

THE Largest Triad Telecommunications Service Providers LIST

(Ranked by number of employees in the Triad)

Researched and compiled by Stephanie Nickell

Rank	Name and address of company Phone/fax number Web site	No. of employees in the Triad	No. businesses in the Triad served with VoIP service/local phone service/ISP services	Other communication ¹ services offered	Brands or carriers authorized to sell	Top local executive/ Year founded/ Web site
1	Bellsouth Telecommunications Inc. 629 W. Fifth St., Winston-Salem, NC 27101 (336) 631-2000/(336) 294-2239	1,100	WND/ 445,000 access lines/	high-speed Internet, online and directory advertising, wireless networking, long distance	Cisco, Nortel	Chuck Greene/ 1890/ www.bellsouth.com
2	Time Warner Cable 1813 Spring Garden St., Greensboro, NC 27403 (866) 874-2389/(336) 217-3203	800	DNA/ 50,000/ DNA	cable and high-speed Internet	Time Warner	Archie Baker/ 2004/ www.twcable.com
3	North State Communications 111 N. Main St., High Point, NC 27260 (336) 886-3600/(336) 885-4600	425	200/ 10,000/ 4,000	metro ethernet, broadband Internet, DSL, VoIP, bundled services, wireless, long distance	Nortel, Cisco, Adtran, Netopia, Transition Networks, Juniper	Royler Tucker/ 1895/ www.northstate.net
4	AT&T Corp. ² 4000 Frazier Road, Greensboro, NC 27407 (800) 222-0400/(336) 218-7942	225	WND/ WND/ WND	long distance voice and data, including ATM, frame and IP, VPN, Web hosting	AT&T	John Klebonis/ 2000/ www.att.com
5	Alltel ¹ 7031 Albert Pick Road, Suite 100, Greensboro, NC 27409 (336) 235-2255/(336) 235-2209	205	WND/ WND/ WND	cellular, high-speed data products and services, local phone systems	Motorola, Nokia, Samsung, Nortel, NEC, 3Com, Alltel	Monte Edwards/ 1985/ www.alltel.com
6	Mebel Communications 202 E. Washington St., Mebane, NC 27302 (919) 563-9111/(919) 563-4448	90	WND/ WND/ WND	directTV, local phone service, Internet connectivity, long distance, phone systems, wiring of facilities	Nortel, Mitel, NEC	Tom Dreyer/ 1915/ www.mebel.com
7	DSI Datanet Services Inc. 20 Oak Branch Drive, Greensboro, NC 27407 (336) 294-0141/(336) 294-4636	60	WND/ WND/ WND	VoIP, VPN, LAN, WAN, network security, infrastructure	Cisco, Microsoft, Hewlett Packard, IBM, Citrix, Novell	Mark Alexander/ 1986/ www.netdsi.com
7	WynnCom 419 Salem St., Lexington, NC 27292 (336) 249-8282/(336) 249-8400	60	WND/ WND/ WND	US Lec, Deltacom, Sprint	WND	Jimmy Wynn/ 1984/ www.wynncom.com
9	Atcom Business Telecom Solutions 8012 Industrial Village Road, Greensboro, NC 27409 (336) 665-9294/(336) 605-1955	40	WND/ WND/ WND	full-service telecommunications service provider	NuVox	Mike King/ 1984/ www.atcombs.com
9	Ronco Communications 7903 Thorncliffe Road, Greensboro, 27409 (336) 668-4488/(336) 665-7297	40	WND/ WND/ WND	voice communications, network infrastructure, network security, network management	Cisco	Linda Whitaker/ 1975/ www.ronco.net
11	Telecov 3 301 N. Elm St., Suite 500, Greensboro, NC 27401 (336) 510-8422/(336) 272-5575	30	WND/ WND/ WND	Internet, remote access VPN, VoIP, local private line, frame relay, ethernet	TeCove	Robert Guth/ 1998/ www.kmctelecom.com
12	Time Warner Telecom 466 Gallimore Dairy Road, Greensboro, NC 27409 (336) 217-4201/(336) 393-0677	27	100/ 400/ 300	managed network services, ethernet and transport data networking, Internet access	Time Warner	Travis Noble/ 1998/ www.timelec.com
13	Teledata Services 4000 Brownsboro Road, Winston-Salem, NC 27106 (336) 896-0808/(336) 896-2020	26	WND/ WND/ WND	VoIP telephone systems, data networks, servers and PCs, data storage off site backup	Covad, US Lec, NuVox	Mike Shuping/ 1988/ www.teledataservices.com
14	Deltacom 7021 C-Albert Pick Road, Greensboro, NC 27409 (336) 553-5600/(336) 294-6824	25	DNA/ 2,000/ 2,000	SimpliFi-T, SimpliBiz	NEC, Lexmark, Adtran, Cisco	Gary Tomlin/ 1989/ www.deltacom.com
