

2026 BUYERS FORUM GUIDE

THE 2026
INCOMPAS SHOW



MEET THE BUYERS SPEED MEETINGS

Monday, November 2 | 11 a.m. - Noon

Tuesday, November 3 | 1 p.m. - 2 p.m.



Todd Miller
Carrier Access Manager

Arvig

Primary Business Activity of Company: With 20,000 fiber route, dense fiber routes and a broad footprint throughout Minnesota, Arvig deliver fast, uninterrupted connections in more locations. Fiber-based wholesale wave, Ethernet and dedicated Internet service provides speeds of up to 400Gbps today, and up to 1TB on the horizon.

Number of Locations Served: 85,000

Geographical Focus: Regional.

Specific Areas of Responsibility Related to Buying Decisions: Identifying and selecting strategic partners to better serve our customer & network needs.

Top Priorities for Next 12-24 Months: Completion of ACAM and metro area overbuilds throughout Minnesota with infrastructure upgrades to support connections up to 1TB. What this means is that our wholesale team is able to quote services for you to reach most any customer in Minnesota either directly or through our network of diverse partners throughout the region.

Plans for Expanding into New Markets/Regions/Customer Segments: Continue to invest in the Minnesota region with a focus on building Data Center infrastructure.

Is Company Evaluating New Platforms/Tools/Partners for These Initiatives: Revenue expense management, Inventory lifecycle management, adopting AI workflows.

Projects in the Pipeline: Expect to complete construction of ~1,000 route miles of fiber, with similar growth expected in 2027. Fiber infrastructure has been established into 38 data centers located in the upper Midwest.

Challenges Trying to Solve: Increased volumes require Arvig to work smarter and more efficient within our processes and workflows. Regional market and data center expansion require stringent supply chain management along with the deployment of new technologies.

Types of Products and/or Services Sought for These Projects: Carrier Ethernet, wave, dark fiber, collocation

Expected Timeline for Vendor Evaluation/Selection/Deployment: 6 months

Annual Budget: \$2.5 million



Kelly McLellan
Area VP, Carrier Relations

Bluebird Fiber



Primary Business Activity of Company: Bluebird Fiber is a regional provider, offering telecommunications services (lit, dark fiber and colocation) to Carrier and Enterprise customers.

Number of Locations Served: We serve 12 market areas throughout Missouri, Illinois, Iowa, Ohio, Michigan, Indiana and Wisconsin.

Geographical Focus: Regional.

Specific Areas of Responsibility Related to Buying Decisions: I am the vice president of the Carrier Relations team. We negotiate vendor contracts, quote and order services and validate and approve invoices.

Top Priorities for Next 12-24 Months: Top priority currently is continued integration of the legacy Everstream markets in Michigan, Wisconsin, Ohio and Indiana.

Plans for Expanding into New Markets/Regions/Customer Segments: Yes, our recent acquisition of Everstream assets has significantly increased our network.

Is Company Evaluating New Platforms/Tools/Partners for These Initiatives: Yes, we are evaluating new systems and potential partners to support the new network footprint.

Projects in the Pipeline: We are doing a lot of network re-design and hardening projects, as well as comprehensive audits in key markets.

Challenges Trying to Solve: Gathering legacy data.

Types of Products and/or Services Sought for These Projects: For network, most likely dark fiber and colocation. Possibly some large bandwidth waves.

Expected Timeline for Vendor Evaluation/Selection/Deployment: Ongoing, likely through the first half of 2027.

Annual Budget: \$41 million



Karen Nicholson
Service Delivery

Bridged Broadband



Primary Business Activity of Company: Delivery of high capacity, diverse fiber infrastructure across the Midwest, supporting carrier network providers and direct business customers.

Number of Locations Served: 45 POPs across Missouri.

Geographical Focus: Regional.

Specific Areas of Responsibility Related to Buying Decisions: Identifying and selecting strategic partners to better serve our customer & network needs.

Top Priorities for Next 12-24 Months: Phase 2 backbone completion and expansion.

Plans for Expanding into New Markets/Regions/Customer Segments: Expansion into new markets is under consideration.

Is Company Evaluating New Platforms/Tools/Partners for These Initiatives: Currently evaluating CRM and circuit inventory tools/partners.

Projects in the Pipeline: CSBH; increased sales to carrier network providers, focusing on long haul segments.

Challenges Trying to Solve: Timing of delivery and equipment.

Types of Products and/or Services Sought for These Projects: LMP EVPL/EPL; IP Transit; equipment.

Expected Timeline for Vendor Evaluation/Selection/Deployment: 12 months or less.

Annual Budget: Under development



Geoff Brewer
CEO

Consuo Networks

Primary Business Activity of Company: Global connectivity solutions provider.

