

# CenturyLink. Welcome to your Fiber-Lit Community.



Prepared for  
**Pelican Landing**

# Agenda

- CenturyLink overview
- The CenturyLink™ value
- CenturyLink Fiber Lit technology
- Our portfolio of services
- How we provide an incomparable experience

# CenturyLink overview

## **CenturyLink Today:**

- Offers a wide range of business and consumer services including best-in-class TV, Internet and Voice to over 7 million customers across 33 states
- Delivers the highest quality and reliability through our advanced local fiber network that is completely owned and operated by CenturyLink
- Provides expert, locally-based support including account representatives and more than 300 certified engineers and technicians
- Financially stable, Fortune 500 company with over 75 years of experience providing exceptional customer service

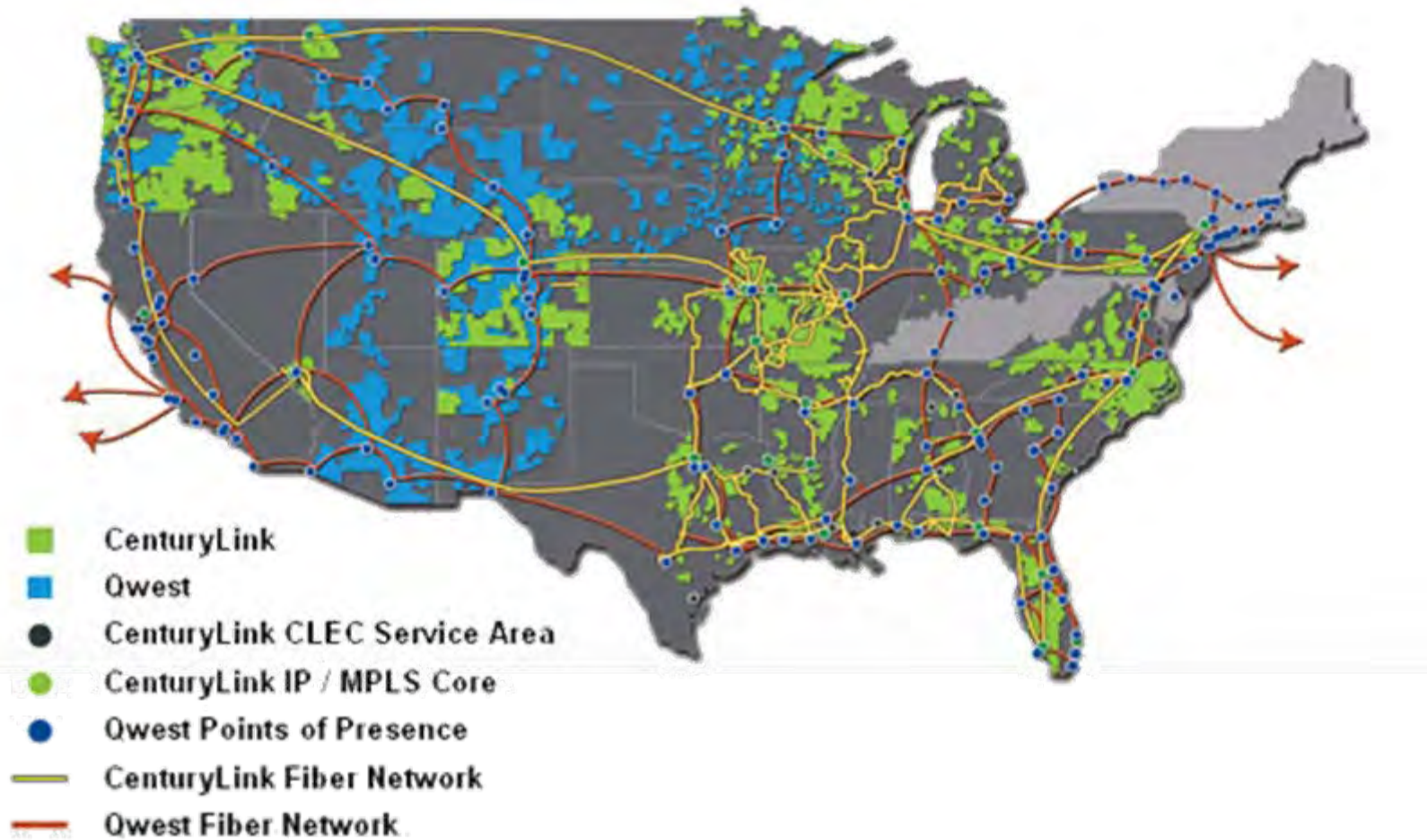
## **Coming soon:**

- After an anticipated acquisition with the company Qwest, CenturyLink will be the nation's 3<sup>rd</sup> largest communications company, serving 37 states
- The acquisition will help CenturyLink to increase our service capabilities, including anticipated Internet speeds up to 100Mbps

