

2025 BUYERS FORUM GUIDE



MEET THE BUYERS SPEED MEETINGS

Monday, November 3 | 11 a.m. - Noon

Tuesday, November 4 | 1 p.m. - 2 p.m.



Todd Miller
Carrier Relations Manager
Arvig

Primary Business Activity of Company: Arvig's fiber network is the connection you need. With dense fiber routes and a broad footprint throughout Minnesota, we deliver fast, uninterrupted connections in more locations. Our fiber-based wholesale internet service provides speeds of up to 400Gbps. Confidently connect your customers and locations with multi-location dark fiber, lit fiber, transport, wave and Ethernet.

Geographical Focus: Regional

Specific Areas of Responsibility Related to Buying Decisions: Purchasing, vendor relations

Projects in the Pipeline: Arvig is on target to complete construction of approximately 2,000 route miles of fiber throughout Minnesota in 2025, with similar growth budgeted for 2026. Fiber infrastructure has been established into 35 data centers located in the upper Midwest.

Types of Products and/or Services Sought for These Projects: Dark fiber, carrier Ethernet, wave transport.



Karen Nicholson
Carrier Relations Manager
Bluebird Fiber

Primary Business Activity of Company: Bluebird supports businesses, schools, hospitals and other data driven enterprises with high-capacity transport, fast internet speeds and data center solutions.

Number of Locations Served: 68,000

Geographical Focus: Regional

Specific Areas of Responsibility Related to Buying Decisions: Augment current network via capacity, dark fiber or data center solutions.

Projects in the Pipeline: Continue to expand the enterprise and carrier customer base.

Types of Products and/or Services Sought for These Projects: Lit capacity, dark fiber, data center solutions.

Annual Budget: TBD



Geoff Brewer
CEO

Consuo Networks

Primary Business Activity of Company: A global connectivity solutions provider. We buy lit services from network operators all over the world and stitch the networks together to create routes that can't be sourced from a single network operator.

Number of Locations Served: Unlimited - we can provide services anywhere.

Geographical Focus: International

Specific Areas of Responsibility Related to Buying Decisions: I am involved in the sourcing of lit services from network operators.

Projects in the Pipeline: We are currently working on new cross border routes between Canada and the U.S., as well as new regional paths across the U.S., into Mexico and the Caribbean, as well as Asia and Europe.

Types of Products and/or Services Sought for These Projects: EPL and wavelength services. We source connectivity ranging from 10mb up to 400G depending on the requirement. Typically, we look for 1G, 10G and 100G services.

Annual Budget: Dependent on what's needed for our solutions. Current annual spend is around \$400,000.



Anne Dickert
Director, Pricing & Planning

**Mammoth Networks/
Visionary
Communications**

Primary Business Activity of Company: Internet service provider.

Number of Locations Served: 19 - fiber and wireless

Geographical Focus: Regional

Specific Areas of Responsibility Related to Buying Decisions: Quoting/buying decisions, and vendor and contract management.

Projects in the Pipeline: Buildout of multiple locations/towns in Wyoming, Colorado and Montana.

Types of Products and/or Services Sought for These Projects: Fiber, lit backhaul potentially (wave and Ethernet).



Greg Wilkerson
Offnet Infrastructure Solutions Lead

Metronet

Primary Business Activity of Company: Fiber-to-the-home overbuilder, internet provider.

Number of Locations Served: 200

Geographical Focus: National

Specific Areas of Responsibility Related to Buying Decisions: I vet out and purchase offnet circuits to build new markets and grow existing markets.

Projects in the Pipeline: We're looking at new markets in 14 states currently, from East Coast to West Coast.

Types of Products and/or Services Sought for These Projects: 100G or 400G wave.



Chris Norman
Carrier Relations Manager

Midco

Primary Business Activity of Company: Cable company.

Geographical Focus: Regional.

Specific Areas of Responsibility Related to Buying Decisions: All the Type 2 buying for Midco.