Number of Locations Served: Global.

Geographical Focus: International.

Specific Areas of Responsibility Related to Buying Decisions: I am a decision maker in the buying process.

Plans for Expanding into New Markets/Regions/Customer Segments: Develop, deliver and manage diverse connectivity routes.

Is Company Evaluating New Platforms/Tools/Partners for These Initiatives: Yes, we've developed a new cross border route between the U.S. and Canada.

Projects in the Pipeline: We are partnering with fiber optic network asset owners.

Challenges Trying to Solve: Enhancing diverse connectivity around the globe.

Types of Products and/or Services Sought for These Projects: Lit services on diverse routes (diverse access to subsea cable systems, long-haul routes, local access).

Expected Timeline for Vendor Evaluation/Selection/Deployment: Timelines vary based on the route and customer demand.

Annual Budget: \$540,000



Chris MacIsaac
Senior Carrier Relations Analyst

Granite
Telecommunications



Primary Business Activity of Company: Communications and technology solutions provider that simplifies multi-location business and government agency networking through centralized billing, single-point-of-contact management, and customized wholesale carrier services.

Number of Locations Served: 700,000

Geographical Focus: National.

Specific Areas of Responsibility Related to Buying Decisions: New carrier and wholesale onboarding.

Plans for Expanding into New Markets/Regions/Customer Segments: We are always onboarding new vendors to support customers in both major markets and more rural areas. Also continuing to expand in Canada and International.

Is Company Evaluating New Platforms/Tools/Partners for These Initiatives: Yes, we are always looking for additional partners to drive down cost and expand our footprint.

Projects in the Pipeline: Various WAN/LAN opportunities (access, voice, management)

Challenges Trying to Solve: We continue look to install quickly and within our own aggressive SLAs. Carrier footprint and serviceability accuracy is important to us.

Types of Products and/or Services Sought for These Projects: Fiber Ethernet, coax, usage (TF/non-TF), network hardware/software, etc.

Expected Timeline for Vendor Evaluation/Selection/Deployment: 6 months.

Annual Budget: TBD



Janet Obrock
*Director,
Business Optimization*
IdeaTek

Primary Business Activity of Company: Internet Service Provider.

Number of Locations Served: >75,000

Geographical Focus: Local.

Specific Areas of Responsibility Related to Buying Decisions: Purchase dark fiber, lit circuits, collocation space and power.

Top Priorities for Next 12-24 Months: Expand in new markets.

Plans for Expanding into New Markets/Regions/Customer Segments: Yes, looking at expanding.

Is Company Evaluating New Platforms/Tools/Partners for These Initiatives: We are constantly evaluating and adding new markets. We have over 40 new communities in various stages of evaluation currently.

Projects in the Pipeline: Expansion of FTTH to rural areas, providing internet to enterprise customers, sell dark fiber and internet services to carriers.

Challenges Trying to Solve: Redundant routes, best pricing.

Types of Products and/or Services Sought for These Projects: Dark fiber and lit services.

Expected Timeline for Vendor Evaluation/Selection/Deployment: 30-90 days depending on product.

Annual Budget: Varies by market.



Greg Wilkerson
*Offnet Infrastructure
Solutions Lead*

Metronet

Primary Business Activity of Company: Fiber to the home internet provider, currently in 19 states.

Number of Locations Served: Approximately 200 markets

Geographical Focus: National.

Specific Areas of Responsibility Related to Buying Decisions: Transport for new & existing markets, primarily 100G & 400G Waves, but also Dark Fiber where it makes sense.

Top Priorities for Next 12-24 Months: Enterprise and carrier base.

Plans for Expanding into New Markets/Regions/Customer Segments: To continue to add more passes to new markets under our new partnership with T-Mobile (our recent 50% owner).

Is Company Evaluating New Platforms/Tools/Partners for These Initiatives: We are constantly evaluating and adding new markets. We have over 40 new communities in various stages of evaluation currently.

Projects in the Pipeline: Always looking for new partners for transport (both lit and dark).

Challenges Trying to Solve: We have an ever-growing list of markets we are looking at building. Currently have a list of 38 markets spread across 16 states, including 3 states that are new to us. Other than the Northeast and California, we are looking pretty much everywhere in the Lower 48.

Types of Products and/or Services Sought for These Projects: Dark fiber (Lease or IRU), 100G/400G Waves.

Expected Timeline for Vendor Evaluation/Selection/Deployment: 90-120 days.

Annual Budget: No set budget, but typically add \$100,000-\$200,000 new MRC every year.



Chris Norman
Carrier Relations Manager

Midco

Primary Business Activity of Company: Internet, cable and phone.

Geographical Focus: Regional.

