



>>> OVERVIEW

April, 2017



*™ Harness the **Power of Light** with FirstLight®*

Communications Service Provider

Complete portfolio of communications services including:
Data, Internet, Data Center, Cloud & Voice Services

Customized Solutions

Focused on multiple customer segments:

Wireless Carriers • Wireline Carriers • MSOs • Banks & Financial Institutions • Colleges & Universities • Healthcare • K-12 Schools • Research and Education Organizations • Professional Services • Public Safety Agencies • State & Local Government

Facilities-based Provider

Serving the Northeast with connectivity to Canada

~9,600 route miles of fiber serving 6 states and Montreal
~5,000 on-net locations with nearly 20,000 addressable
11 Data Center/Colocation Facilities with 128,000 sf

Offices and employees based in ME, NH, NY & VT

Strong Financial Backing

Privately held company, owned by Oak Hill Capital Partners

Solid financials and access to capital allows us to take on and complete projects of all sizes



1999

Tech Valley Communications (TVC) founded

2000

TVC acquires GFC Communications

2002

TVC merges with Mid-Hudson Communications

2010

Riverside Partners acquires TVC

2011

TVC acquires New Hampshire-based CLEC segTEL

2013

TVC acquires the assets of Vermont-based TelJet / TVC rebrands to FirstLight Fiber

2014

FirstLight acquires the assets of New Hampshire-based G4 Communications

2016

FirstLight expands further in New York by adding 36,000 fiber miles in Westchester, Orange and Rockland counties

FirstLight acquired by Oak Hill Capital Partners

2017

Oxford Networks and Sovernet Communications acquired by Oak Hill and operations are combined with FirstLight. Acquisitions to further accelerate the Company's growth
FirstLight announces its intention to acquire Finger Lakes Technology Group

Local Investment

- FirstLight has locally-based support teams in all of the markets we serve
- Multiple offices in Maine, New Hampshire, New York and Vermont
- FirstLight continues to invest in the local community expanding access to high quality broadband throughout the region

