**Corporate Case Study – Colo Atl**

**"tw telecom chose Colo Atl for a multitude of reasons: its affordable pricing structure, optimal location in downtown Atlanta, and outstanding customer service. Additionally, colocating at 55 Marietta makes it easy to connect with our enterprise customers and other key carriers."**

*Larry Campbell, Central Office Engineer, tw telecom*

**The Opportunity**

Headquartered in Littleton, Colo., tw telecom provides managed network services, specializing in Business Ethernet and transport data networking, Internet access, voice, VoIP, VPN and security, to enterprise organizations and communications services companies throughout the U.S., and globally. tw telecom connects more commercial buildings to its resilient, fiber network than any other competitive communications provider. It has the third highest market share of retail Ethernet ports in service, its own metro fiber networks and one of the ten most interconnected IP backbones in the world. To remain a premier provider of advanced network services, it is crucial that tw telecom not only interconnect with its customers, but also with its carrier partners. As importantly, to grow these services requires collocating in a space that provides easy access to prospective customers and carriers. As such, tw telecom looked to collocate in a space that provided the right combination of location, access and engineering.

**Solution**

Established in November 2001, the fully built out infrastructure of the Colo Atl colocation and Meet Me Room (MMR) facility is located in downtown Atlanta, Georgia. A strategic hub for Midwest, National and International telecom interconnection, Colo Atl was designed and is operated by a Professional Engineer (PE) with over 30 years of experience in the industry. The Colo Atl facility offered tw telecom convenient colocation, data center and interconnection amenities in a SAS 70 Type II certified facility. Moreover, Colo Atl was able to efficiently connect tw telecom to many of its enterprise customers and carrier partners. With over 70 tenants, and growing, Colo Atl also facilitates the connection of tw telecom to prospective customers and carriers in a convenient, secure and affordable facility.

**The Results**

Colo Atl was able to provide tw telecom with more than just its space and power requirements; Colo Atl provided the "ease of access" necessary for tw telecom to easily and affordably

interconnect to Colo Atlanta's over 70 tenants – at no charge. tw telecom was thus able to efficiently and economically maintain capacity on its network while subsequently increasing its enterprise customer and carrier prospects. tw telecom works side by side with people like Tim Kiser, the facilities designer, owner and operator, to organize new builds for customers, price out electronics with colocation providers and provides customer specific solutions for  power and other requirements.

"Tim (Kiser) is very understanding and, thinking of his customers, will work with you to find whatever works best," comments Larry Campbell, Central Office Engineer, tw telecom. "On several occasions Tim has stepped in and offered some unique planning to fit to our needs in assistance. He knows what everyone is doing and can work well in advising."


**About Colo Atl**
Located in the global telecom hub of Atlanta, Georgia, Colo Atl provides colocation, data center & interconnection services, at an affordable rate. Colo Atl's a neutral colocation facility that allows tenants and carriers to securely and conveniently cross-connect within a SAS70 Type II certified facility. Colo Atl has no monthly recurring cross connect fees between tenants and provides exceptional customer service. Visit Colo Atl online at: www.coloatl.com and follow us on Twitter @ColoAtl.

**About tw telecom**
tw telecom holdings inc., a unit of tw telecom inc., (Nasdaq: TWTC) headquartered in Littleton, Colo., provides managed network services, specializing in Business Ethernet and transport data networking, Internet access, voice, VoIP, VPN and security, to enterprise organizations and communications services companies throughout the U.S., and globally.

tw telecom connects more commercial buildings to its resilient, fiber network than any other competitive communications provider.  It has the third highest market share of retail Ethernet ports in service, its own metro fiber networks and one of the ten most interconnected IP backbones in the world. tw telecom has the national capability, robust product portfolio and national/local customer care teams to support mission critical applications and to deliver the most sought after customer experience in the industry. Please visit www.twtelecom.com for more information.