

***DATA* Product Overview**

February 2007



AGENDA

Data & Integrated Products


 SmarT

 Internet T

 Bonded Internet T

 PRI / Dynamic PRI

 aDSL

 sDSL

 Ancillary Data Services






SOLUTIONS

Technology At Your Speed Of Business


Smart



SMART DESCRIPTION

 A Comprehensive Communications Solution in an Integrated Bundle:

 Local

 Long Distance

 Internet Access

 Via One Single T1 Connection from Cavalier to the Customer

 Dynamic Bandwidth Allocation

 Plus:

 Local Features

 E-mail Accounts

 Web Site Hosting



VOICE FUNCTIONS/FEATURES

- ☎ Local Service
 - ☎ Minimum Lines = 4
 - ☎ Maximum Lines = 16

- ☎ Unlimited Local Calling
 - ☎ Each voice line has unlimited local calls








- ☎ Long Distance
 - ☎ Domestic 1+ (Intralata/Interlata/Interstate)
 - ☎ 250 minutes per line included
 - ☎ Aggregated at account level
 - ☎ Overage billed at \$0.049/min
 - ☎ 800 Usage
 - ☎ 100 minutes per line included
 - ☎ Aggregated at account level
 - ☎ Overage billed at \$0.069/min
 - ☎ International
 - ☎ See Rate Sheet















VOICE FUNCTIONS/FEATURES (cont'd)

Local Features

ALWAYS Enabled:

-  Return Call
-  Internal Conference & Transfer
-  Repeat Dialing
-  Speed Dial 30
-  Three Way Calling
-  Call Forward Variable
-  900/976, Collect, and Third Party Blocking

Enabled Upon Request

-  Anonymous Call Rejection
-  Call Forward Busy/Don't Answer
-  Call Hold
-  Call Waiting/Cancel Call Waiting
-  Caller ID with Name
-  Call Block / Selective Call Rejection
-  Calling Identity Delivery Suppression
-  Distinctive Ring
-  Hunting
-  Select Call Acceptance
-  Select Forward
-  Selective Distinctive Alerting



OPTIONAL VOICE FEATURES *(add'l fee applies)*

- ☎ Additional Local Features
 - ☎ Remote Access of Call Forwarding
 - ☎ Station/Multi-Line Hunting

- ☎ Voicemail

- ☎ Conferencing



INTERNET FEATURES

- ☎ 1.544Mbps
- ☎ Dynamic Bandwidth Allocation
 - ☎ Voice traffic has priority
 - ☎ 64 Kbps is dynamically allocated for every voice line when active (including fax/modem lines)
 - ☎ 64 Kbps is deducted from the T1 of Internet throughput when call is made
 - ☎ Once call is completed full T1 is available for Internet access



INTERNET FEATURES (cont'd)

- ☎ Web Hosting
 - ☎ 500MB of Disk Space
 - ☎ Unlimited Data Transfer
 - ☎ Charge for Domain Transfer/Registration

- ☎ 25 E-mail Accounts

- ☎ IP Addresses
 - ☎ Subnets of /28 (16 IP addresses/13 usable) or smaller included at no additional fee

- ☎ Web-Based Customer Admin (Complete Control Panel)



E-MAIL, HOSTING AND DNS

- ☎ Cavalier Complete Control Panel
 - ☎ E-mail Box Access
 - ☎ E-mail Self Administration
 - ☎ Web Site Creation Tool
 - ☎ Web Site Visitor Statistics Report

☎ Demo Account Access




URL: <http://controller.ldmi.net>

Email Address: admin@demo.ldmi.net

Password: demo



OPTIONAL INTERNET FEATURES (add'l fee applies)

-  Secure IP Product Suite
-  Intermediate/Advanced Web Hosting
-  Additional E-Mail Accounts



CUSTOMER PREMISE EQUIPMENT

- ☎ Integrated Access Device (IAD)
 - ☎ Included in Monthly Recurring Charge
 - ☎ Equipment will be Installed, Monitored, and Maintained by Cavalier
 - ☎ Equipment must be returned to Cavalier at Termination of Contract



PRODUCT AVAILABILITY

- ☎ Available in the Midwest, Southeast and Mid-Atlantic Markets
- ☎ Availability/Pricing Varies By Market
 - ☎ LEADER will determine availability and pricing based on customer's geographic location



PRICING STRUCTURE

☎ Flexible Zone 1 Pricing

- ☎ Base Rate for Internet + 4 Lines

- ☎ Flat Rate Per Additional line

☎ Sales Empowerment

- ☎ Three Pricing Options per Contract term (1, 2, 3 & 5-Year Terms)

- ☎ Sales can present any one of these price points

- ☎ Compensation higher for higher price points

- ☎ Pricing available for Direct and Agent sales channels

☎ Limited Zone 2/EELs pricing

- ☎ Available via custom price request only

- ☎ \$400 Minimum (*Southeast market only*)



ADVANTAGES/BENEFITS

- ☎ Provide Big Business Solutions without the Big Business Price Tag
 - ☎ Cavalier's Smart
 - ☎ Dynamic Allocation of Internet Bandwidth when you need it
 - ☎ Unlimited Local Calling
 - ☎ Rich Voice Features that Help Your Office Run Efficiently
 - ☎ Website
 - ☎ Email
- ☎ One Comprehensive Solution for Communication Needs
- ☎ Full T1 of Internet Access with Dynamic Allocation of Bandwidth
- ☎ No Distance Limitation from CO like other products



ADVANTAGES/BENEFITS (cont'd)

- ☎ Cost efficiency through consolidation of Services
- ☎ Low end customers receive benefits/pricing that was formerly available for only high end users
- ☎ Customers can expand business applications, telecom and Internet services to meet growing needs
- ☎ Active 24x7 Monitoring of T1
- ☎ Cavalier Owns and Responsible for CPE



