



OVERVIEW

Crown Castle owns, operates and leases 40,000+ cell towers and approx. 75,000 route miles of fiber supporting small cells and fiber solutions across every major US market. This nationwide portfolio of communications infrastructure connects cities and communities to essential data, technology and wireless service—bringing information, ideas, and innovations to people and businesses.



KEY FEATURE AND DIFFERENTIATORS

A reliable partner

- Own and operate our national fiber network
- Reliable network solutions with up to 99.999% availability
- Geographically diverse NOCs with dedicated emergency response team
- Act as an in-house support team, building custom solutions with quality in mind

A trusted stable partner—for the long haul

- 25 years of expertise designing unique, custom fiber solutions
- S&P 500 company with ~\$75B enterprise value
- Flexible and scalable bandwidth that grows with you—from 10Mbps to 100Gbps and beyond
- Transparency in fiber routes

The sum of the parts

- Nation's largest provider of shared infrastructure (fiber, small cells, towers)
- Setting the stage for next-gen networks and smart communities: 5G, CBRS, edge computing, IoT connectivity



LOCATIONS

Crown Castle Fiber is Headquartered in Houston, Texas

With approximately 75,000 route miles of fiber, we own and operate one of the largest and densest networks in the US, giving you more diverse paths and unique routes. Visit <https://fiber.crowncastle.com/our-network>



SERVICE OFFERINGS

DATA

Infrastructure Solutions

- Dark Fiber
 - Ethernet
 - Wavelength
 - Private Networks
 - Internet Access
 - Colocation
 - Cloud Connect
- Added Solutions
- Optical Encryption
 - Distributed Denial of Service
 - Ultra-low latency
 - DDoS Defense Solutions
 - Video Transport

COLOCATION

100+ colo facilities with facilitate high-bandwidth connectivity to our network, as



well as carrier hotels, data centers and more.

IDEAL CUSTOMER PROFILE

- Enterprise businesses and large organizations who require a fast, reliable, and secure network. Regardless of what industry they're in—healthcare, financial services, higher education, media and entertainment, government—they need the ability to provide good service to their customers, meet growth demands, and pursue new opportunities.
- Organizations needing to protect proprietary and high-value information, and need secure, private networks with redundant and diverse routes to their data centers and cloud service locations.
- Companies supporting new types of critical applications that transfer large files and data between locations, while requiring low latency and high speed. With our extensive experience and comprehensive service offering, we'll work closely with them to build a dedicated, secure network that meets all their current and future needs.

QUALIFYING QUESTIONS

1. Do you need highly reliable and scalable network connectivity?
2. Do you have specific latency requirements?
3. Does your current provider have the scalability you need in the future?
4. Do you need a direct connect to a cloud provider?
5. Are you interested in learning how Dark Fiber or Lit Fiber could benefit your business?
6. Are you looking for a private all fiber WAN?
7. Do you need redundancy in your network?
8. Do you need a specific route to a Data Center bypassing a specific area?
9. Are you concerned with security of your network?
10. Are you tired of dealing with an unreliable network and a bunch of finger pointing?