

Rule change rewards those that built in-house network

EARN SHAW
BUSINESS JOURNAL STAFF WRITER

A recent change in federal rules that govern how the Bell companies price work access for their competitors could force some phone companies out of the market.

Ironically, the resulting reduction in competition could help not just the Baby Bells that lobbied for the rules change, but some of their competitors.

Competitive local exchange carriers (CLECs) and head-quartered



The rule change eliminating much of the wholesale rate structure took effect March 11, with a 12-month transition period.

The idea behind the 1996 act was to lower the formidable barrier to entry that building a new network — which costs billions of dollars — represents for companies hoping to offer competitive telecom services.

But competitors that have built

A different kind of Qwest rival

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Dudley R. Slater
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Richard Gard (left) and Nathan Taylor, Integra Telecom systems administrators, mount new servers in the company's Washington County data center Monday, Integra, which provides telephone and Internet services to businesses, is considering



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Essential business philosophy: 'Great people build great businesses; surround yourself with great people and empower them.'

Dudley Slater
Integra Telecom Inc.



Telecom bust survivor bulking up

IDAHO BUSINESS REVIEW

Young telecom nip at heels of 'Ma's Baby Bells'

By Eddle Kovsky
IDAHO BUSINESS REVIEW

INTEGRA AT A GLANCE

- 2,200 route mile (160,000 fiber miles) metropolitan area network
- Unique 4,700-mile, long haul network —one of largest in U.S.
- Over 200 Business Communities Served
- Operations in 11 western states
- 4th largest Competitive Local Exchange Carrier (CLEC) in the United States
- Privately held — Primary equity investors in the company include Banc of America Capital Investors, Boston Ventures, and Warburg Pincus.
- \$470 million annual revenue in 2007; \$700 million projected for 2008
- Founded in 1996

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my colleague, Jim Huesgen.
Word that best describes you: Faith.