

## WHAT'S NEW



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**COMFLUENT**  
where the networks meet

### *Looking forward: A word from our President.*

#### What's new at Comfluent?

Just take a look at our Carrier List. In a word, *Consolidation*. Any more, we don't even bother mentioning the like of Genuity, Universal Access, RMI, etc., who have long since come and gone from 910 15th Street, here in downtown Denver. Level 3 has been the dominant acquirer of Carriers in this building as well as the entire Denver market. Their most notable acquisition has been ICG, which has more lit buildings in the metro area than all of the other CLECs combined.

This consolidation is creating opportunities for the remaining carriers such as VSNL International, Time Warner Telecom, 360networks, Qwest QCC, Cogent, Yipes, XO, and possibly Global Crossing as our colocation customers seek additional alternatives to Level 3 for IP transit in order to maintain multi-carrier, multi-homed, physically diverse IP networks. As a sub agent for Level 3, we see expanding opportunities to sell more Level 3 services and interconnect with their networks in many more ways.

On the colocation infrastructure side there are a couple of notable developments. We have been delighted with the performance of our new high density chilled water cooling system. We also can now offer fully redundant AC and DC power with each feed having its own UPS/battery string and diesel generator.

#### What will be the next shoe to drop?

At Comfluent we await this outcome with eager anticipation for we have never been more optimistic about our prospects. That's because one fundamental principal will continue to hold true: No matter what happens to the changing network landscape, carrier neutral interconnection will continue to be a critical need for service providers of all sizes.

As I look to the future, I'm sure that one thing is not changing. Our philosophy: "Address our customers' needs, one customer at a time."

Sincerely,  
Alf Gardner

*"Comfluent is a forward thinking colocation facility that offers a telecommunications neutral environment as well as peering points and relationships with other customers and vendors to provide a well-rounded colocation environment. It is also situated in the best location in Denver to connect to the most providers possible for various different services."*

*-- Barry Eastman (Front Range Internet, Inc.)*