

Channels · Sales · Customers

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SADDLE UP!

The VoIP horses are running, but jockeys still must learn to sit right in the saddle

UNE in Limbo

**Soft Switch
is On**

**Bill Blocking
Leaks**

Eating DSL Pie



Meet Me in Denver

An ongoing series examining carrier interconnection options in major North American cities

Rocky Mountain high-speed bandwidth has found its home. Just as Denver was once a hub of activity for pioneers heading west to discover new territory, it is today considered to be a hub of technological pioneering. And when the companies at this high-tech frontier want to find the premier interconnection spot, they look to Comfluent.

Comfluent is a carrier interconnection facility located at the crossroads of telecommunications in Denver. The company's facility is located in Denver's major carrier hotel at 910 15th Street, adjacent to Denver Main, the primary entry point for the northern LATA (656) of Colorado. This location puts them in the middle of the networking world:

In the middle of Denver: Carriers like Qwest, MCI, UUNet, Level 3, WiTel, ICG and all of the local exchange carriers are tenants of the 910 15th Street building.

In the middle of the country: The Denver location has distinct advantages for foreign customers that need to expand their network within the United States or domestic companies that need to strengthen their position in the Rocky Mountains. Comfluent is less than 30 milliseconds from either coast, one satellite bounce to Europe and one satellite bounce to Asia.

Comfluent's CEO, Alf Gardner, discovered the 910 15th Street location and its potential in 1997. "After spending 15 years in the oil and gas industry, I realized what we were sitting on here," he explains. "It reminded me of the famous Henry Hub natural gas interchange in Erath, La. – the delivery point for the New York Mercantile Exchange. I realized then that Comfluent would become the Henry Hub of the networking world."

The New Frontier

Comfluent has unique insight into where things are headed. One of the hottest topics they're working with today is voice over Internet protocol. "VoIP providers need access to the PSTN, big pipes to the Internet and a variety of local exchange carriers," explains Gardner. "We host the Rocky Mountain Internet eXchange here. It's a neutral regional IP peering point that offers cost and latency savings, enhanced Internet performance and exciting VoIP opportunities."

Other hot topics? Comfluent is working with an increasing number of enterprise customers to provide disaster recovery and remote data storage services. Having the ability to take advantage of a carrier-neutral facility to protect enterprise data is key. And the company's Transparent Metro Ethernet Service is on the rise, as well. It's like running a very long Ethernet cable between locations, making it truly plug and play. It's far less expensive for customers than running traditional private lines.

"The only certainty out there is that opportunities will present themselves in the coming years that will surpass our wildest dreams," Gardner concludes. "Our location in Denver gives us – and our customers – the chance to seize those opportunities."

For more information on Comfluent contact Alf Gardner at (303) 376-1600 or agardner@comfluent.com.

Hunter Newby is chief strategy officer of tel^X. If you own, operate or know of an interesting property that you would like to see featured in this series, please contact Hunter at hnewby@telx.com. Thank you.

Attributes of Carrier Hotel

Building size	150,000 sq. ft.
Union building	No
Building generator	Four 2 Mw
Generator rooms for tenants	No
Roof access	Yes – controlled by building management
Tenant conduit rights	Yes – controlled by building management
Is there a building meet me room?	No
Is this MMR the featured site?	N/A

Attributes of the Interconnect Facility

	Present	Additional Under Construction
Facility Size	2,900 sq. ft.	
Suite	7 th floor suite 751	
AC Power Feed	400 Amp, 208 VAC	600 Amp, 208 VAC
Generator	150 Kva	225 Kva
Control System	Power/environmentals/access/ video monitoring & recording	
UPS	PowerWare 80 Kva	PowerWare 80 Kva
DC Plant	Marconi – 48V 400 Amp	Marconi – 48V 400 Amp
HVAC	15-ton dry cooler system	40-ton chilled water system
Fire Suppression	FM 200	

Interconnection Guidelines

Can customers order cross connects to any other meet area customer?	Yes
Is the average turnaround time for cross connects 48 hours or less?	Yes
Is on-site technical support available 24/7/365?	No - dispatch
Can customers access the site 24/7/365?	Yes
Can the technicians test and turn up circuits?	Yes
Does the meet area operator perform the cross connect?	Yes
Can the customer perform the cross connect?	No
Are all cross connects tagged and inventoried?	Yes
Is there a shared fiber panel (MDF, CFDP)?	Yes
Can the customer bring and install its own fiber distribution panels?	Yes
Is there a shared COAX or copper panel?	Yes
Can the customer bring and install its own COAX or copper panel?	Yes
Are there monthly recurring charges to cross connect in the meet area?	Yes

For carriers not in the meet area, the interconnect options include:

For carrier tenants of the building the operator will install conduits and fiber, coax and copper facilities. Non-tenant carriers need to deal with building management to first gain entry into the building.

The costs and availability are determined by:

Standard cross connect fees apply.

Confluent Carrier List

AT&T/TCG
Broadwing Communications
C Com
Cogent Communications
Comcast
E-Xpedient
Fortis Communications
Front Range Internet
ICG Communications
IDT/Winstar
Internet2
Level 3/Genuity
MCI/MFS
OnFiber
OneSource
Optigate Networks
PointOne Communications
Qwest (US & Classic)
Rock Solid Broadband
Rocky Mountain Internet eXchange
Time Warner Telecom
Tone Networks/ Boulevard Media
Universal Access
Usurf
WilTel/Vyvx
XO Communications
Yipes
Other carriers at 910 15th Street
360networks/Touch America
MCI/UUNet
National Network
Popp Telecom