Organizations Supported*

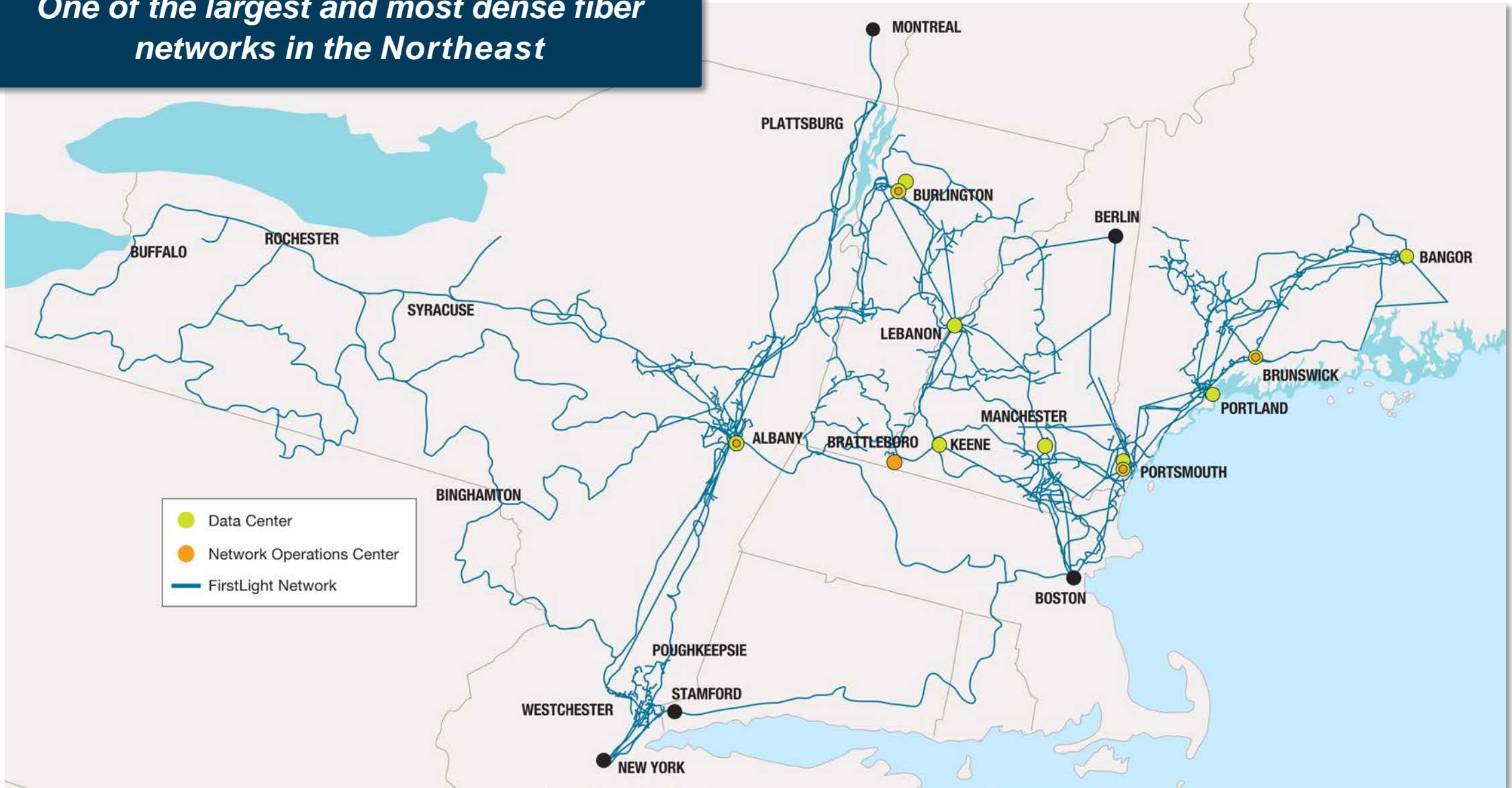


FirstLight actively supports the communities in which it operates

*Partial list of charitable organizations and events supported by FirstLight

Company	Founded in 1999, <i>with roots back a century</i> Privately held by Oak Hill
Employees	~350
Customers	~10,000 customers
Network Coverage	Northeast and north to Montreal
Network Operations Center	Multiple 24x7 NOCs
On-Net Locations	~5,000 (~20,000 more serviceable by FirstLight network)
Fiber Miles	~9,600 Route Miles
Data Center/Colo Facilities	11 facilities with >128,000 sq ft of space

One of the largest and most dense fiber networks in the Northeast



Ethernet

- Designed in accordance with MEF specs
 - Scalable from 5 Mbps – 100 Gbps
 - Point-to-point, point-to-multipoint, multipoint-to-multipoint
 - Eline, E-LAN and Ethernet Access
-

Wavelength

- Dedicated, point-to-point service
 - 1, 2.5, 10 & 100 Gbps
 - Available as unprotected and diversely routed configurations
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Dark Fiber

- Secure, scalable, fully dedicated private physical network infrastructure
 - Strong Service Level Agreements (SLAs) for performance, availability and restoration timeframes
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TDM

- Dedicated, point-to-point service
 - DS1, DS3 and Ocn
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Fiber Channel

- Dedicated, point-to-point service
- 1-10 Gbps
- High speed, low latency, full duplex storage networking
- Compatible with most storage hardware and software options

Internet Access

- FirstLight operates a regional Tier 2 network with robust Tier 1 provider connections/private peering arrangements
- Architecture enables high reliability and low latency, which improves user experience
- Guaranteed symmetrical bandwidth up to 100 Gbps
- FirstLight's FilteredNet provides content filtering capabilities

Data Center/ Colocation

- Carrier grade colocation
- Space (Cabinets, Pods*, Cages* & Suites*), power & cross connects
- Available as full and partial racks/cabinets
- Available at 11 locations Maine (3), New Hampshire (5), New York (1) & Vermont (2)
- Managed Services and Remote Hands*
- Compliance*
 - ✓ SSAE 16
 - ✓ SOC 2
 - ✓ HIPAA
 - ✓ PCI

*At certain data centers



Servers (IaaS)

- X86 Processors Designed for High Availability with VMWare
- IBM Power Systems with System I, AiX & Linux

BRaaS & DRaaS

- Backup and Recovery (BRaaS) Powered by Veeam
Multi-Site Copies of Data
- Disaster Recovery (DRaaS) and High Availability Using Zerto
Continuous Hypervisor-Based Replication
Instantaneous Failover into High Availability Cloud

VDI

- Virtual Desktop Infrastructure as a Service
- Secure Platform Across Desktop, Laptop & Mobile Devices
- Reduced IT Management Costs
- BYOD Flexibility

Advanced Cloud

- Time Savings Solutions
- 24x7x365 Monitoring for Applications and Systems
- Managed Antivirus Protecting Servers and PCs
- Windows Updates and Proactive Services

*At certain data centers



Voice

- Bundled and usage based options
- PRI/T1, SIP trunking and traditional business lines
- Audio Conferencing

Virtual PBX

- Cloud-based Unified Communications
- Full feature functionality of a traditional PBX without the cost to purchase and maintain

* Not available in all regions





FirstLight has consistently received NY PSC commendations for excellent service