RESTRICTIONS

- ☎ Smart is not a DID Solution
 - ☎ Cavalier offers PRI Solutions in select markets

- ☎ “Open Internet Connection”
 - ☎ Security is not a Component of the Smart Product
 - ☎ Cavalier offers a Secure IP Product Suite

- ☎ Power Outage Affects Service (*Midwest Only*)
 - ☎ Common Industry Issue
 - ☎ UPS Back Up Can Be Purchased from any Retailer
 - ☎ Customer Can order additional POTs Line
 - ☎ Call Forwarding Variable feature can be selected on Smart during ordering process

- ☎ Loop and/or Ground Start Only
 - ☎ Wink Start PBX Protocol Not Supported

- ☎ Customer PBX Must Have Analog Line Cards
 - ☎ Digital T1 Card Interface Not Supported



RESTRICTIONS (cont'd)

- ☎ Third Party, 900/976, and Collect Calls will be Blocked
 - ☎ Assists in Protecting Customer from Unwanted Charges

- ☎ Cavalier Requires POTS standalone lines for
 - ☎ Alarm Lines (*Midwest Only*)
 - ☎ Alarm lines may be provisioned on the T1 in Southeast market

- ☎ Minimum 4 Local Lines/Maximum 16 lines






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Internet T




INTERNET T DESCRIPTION

-  Internet Access Service via a T-1 connection with speeds ranging from 1.544 – 6.0Mbps

-  E-Mail Services

-  Web Hosting

-  Web-Based Customer Admin (Complete Control Panel)



STANDARD FEATURES

- ☎ 1.544Mbps
- ☎ Demarcation Extension up to 100' (*also applies to Smart*)
- ☎ Subnets of /28 (16 IP Addresses) or smaller
- ☎ Web Hosting Basic
 - ☎ 500 MB of Disk Space
 - ☎ Unlimited Transfer
 - ☎ 25 E-Mail Accounts
 - ☎ Charge for Domain Name Transfer/Registration
- ☎ Router rental required - \$25/month



OPTIONAL FEATURES (add'l fee applies)

- ☎ Increased Bandwidth (bonded T-1s)
 - ☎ Additional speeds are available in increments of 1.54Mbps
 - ☎ 3.0, 4.5 and 6.0Mbps
 - ☎ Additional per circuit charge added for each speed increase

- ☎ Additional E-Mail Accounts

- ☎ Intermediate/Advanced Web Hosting

- ☎ Domain Name Transfer/Registration

- ☎ Secure IP Product Suite



PRODUCT AVAILABILITY

- ☎ Internet T Availability determined in Leader
- ☎ Bonded Internet T Available in limited On-Net Areas



CUSTOMER PREMISE EQUIPMENT

- ☎ Integrated Access Device (IAD)
- ☎ Router Rental Required - \$25/month
- ☎ Equipment will be Installed, Monitored, and Maintained by Cavalier
- ☎ Equipment must be returned to Cavalier at Termination of Contract



ADVANTAGES/BENEFITS

- ☎ One circuit dedicated for Internet ONLY
- ☎ Guaranteed Bandwidth
- ☎ No Distance Limitation from CO
- ☎ Cavalier provides CPE Router for customer's use (*add'l fee applies*)
- ☎ Can be used with single or multiple PCs
- ☎ Active 24x7 Monitoring of T1
- ☎ Cavalier Owns and is Responsible for CPE



RESTRICTIONS

- ☎ Internet T is an “Open Internet Connection”
- ☎ Security is not a component of Internet T Service
 - ☎ Opportunity to upsell Secure IP Product
- ☎ Power Outage Impacts Service Availability (*Midwest Only*)







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PRI



DESCRIPTION

-  **Integrated Services Digital Network**
 -  A type of telephone service capable of carrying voice using normal copper phone lines OR a T-1 circuit.

-  **Two Types of ISDN**
 -  **PRI: Primary Rate Interface**
 -  **BRI: Basic Rate Interface** (*Mid-Atlantic only*)



DESCRIPTION (cont'd)

- ☎ ISDN Channels
 - ☎ B (Bearer) Channel
 - ☎ PRI component that has the capability of transmitting:
 - ☎ Circuit switched voice
 - ☎ Ordinary phone service
 - ☎ Circuit switched data
 - ☎ Ability to support data via same path as a voice call
 - ☎ D (Delta) Channel
 - ☎ Single channel not used for voice or data transmittals
 - ☎ Responsible for signaling on the circuit and controlling the B channels connection



PRI CONFIGURATION

- ☎ PRI Definition
 - ☎ PRI = Primary Rate Interface
 - ☎ 23B+D
 - ☎ Digital T1 providing local and long distance services over a T1 connection to the customer CPE

☎ Equipment requirements and provisioning platforms

Resale Platform (MI Only - Telnet)

vs.

Cavalier Soft Switch

Digital PBX

PRI Card

Digital PBX

PRI Card

Cisco IAD*

*Midwest Only; Cisco Integrated Access Device 2431 T1E1. Cavalier provides IAD.



