

NEWS RELEASE

FibreSpan Makes Dark Fibre Connectivity Affordable

29 July 2004, UNITED KINGDOM: FibreSpan (fibrespan.co.uk), the UK's leading independent dark fibre telecoms specialist, has made bespoke dark fibre an affordable connectivity solution for multi-site organisations throughout the UK.

Fibre still remains the high bandwidth connectivity solution of choice, but until now it has not been an affordable option for many. FibreSpan has invested in developing patent-pending microduct technology that enables it to install fibre networks in far less time and significantly lower cost than traditional methods.

Peter Caplan, ex-founder and Chairman of Telecom Express, and Robert Bicket, ex-founder and Managing Director of Ocean Safety, established FibreSpan when they both sold their respective companies to join forces and exploit this emerging technology.

Together they have taken the solution a step further than its traditional counterparts by combining affordable dark fibre connectivity with a fixed cost unlimited bandwidth model. Unlike traditional leased lines, the cost of FibreSpan connectivity remains constant regardless of bandwidth. Organisations pay a fixed annual cost over the term of the contract, whether they run a Megabit, Gigabit or Terabit circuit, and there are no limits on the type and number of services they can run.

This means they have the freedom to control the speed of their network, deploy state of the art hardware, keep their own pace with technology and implement next generation high-bandwidth applications - when the time is right for them.

“Our bespoke dark fibre solutions have proved to be extremely beneficial for multi-site organisations across the country. But the proposition of unlimited bandwidth at a fixed cost consolidates this into a highly competitive and future proof network solution,” comments Robert Bicket, Chief Executive of FibreSpan. “Recent demand is evidence that organisations are now seeking access to resilient, scalable, yet affordable fibre networks like ours”.

The new proposition is so compelling that FibreSpan has experienced rapid growth in its client base by securing an increasing number of both public and private sector clients over the past twelve months. “We are now able to provide a more attractive alternative to other Telco’s and enable customers to create a high-bandwidth network that breaks the economic and performance barriers traditionally imposed,” adds Bicket.

FibreSpan’s deployments already exist across the country and many UK organisations are already benefiting from the technology. Individual deployments range from 350 metres to 10 kilometres, including: Alstom Plc, Cardiff University, Imperial College London, Kingston Hospital NHS Trust, Northern Rock Plc, Sohonet Ltd., Leeds Metropolitan University, Manchester University and London Borough of Havering.

FibreSpan was established in 2001 as an independent UK statutory utility, licensed by the DTI and regulated by Ofcom. The company designs, installs, operates and leases private dark fibre circuits, focusing on meeting the specific communication needs of healthcare, education, local authorities and other multi-site organisations.

Over the years FibreSpan has developed its patent-pending microduct technology to achieve its goal of *making fibre optic connectivity a viable solution for organisations throughout the UK*. The technology enables fibre deployment at up to five times faster and at half the cost than traditional methods.

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About FibreSpan - fibrespan.co.uk

FibreSpan is a fibre solutions company with a national telecommunications licence. It designs, installs, operates and leases private dark fibre circuits, working in partnership with health and education, local authorities and other multi-site organisations. Established in 2001, it is an independent UK national statutory utility, licensed by the DTI and regulated by Ofcom.

It is FibreSpan's goal to make fibre optic connectivity a viable solution for organisations throughout the UK. In order to achieve this the company has invested in developing patent-pending microduct technology that is swiftly changing the face of fibre optic deployment – allowing access to bespoke dark fibre connectivity at an affordable and competitive rate.

FibreSpan offer an end-to-end service that includes consultation, network planning, rapid deployment and comprehensive support. Its dark fibre networks offer unlimited bandwidth at a fixed cost for the term of the contract - a genuinely future proof solution. This puts FibreSpan in a unique position by enabling clients to take complete control of future bandwidth demand.

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