

OUTLOOK BUSINESS PROFILES

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Dakota Carrier Network

High Speed. High Capacity. High Reliability.

It's a high-tech world. And it's getting more so every day. Even in rural areas, businesses are adding more and more services and requiring more and more from their telecommunications companies. According to Evan Hass, general manager of Dakota Carrier Network, his customers require more than they ever did in the past. "It doesn't matter whether it's a bank or an insurance company, whatever kind of business, they're adding new services and requiring more bandwidth on their networks," he says.

To accommodate those requirements, DCN recently invested in what Hass calls the "infrastructure of the future." The company added equipment to its existing network that provides more than 300 times the bandwidth than had been available in the past, resulting in a capacity that rivals that of any metropolitan carrier. "We're not using technology that nobody else has. But it's technology nobody else is making available to the rural areas of North Dakota," he says.

In addition to these high-capacity capabilities, DCN also offers reliability not usually found outside high-density population areas, says Hass. "Our network is built in rings," he explains. "If a cable happens to get cut, service is automatically switched to a secondary path. And that kind of reliability is just as important to the customer in North Dakota as it is to a customer in Atlanta. But, again, DCN is the only carrier offering it here."

Local Company. Local Commitment.

Dakota Carrier Network is owned by 15 local communications companies, all based in North Dakota and all of which know

and understand the unique challenges that brings to businesses. "We're working to bring big-city communications to rural North Dakota," says Hass. "We can connect our customers anywhere in the state and provide connections regionally and nationally as well."

In fact, DCN goes a step further than most companies when it comes to regional and national connections. "When a customer's circuit connections go from point A to point B, say, from Fargo to Phoenix, it generally takes multiple carriers to get the connection. Figuring out who to talk to in making the arrangements can be very frustrating for customers," says Hass. "But we take care of those details for them. They tell us where they want the circuit and we do the rest, all the coordination, all the maintenance. It gives them a single point of contact, with local people they know and trust, for a two- or three-carrier connection."

The 15 companies that make up DCN have laid more than 12,000 combined miles of fiber-optic cable across the state, says Hass. "They're taking our state-of-the-art fiber optic network right to customers' businesses," he says. "Business customers can buy our capacity anywhere in the state."



Evan Hass
General Manager



DCN

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Services

- ATM (Asynchronous Transfer Mode)
- Carrier Ethernet Services
- Co-Location Services
- Frame Relay
- High-Speed Internet
- Managed Network Services
- Private Line Services
- Signaling System 7