14	Xpedius Communications 1801 Stanley Road, Greensboro, NC 27407 (336) 458-3000/(336) 292-7755	25	WND/ WND/ WND	Internet, local and long distance, data solutions, voice services	Xpedius	Paul Pierroni/ 2000/ www.xpedius.com
16	NuVox Communications Inc. 333 N. Greene St., Greensboro, NC 27401 (336) 369-2400/(336) 369-2450	22	200/ 1,500/ 1,200	data security	WND	H. Lin Garner/ 1998/ www.nuvox.com
17	Inter-Tel Technologies Inc. 1760 Jonestown Road, Winston-Salem, NC 27103 (336) 768-1506/(336) 774-8154	20	WND/ WND/ WND	VoIP, digital telephone systems, voice mail, call center solutions, IVR	Inter-Tel	Bob King/ 1989/ www.inter-tel.com
18	Convergent Technologies 633 W. Fourth St., Winston-Salem, NC 27101 (336) 722-2990/(336) 722-9861	15	100/ DNA/ DNA	wireless LAN/WAN, network security, data and voice and networking, helpline support	Microsoft, Avaya, Extreme, Juniper, Proxim, Meru, Plantronics	Sam Solomon/ 2001/ www.convtec.com
18	X1 Communications 301 N. Main St., Suite 2404, Winston-Salem, 27101 (866) 714-0325/WND	15	20/ DNA/ 100	high-speed broadband, off-site backup and disaster recovery, network administration, installation	Motorola, Polycom, Telcelnet, Trango, Transeo	Tom Laydon/ 2000/ www.x1communications.com
20	Birch Telecom 4900 Koger Blvd., Suite 235, Greensboro, NC 27407 (336) 843-2075/(336) 856-7573	10	WND/ WND/ WND	Internet, local telephone service, home connection packages	Birch	Gary Marsden/ 2001/ www.birch.com
20	Ideacom Of Central NC Inc. 7327 G.W. Friendly Ave., Greensboro, NC 27410 (336) 854-4455/(336) 808-0882	10	WND/ WND/ WND	voice and data cabling, paging, VoIP, voice mails	Vodavi, Executione, Nextel, Northern Telecom	John Thomas/ 2003/ www.ideacomnc.com
22	Edwards Communications Inc. 843 N. Winston St., Greensboro, NC 27405 (336) 275-8193/(336) 272-1106	6	WND/ WND/ WND	telephone equipment, paging, network cabling, VoIP and fiber optics	Cornelcoleon, Atlas, NuVio	William Edwards/ 1985/ www.neteci.com
23	JSI Datacom 112 E. Washington St., Greensboro, NC 27455 (336) 379-8554/(336) 379-8364	5	WND/ WND/ WND	sell and service most major brands of phone and computers, integrate computer and telephone systems	NEC, Microsoft, Citrix	Joe Joplin/ 1999/ www.jsidata.com
24	Carolina Business Communications P.O. Box 819, Walkertown, NC 27051 (336) 723-2400/(336) 723-0811	4	WND/ WND/ WND	PBX/key systems, VoIP, network cabling, paging, fiber optic	Comdial, Norstar, Inter-Tel, Avaya, Vodavi	George Nedrigal/ 1999/ www.carolinabusinesscomm.com
24	Carrollannet.com 301 S. Elm St., Suite 625, Greensboro, NC 27401 (336) 346-6000/(336) 232-9400	4	more than 20/ more than 20/ more than 100	full-service telecommunications service provider	NuVox, Deltacom, NuVioVoIP	Nicky Smith/ 1999/ www.carrolladigitalphone.com

Information was gathered from the Piedmont Triad Partnership, faxed questionnaires and telephone interviews with company representatives.
 WND- Would not disclose DNA- Does not apply
 1- Acronyms in this column stand for Digital Subscriber Line, Voice Over Internet Protocol, Virtual Private Network, Local Area Network, Wide Area Network, Asynchronous Transfer Mode, Private Branch Exchange and Integrated Voice Response.
 2- SEC Communications acquired AT&T in December and adopted the AT&T name.
 3- TelCove purchased KMC Telecom in July.

Dear Readers,
 Get breaking news as it happens, directly from me. Each weekday I'll e-mail you breaking news at least 12 hours before it's in the morning paper. To get this free service, send your e-mail address to me, dwcopeland@bizjournals.com. Just type "news" in the subject line. I'll e-mail you the opt-in link to ensure your privacy is protected.

Douglas W. Copeland, Jr.,
 President and Publisher

THE BUSINESS JOURNAL



Douglas W. Copeland, Jr.

BREAKING NEWS
 — from the Publisher