



*Challenges  
in the  
Long Distance World  
(Past, Present, and Future)*

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# *Past*

- **First 10 years**
  - Low Cost / Good Margins
  - Limited Competition
  - Few Carriers
- **Carrier Access Revenue**
- **Rate Increases (Happy Valentines Day!) 2007**
  - Carrier “knee jerk” Reaction
  - Carrier Focus on Access
  - Over 80 Rate Increases Since
- **Introduction of Multiple Low Cost Carriers**
  - Beginning of LCR / Handback etc.
  - Quality Issues
  - Multiple Carrier per Call
  - CDR / Billing Challenges
  - Routing



# *Present*

*(Adjustment Period)*

- **Rate Stabilization**
- **Quality Improvement**
- **Routing Creativity**
- **OCN/NPA-NXX Pricing**
- **Carrier Relationships**
- **Cooperative Trouble Shooting**



# *Future*

- **Aggregation**
- **Customized Long Distance**
- **More Bundling (Wireless Minutes)**
- **More Networks**
- **Co-Location Strategies**

*Long Distance Isn't Going Away!*



*Get Out of The Boat  
and  
Drive the Wagon!!*

*Thank you!*