PRI SPECIFICATIONS

- ☎ Cavalier's PRI is designed to serve standard voice PRI requirements
 - ☎ Voice, DID, CLID

- ☎ Direct Inward Dial (DID) numbers allow to utilize a nearly unlimited number of telephone numbers to take inbound calls and allows the end customer to appear larger without the costs associated

- ☎ Outbound calling is routed through the BTN



PRI SPECIFICATIONS (cont'd)

- ☎ Midwest Only
 - ☎ Vary by Provisioning Platform:
 - ☎ PRI provisioned via Soft Switch
 - ☎ An Integrated Access Device will always be required for service delivery
 - ☎ Does not alter customer requirements for a PRI card within their CPE
 - ☎ IAD is required to emulate the PRI signaling to the customer PBX
 - ☎ Voice Compression will be utilized
 - ☎ PRI is designed to serve standard voice PRI requirements
 - ☎ Each of the 23 channels will support a full 32Kbps for voice transmission
 - ☎ PRI does not support data (fax and modem excluded)
 - ☎ PRI provisioned resale via Telnet (*MI Only*)
 - ☎ Each of the 23 channels will support a full 64Kbps for voice transmission



PRODUCT AVAILABILITY

- ☎ Availability described in Leader
- ☎ Voice PRI is available in the Cavalier On-Net footprint
 - ☎ Southeast market limited to Atlanta only
 - ☎ Offnet availability for MI only
- ☎ Customers located within the Cavalier On-Net footprint will be provisioned on the Soft Switch



TARGET MARKET

- ☎ Currently have local ISDN PRI service through AT&T, an AT&T Reseller, or a Facilities Based Provider.
- ☎ Currently have 14-17 local lines that they would like to convert to an ISDN PRI and receive the benefits, functionality and efficiency that an ISDN PRI offers.
- ☎ Currently are upgrading their phone system and they need PRI to meet the requirements of their new PBX/CPE.



FEATURES

Call by Call Allocation	Also known as Dynamic Channel Allocation . Allows customer to utilize all 23 B channels for all call types at any time. The PRI circuit allocates incoming and outgoing calls across all channels to maximize the efficiency of the service.
Clear Channel Capability (B8ZS)	The D Channel has the ultimate task of providing enhanced signaling and control to the PRI circuit leaving each B channel to provide full 64Kbps bandwidth. No portion of the B channel is used for signaling, framing, or control. These tasks are the responsibilities of the D channel.
Caller ID Name and Number	The caller's number and name, if not blocked, is displayed on compatible CPE when an incoming call is received. PRI caller ID delivery includes all calls made to DID numbers.



FEATURES (cont'd)

DID signaling	Allows incoming calls to reach a specific number served by the CPE without the use of a call attendant. It also provides further call identification from digits sent to the CPE by the central office. Sold in blocks of 20 or 100.
Dedicated Trunk Groups	Allows all 23 channels to be used as stand alone trunk groups. Each channel is capable of handling incoming or outgoing circuit switched voice, circuit switched data or packet switched data. An entire trunk group is dedicated to a specific service. No other service can use the trunk group. A trunk group can consist of one or more "B" channels.
Private Switch/Automatic Location Identification (PS/ALI)	Also known as Enhanced 911. Allows the station user's individual DID number to be transmitted over the D channel, outgoing from the PBX to the call recipient. The employee's individual DID number will appear on the recipient's phone display. During the call, the central office will pass what is sent from the customer's PBX. If nothing is sent, then the main phone number of the PRI will be sent.



OPTIONAL FEATURES (add'l fee applies)

Multi-Spanning (a.k.a. D Channel Control of Multiple ISDN PRIs)	Also known as Non-Facility Associated Signaling (NFAS). Provides capability for a single D channel to provide signaling and control for several ISDN PRIs that reside in the same trunk group. The 24th channel on one or more of the PRIs is then made available for incoming and outgoing calls. A single D channel can support up to 4 PRIs.
Back-Up D Channel	Provides back-up for failed "D" channels under those circumstances where multiple ISDN PRIs share a single D channel in the same trunk group. A predetermine D channel on another ISDN PRI within the same trunk group would automatically take over call control signaling for circuit switched voice and circuit switched data calls. Must reside on a different DS1 than the main D channel.

FEATURES (cont'd)

PROVISIONING PLATFORM	
Telnet	Cavalier

PRI Availability

Midwest	Yes - MI Only	Yes
Southeast	N/A	Yes- Atlanta Only
Mid-Atlantic	N/A	Yes

PRI Feature Availability

Call by Call Allocation	Yes	Yes
Caller ID Name/Number	Yes	Yes
Dedicated Trunk Groups	Yes	Yes
Digital Voice Transmission	Yes	Yes
DID Signaling	Yes	Yes
Clear Channel Capability	Yes	ICB only
Multi-Spanning	ICB only	No
Back-Up D Channel	ICB only	No
Packet Switching	No	No

Service Differences

Voice Compression Required	No	MI Voice PRI Only
Cisco IAD Required	No	MI Voice PRI Only



RESTRICTIONS

- ☎ Vary by Provisioning Platform:
 - ☎ Soft Switch
 - ☎ Packet Switching is not available
 - ☎ ISDN Protocols Custom and NI1 will not be supported
 - ☎ PRI should not be used for data applications.
 - ☎ Video conferencing and data transfers not available
 - ☎ Midwest soft switch:
 - ☎ At this time, 24B (No D) and 23B + Back-Up D configurations are not supported
 - ☎ Only one 23+D PRI Per IAD is allowed
 - ☎ Telnet
 - ☎ Packet Switching is not available
 - ☎ ISDN protocol NI1 will not be supported







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Dynamic PRI



DYNAMIC PRI DESCRIPTION

-  An enhanced interconnect service, capable of carrying voice, data, standard ISDN PRI signaling and features, as well as Internet access over a T1 circuit
-  Variations of this service have sometimes been referred to as a “Fractional PRI”



DYNAMIC PRI CONFIGURATION

☎ Enhanced PRI Offering

☎ Dynamic PRI configuration differs from the standard PRI

☎ *Midwest* configuration: 12B+D vs. 23B+D on the traditional PRI

☎ *Southeast* configuration: 12, 18 and full PRI configurations available

☎ Digital T1 providing local, long distance and Internet data services to the customer's CPE

☎ Dynamic Bandwidth Allocation is unique to this PRI offering

☎ Allows burst-able Internet access above the guaranteed rate of 512k

☎ Equipment requirements

Customer Requirements

Digital PBX

PRI Card

CPE - Cisco IAD* (Cavalier Provides)

