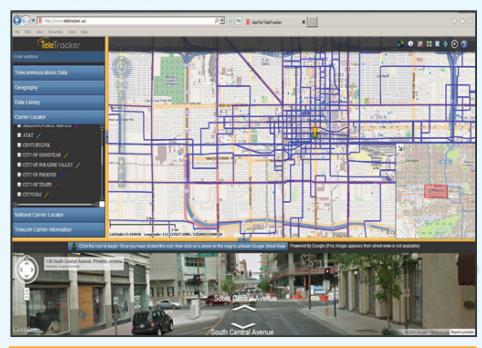
GEOTEL NEWSLETTER Vol 12 Issue 02



# Find Fiber Fast!

# **GEOTEL COMMUNICATIONS**

# SCREEN CAPTURE OF PREMIER ONLINE PRODUCT - TELETRACKER

The past few months have been busy here at GeoTel. After 12 years, we moved locations. Our new location gives GeoTel the needs and bandwidth necessary to continue to grow our business.

# Welcome to GeoTel

**Steve Steelman,** Geospatial Engineer. Steve worked for SAIC and earned his degree from Syracuse University.

### **Derick Greyling**

Account Manager and Researcher.

Derick has an economic geography and telecommunications background. He earned his degree from the University of Florida.

**Fitzalan Crowe,** PR Coordinator and staff writer. Fitzalan has a background in telecommunication and journalism and she has a Master's Degree from Virginia Tech.

# Customer Service Improvements

Aiming to make GeoTel's interactions with current and future clients as seamless as possible, we implemented a new CRM system that includes a wide variety of services not normally found in typical CRM systems.

# **Academic Study**

Massachusetts Institute of
Technology (MIT) researcher Andrea
Chegut, PhD. has partnered with GeoTel to
deliver one of the most comprehensive telecommunications economic studies
concerning data centers across America.
After nearly two years of research, Andrea is
presenting her findings to finance and
academic institutions around the globe, and
getting amazing reviews. If you would like a
copy of the study, please contact us.

# GeoTel Welcomes New Clients This Quarter

The State of Florida
United States Marine Corp
The State of Oregon
DukeNet Communications
The State of New Jersey (EDC)
Federal Bureau of Investigation
McKinsey & Company
CenturyLink
Verizon
Ericsson





# TeleTracker

# **TeleTracker**

Recently we launched TeleTracker, an easy-to-use online platform that comes with all of GeoTel's innovative data

products and services yet doesn't require GIS experience.

# **Keeping Data Sets Current**

We continue our strong commitment to keeping our data sets up-to-date. In addition to adding new telecom data quarterly, we are in the process of upgrading all of our geospatial servers. This will help us streamline our internal and external processes to better serve and communicate with our clients.



From Left-Right: Steve Steelman, Derick Greyling, Jaymie Cutaia & Paul Stutzman

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# **GeoTel Products**



Fiber Maps & Routes



**LATA Boundaries** 



Fiber Lit Buildings



**US Carrier Network Maps** 



**Broadband Terrestrial** 



**Cell Tower Locations** 



**Broadband Wireless** 



Submarine Cables & Landings



**Central Offices** 



Worlwide Telecom Directory



Wire Center Boundaries



Area Codes



**Data Centers** 



TeleTracker

# **Website With A New Look**

You can anticipate a new look to GeoTel's website in the fall of this year. Earlier this year, we reviewed our website and decided we needed to make some improvements. The new website will be more user-friendly and streamlined. We designed a site that is easy to navigate with all necessary information on GeoTel's product line is just a click away.

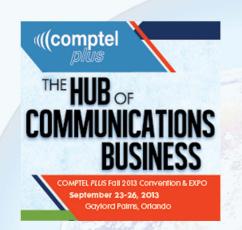
This image was created by GeoTel and featured in Fortune Magazine. This image illustrates worldwide submarine cables, looking from the North Pole.



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# **Comptel Convention**

GeoTel Communications will attend this year's Comptel Plus Convention in Orlando where we look forward to showcasing GeoTel's GIS Data and our new online product:TeleTracker. This easy-to-use, next generation web-based service features the same cutting-edge technology and data set library enjoyed by traditional GIS customers, but in a simpler fashion. With Tele-Tracker, clients can search maps, based on addresses, cities, states and regions, to locate and analyze telecom infrastructure data in a single online platform. At GeoTel, we know that our clients are always on the move, so we are eager to show how smoothly TeleTracker works on a smartphone or tablet at the Comptel Convention.



# GeoTel Data Sets

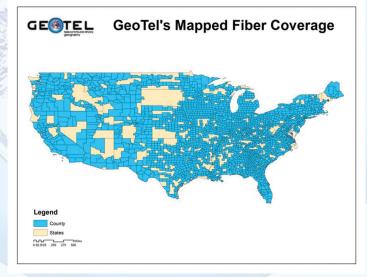
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At GeoTel, we strive to have the most up-to-date data sets available because we want to ensure our clients always have the most current data at their fingertips. Our library features 12 telecommunication data sets and access to over 1,000 other data sets. Recently, we added 156 new carriers and tens of thousands of fiber lit buildings to our dataset; all layered over June 2013 street maps.

GeoTel's fiber data set in G.I.S. and our online product, TeleTracker has Fiber routes from approx.500 carriers in over 5,000 U.S. Cities





GeoTel is being featured in a science and technology museum exhibit located in Mons, Belgium-2012/2013



# **STAY CONNECTED**

To stay up to date on everything going on with GeoTel, follow us on Twitter, friend us on Facebook and read our blog. www.geo-tel.com