



## **EXECUTIVE SUMMARY**

### **The Company**

INOC (Independent Network Operations Consortium, LLC) was founded in December 2000 by subsidiaries of four family owned, independent local exchange carriers (ILEC) with over 400 years of experience in serving customers with advanced telecommunications services within the Capital District Region of New York. Together, these companies currently serve a base of over 25,000 customers in the Capital District and surrounding areas. Their service to these customers has been repeatedly recognized as outstanding by the State of New York's Department of Public Service.

### **The Mission**

INOC's primary mission is to provide critical data and Internet services to its owners and customers, and to provide a platform for the four ownership companies to explore new technologies and expand their services into new markets and meet the needs of new customers.

### **The Business**

The core business of INOC is to provide Internet, Data, and Network Services to its member companies and customers from an Albany, NY based Network Operations Center. Services include direct bandwidth connections to enterprise/retail businesses, virtual ISP and backbone bandwidth services to regional and local ISPs, co-location services, managed and unmanaged hosting services, data storage services, and disaster recovery solutions.

### **The Market**

INOC's core market area is the Capital District area including Albany, Schenectady and Troy, as well as all of New York State and New England.

## **The Capability**

INOC possesses the necessary economic efficiencies to utilize “state of the art” hardware and software in a manner that will provide cost savings to each of its member companies and customers, while strengthening their Internet and data related service offerings and providing for the provision of new and advanced service offerings.

## **The INOC Advantage**

In addition to its technology, current hardware and software, and operating facilities, INOC can leverage its ability to achieve cost savings from consolidation of hardware, software, labor and general services to achieve both its customers’ and its own mission. INOC uses industry leaders Cisco Systems and Dell Computers in a fully redundant network environment with 24x7x4 hour support on every device.

## **The People**

Backed by owners who have demonstrated the capability of providing reliable, state-of-the-art service, INOC is staffed by a team of elite technical and managerial personnel who possess the ability to assure our customers the service quality and variety equal to or better than any in the Capital District.

Our President and General Manager, James R. (“Jim”) Becker has 15 years of technical and managerial experience in the design, development, and deployment of telecommunications networks and services. Jim was the leading force behind INOC’s organization. He has successfully led the start-up and on-going operations of two other telecommunications companies of which he currently is President. Jim holds a M.S. in Mechanical Engineering from Clarkson University.

INOC’s Board of Directors is composed of Presidents and General Managers from the four founding companies. Together, the Board has over a 100 years of experience in managing telecommunications companies in the Capital District.

**Network Center: 80 State Street \* Albany NY \* 12207**  
**Corporate: 1309 Main Street \* Rotterdam Junction NY \* 12150**