

October 3, 2004 9:38 PM Central Daylight Time

Telecom Thintank announces new report -
Independents' Day: U.S. Independent Telephone Company Market

Portland, Oregon – IOCs Exceed 27 Million Lines. New Report highlights Independent Telco Opportunities for suppliers and service providers

U. S. Independent operating companies provide a significant marketing opportunity for telecom equipment and service suppliers. IOCs serve Tier 2 and Tier 3 cities and towns, and rural communities. Nearly 1,000 IOCs provide more than 27 million access lines, roughly 15% of the U.S. total telecommunications infrastructure. Sprint LTD is the largest IOC, and accounts for 8.1 million access lines - 30% of the IOC total and 5% of the U.S. total. The Top-20 IOCs account for 81% of all IOC total access lines. The largest IOCs serve populous markets in Florida, Texas, and California. Yet, most IOCs, serve smaller markets with a few thousand or a few hundred customers.

As a group, IOCs are progressive, and tend to be early adopters of advanced network technology. IOCs aggregate capital expenditures of \$3 billion a year, supported by RUS funding available for their network investments – funds not available to the RBOCs.

Leading IOCs offer a portfolio of diverse ILEC, CLEC, long distance, cable, ISP, and wireless services within their operating areas. And, larger IOCs are growing both in their home territory and through acquisition of other IOCs and rural RBOC properties. Telecom Think Tank offers a new analysis of this important market segment titled, “Independents’ Day: U.S. Independent Telephone Company Market Brief” studies the trends and directions for network equipment demand among the IOCs, and assesses the strategic opportunities and risks for suppliers.

“Independents’ Day: U.S. Independent Telephone Company Market Brief”, consists of more than 75 pages, with 30 exhibits. The report is available through Telecom Think Tank for \$3,495.

ABOUT TELECOM THINKTANK, Inc.

Telecom ThinkTank, based in Portland, OR, is an innovative consulting and training organization specializing in emerging areas of Telecommunications. Providing industry research, analysis and executable business strategies for the telecommunications industry, Telecom ThinkTank Research Fellows and faculty members deliver high quality knowledge services in the form of market research papers, training courses, and industry events. Visit us at www.tttco.com.

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