

ELIMINATING THE LAST MILE OF COPPER WIRE

For both landlord and tenant, few things are more frustrating than paying for — and expecting — fiber-optic performance, only to get copper wire speed. This typically happens when the fiber optic cable comes within a mile or so of the facility but is then connected to telephone lines for the final connection to the office.

Now Optimum Lightpath, a division of Cablevision Systems Corporation, is trying its best to break that bottleneck. Recently it announced that it connected its 2,000th building to fiber-optic in the New York metropolitan area — a Mack-Cali Realty Corporation building in Woodcliff Lake, NJ.

The Optimum Lightpath network now comprises more than 2,500 route miles of fiber-optic cable (nearly 128,000 miles of actual fiber) within the New York metropolitan area, encompassing New York City and the suburban areas of Long Island, Westchester County, Northern New Jersey and Southern Connecticut.

George Russell, president, The Private Office, which runs office business centers with locations at 800 Westchester Avenue, Rye Brook, NY and at Red Oak Lane in White Plains, NY, recently brought in Optimum Lightpath fiber-optic capability to his facilities.

“Our industry was formerly known as the executive suite business, but it is moving away from the traditional office, phone and furniture,” says Russell. “Where I see it moving is focusing on an environment where business people who need office space can come and find a fully outfitted office. That is one of the reasons that led us to our association with Optimum Lightpath.”

Russell says that having only one communications/data/Internet route is not sufficient today — particularly when many businesses are at the mercy of some of the old copper wire infrastructure still being used. “There is a variety of vendors out there offering long distance telephone and Internet service but, ultimately, they run over copper wire for the last mile to a facility,” he explains. “When a circuit goes down, there is the usual vendor finger pointing until the system is fixed. That is just not the way to serve the modern client and our clients would tend to get upset if their Internet were to go down.”

Optimum Lightpath presented The Private Office with an approach that Russell found intriguing: it would give the company significant spare capacity on its Internet connectivity, and significant flexibility in how it could divide that capacity between both data and voice over the Internet.

“Since it was fiber, which we have used in the past with very good results and very high uptime, we really wanted to go that route,” Russell notes. “It has provided us with significant efficiency



George Russell

and redundancy. We have two paths out to the world that we can take — we can go via our Red Oak Lane center in White Plains or via our center at 800 Westchester Avenue Center because the two are interconnected. There is a significant amount of technology available today that you really have to buy in bulk. We do that, and then retail it to our clients.”

In Westchester County, where The Private Office operates, there are a fair number of people in the financial services. Business and financial services people require substantial bandwidth — particularly if they are trading. “We can offer that through Optimum Lightpath,” explains Russell.

Russell describes the difference between the old copper wire setup and the new fiber-optic systems. “In our center, we have two sections. We have a reception section with 13 offices; we have a larger section with four conference rooms and about 58 offices. We actually have all telecommunications and all data communications over two strands of fiber. Whereas, to manage our telephone console at the reception desk takes 25 copper wire pairs.” ■

The Private Office at 800 Westchester Avenue