*Cisco Integrated Access Device 2431/2811



DYNAMIC PRI SPECIFICATIONS

- ☎ An Integrated Access Device (IAD) will always be required for service delivery
 - ☎ Does not alter customer requirements for a PRI card

- ☎ No Voice Compression on Dynamic PRI channels
 - ☎ Each of the channels will support a full 64Kbps for voice transmission
 - ☎ Provides most of the functionality (voice, DID, Caller ID, etc.) associated with a standard voice PRI

- ☎ Dynamic PRI guarantees a minimum of 512kbps of internet connectivity with Dynamic Bandwidth Allocation burst-able to 1+ Mbps via a standard Ethernet connection



PRODUCT AVAILABILITY

- ☎ Dynamic PRI is provisioned on Cavalier Network
- ☎ Metaswitch Core supports
 - ☎ Softswitch IP technology
- ☎ Dynamic PRI available in all Cavalier colos throughout Michigan and Atlanta
- ☎ Use Leader to determine availability



TARGET MARKET

- ☎ NEW Medium/Large local business customers who:
 - ☎ Currently have local ISDN PRI service through a Facilities Based Provider, and have a need for internet connectivity.
 - ☎ Currently have 6-10 local lines and/or DID numbers that they would like to convert to a PRI and receive the benefits, functionality and efficiency that a PRI offers.
 - ☎ Currently are upgrading their phone system and need a PRI product to meet the requirements of their new PBX/CPE.
 - ☎ Want a T1 product that offers a full service solution for their business



FEATURES



Features supported:



Dynamic Channel Allocation (aka Call by Call Allocation)



Caller ID Name/Number



Dedicated Trunk Groups



Digital Voice Transmission



Direct Inward Dialing (DID) Signaling



Enhanced 911 (PS/ALI)



Clear Channel Capability (B8ZS)



Features not supported:



NI1 and Custom ISDN protocol (*Midwest Only*)



Multi-spanning



Back-up D Channel



Bonding of PRI circuits



INTERNET FEATURES

- ☎ Available Domain Name Services:
 - ☎ Hosting of One Personalized Domain Name included
 - ☎ Charge for Domain Name Transfer/Registration

- ☎ Website Hosting:
 - ☎ 500MB of Disk Space (email & website)
 - ☎ Monthly Unlimited Data Transfer

- ☎ Web-Based Customer Admin (Complete Control Panel)

- ☎ 25 E-mail Addresses included

- ☎ 16 IP Addresses included



INTERNET FEATURES (cont'd)

- ☎ Dynamic Bandwidth Allocation
 - ☎ Allows unused voice capacity on the T1 to be automatically allocated as “usable bandwidth” for expanded Internet access when voice lines are not in use
 - ☎ Total Internet bandwidth available will be increased by 32K (Atlanta) or 64K (Midwest) above the guaranteed Internet speed for every voice line that is not in use
 - ☎ Midwest Example:

☎ Guaranteed Internet speed	=	512K
☎ Bonus Bandwidth (12 lines*64K)	=	768K
☎ Maximum potential Internet speed	=	1280K





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CavVelocity aDSL



ADSL DESCRIPTION

- ☎ **Assymetrical Digital Subscriber Line**
 - ☎ Asymmetric (faster downstream speed than upstream)
 - ☎ ADSL allows you to use the same telephone line for both standard telephone service as well as high-speed data connectivity

- ☎ **Two options offered for aDSL service:**
 - ☎ CavVelocity – Super-Flex Internet
 - ☎ Targets business customers with loop lengths up to 18K
 - ☎ CavVelocity – Mega-Flex Internet (*Mid-Atlantic market only*)
 - ☎ Targets customers needing higher speeds



CAVVELOCITY – SUPER-FLEX INTERNET

- ☎ Download up to 6Mbps with 1Mbps upload speed
- ☎ Service Delivery
 - ☎ Based on distances of 0 – 18K feet from service CO
- ☎ Value Added Services
 - ☎ Single Static IP Address
 - ☎ Dynamic IP Address (*Midwest & Southeast markets only*)
 - ☎ Single 56K unlimited backup dial access account (*Mid-Atlantic market only*)
 - ☎ 20Mb web space
 - ☎ 10 email addresses
 - ☎ 1 domain name hosting entry



CAVVELOCITY– MEGA-FLEX INTERNET (*Mid-Atlantic Market Only*)

- ☎ Download up to 10Mbps with 1Mbps upload speed
 - ☎ No Speed Guarantees

- ☎ Service Delivery
 - ☎ Based on distances of 0 – 12K feet from service CO

- ☎ Value Added Services
 - ☎ Single Static IP Address
 - ☎ Single 56K unlimited backup dial access account (*Mid-Atlantic market only*)
 - ☎ 20Mb web space
 - ☎ 10 email addresses
 - ☎ 1 domain name hosting entry



PRODUCT AVAILABILITY

- ☎ CavVelocity Super Flex-Internet is provisioned on Cavalier Network
- ☎ Use Leader to determine availability









TARGET MARKET

- ☎ Targeting 1-4 Line Business Customers
- ☎ Customers who require high speed, high quality internet access at a competitive, market driven price



ADVANTAGES/BENEFITS

-  Unlimited Internet Access
-  Access speeds not affected when customers in neighboring service areas use the service
-  CPE Included
-  Professional Installation Available
 -  Included in Midwest market
-  Self-installation kit is provided for setting up additional PCs



RESTRICTIONS

- ☎ Only customers within 18,000 feet of an equipped CO are eligible for service



CavVelocity T-Alternative (sDSL)



SDSL DESCRIPTION

- ☎ Symmetric: Download and Upload are Equal
- ☎ Distance Sensitive – Available 0 to 17,500 Feet from the CO
- ☎ Alternative Service for T1 qualified prospects
- ☎ DSL CPE provides error correction, performance monitoring and routing
- ☎ Engineered similar to a T1
- ☎ Provisioned with a Dedicated IP Block