Specific Areas of Responsibility Related to Buying Decisions: Buying type two services, dark fiber and IP transit.

Top Priorities for Next 12-24 Months: Dark fiber.

Plans for Expanding into New Markets/Regions/Customer Segments: We're always expanding and building out new areas.

Is Company Evaluating New Platforms/Tools/Partners for These Initiatives: No.

Challenges Trying to Solve: Dark fiber providers.

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

Expected Timeline for Vendor Evaluation/Selection/Deployment: 3-6 months.

Annual Budget: No set budget, but typically add \$100,000-\$200,000 new MRC every year.



Kathryn Zona
Manager, Carrier Relations
Optimum Business

Primary Business Activity of Company: Our mission to be the connectivity provider of choice in every community we serve isn't something we take lightly. In fact, it drives our strategy and is the fuel that propels both our customer and employee experiences.

Geographical Focus: National.

Specific Areas of Responsibility Related to Buying Decisions: Buying all products, including Wave, DIA, P2P, Dark Fiber, FTTT to support enterprise, carrier and channel.

Top Priorities for Next 12-24 Months: Enterprise and carrier base.

Plans for Expanding into New Markets/Regions/Customer Segments: Not at this time.

Is Company Evaluating New Platforms/Tools/Partners for These Initiatives: N/A

Projects in the Pipeline: FTTT- Tower projects for a major wireless vendor.

Challenges Trying to Solve: Finding diverse vendors that can support 100G and more.

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

Expected Timeline for Vendor Evaluation/Selection/Deployment: Q2 of 2027

Annual Budget: TBD.



Eric Williamson
VP, IT Operations

Securus Technologies, LLC

Primary Business Activity of Company: Securus provides communications and technology services to correctional facilities.

Number of Locations Served: 1,500

Geographical Focus: National.

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

Top Priorities for Next 12-24 Months: Complete roll-out in California (CDCR).

Plans for Expanding into New Markets/Regions/Customer Segments: Not at this time.

Is Company Evaluating New Platforms/Tools/Partners for These Initiatives: We are rolling out Private LTE connectivity.

Projects in the Pipeline: New state customers.

Challenges Trying to Solve: Lack of technology in the corrections space.

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

Expected Timeline for Vendor Evaluation/Selection/Deployment: 2026.

Annual Budget: \$20 million.



Jazmon "Jaz" Bryant
*Manager, Telecom Escalations
and Provisioning*

Securus Technologies, LLC

Primary Business Activity of Company: Securus provides communications and technology services to correctional facilities.

Number of Locations Served: 1,500

Geographical Focus: International.

Specific Areas of Responsibility Related to Buying Decisions: Telecom purchasing.

Projects in the Pipeline: California Department of Corrections and Iowa Department of Corrections

Challenges Trying to Solve: Delivering dependable, high-quality, and reliable services that consistently meet customer expectations while improving service delivery efficiency and operational excellence.

Types of Products and/or Services Sought for These Projects: Internet solutions for SD WAN application.

Annual Budget: \$15 million.



Tim Schneberger
VP, Product Management
Network Voice Termination

Sinch

Primary Business Activity of Company: Voice, messaging, email

Number of Locations Served: 50+

Geographical Focus: National.

Specific Areas of Responsibility Related to Buying Decisions: Voice LD.

Top Priorities for Next 12-24 Months: Remove TDM.

Plans for Expanding into New Markets/Regions/Customer Segments: Enterprise.

Is Company Evaluating New Platforms/Tools/Partners for These Initiatives: Not currently.

Challenges Trying to Solve: TDM elimination.

Types of Products and/or Services Sought for These Projects: Lowering TDM expense.

Expected Timeline for Vendor Evaluation/Selection/Deployment: Ongoing.



Anne Dickert

Director, Pricing & Planning

**Visionary
Communications/
Mammoth Networks**

Primary Business Activity of Company: We're an internet provider in Colorado, Montana and Wyoming.

Geographical Focus: Regional.

Specific Areas of Responsibility Related to Buying Decisions: All off-net quoting and pricing.

Top Priorities for Next 12-24 Months: Building fiber to the home in Colorado, Wyoming and Montana, and ring protecting the routes between towns/municipalities.

Plans for Expanding into New Markets/Regions/Customer Segments: More into Colorado, Wyoming and Montana.

Is Company Evaluating New Platforms/Tools/Partners for These Initiatives: N/A

Projects in the Pipeline: Fiber builds in multiple towns/municipalities in Colorado, Wyoming and Montana.

Challenges Trying to Solve: Backhaul out of the smaller towns/municipalities.

Types of Products and/or Services Sought for These Projects: Dark fiber and lit services (10G & 100G)

Expected Timeline for Vendor Evaluation/Selection/Deployment: On-going 2026-2027