# Qwest and CenturyLink Network Infrastructure

- 180,000 miles of fiber throughout our local and national networks capable of supporting transport speeds up to 100 Gbps
- National network backbone spanning the entire continental U.S.
- National IP network infrastructure to support next-generation applications and Internet based technology
- With Qwest we will gain an additional local 1,800 points-of-presence this robust network

# Qwest and CenturyLink Network Infrastructure



# CenturyLink delivers unrivaled value

## Best Technology

- Fiber connectivity delivers unprecedented amounts of entertainment and information content
- Fiber connections provide better quality services than cable and satellite
- Fiber technology is 'future proof' – ready to meet new content and service capabilities as they emerge



## Superior product

- High-speed Internet designed streaming video and gaming content
- Unparalleled quality voice service with all the advanced features available
- Home Security service including 24/7/365 response from our wholly-owned central station
- Best-in-class television service with upgrade path to state-of-the-art Prism™ interactive television



## End-to-End Service

- Our expert Internet help desk provides around-the-clock support to make sure your service is available and performing to standard
- Service technicians, managers, engineers and customer service professionals are all available in your area providing personal attention to your service needs
- CenturyLink owns and operates the local communications network to ensure availability of your service



**See the difference  
with our technology**



# CenturyLink Fiber technology provides a clear advantage over cable and satellite

## Fiber Lit

Designed with your needs in mind, providing better quality, greater reliability and more service capacity



## Cable Fed

Based on old cable technology with inherent limitations resulting in poor quality signals



## Satellite Fed

Delivers erratic service with lower reliability and at a higher operating cost





# CenturyLink Fiber compared to cable

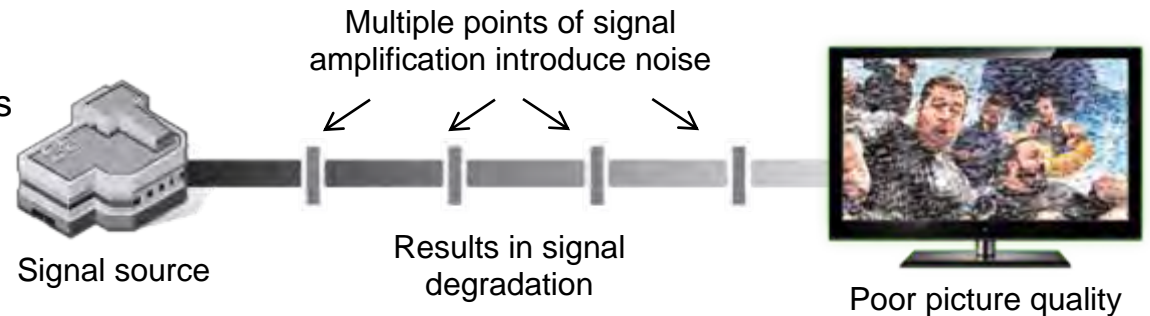
- **Better Quality** – Superior quality through light-based signals that are immune to the interference and degradation of electrical transmission.
- **More Reliability** – Maintains a strong signal over longer distances, no matter how many subscribers are on the network. Fiber is highly secure and reliable, as shielding characteristics protect against water damage and storm conditions.
- **Greater Capacity** – Provides the highest bandwidth for broadest choice of TV channels. Designed to ensure each service (TV, Internet, Voice, future capabilities) receives bandwidth it needs.
- **More Future-Ready** – Future-proofs your property, providing the capacity needed for emerging technologies and services.
- **Easier Installation** – Easily deployed, with minimal disruption to your condos.



# Less error and better quality than cable

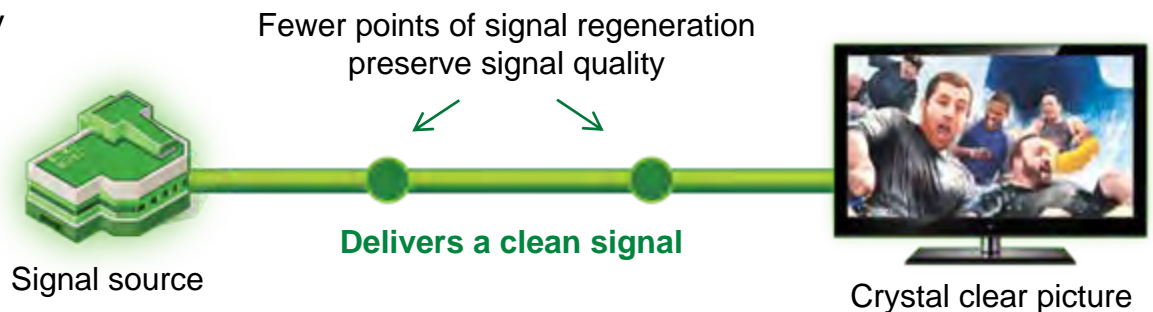
## Cable fed electrical signal degradation