FEATURES

- ☎ Four speed ranges: 416K, 784K, 1.0M, 1.5M
- ☎ 5 IP Addresses
- ☎ Up to five 56K back-up dial accounts
- ☎ 20MB web space
- ☎ 10 E-Mail Addresses
- ☎ 1 Domain Name Hosting Entry
- ☎ Professional Installation Option *(add'l fee applies)*



PRODUCT AVAILABILITY

- ☎ Midwest and Mid-Atlantic markets only
 - ☎ Cavalier Onnet footprint only

- ☎ Web based DSL Qualification Tool

- ☎ Leader
 - ☎ When using Leader, you must still confirm availability from the DSL Qualification Tool



TARGET MARKET

- ☎ Small businesses with a need for speed
- ☎ Heavy online research and communication
- ☎ Transfer of large amounts of data
- ☎ E- Business applications
- ☎ Telecommuters, outsourcing
- ☎ Remote access to corporate information



ADVANTAGES/BENEFITS

- ☎ Business Grade SDSL service
- ☎ Project Manager from order to installation, ensuring customer satisfaction
- ☎ One easy to read invoice for DSL, local and long distance voice services
- ☎ Affordable
- ☎ Scalable
- ☎ Cavalier can deliver “Turn-Key” Solution



RESTRICTIONS

- ☎ Technical Limitations Based on Distance and quality of the copper pair
- ☎ Final Speed determined at Installation
- ☎ Line Conditioning may affect service delivery
- ☎ “Open Internet Connection” with No Security. Potential Up Sell Secure IP product suite
- ☎ Cavalier’s delivery ends at the DSL CPE





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Ancillary Data Services






SOLUTIONS







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Secure IP Product Suite



SECURE IP DESCRIPTION

-  Set of bundled and standalone services provided through Perimeter vendor partnership

-  Secure IP is a set of offerings that:
 -  Offers “UTM” Unified Threat Management capabilities
 -  UTM combines multiple levels of protection on a single gateway device
 -  Enables enhanced and flexible communications for small businesses
 -  Protects customer networks and the CavTel IP network from threats
 -  Promotes value and reduces churn



SECURE IP PRODUCTS

- ☎ Secure IP Firewall with Security and Bandwidth Reporting
 - ☎ Comprehensive reporting via web-based interface
 - ☎ Mandatory service element

- ☎ Optional Features
 - ☎ Web Content Filtering
 - ☎ URL/Web Site Blocking (HTTP, FTP, etc.)
 - ☎ Email Anti-Virus Scanning
 - ☎ Gateway scanning of all email content being transmitted/received (HTTP, SMTP, POP3)
 - ☎ Desktop anti-virus
 - ☎ SPAM Controls
 - ☎ Gateway SPAM identification and management
 - ☎ Secure Tunneling - VPN



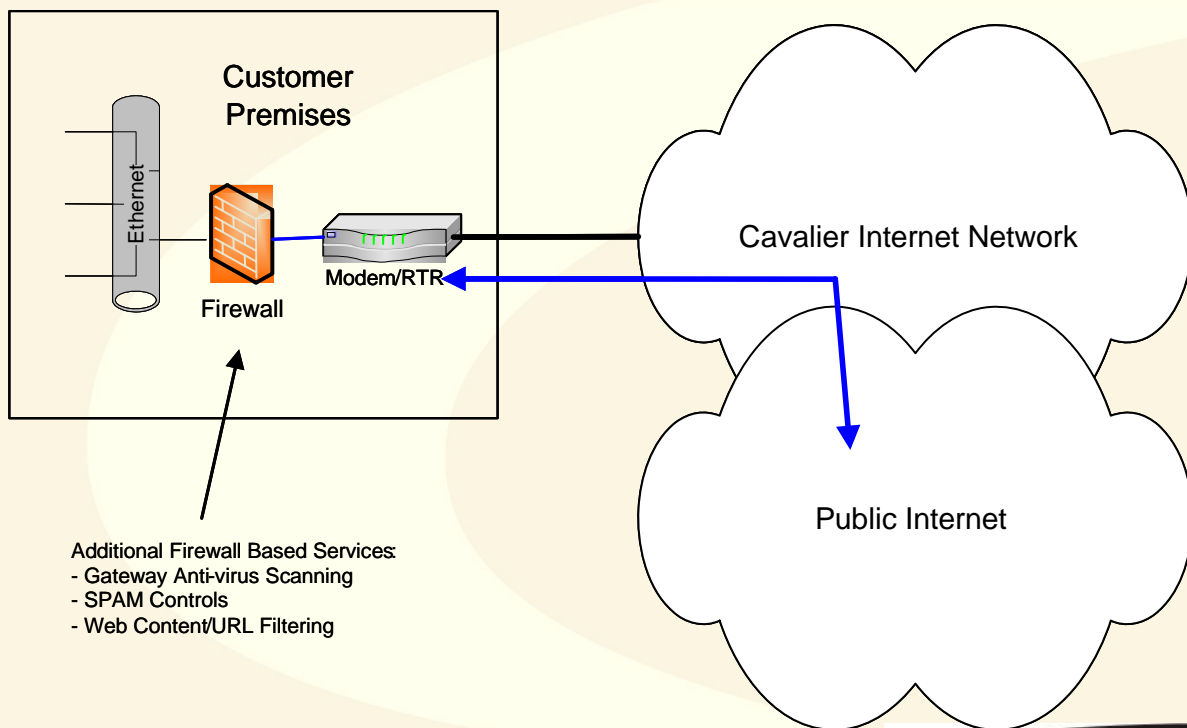
SECURE IP PRODUCTS (cont'd)

