

# Who We Are



*You manage your business.  
We'll manage your network.*





**W**ith offices in Toronto, Vancouver and Ottawa, Point of Presence Technologies Inc. (PofP) specializes in managing and supporting public and private Internet access networks. PofP is the leading turnkey service provider of wired and wireless networking technologies with over 100 satisfied hotels and student residences as our clients across Canada. With active in-field experience, PofP is an excellent technology services partner who provides an end-to-end solution from initial network design to robust 24/7, bilingual end user technical support.

PofP remains innovative and on the cutting edge of network technology by staying true to our niche. Our core focus is on the physical network itself and ensuring we

deploy only the best solutions to meet the ever-evolving needs of our customers. With a dedicated technical team focused on research and development and our partnership with leading equipment manufacturers such as Alcatel-Lucent, we are proud to deliver our high level of service to clients across Canada.

No other demographic in Canada is more dependent and demanding on reliable Internet access than students. Since entering the student residence market in 2004, PofP has found it to be our fastest growing market segment with 2006 seeing us more than double the number of students we serve. Many Universities and Colleges, such as Niagara College's 600-bed residence are using the need to refresh and upgrade their physical network as an opportunity to outsource the management and support services to PofP.

*Conestoga turned to Point of Presence Technologies to manage our student residence network, and the decision to do so has greatly exceeded our expectations. We've been thoroughly impressed with the level of service, and the experience has been well beyond what we'd come to expect. I look forward to continuing and evolving our relationship for years to come!*

**Ryan Connell, Manager and Residence Life Coordinator, Conestoga College**



**W**ith 79,000 employees and operations in more than 130 countries, Alcatel-Lucent is a local partner with global reach. The company has the most experienced global services team in the industry, and one of the largest Innovation and Technology organizations focused on communications. Alcatel-Lucent achieved combined sales of Euro 18.6 billion in 2005, and is incorporated in France, with executive offices located in Paris.

A proven telecom partner, Alcatel-Lucent understands industry-specific communication requirements and has the market-leading voice, data, video and fixed-mobile portfolio necessary to deliver business critical solutions. In addition, Alcatel-Lucent has the carrier-grade engineering, solutions and support to accommodate network criticality concerns. They also bring their extensive cross-industry knowledge; complete portfolio of services; and strong partner, research and innovation and application ecosystem to bear to customize a solution that meets your needs.

## Two great companies, one fantastic result!

In this era of technology-driven progress, one trend stands above all others. Specialization has driven development to the point where

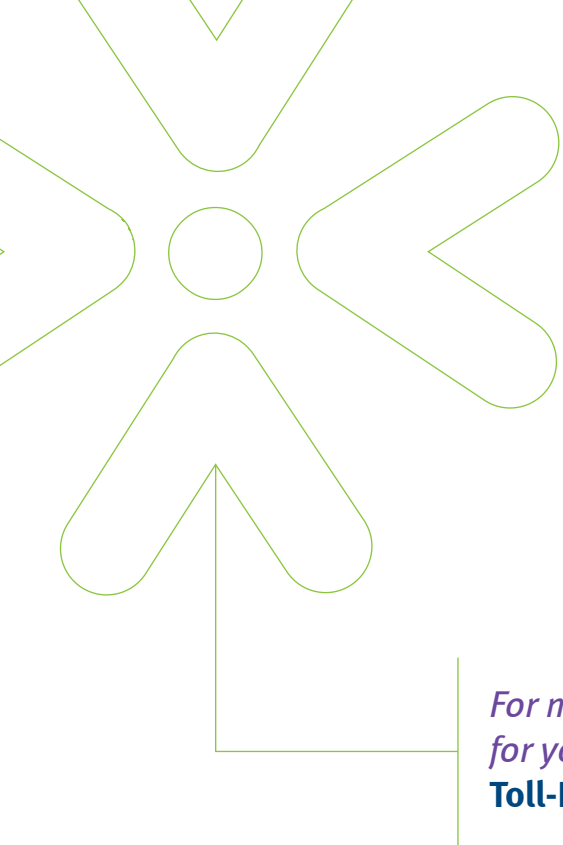
alliances and partnerships have become pivotal tools in an effort to distinguish products and services from the competition.

Point of Presence Technologies and Alcatel-Lucent have joined forces to the benefit of campuses across

Canada. With Alcatel-Lucent's broad range of carrier-grade networking equipment, combined with Point of Presence Technologies' high-touch customer service, your students will enjoy the Internet service they need to thrive in today's fast-paced learning environment.

*For more information about how we can help your school, contact us at [sales@pofp.com](mailto:sales@pofp.com) or call*

**TOLL-FREE 1-866-979-POFP**



*For more information on our company and what we can do for your business, contact us at [sales@pofp.com](mailto:sales@pofp.com) or call us Toll-Free: 1-866-979-POFP.*

**TORONTO:**

114 Parliament Street  
Toronto, ON  
M5A 2Y8

**VANCOUVER:**

317-1529 West 6<sup>th</sup> Avenue  
Vancouver, BC  
V6J 1R1

**1-866-979-POFP**

[www.pofp.com](http://www.pofp.com) | [www.alcatel-lucent.com](http://www.alcatel-lucent.com)