

## Verizon Signs National Reseller Deal For Fiber-To-Home Broadband

### DSL Extreme Offering 10-50 Mbps Service For Less Than Telco's FiOS Internet

By Todd Spangler -- Multichannel News, 5/6/2009 4:37:27 PM MT

Verizon Communications has signed a deal with Los Angeles-based service provider DSL Extreme, which is reselling the telco's fiber-to-the-premises broadband service in 17 states for introductory pricing that's as much as 31% lower than Verizon's for FiOS Internet.

Verizon media relations director Bobbi Henson confirmed that the telco is providing the underlying broadband network service to DSL Extreme on a wholesale basis.

DSL Extreme's Fiber Extreme is now available to 10.4 million households in 17 states where FiOS Internet service is available, including California, New York, New Jersey, Pennsylvania, Texas, Virginia and Washington.

Introductory residential pricing for Fiber Extreme is \$99.95 per month for up to 50 Mbps; \$54.95 per month for up to 20 Mbps; and \$39.95 per month for up to 10 Mbps.

That's compared with Verizon's pricing for FiOS Internet with a one-year contract of \$144.95 per month for up to 50 Mbps down/20 up (\$139.95 bundled with home-phone service); \$59.99 per month for 20 down/5 up (\$54.99 bundled); and \$49.99 per month for 10 down/2 up (\$44.99 bundled).

Asked why the pricing schemes were different, Henson said, "We don't control the retail prices that our wholesale customers set for their services."

Henson also noted that the DSL Extreme service does not include several features that are part of FiOS Internet, including: Verizon's Web portal and e-mail services; exclusive online content such as ESPN360, Disney Connection, and NFL Network programming; and the Verizon Internet Security Suite. In addition, customers can't purchase FiOS TV or Verizon voice service from DSL Extreme.

Fiber Extreme provides Microsoft Exchange hosted e-mail, SharePoint 3.0, and BlackBerry support. The DSL Extreme service also offers Google Apps Premier for communication and collaboration services.

"Small businesses in today's marketplace gain a large advantage by using enterprise class communications tools that are easy to use and not hosted in-house," said George Naspo, CEO of Ikano Communications, the parent company of DSL Extreme. "DSL Extreme allows customers to focus on their business with Internet tools running over the fastest residential Internet speeds available in the U.S."

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