- ☎ Secure IP Firewall
 - ☎ Customer Premises Based Device (Fortigate by Fortinet)
 - ☎ Controls Internet Access via “policy” or “rule set”
 - ☎ Inbound threat prevention from the Internet
 - ☎ Protects devices on the LAN from multiple types of attacks
 - ☎ Outbound traffic control to the Internet
 - ☎ Limits or enables monitoring of employee web access
 - ☎ Increases productivity
 - ☎ Helps in managing LAN IP addressing
 - ☎ Minimizes the need for public IP addresses
 - ☎ Private addressing does not need justification
 - ☎ Masks computers on the LAN with private IP addresses
 - ☎ Translates a public address to a private address
 - ☎ Enables dynamic IP allocation on the LAN
 - ☎ When a computer is turned on, an address is assigned



SECURE IP PRODUCTS (cont'd)

📞 Firewall Diagram



- Additional Firewall Based Services:
- Gateway Anti-virus Scanning
 - SPAM Controls
 - Web Content/URL Filtering



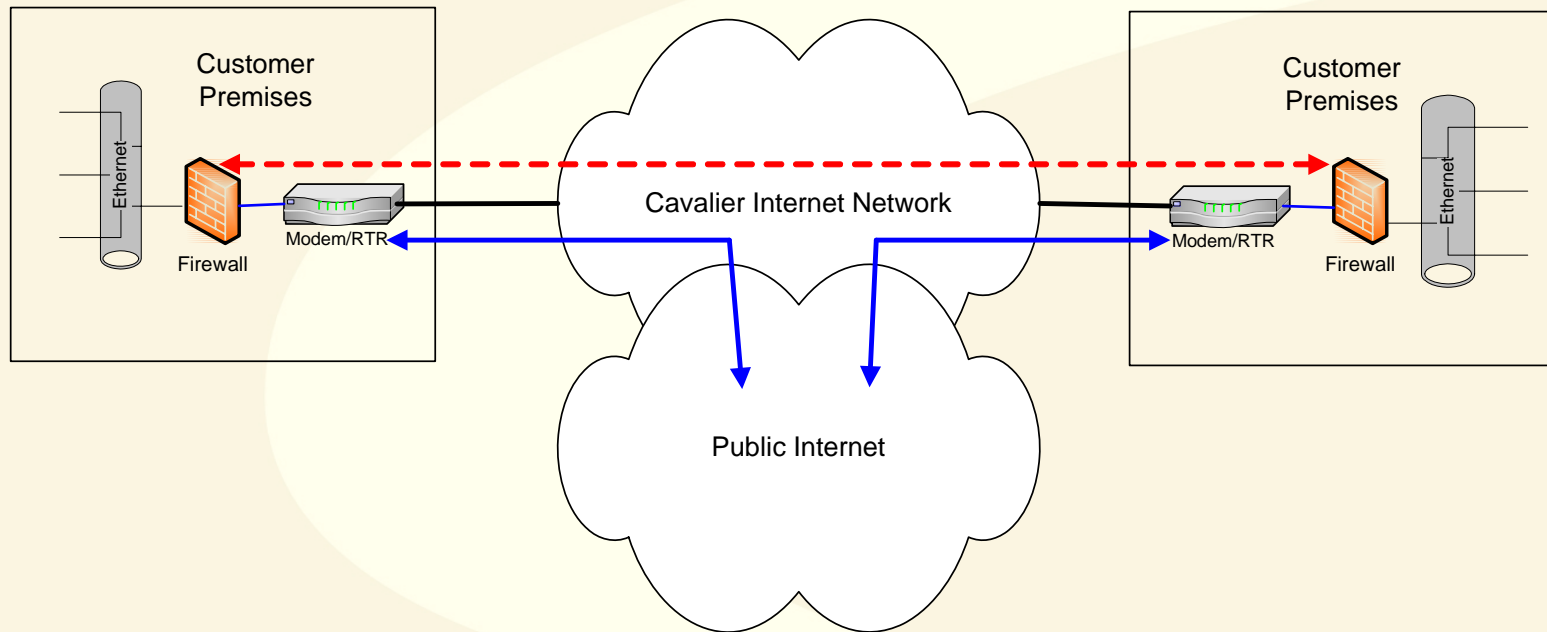
SECURE IP PRODUCTS (cont'd)

- ☎ Secure IP VPN
 - ☎ VPN = Virtual Private Network
 - ☎ Private network is created by encrypting data sent between sites
 - ☎ “Tunnels” are created to protect data
 - ☎ Data is encrypted at the source by the customer and is decrypted at the destination by the customer
 - ☎ Only the customer has key to decrypt customer-encrypted data
 - ☎ Data is encrypted for the entire path that it travels outside of the customer-controlled environment
 - ☎ Triple DES encryption algorithm is nearly impossible to break



SECURE IP PRODUCTS (cont'd)

