



ROANOKE VALLEY BROADBAND AUTHORITY'S OPEN-ACCESS FIBER NETWORK ENABLES FASTER, CLEARER, AND MORE RELIABLE COMMUNICATION FOR MODERN BUSINESS ENTERPRISES. COMPRISED OF PURE OPTICAL GLASS, FIBER OPTIC CABLES CARRY UNINTERRUPTED DIGITAL INFORMATION OVER LONG DISTANCES AT THE SPEED OF LIGHT.

### *SPEED*

The RVBA Fiber Optic network offers the fastest data transport speeds available in the Roanoke Valley—up to 200 GBPS!

### *SECURITY*

The RVBA network, powered by Ciena equipment, provides network assurance, switching, and transport quality that meet U.S. Department of Defense standards.

### *RELIABILITY*

RVBA's fiber network is also the most reliable option in the Roanoke Valley. There is no throttling or oversubscription, and the system is proactively monitored 24/7/365. Additionally, since fiber wiring is made of glass, it is immune to the environmental factors (like machinery interference and corrosion) that degrade copper cable service.

Speed, security, and reliability—RVBA delivers.

## *IS FIBER BROADBAND FOR YOU?*

### RVBA MAY BE A GOOD OPTION FOR YOUR BUSINESS IF:

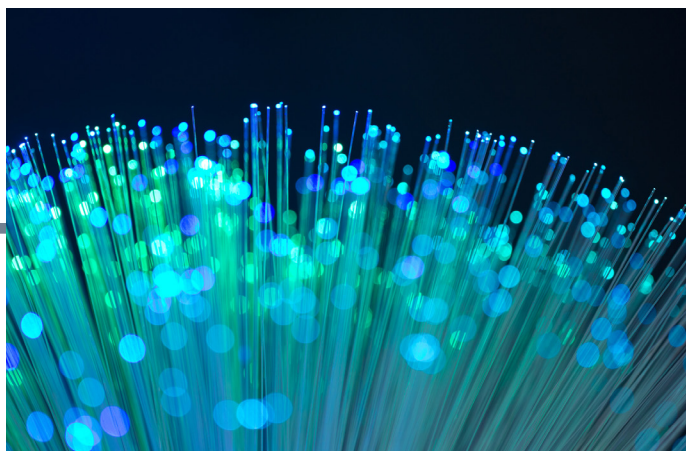
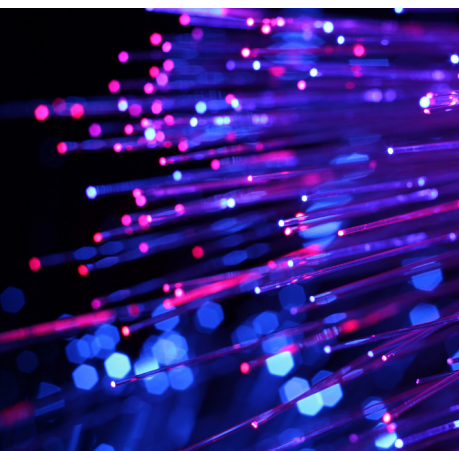
- Your business has to process, store, and maintain more information than ever before
- Your employees regularly use cloud-based applications to conduct business
- You rely on, or could benefit from, the cost savings associated with VoIP or other internet-based telecommunications services
- Data security is critical to your enterprise
- Internet service disruptions impede your firm's productivity

