

Helping organizations achieve greater value through the advancement of fiber optic telecommunications

Manager's Message

By **Evan Hass, GM**

There is the sound of distant thunder and the steady patter of rain on the roof. So summer comes to an end – again driven off the lake and golf course. A time to reminisce about the warmer and better times of summer.

I recall the fun everyone had at the Third Annual Dakota Carrier Golf Classic. The temperature peaked out at 101 degrees at Hawktree Golf Course in Bismarck. On the fifth hole I heard ambulance sirens and hoped we hadn't lost any customers...

Not to worry, everyone came through in great shape. We show our appreciation for our customers at this event and they all seem to appreciate the great service that the people at DCN provide for their networks.

Our cross section of customers is like a Who's Who from North Dakota...regional banks, engineering firms, equipment companies. DCN's local people handling the ordering, billing and service make the difference to these customers.

We at DCN appreciate our customers as well as our staff and, most of all, the opportunity to serve the many organizations across the state.



Jim Vollrath, Vice President,
Information Systems
First Community Credit Union

Case Study: First Community Credit Union

Headquarters: Jamestown, ND

First Community Credit Union is the largest credit union in North Dakota, owned by 27,519 members with assets of \$218+ million. FCCU has 12 offices in 10 locations and is involved with many community projects.

Senior Manager: Stuart Higginbotham, President/CEO

Other facility locations: Valley City, Napoleon, Oakes, Steele, Bismarck, Wahpeton, Hankinson, Wishek, and Milnor

Number of employees: 120

Years connected to DCN: First Community Credit Union began its business relationship with DCN in 2002.

DCN services purchased: Frame Relay
DCN applications: First Community Credit Union uses DCN to connect all 12 locations to the data processing center. The lines are used for phone, fax, and data traffic. FCCU reduced cost and increased speed when it switched to DCN, while improving reliability.

"DCN has the unique ability to resolve problems. The local co-ops know the DCN techs by name and have met most of them in person. This relationship helps the communication between the two groups. FCCU benefits from this relationship by receiving faster problem resolution."

Golfing bliss at Hawktree

Tuesday, July 20 was a day that will go down in the golfing annals as a day when the mighty Hawktree Golf Club was humbled by friends of Dakota Carrier Network (sort of).

The third annual 'Dakota Carrier Classic' was back again, with over 100 avid - and not so avid - hackers descending on the state's number one golf course. While the wind can be a negative at any time North Dakota golf is attempted, this was a day when the mild breezes helped temper the heat (reported to be nearly 100 in nearby Bismarck).

Each year the 'Classic' continues to grow and the success of this year's tournament should ensure future turnouts.





Trace Wells accepting \$1,000 scholarship presented by Janet Decker of the BSC Foundation.

DCN sponsors student who earns BSC scholarship

Trace Wells of Dickinson was awarded a \$1000 scholarship to the BSC Electronics/Telecommunications Technology program after completing the Telecommunications Academy this summer in Bismarck. He was sponsored by Dakota Carrier Network.

High school students from North Dakota and eastern Montana learned basic electronic principles, tested telephone equipment, visited industry sites and studied telecommunications in the region. Students completing the academy earned one-half credit towards their education at Bismarck State College where the program was held.



Dakota Carrier Network

Connecting Business ... Creating Value

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(If you would prefer to not receive this newsletter, please contact us by mail, phone or e-mail.)

Gaining the DCN advantage & value

Dakota Carrier Network is pleased to welcome the following new customers and those who are renewing or expanding their service agreements:

NEW CUSTOMERS

Diversified Technologies
Fargo Tank (Rommesmo Companies)
WennSoft
Ulteig Engineers
ND Health Care Network
Citizens Community Credit Union
ND Center for Persons with Disabilities
Dickey County Dist. Health Unit
Pembina County Health Dept.
Richland County Health Dept.
Traill County Dist. Health Unit
Walsh County Health Dept.
Cavalier County Health Dist.
City County Health District
Foster County Health Dept.
McIntosh Dist. Health Unit
Steele County Health Dept.
Wells County Health Dist.

RENEWING CUSTOMERS

Minnkota Power Cooperative

Kaeding shares future vision

Kevin Kaeding has seen it all ... and he expects to see even more in the future.

As sales manager for Dakota Carrier Network since 1998, Kaeding joined the fledgling company just one year after it began operations.

He says the company began providing point-to-point network connections but has since become a more versatile network provider.

“Our future network design will encompass more bandwidth capabilities and Internet Protocol (IP) capacity, by adding over 80 times the capacity it has today,” he says.

What’s coming, according to Kaeding, is Voice Over Internet Protocol (VOIP), which won’t travel over the existing telephone network but strictly the Internet.

“The backbone of the future will become DWDM (Dense Wave Division Multiplexing), still using our fiber and offer redundancy for security, while carrying ATM and our SONET rings,” Kaeding says. “We work with our customers on an ongoing basis to determine their needs and then we design our network to meet those needs.”

Kaeding says DCN has established itself as the leading carrier for Wide Area Network activity and believes the state



of North Dakota ranks in the top 10 percent of wired technology.

“The infrastructure is there to support unlimited growth for any organization from anywhere in the state,” he asserts. “We’ve started deploying a bio-terrorism network connecting 49 medical sites in the state for ‘real-time’ full video and audio communications, and our backbone could handle more.”

Currently, DCN responds to inquiries from the North Dakota Department of Commerce and different towns with technology centers when they get calls from organizations interested in the state.

“We’ve come a long way in six years with Kari (Thesing) and Seth (Arndorfer) on board,” he summarizes. “With their help the last two years, we’ve gotten the DCN story to organizations of all sizes.”