📞 VPN Diagram



VPN Encrypted Tunnel 

Public Internet Traffic 



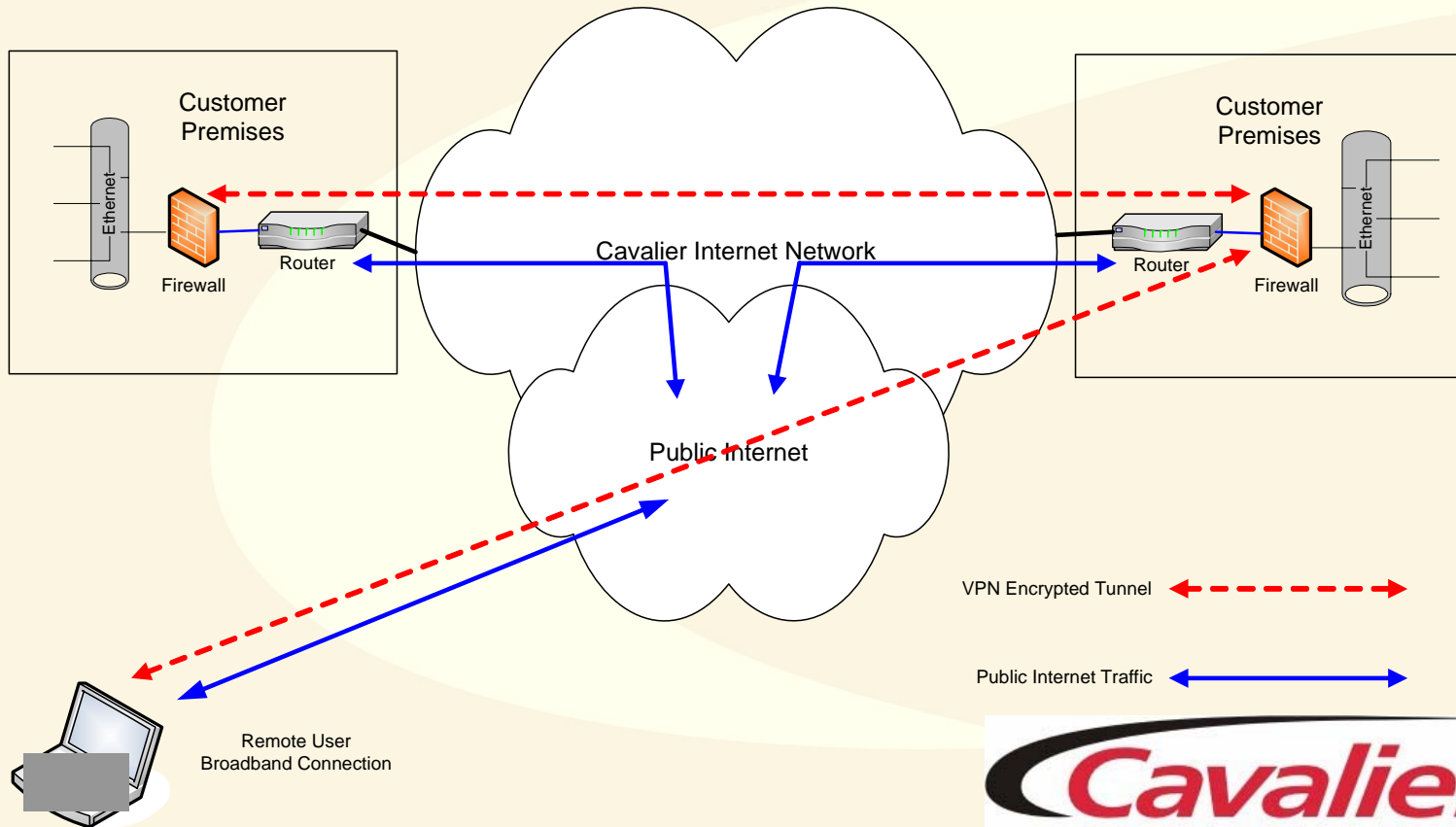
SECURE IP PRODUCTS (cont'd)

- ☎ Remote Access VPN
 - ☎ Created when a user is roaming (hotel, hot spot, etc.)
 - ☎ Needs to connect to resources located on a LAN
 - ☎ Email, applications, databases, Intranet, etc.
 - ☎ Software loaded on the “client” computer
 - ☎ Allows Private Network access via authentication
 - ☎ Enables productivity while roaming with access to broadband



SECURE IP PRODUCTS (cont'd)

Remote Access VPN Diagram



CUSTOMER PREMISE EQUIPMENT

- ☎ FortiGate 60
 - ☎ 4 LAN Interfaces
 - ☎ 2 WAN Interfaces
 - ☎ 1 DMZ (10/100)
 - ☎ Firewall/VPN 3DES Performance = 70/20 Mbps
 - ☎ Concurrent Sessions = 50K
 - ☎ DHCP
 - ☎ One-to-One NAT
 - ☎ Dimensions: 1.38"H; 8.63"W; 6.13"L



TARGET MARKET

- ☎ Businesses with 1 to 100 employees
- ☎ Businesses who do not have full time IT Support Person/Staff to devote to network security
- ☎ Businesses who outsource to a 3rd Party IT Support Integrator
 - ☎ Note: 90% of the IT Support Integrators are overloaded with reoccurring task and projects to support/manage at customers locations. IT Support Integrators will be more than happy to off-load their Network Security Problem and Issues (i.e. pass the buck)
- ☎ Non-Profit Organizations and Educational Institutions
- ☎ New Business just starting up



ADVANTAGES/BENEFITS

- ☎ Closes the vulnerability window by stopping viruses and worms before they enter the network
- ☎ Prevents infection by remote users and partners
- ☎ Certified protection, maximum performance and scalability
- ☎ Assures improved productivity and regulatory compliance
- ☎ Lower costs by using the public Internet for private site-to-site and remote access communications
- ☎ Stops attacks that evade conventional antivirus products, with real-time response to fast-spreading threats
- ☎ Low cost, anytime, anywhere access for mobile and remote workers and telecommuters



PRICING STRUCTURE

- ☎ Value Added Bundle Approach
 - ☎ Firewall with Security and Network Usage Reporting Only
 - ☎ Robust Security at an affordable cost
 - ☎ Security Bundle
 - ☎ Firewall with Security and Network Usage Reporting Only
 - ☎ Gateway Anti-Virus Scanning
 - ☎ Gateway SPAM Filtering
 - ☎ Web Content Filtering



KEY POINTS

- ☎ Provisioned Internet Security
- ☎ Prospective Customers can pick and choose any of our managed services
 - Firewall with Usage Reporting
 - Email Gateway Antivirus Scanning
 - End-user Remote Access VPN
 - Basic Desktop Antivirus
 - Hardware - Fortinet FortiGate 60
 - Web Content Filtering
 - SPAM Filtering
 - Secure Site-to-Site VPN
 - 24/7 Support
- ☎ Managed Internet Security
 - ☎ Immediate Response to newly found security threats & issues
 - ☎ 24/7 Monitoring
 - ☎ 24/7 Technical Support
 - ☎ 365 Days per year Automatic Updates





