
- Arkport
- Canisteo
- North Hornell
- Elmira – Business
- Canandaigua
- Geneva
- Dansville
- Warsaw
- Leroy
- Elmira Heights
- Penn Yan
- Big Flats
- Prattsburgh
- Burdett
- Odessa
- Lodi
- Roseville
- Millerton
- Bentley Creek
- East Pembroke



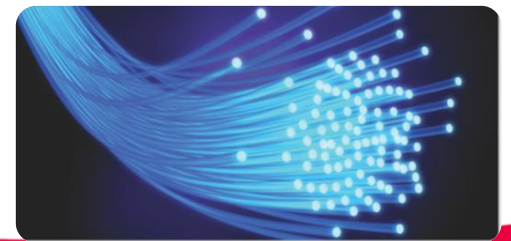
# Business Plan



- Facilities Based – Fiber
- Residential and Business
- Voice, Internet, Security, TV
- Gigabit Internet Speed
- Additional 80 Employees
- Deep Over Build Strategy – 3,000 Miles

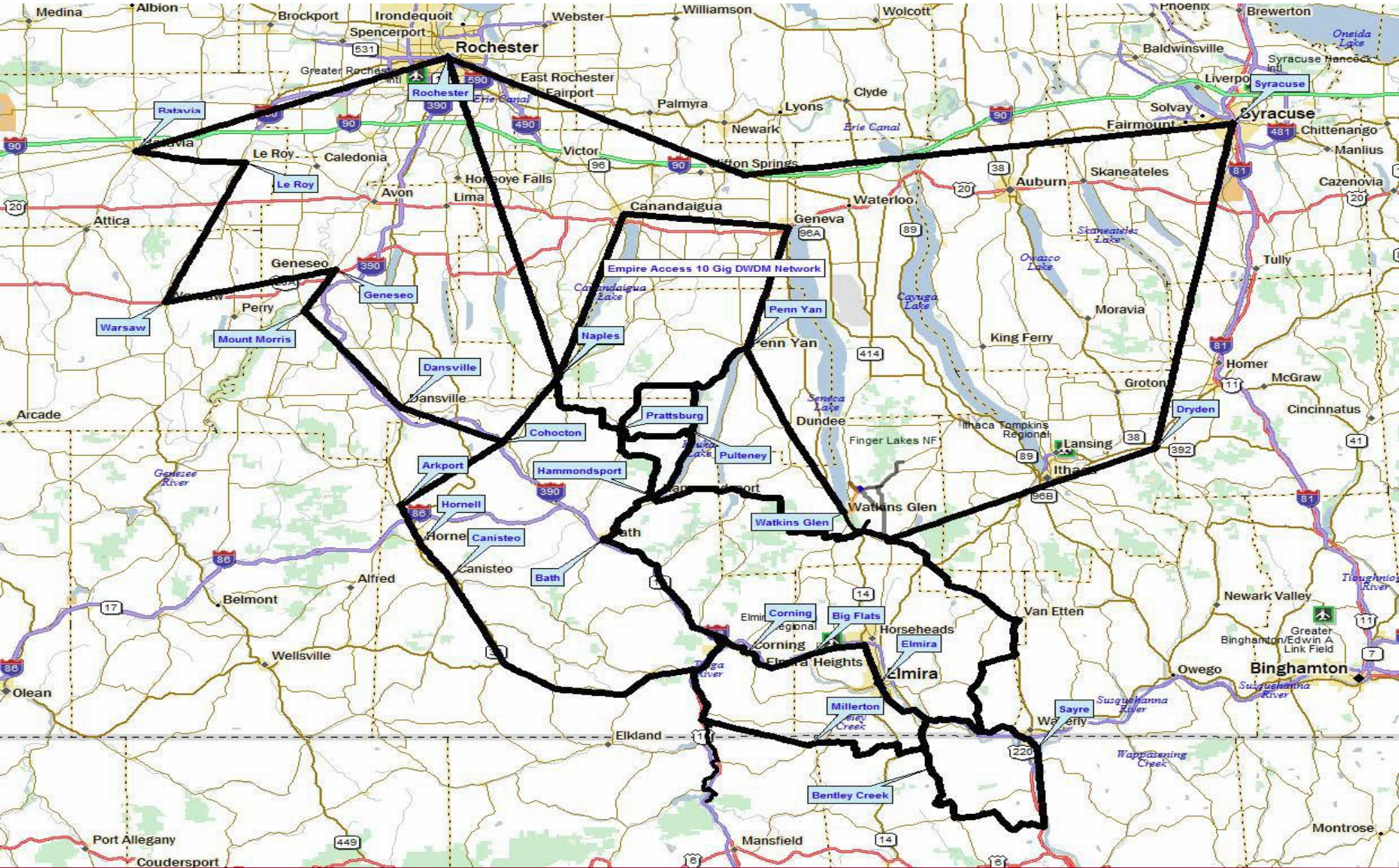
# Why Fiber Optics

- 100% dedicated Fiber Optic connection
- Outstanding reliability and service quality
- Latest technology in communications
- Unparalleled speed and capabilities
- Superior user experience
- Future-proof Your Home or Business





# Empire Fiber Network



# Public Private Partnerships

- Livingston County
- Yates County
- Madison County
- Village of Lima





# We Offer

- Phone
- Internet
- Digital TV
- Security & Monitoring
- Metro Ethernet
- Dark Fiber



➔ All Services are Delivered on 100% Fiber

# Phone Services

- Local & Long Distance
- Unified Messaging
  - ✓ Voice Mail to Email
- Conferencing Services
- PRI & SIP
- Toll-Free Number Service
- ACD Call Center
- Hosted Phone Solutions



