

XO Communications Receives Frost & Sullivan 2011 Growth Leadership Award for Dedicated Internet Access Services

Leadership Position Driven by Service Bundling Strategy, Ethernet Access Innovation and Complete Portfolio of Dedicated Internet Services for Enterprise Customers

HERNDON, VA – September 20, 2011 – XO Communications, a leading provider of advanced IP communications, managed network and IT infrastructure services, today announced it has received the Frost & Sullivan 2011 North American Growth Leadership of the Year award in the Retail/Enterprise Dedicated Internet Access Services Market. The Award for Growth Leadership is given to the company demonstrating excellence in capturing the highest annual compound growth rate for the last three years.

According to Frost & Sullivan, XO Communications has experienced commendable growth in revenues in the retail/enterprise [Dedicated Internet Access services](#) market through a combination of its facilities-based Tier 1 Internet backbone, early strategic investments in Ethernet technology and an enviable services bundling marketing strategy. As a result, the company has established itself one of the top five DIA services providers in the United States.

“This award is the latest in a great year for XO Communications, in which our portfolio has been recognized repeatedly by the industry and media,” said Mike Toplisek, senior vice president and chief marketing officer for XO Business Services at XO Communications. “We are honored to receive this recognition as validation of XO Communications as an industry leader in terms of innovation, market share and strategy for our enterprise IP communications and network services.”

According to Frost & Sullivan, the demand for high-speed bandwidth across multiple industry verticals continues to grow and is driving market spending on high-speed dedicated Internet access services. In addition, businesses are migrating away from traditional TDM-based services and are utilizing next generation services like Ethernet for their Internet connectivity needs. Ethernet-based services are easier to manage, more scalable and offer high bandwidth ports at a fraction of the cost of traditional TDM services. Frost & Sullivan expects carriers that are not prepared with viable solutions to facilitate market migration will experience a loss of market share while those carriers that have invested in new technology are better positioned to compete against price compression factors.

Specifically, Frost & Sullivan highlights XO Communications' early investment in Ethernet over copper technology, enabling it to successfully capture a significant share of revenues in the market by taking advantage of the shift away from traditional TDM-based services to Ethernet-based Dedicated Internet Access services. Today, the XO network is

capable of delivering Ethernet services to nearly five million business locations, much of this the result of XO Communications' extensive nationwide deployment of Ethernet over copper technology.

Frost & Sullivan also highlights XO Communications' bundled services strategy, which has helped to differentiate its [Dedicated Internet Access services](#) offerings and increase market share. By offering a variety of bundled service offerings including DIA+MPLS IP-VPN and DIA+VoIP+MPLS IP-VPN+Managed Services and by delivering these services over a single connection, XO Communications has made it much easier for customers to buy and manage a wide range of their services needs.

"XO Communications has established its growth leadership by focusing on providing more value to customers through its innovation and compelling Ethernet strategy," said Roopashree Honnachari, Frost & Sullivan senior analyst. "While many providers position themselves as low cost providers or have large legacy TDM installed bases of customers, XO Communications stands out through its ability to stay ahead of customer needs and market trends."

[XO Dedicated Internet Access](#) services offer business customers of all sizes with high-speed dedicated Internet access, global connectivity, optimal performance, security and industry-leading service level agreements. Designed to meet a variety of business needs, including connecting corporate headquarters, branch offices and data centers, XO Dedicated Internet Access delivers large amounts data to its destination securely, reliably and along the fastest route possible.

To download a copy of the Frost & Sullivan award report, visit the [XO Dedicated Internet Access services overview](#) on www.xo.com.

About XO Communications

XO Communications is a leading nationwide provider of advanced IP communications, managed network and IT infrastructure solutions for businesses, enterprises, government, carriers and service providers. Its customers include more than half of the Fortune 500, in addition to leading cable companies, carriers, content providers and mobile network operators. Utilizing its unique combination of high-capacity nationwide and metro networks and broadband wireless capabilities, XO Communications offers customers a broad range of services with proven performance, scalability and value in more than 85 metropolitan markets across the United States. For more information, visit www.xo.com.

FOR A COPY OF THE FROST & SULLIVAN BEST PRACTICES RESEARCH REPORT [CLICK HERE](#)

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