- Picks up and amplifies interference from a variety of sources, such as radio and electromagnetic frequencies
- Has a Bit Error Rate 2x that of fiber



## CenturyLink Fiber Lit signal regeneration

- Light-based (vs. electrical) technology uses signal regeneration, making the signal immune to most sources of interference



# Unlike Cable, our Fiber doesn't require 'robbing Peter to pay Paul'

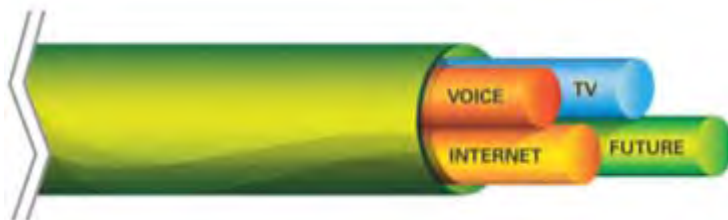
## Cable Fed Capacity



36 Mbps

- Built for TV only
- Services need to share bandwidth
- Needs to steal from TV to provide phone & Internet

## Fiber Fed Capacity



2.5 Gbps

- Built from the ground up to provide best in class TV, Internet and Voice
- With 70 times more capacity, services have individual bandwidth allocation
- More channels
- Extra bandwidth for future services

# CenturyLink Fiber compared to satellite

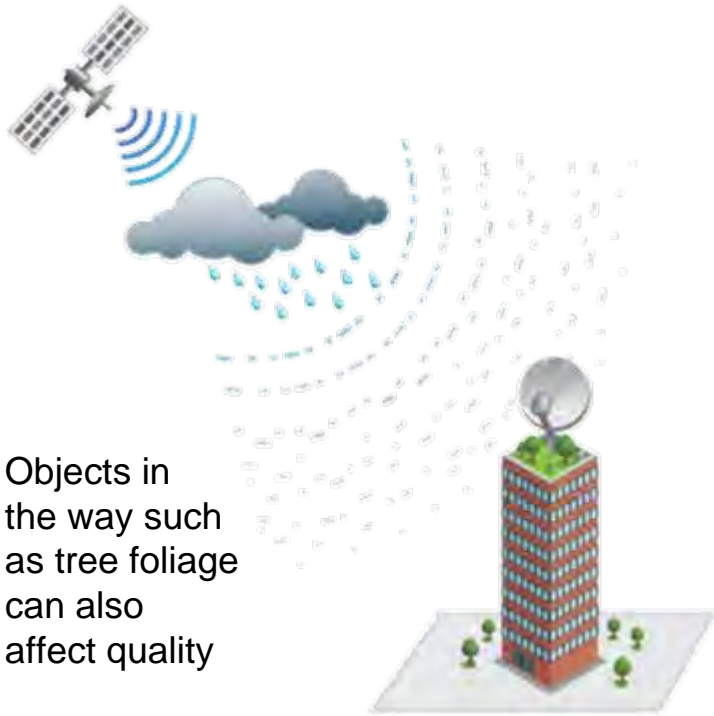
- **More Services** – Unlike Satellite dishes that only carry TV signals, CenturyLink Fiber provides Internet, Voice and more.
- **Higher Quality and Reliability** – Fiber is highly reliable and not effected by minor or severe weather conditions including strong winds, rain or snow. Fiber also prevents interruption from tree foliage and other buildings which can cause signal interference with satellite service.
- **Better Value** – Tenants won't need to pay extra to receive local channels like with some satellite service.
- **More Aesthetic** – Fiber equipment will not effect the aesthetics of your property or cause potential conflicts with regulations from local municipalities compared to bulky satellite equipment.
- **No Expensive Equipment** – Unlike fiber, some satellite services require expensive, bulky equipment that needs regular maintenance.
- **Easier Installation** – Fiber is easily deployed, with minimal disruption to your property and does not require installation of outdoor equipment in a specific area of the building to receive transmission.