# SPEED. SECURITY. RELIABILITY.

## THE ROANOKE VALLEY BROADBAND AUTHORITY'S OPEN-ACCESS NETWORK OFFERS BUSINESSES:

- TRANSPARENT PRICING
- PRIVATE (NON-SHARED) COMMUNICATION PATHS
- RELIABLE, PRIVATE, AND SECURE NETWORK ACCESS
- CONSISTENT AND SYMMETRICAL HIGH-SPEED ENTERPRISE INTERNET SERVICES
- SECURE NETWORK BUILT WITH JITC (DEFENSE-GRADE), INFORMATION ASSURANCE (IA) AND INFORMATION SECURITY (INFOSEC) TESTED EQUIPMENT
- EASY-TO-MANAGE TWO-YEAR SERVICE CONTRACTS
- FULLY-CUSTOMIZABLE SERVICE LEVEL AGREEMENTS (SLAs) TAILORED TO INDIVIDUAL ENTERPRISE NEEDS
- CUSTOM TURNKEY SUPPORT PACKAGES INCLUDING SHARED DATA CENTER ACCESS AND/OR REAL ESTATE RENTALS
- 24/7/365 PROACTIVE SYSTEM MONITORING
- RELIABLE SERVICE THROUGH AN AUTOMATIC SELF-HEALING NETWORK
- TIMELY AND RESPONSIVE SERVICE LEVEL AGREEMENTS THAT MEET OR EXCEED INDUSTRY MEAN TIME TO REPAIR AND MEAN TIME TO RESTORE STANDARDS (MTTRs)
- QUALITY OF SERVICE (QoS) WITH CARRIER-GRADE RESTORATION, RESILIENCY, AND DIVERSE PATH SOLUTIONS
- LOCAL NETWORK OPERATIONS CENTER PHONES ANSWERED BY TRAINED SPECIALISTS 24 HOURS A DAY, 7 DAYS A WEEK, 365 DAYS PER YEAR

PURCHASING A FIBER CONNECTION WITH THE RVBA IS AS A SIMPLE PROCESS. IT STARTS WITH THREE QUESTIONS:



### *1. DOES YOUR BUILDING NEED A DIRECT TO DOOR CONNECTION?*

We can help you determine the best way to connect the RVBA fiber optic network to your facility. If not, we can suggest other service models. Contact us at [sales@highspeedroanoke.net](mailto:sales@highspeedroanoke.net) to schedule a site survey and facility assessment.

### *2. WHAT KIND OF CONNECTION DO YOU NEED?*

RVBA currently offers:

- Dark Fiber (Leasing & IRU options)
- Transport Service Only (Great for data center connectivity and mirroring)
- Transport Service + Internet (Global access in an instant)

Let us help identify what solution is right for you. Contact us at [sales@highspeedroanoke.net](mailto:sales@highspeedroanoke.net) with questions.

### *3. WHAT ANCILLARY SUPPORT SERVICES WILL YOU REQUIRE?*

RVBA's pre-vetted 3rd party support team can provide:

- Custom last mile and internet system infrastructure build-outs (when needed)
- Turnkey network management support
- Shared point of presence data center access at the Blue Ridge PBS Technical Operations Center (TOC)



# WHAT FIBER CONNECTION IS BEST FOR YOU?

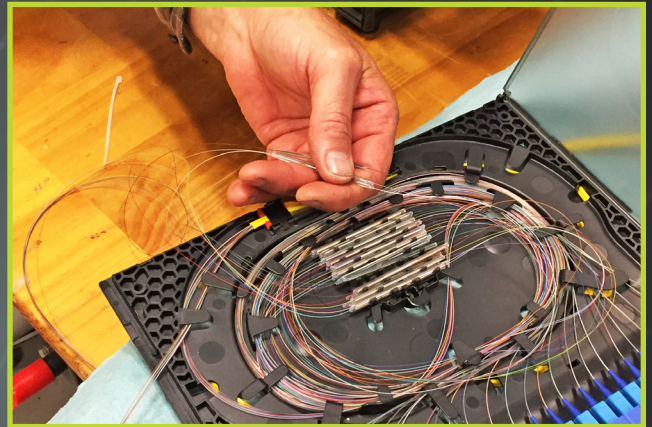
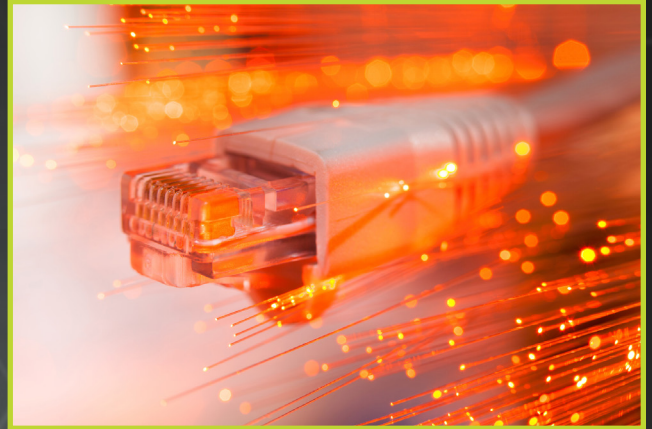
## DARK FIBER

Fiber optic cable is composed of super thin glass cables that are capable of transmitting data as bursts of light. When a company leases a dark fiber strand, it has access to the fiber optic strand and conduit infrastructure, but not the equipment required to light the fiber and transmit data. This allows a company complete flexibility to procure and leverage whatever equipment is necessary to meet their individual transport needs.

