



**Media Contact:** Mike O'Dell  
800.793.2788  
[mikeo@pnpt.com](mailto:mikeo@pnpt.com)

## **PINPOINT NETWORK SOLUTIONS JOINS TELX ETHERNET EXCHANGE**

### **Leading Midwestern Service Provider Joins Telx Ethernet Exchange in Chicago to Expand Carrier Ethernet Offerings**

New York, NY (March 22, 2011) – Telx®, a leading interconnection and colocation provider in strategic North American markets, today announced that Pinpoint Network Solutions, a national provider of fiber optic and microwave transport, has joined the award-winning Telx Ethernet Exchange. Deployed within Telx's downtown Chicago data center, Pinpoint plans to leverage the Ethernet Exchange to cost-effectively enhance its Carrier Ethernet offerings and extend its global reach through a single, one-to-many network connection. The Telx Ethernet Exchange offers service providers and large Enterprises reduced cost, time and complexity associated with establishing traditional network-to-network interface (NNI) connections, enabling them to extend their network reach while opening new business opportunities with other Ethernet Exchange members.

“Joining the Telx Ethernet Exchange enables Pinpoint to offer a ‘one-stop shop’ customer experience,” said Ralph Armendariz, CTO of Pinpoint Network Solutions. “We selected Telx’s 350 E. Cermak data center in Chicago due to our existing Point of Presence (PoP) in this key urban market, and we plan to expand our Carrier Ethernet services footprint in the Midwest by leveraging the benefits of the Ethernet Exchange.”

Pinpoint Network Solutions’ offerings range from a facilities-based, intra-city Omaha, Nebraska Metro ring to affiliate access in every major market across the United States. Services include optical transport, Internet access and data center services. Customized transport solutions are engineered for specific, mission critical applications. Clients include Telcos, large Enterprises, government and

education. As a Telx Ethernet Exchange member, Pinpoint can now tap into the Exchange ecosystem to virtually connect as opposed to creating additional physical infrastructure.

“With new, high-bandwidth applications like HD video, mobile data, content delivery networks and telepresence filling up customer networks at a rapid rate, service providers have moved quickly to expand their Ethernet service portfolios. The Telx Ethernet Exchange helps companies like Pinpoint expand their Ethernet footprint to offer a mix of services to regions of the U.S. that were previously underserved,” said Glenn Calafati, vice president of interconnection services for Telx. “Additionally, Pinpoint can leverage the Telx Ethernet Exchange customer Web portal to quickly and easily connect with other Ethernet Exchange members within their service locations, making the process even more intuitive and cost-effective.”

#### About the Telx Ethernet Exchange

Winner of the 2010 INTERNET TELEPHONY® Product of the Year Award, The Telx Ethernet Exchange provides a more efficient and simplified method of interconnecting service provider networks on a one-to-many basis. The Telx Ethernet Exchange is powered by the 6.4 TB/s capable Cisco ASR 9000 hardware platform and the modular Cisco IOS® XR software operating system, simplifying network operations for Ethernet wholesale service providers and Enterprise customers while enabling comprehensive system redundancy and network resiliency. To read more about how Telx helps carriers and services providers extend the reach of their networks, register to read this white paper on Ethernet Exchanges.

#### About Pinpoint Network Solutions

Pinpoint Network Solutions provides the entire array of communication services with a private, non-compromised network for that spans 19 states. Services provided by Pinpoint include transport, data center services and Internet. Pinpoint's IP Connect is a unique solution that allows businesses access to a dedicated, secure connection on their exclusive IP Network and provides access to all services, including transport, data center, internet, and other mission critical applications. For more information, visit <http://www.pnptnetworks.com>.

# # #

Photos, interviews, and actualities are available upon request.