Projects in the Pipeline: Dark fiber, waves, DIA, EVPL.

Types of Products and/or Services Sought for These Projects: Ethernet, dark fiber, DIA.

Annual Budget: \$1.5 million.



Kathryn Zona
Manager of Carrier Relations

Optimum Business

Primary Business Activity of Company: Altice USA is one of the largest broadband communications and video services providers in the U.S., delivering broadband, video, mobile, proprietary content and advertising services to nearly 5 million residential and business customers across 21 states through its Optimum brand.

Number of Locations Served: 5 million residential and business customers.

Geographical Focus: National.

Specific Areas of Responsibility Related to Buying Decisions: B2B, carrier, agents and SMB.

Projects in the Pipeline: TBD.

Types of Products and/or Services Sought for These Projects: Interested in buying dark fiber, waves, P2P, DIA and broadband.

Annual Budget: TBD.



Eric Williamson

Vice President, IT Infrastructure

Securus Technologies LLC

Primary Business Activity of Company: Correctional communications.

Number of Locations Served: 1,500.

Geographical Focus: National.

Specific Areas of Responsibility Related to Buying Decisions: All telecom buying.

Projects in the Pipeline: California Department of Corrections and Rehabilitation.

Types of Products and/or Services Sought for These Projects: Internet services for SD-WAN applications.

Annual Budget: \$18 million.



Tim Schneberger
*Vice President, Voice Product
and Carrier Relations*

Sinch

Primary Business Activity of Company: CPaaS, voice, email and text.

Number of Locations Served: 100+.

Geographical Focus: International and national.

Specific Areas of Responsibility Related to Buying Decisions: Voice.

Projects in the Pipeline: Voice optimization.

Types of Products and/or Services Sought for These Projects: Voice.



Kip Pancake
Carrier/Wholesale AM

Smithville Fiber

Primary Business Activity of Company: Fiber transport and IP services.

Number of Locations Served: 75,000+.

Geographical Focus: Mid- and Southern Indiana.

Specific Areas of Responsibility Related to Buying Decisions: Decision maker for Type 2 services.

Projects in the Pipeline: Tower services to T-Mobile, Verizon and AT&T. Connections for other telecom providers.

Types of Products and/or Services Sought for These Projects: Mostly last mile access.



Sherri Epstein

Senior Manager, Carrier Access

Summit Broadband

Primary Business Activity of Company: Summit Broadband is a fiber-focused, Fla.baed, broadband service provider of Internet, data, video and voice solutions for residential, hospitality and commercial customers. We own and operate approximately 4,400 route miles of fiber in the greater Orlando, Tampa, Jacksonville and Southwest Florida geographies.

Number of Locations Served: Multiple

Geographical Focus: Both nationally and regionally focused.

Specific Areas of Responsibility Related to Buying Decisions: Buying all fiber, transport, IP, lit services and goods to support sales and and the infrastructure network.

Projects in the Pipeline: Numerous projects in the pipeline, including expansion into Leesburg, Fla., which passes over 8,000 residential homes, providing an opportunity to expand our customer base. Summit has partnered with both TiVo and Evolution Digital/Plume to enhance services and customer experience. We also now offer 400Gig WAVE Services and Managed Services for enterprises.

Types of Products and/or Services Sought for These Projects: Dark fiber, lit fiber, Ethernet, DIA, IP transport, NNI

Annual Budget: As a success-based growth company, our projects move the budget annually.



Ann Merdinian
Director, Carrier Relations

Uniti

Primary Business Activity of Company: Lit and dark fiber solutions for enterprise and wholesale.

Geographical Focus: National.

Specific Areas of Responsibility Related to Buying Decisions: Negotiate MSA and purchase of lit, dark and colocation services to support backbone network and customer projects.

Projects in the Pipeline: Enterprise, wholesale and hyperscale projects nationwide.

Types of Products and/or Services Sought for These Projects: Lit, dark and colocation.

Annual Budget: \$33 million.