

Frost & Sullivan Recognizes Time Warner Telecom for Product Line Strategy Leadership in Metro Ethernet Solutions

Palo Alto, Calif. — September 26, 2005 — *Frost & Sullivan's* recent analysis, *U.S. Metropolitan Area Network Services Markets*, named Time Warner Telecom Inc. as the recipient of the 2005 Frost & Sullivan Award for Product Line Strategy Leadership for the company's wide range of products in the metro Ethernet market, aimed at both wholesale and large enterprise customers.

Time Warner Telecom covers the depth and breadth of the market by offering solutions gained through technological innovation, strategic alliances, and successful integration of technologies.

"Time Warner Telecom has been one of the earliest adopters of Ethernet," says *Frost & Sullivan* research analyst Vinod Ramanathan. "Unlike other carriers, it has not been hampered with any legacy Frame Relay or asynchronous transfer mode (ATM) infrastructure and this enabled it to adopt next-generation synchronous optical networking (SONET)/synchronous digital hierarchy (SDH) platform."

The company has over 5500 buildings on-net and serves another 14,500 through carrier agreements. It has developed a solution for upgrading the infrastructure of all of its on-net buildings so that they are Internet Protocol (IP) ready.

Time Warner Telecom has outstripped the competition, due to enterprise customers' demand for direct connections between offices and their need for the tightest security and privacy for the traffic that flows through the network. Requirements are met by virtual private local area network service (VPLS), which deliver national, multipoint, switched Ethernet networks by carrying Ethernet frames across multi-protocol label switching (MPLS) networks.

Unlike current layer-3 virtual private networks (VPNs), these layer-2 VPNs do not need IP encapsulation. Time Warner Telecom had launched a solution for this at a time when the competition was still only at the starting block.

Time Warner Telecom is a one-stop shop for metro Ethernet products, having nationwide reach as well as metro footprint in 44 markets. Such exceptional network range enables it to provide intra- and inter-metro connectivity using its superior backhaul network, simplifying network architecture and management as well as lowering the operational expenditure (OPEX).

"Using the MPLS-based IP backbone from Time Warner Telecom, customers can send their data securely over the public Internet, while protecting the integrity and security of the data," remarks Ramanathan. "This plays right into the company strategy of leveraging extensive local fiber and IP long haul networks to increase customers and build penetration in existing markets to grow revenue from existing investment."

For long-term profitability, service providers need to optimize revenue from lucrative markets with value-added Ethernet services. These new services require a network architecture that can offer resilience, scalability, service delivery, performance, and long-term investment protection.

"Some notable product offerings include storage transport solutions and network security offerings, bolstering its service offerings for the enterprise," notes Ramanathan. "These proactive steps have helped Time Warner Telecom win a remarkable 30 percent of additional customers in the last half year."

Frost & Sullivan presents its Product Line Strategy Leadership Award to the company that has demonstrated the most insight into customer needs and product demands within a particular market. The recipient company has optimized its product line by leveraging products with the various price, performance, and feature points required by the market.

About Time Warner Telecom Inc.

Time Warner Telecom Inc., headquartered in Littleton, Colo., provides managed network services, specializing in Ethernet and transport data networking, Internet access, local and long distance voice, VoIP and security, to enterprise organizations and communications services companies throughout the U.S. As a leading provider of integrated and converged network solutions, Time Warner Telecom delivers customers overall economic value, quality, service, and improved business productivity. With more than 20,000 route miles of its own local and regional fiber networks, a national IP backbone with 10 Gbps capacity, and over 5,500 buildings connected directly to its fiber networks, Time Warner Telecom provides the local “last mile” of reliable communications services to customers. Please visit www.twtelecom.com for more information.

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