# Better quality and reliability than satellite

## Satellite

- Service quality susceptible to adverse weather conditions including rain storms and snow accumulation on the satellite dish



- Objects in the way such as tree foliage can also affect quality

## Fiber

- Our Fiber Lit Solutions are run underground, protecting signal quality from the effects of weather and objects on the ground, helping to ensure consistent quality



**Experience the  
difference our  
products make**



# CenturyLink™ has the products you're looking for...



## Voice



## Home Security



...and more!

# The CenturyLink Basic TV package provides 70+ channels and excellent picture quality

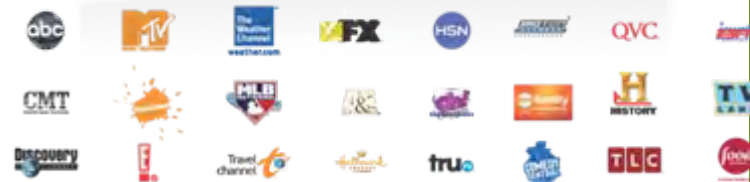
## Basic TV Package

### Features:

- **70+** channels including all your local channels
- Premium and local high definition channels
- No set top box needed

### Key Advantages:

- Large bandwidth means we can provide you with more channels
- Advanced fiber connections deliver better picture quality and service reliability
- No set top box means no recurring fee or deposit
- No tenant contracts makes service hassle free for them





# Our Digital TV package delivers 130+ channels plus custom content capabilities

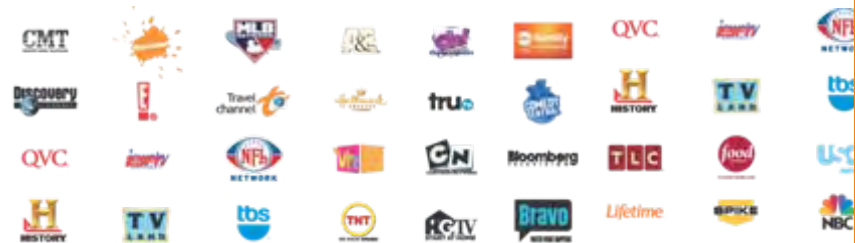
## Digital TV Package

### Features of Basic package plus:

- **170+** channels
- 100% digital picture and sound
- Custom content capabilities

### Key Advantages:

- More channels
- Superior picture quality
- Create custom content tailored to your communities
- Drive incremental revenue by selling ads on custom channels or by charging tenants for premium services or content



# Prism delivers our most advanced features and capabilities

## Prism TV Package

### Features of Digital package plus:

- **170+** channels
- Most premium and HD channels
- Interactive TV platform that's powered by Microsoft® Mediaroom™
- Advanced features including DVR, Find-it-Fast Navigation, Media Sharing and more

### Key Advantages:

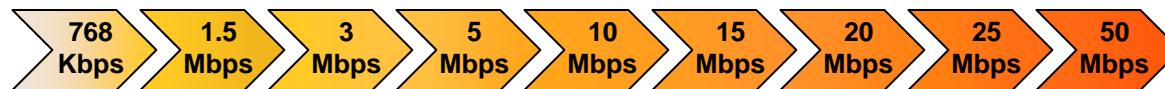
- Only Whole Home DVR that lets you watch and record up to 4 shows at once
- Super fast channel changing
- Instant Play Video On Demand unlike satellite downloads that can take forever
- Automatic updates as new features arise, no new equipment needed



# Our Internet service delivers super fast speeds and unmatched reliability

- We provide you with a private, direct connection to our network for the most reliable service possible
  - Range of speeds from 768Kbps up to blazing-fast 50Mbps
  - Consistent high speeds even during peak surfing times

Our range of high-speed options:



# Complete service offering

## Voice Services

- With over 75 years of experience, CenturyLink delivers unparalleled voice quality
- Unlimited local services and long distance calling options
- The most advanced calling features available including call forwarding and seamless connectivity between your office and wireless phones

## Home Security Monitoring

- Experience security and peace of mind at home with 24/7/365 security monitoring and rapid response
- Save up to 20% on homeowner's insurance

**See the difference  
with our end-to-end  
service**



# Robust local support team

CenturyLink maintains experienced local support experts who are ready to meet your every need.

**Local Management** – who provide quick decisions to with a focus on customer need

**Customer Service Representatives** – who understand your needs and work to provide tailored solutions

**Engineers** – with extensive training and experience to insure that the Fiber network that provides your service delivering optimum quality and performance

**Technicians** – who are focused on providing answers to your technical questions and delivering immediate response they all service quality needs



Century**Link**<sup>TM</sup>