Dark fiber connections are commonly purchased or leased by enterprise businesses that wish to deploy and manage their own fiber lines, as well as businesses that wish to invest up-front in future bandwidth capacity. Additionally, many companies purchase long-term Indefeasible Right of Use (IRU) contracts which allow them to consider their fiber lines as a physical business asset.

FOR COMMERCIAL CARRIERS	FULL RING, 10 YEAR+ IRU	FULL RING, LEASE	PARTIAL RING, 10 YEAR+ IRU	PARTIAL RING, LEASE
RATE RANGE PER STRAND MILE PER MONTH	CUSTOM QUOTE	CUSTOM QUOTE	CUSTOM QUOTE	CUSTOM QUOTE

FOR NON-PROFITS	FULL RING, 10 YEAR+ IRU	FULL RING, LEASE	PARTIAL RING, 10 YEAR+ IRU	PARTIAL RING, LEASE
RATE RANGE PER STRAND MILE PER MONTH	\$21	\$25 - \$35	\$28	\$35 - \$50





## TRANSPORT SERVICE WITHOUT INTERNET

Transport Service without internet is useful for internal data transfer, load balancing, and mirroring. If you are running a data center or need to move data efficiently between specific set locations, then fiber-optic Transport Service without internet is often the best available solution.

SPEED	10 MBPS	20 MBPS	50 MBPS	100 MBPS	200 MBPS	300 MBPS	400 MBPS	500 MBPS	1 GIGE	10-200 GBPS
UNPROTECTED (MONTHLY RECURRING CHARGE WITH 2 YEAR CONTRACT)	\$350	\$450	\$600	\$900	\$1100	\$1500	\$1800	\$2200	\$4100	CUSTOM QUOTE
PROTECTED (MONTHLY RECURRING CHARGE WITH 2 YEAR CONTRACT)	\$385	\$495	\$660	\$990	\$1210	\$1650	\$1980	\$2420	\$4510	CUSTOM QUOTE



*CONNECT ME TO THE WEB...FAST!*

The Roanoke Valley Broadband Authority open-access network offers fully scalable connectivity options for plugging into the fastest, most secure, and most reliable network in the region.

Unsure of what speed is necessary to most effectively support your business? Contact us at [sales@highspeedroanoke.net](mailto:sales@highspeedroanoke.net) and we'll help you determine what packages make the most sense for your needs.

<i>SPEED</i>	10 MBPS	20 MBPS	50 MBPS	100 MBPS	200 MBPS	300 MBPS	400 MBPS	500 MBPS	1 GIGE	10-200 GBPS
<i>MONTHLY RECURRING CHARGE WITH 2 YEAR CONTRACT</i>	\$550	\$672	\$837	\$1367	\$1787	\$2427	\$2557	\$3097	\$5687	CUSTOM QUOTE

**Notes:**

1) A five dollar maintenance fee per dark fiber strand mile per month will be charged / 2) Non-Profit is defined as localities, political subdivisions, school divisions, and state educational institutions / 3) Non-recurring charge is a minimum of \$500 for all transport and Internet service offerings / 4) Service lateral and drop pricing will be determined on an individual case basis / 5) Some pricing of dark fiber leases and IRU will be negotiated with the authority receiving in-kind services such as location of its facilities on lessee's premises / 6) ICB's are services that will be designed, engineered, and priced on an individual case basis with a customer.

**RVBA**  
*LIGHTING THE REGION'S ECONOMY*

# **ROANOKE VALLEY BROADBAND AUTHORITY**

FOR MORE INFORMATION, VISIT:

[WWW.HIGHSPEEDROANOKE.NET](http://WWW.HIGHSPEEDROANOKE.NET)

OR CONTACT:

[SALES@HIGHSPEEDROANOKE.NET](mailto:SALES@HIGHSPEEDROANOKE.NET)