



# Powerful and Growing: Home Telecom's Fiber Network

*It's robust, dynamic, and capable of delivering the speeds you need*

**H**ome Telecom has always been committed to innovation. Our goal is to provide customers with the latest and greatest technology so they successfully meet their goals. For example, Home Telecom was one of the first telecommunications companies to provide cable TV services over phone lines and to convert a cable television system to an all-digital platform. Perhaps the most impactful technological development we've made, however, is our state-of-the-art fiber network.

## Bandwidth Demands Grow Exponentially

Will Helmly, President and COO of Home Telecom, notes, "We currently serve more than 35 percent of our customers with our fiber network, with approximately 1,200 new installs annually. The availability of fiber helps existing businesses remain competitive and helps bring new businesses to the area."

Helmly continues, "Bandwidth demands are growing exponentially, not only among businesses but other types of organizations. For instance, schools are benefiting from Home Telecom's fiber network. Our local school district is able to communicate with all its employees and schools via video streaming. And rural schools can utilize distance learning with video conferencing. In the area of health care, our fiber network is enabling remote satellite hospitals to share patient data such as X-rays with radiologists in the main hospital. Another example is Roper Hospital Berkeley of Moncks Corner. It's demonstrating how telemedicine improves quality and reduces costs of health care, particularly in rural areas. I encourage you to visit the YouTube link on HomeSC.com to watch Brenda Myers, Head Administrator for Roper Hospital Berkeley, and Susan Schiller, R.N., explain how the implementation of a pilot telepsychiatry program has sped diagnosis, reduced overnight stays, and decreased costs."



*Shown in green on this map is a portion of Home Telecom's growing fiber deployment. This fiber network is poised to serve both new developments as well as established businesses throughout the Charleston area, providing the bandwidth required for growing demands.*

**“Since we are continually expanding our fiber network, we encourage companies in these areas to take advantage of the low prices and high Internet speeds offered by Home Telecom.”**

— JUDY CRONIN, SALES DIRECTOR, HOME TELECOM

Thanks to our fiber network, Home Telecom is able to provide your business—regardless of its size—with the Internet speeds you need. We offer standard business Internet plans with symmetrical upload and download speeds ranging from 5 Mbps to 110 Mbps as well as customized Internet speeds from 10 Mbps to 10 Gbps.

### More Customers Choose GigE Circuits

For businesses and organizations with additional bandwidth demands, Home Telecom can provide GigE circuits. Gil Dupree, Network Engineering Manager, explains, “Gigabit Ethernet (GigE) is a term describing various technologies for transmitting Ethernet frames at a rate of a gigabit per second (1,000,000,000 bits per second). Gigabit Ethernet circuits are typically used for Internet Access or Metro-Ethernet connectivity. To give a customer access to this service, Home Telecom will install a DMARC that will provide a copper or optical GigE connection.”

Judy Cronin, Sales Director for Home Telecom, adds, “Huge data demands are causing growing interest in GigE circuits. It started with cellular companies needing fiber to their towers to support the heavy data needs of smartphone users. Now the trend is beginning to spread to other vertical markets. For example, all schools in our county—even elementary schools—must have at least 1 Gbps connections with the ability to upgrade to 10 Gbps by mid-year 2014. Others interested in GigE circuits include law firms, medical facilities, engineering firms, and software companies. In addition, most businesses today are moving to some form of cloud computing and

the more they rely on the cloud, the more bandwidth they need.”

### Fiber Network Expands Our Footprint

Because Home Telecom’s fiber network reaches beyond our traditional service areas to create a larger footprint, more businesses are now able to access our fiber solutions. Included in this category are the businesses located at the Palmetto Commerce Parkway business park as well as those along the College Park, Hwy 78, Ladson Road, and Ashley Phosphate corridors. (See map on page 4.) Says Cronin, “Since we are continually expanding our fiber network, we encourage companies in these areas to take advantage of the low prices and high Internet speeds offered by Home Telecom.”

Full support by Home Telecom’s data networks specialists is another advantage you gain as a business customer of Home Telecom. These specialists provide:

- 24/7 support
- Technically savvy reps with advanced tools to quickly pinpoint problems
- Call answer and troubleshooting with faster response time and priority service
- Adept handling of IP assignment issues
- Assistance with routing and switching issues
- Ability to isolate network, demark, or internal LAN issues

*To find out how our fiber network could benefit the productivity and efficiency of your business, contact a Home Telecom Business Sales Representative at 888-571-5775.*



### WHO'S MINDING YOUR BUSINESS?

**WANDA MINGO**  
Business Services Sales Representative

Wanda Mingo came to Home Telecom in 2007. Since then, her position as Business Services Sales Representative has expanded right along with our company. Notes Mingo, “Like much of the Berkeley, Charleston, and Dorchester areas, Home Telecom is growing and this allows me to serve customers previously outside our footprint. In fact, the majority of my territory is now in our fiber network area. So I devote considerable time to educating business owners on the many benefits of Home Telecom’s fiber network such as speed, reliability, and flexibility.”

She continues, “Bandwidth requirements are rapidly increasing as businesses do more e-commerce activities and cloud computing. Our customers really appreciate the symmetrical speeds and ease of deployment afforded by our fiber network. While other providers need 30 days or more to complete an Internet installation, Home Telecom can normally do it within just a few business days.”

What does Mingo enjoy most about her job? “I enjoy meeting businesspeople in the area. We work with a lot of customers who’ve become like friends and family,” Mingo replies.