SOLUTIONS

Technology At Your Speed Of Business

Web Hosting



WEB HOSTING DESCRIPTION

- ☎ Turnkey solution for creating and hosting a business class website
- ☎ Ability to create a website with little or no knowledge of web development through the use of a 3rd party application
- ☎ Cavalier Control Panel provides the following tools:
 - ☎ Website Statistics
 - ☎ Email Services
 - ☎ Email Account Creation
 - ☎ Content Management
 - ☎ E-Commerce







WEB HOSTING PRODUCTS

Three Options Available

	Disk Space	Data Transfer	E-Mail Accounts	Sub Domains
Basic	500MB	Unlimited	25	5
Intermediate	750MB	Unlimited	50	10
Advanced	1000MB	Unlimited	75	20

**Basic Web Hosting is included with bundled services, for the same contracted time, at no additional cost.*

Additional Options

-  Disk Space
 -  Additional increment per 50MB
-  E-Mail Account
 -  Additional increment per 25



CONTROL PANEL





Portal Personal Website Applications Admin

Information and promotions from Ldmi

- Portal
- Welcome, admin user
- No new mail
- Set your preferences
- Add users
- Enter contacts

OHC 1 2004/07

Getting started



Talk More. Surf More Spend Less!

Subscribe Here for Cavalier Information

Home Residential Business Customer Care Careers Company

Click Here for Digital TV Information

Residential

Business

- Residential Services
- Residential Support
- Residential FAQ's
- Business Services
- Business Support
- Business FAQ's
- Phonom VoIP
- Phonom VoIP Support

Click Here for More Information about Cavalier's New Digital Television Service

Cavalier TELEPHONE & TV

Watch What's Next!



Find out why so many homes switch to Cavalier Telephone. Cavalier offers savings up to 25% on full-featured phone service and blazing-fast DSL. Unlimited local calling plans start at just \$24.95 a month.





More Information >>






Technology at your speed of business. Cavalier offers communication solutions to fit every size of business including Voice, High-Speed Data, and Voice over Broadband (VoIP).

More Information >>






CONTROL PANEL ICONS

Control Panel Icon	Section Name	Description
	Personal	
	E-mail	Read, send, reply, forward and receive e-mail messages.
	Preferences	Configure your password language and e-mail address options.
	Address Book	Use the Address Book to store and look up information about people, mail addresses and other users of your site.

CONTROL PANEL ICONS (cont'd)

	Website	
	Content Management	Modify content and manage files in your web site. Create a website from scratch in a matter of minutes with little or no html experience.
	Visitor Stats	See detailed tracking of visits to your website.

CONTROL PANEL ICONS (cont'd)

	Admin	
	E-mail Addresses	View settings of and manage all e-mail addresses of your site. Create new users and e-mail addresses as well as mailing lists.
	Site Settings	Use this section to reset your password.
	Network Usage	Display the network usage for each service used by your users and site. Bandwidth utilization reporting.
	Disk Usage	Modify the disk quota for each service used by your users and site. Disk space utilization reporting and management.

FEATURES



E-Mail



Domain based email available to the customer via web interface or downloadable to their PC via any software client



POP3



IMAP



Webmail Interface



Email Forwards



Mailbox Aliases



Email Auto-Responders



Mailing Lists




Applications (calendars, maps)




FEATURES (cont'd)

Scripting

 Ability to host and support applications that require services

 PHP

 Perl

 CGI

 CGI-BIN

 ASP/.NET

 Cold Fusion

 Javascript/DHTML


 ODBC/DSN

 Server Side Includes (SSI)




FEATURES (cont'd)

Databases

 Databases commonly used for web applications

 MYSQL

 PostgreSQL

 MSSQL (only with Window plans)






FEATURES (cont'd)

- ☎ Complimentary Scripts
 - ☎ Additional services that add value to the web hosting bundle with additional applications that help satisfy varying needs
 - ☎ Message Forum (example: PHPBB2)
 - ☎ Form-Mail
 - ☎ phpPgAdmin
 - ☎ phpMyAdmin
 - ☎ Traffic Counter
 - ☎ Streaming Audio Support
 - ☎ Streaming Video Support
 - ☎ Real Audio & Video Support







FEATURES (cont'd)

E-Commerce Features

-  Tools allowing customers to build their own presence on the web in order to sell items via their website
-  Free Shared SSL Certificate
-  SSL Secure Server


File Transfer

-  Allows customer to upload content and/or share files via their webpage
-  FTP Access
-  Additional FTP Accounts
-  FrontPage 2000/2002 Extensions




FEATURES (cont'd)

Website Administration

 Allow customers to control and maintain all features, services and content of their website


 Website Statistics


 Account Control Panel

 Sub Domain Management

 Free Professional Website Templates


 Create and Change Designs at any time


 Search Engine Submission

 SSH Accessibility

Domain Name Services (DNS)

 Registration of new and transfer of existing domain names to our web servers

 Register or transfer a domain name

 Hosting



TARGET MARKET

- ☎ Small to medium business customers looking to outsource the hosting of their website
- ☎ *Any Business in Any Industry* can benefit from web hosting
- ☎ Target Customer Profile
 - ☎ Business has or does not have a website
 - ☎ Customer sells products or services
 - ☎ Business is looking to expand their geographic coverage without a major increase in their costs
 - ☎ Interested in moving to selling products and services on the Internet (e-commerce)



PRODUCT AVAILABILITY

- ☎ On-Net and Off-Net Markets
 - ☎ Available Nationwide, independent of network connectivity services

- ☎ Available in Cavalier Bundled products or as a standalone offering



Thank you!

Q&A