# Hosted Phone

- Cutting-edge voice technology
- No on-site PBX system to maintain
- We manage all equipment and software upgrades seamlessly
- Reduced capital expense of owning
- Flexible plan options for your business
- High-quality Polycom phones



# Fiber Internet

- Fastest Internet In USA – PC Magazine
- Non-Blocking Network
- Industry Leading 10 Gbps
- Tier 1 Peering Points in Rochester, Syracuse & New York City
- 1 Gbps Residential
- Delivered on 100% Fiber





# Internet Peering Exchange

- Direct interconnection in NYC to content providers
- Provides lowest latency path – less retransmission
- Bypasses congested routes – routing to the edge
- Enhanced end-user Internet experience
- Reach hundreds of networks

Google	Facebook	YouTube
Netflix	Twitter	Amazon
Microsoft	LinkedIn	eBay
Apple	Yahoo	Symantec



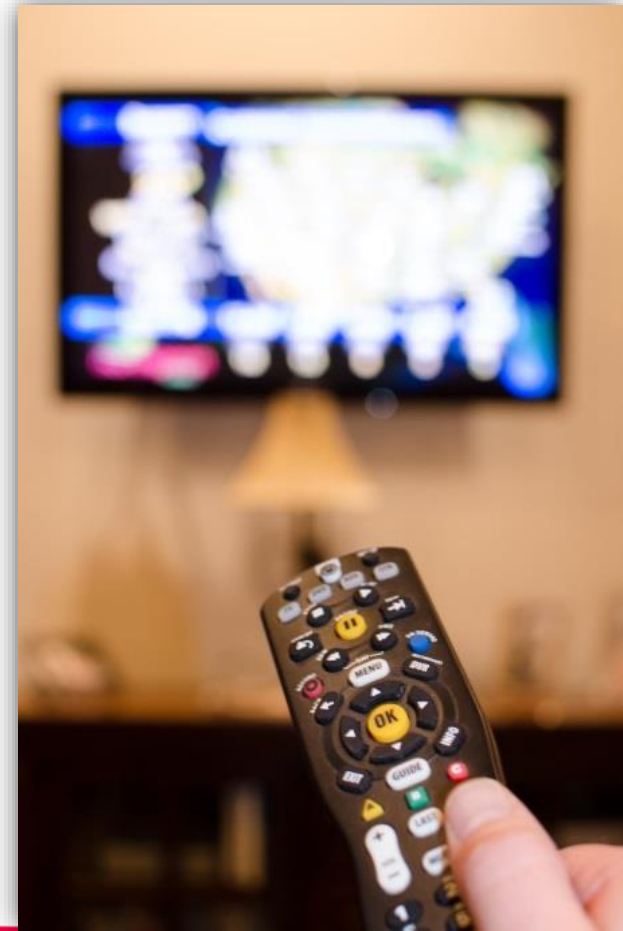
# Enterprise Wi-Fi

- High-performance indoor & outdoor Access Points
- 802.11a/b/g/n/ac wireless connectivity
- Dual radio 2.4Ghz and 5Ghz
- Flexible deployment options
- We manage all equipment and software upgrades
- Data rates up to 1.3 Gbps on 5 GHz radio and 450 Mbps on 2.4 GHz radio



# Digital TV

- 100% Digital Signal
- Over 200 Channels
- Free HD
- DVR & Whole Home DVR
- Watch TV Everywhere
- Local Network Channels
- Headend in Bentley Creek, PA



# Security & Home Automation

- 7x24x365 Security Monitoring
- Enterprise Video Surveillance
- System Remote Control
- Home Automation
- Partner with Industry Leaders
  - ✓ Honeywell
  - ✓ AXIS
  - ✓ IDIS





# Some of Our Customers

## Education

- Elmira College
- GST BOCES
- Hornell City School District
- Athens Area School District
- Troy Area School District
- Keuka College

## Municipality

- City of Hornell
- City of Canandaigua
- Village of Bath
- City of Batavia

## Retail & Industry

- Bully Hill Vineyards
- Eastern Metal of Elmira
- Radisson of Corning
- Shirley's Lumber Co.
- The Day's Inn of Batavia



ELMIRA  
COLLEGE



watkinsglen  
AREA CHAMBER OF COMMERCE



KEUKA COLLEGE  
Believe in What We Can Do Together



# Some of Our Customers

## Medical & Emergency Services

- Guthrie Hospital
- Arc of Schuyler
- MealTracker
- Strong Memorial Hospital
- Arnot Health

## Media & Entertainment

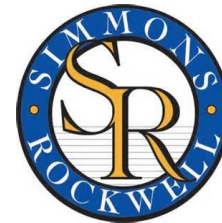
- WBTA Radio AM 1490
- Sound Communications
- The Batavian
- WAVR – Choice 102 FM
- The Evening Tribune

## Automotive & Service

- Simmons-Rockwell
- Upstate Toyota of Batavia
- Isaac Heating & Air Conditioning
- Napa Auto Parts of Bath
- The Village Marina



**THE BATAVIAN**



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# Future Markets

- Dansville - Residential
- Geneseo
- Warsaw - Residential
- Leroy - Residential
- Avon
- Mt. Morris
- Dundee
- Rochester
- Horseheads
- Elmira Area - Residential
- Southport
- Honeoye
- Lima
- Perry
- Victor
- Bloomfield
- Towanda
- Binghamton





# Thank You!



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