



PORT NETWORKS

PRESS RELEASE

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BALTIMORE COMPANY BEATS VERIZON TO THE PUNCH, BRINGS 100MBPS INTERNET TO THE TOWERS AT HARBOR COURT CONDOMINIUM

Baltimore, MD – December 16, 2009 – For more than a year, residents of downtown Baltimore have watched with envy as Verizon rolled out its “fiber-to-the-home” Internet service in surrounding counties. Now their long wait is over, thanks not to Verizon but to Port Networks, a local company that has beaten the telecom giant to the punch with the launch of its own Smart Ethernet service, now available downtown at The Towers At Harbor Court Condominium.

With Smart Ethernet, residents of the landmark 29-story condominium building can now connect to the Internet at up to 100 megabits-per-second – inbound *and* outbound – for faster downloads, smoother streaming, and glorious gaming. With its new service, Port Networks has stepped ahead of both Verizon and Comcast, which continue to limit the rate at which customers can send data out of their computers to the Internet.

“The Internet is constantly changing, and it’s no longer simply a network of web sites,” says Port Networks General Manager Hugh Bethell. “Today it’s a medium for sharing information with other people, and that requires a connection that’s just as fast at sending data as it is at receiving data. We’re proud to offer that kind of service with Smart Ethernet.”

Verizon has long said that it would launch its fiber-to-the-home service downtown in 2010, but as the end of the year approaches, the company has not announced a more specific rollout schedule. Some speculate that Verizon is waiting to receive a cable television franchise from the City, so it can offer a “triple-play” solution. Others guess the company is waiting for an economic rebound before it takes on the aging infrastructure and crowded conduits of the urban core.

Meanwhile, Port Networks is forging ahead, using wireless backhauls between buildings to avoid the delays involved in running fiber under city streets. For its link to The Towers At Harbor Court Condominium, Port Networks uses carrier-class communications gear from BridgeWave, capable of carrying up to 1000Mbps of data. By staying above ground, the company also avoids downtime from tunnel fires, water main breaks, and other subterranean disasters.

Inside a Smart Ethernet building, Port Networks provides each unit with its own dedicated Ethernet connection – the same kind of network connection that is standard in most commercial buildings. For residents of The Towers At Harbor Court Condominium, for example, getting online is as easy as plugging their computer or router into a network jack on the wall.

(more...)

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BALTIMORE COMPANY BEATS VERIZON TO THE PUNCH, BRINGS 100MBPS INTERNET TO THE TOWERS AT HARBOR COURT CONDOMINIUM, cont.

“We were running our own network when we discovered that Port Networks could provide faster service at a very competitive price,” says Barbara Valeri, president of the building’s condominium owners’ association. “Now we have a completely upgraded network infrastructure in place, and everyone connected to the system is looking forward to using it for years to come. Partnering with Port Networks on this project is consistent with our continuing efforts to pursue and implement cost effective, state-of-the-art improvements to enhance the condominium living experience and the value of the property.”

Smart Ethernet at The Towers At Harbor Court Condominium is affordably priced at just \$39.95 per month for 10Mbps/10Mbps service, significantly less than what Verizon is charging for its fiber-to-the-home service in surrounding counties, or what Comcast is charging for stand-alone Internet service in the area. 20Mbps, 50Mbps, and 100Mbps service levels are also available.

“We’re committed to offering affordable, high-performance Internet connections in the city of Baltimore,” says Bethell. “We believe a local business can offer better service and support than giant conglomerates, and we’re out to prove that point in buildings like The Towers At Harbor Court Condominium.”

About The Towers At Harbor Court Condominium

Built in 1986, The Towers at Harbor Court Condominium was the first condominium high-rise to be built along Baltimore’s revitalized Inner Harbor. This distinctive, luxury 29 story residence, located at 10 E. Lee Street, is close to hundreds of Inner Harbor and downtown attractions and restaurants, the Central Business District, world class medical facilities, and all major modes/routes of transportation. Its close proximity to some of Baltimore’s historic neighborhoods also gives its residents the opportunity to participate in and enjoy many community activities.

About Port Networks

Port Networks is a privately-held wireless telecommunications company based in Baltimore, MD. The company provides IP-based data and voice services to residential, business, and government clients, over a citywide wireless network that operates independently of the incumbent local exchange carrier (Verizon) and local cable television franchisee (Comcast). Because it owns its own network, the company can offer clients lower monthly rates, faster service installation, scaleable services, and one-call customer service. Founded in 2003, Port Networks is a registered Maryland small business enterprise and member of the Greater Baltimore Committee.

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