

About Americatel

AMERICATEL is a history-making international telecommunications company that has developed a unique niche in the Americas. It is the first regional carrier dedicated to servicing the needs of multinational companies operating in the Latin American and Caribbean regions. Through an established network of strategic partners and affiliates in key markets, Americatel assures its clients the highest quality, cost-effective, end-to-end digital communications.

Americatel Corporation was formed in April, 1993 by ENTEL Chile, the largest long distance carrier in Chile and a pioneer in the privatization of Latin America's telecommunications industry. The company was founded upon the business premise that an explosion of trade and commerce in the Americas had created new requirements for voice and data communication services between companies and their distant divisions and customers in the region. A need had arisen for higher quality telecommunications services for businesses and in-country and intra-regional network solutions.

To meet this challenge, Americatel extended its reach in 1994, establishing alliances and joint ventures in Argentina, Colombia, Ecuador, El Salvador, Guatemala, Honduras, and Peru. These strategic partners include the region's principal private carriers and industry leaders, together comprising the Americatel/ENTEL Network. The Network continued its expansions in 1996 through a relationship with STET of Italy.

The commitment of Americatel and its affiliates to provide exceptional telecommunications solutions is second to none. The Americatel network has the strongest presence in Latin America, operating multiple hubs dedicated to the support of corporate network services within the region. Continuous efforts are being made to develop new services utilizing existing platforms and establishing commercial agreements with foreign telecommunications administrations to support new endeavors in the Americas.



Americatel[®]

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**International
Business Services**
private leased lines



Leased lines

AMERICATEL is a leading private line services provider for the Latin American region with access to over 15 countries from our teleport facilities in Miami, Florida. Our high quality standards and local presence in selected countries in the region make Americatel the best choice for multinational companies with business offices and facilities in Latin America.

Our standard private line service consists of clear channel digital lines at speeds ranging from 64 kilobits per second (Kbps) to 2.048 megabits per second (Mbps) and higher. Americatel takes full administration and management responsibility for the end-to-end service, making the processes to install international lines in the region transparent to customers. Our flexibility and responsiveness to cus-

tomers' needs allow us to provide non-standard services to suit a variety of technical and corporate customer requirements.

Currently, private line services are provided using highly reliable satellite technology. In the near future, fiber optic submarine cable technology will be commercially available to a few countries in Latin America. The ENTEL Group is participating in the submarine cable consortium. As a part of the group, Americatel is positioned to take advantage of this emerging technology.

Satellite technology has proven over the years to be highly reliable and flexible. To maintain the reliability of digital leased lines on an end-to-end basis, Americatel has either operating agreements with local PTTs or direct affiliate operations with facilities and personnel dedicated to maintain the highest quality of service throughout Latin America and the Caribbean. Strong relations with the foreign PTTs, combined with our own operations in a number of countries, results in tremendous improvements in the quality of Americatel's digital leased line services compared to other providers in the region.

In the United States, Americatel uses its own teleport facilities located

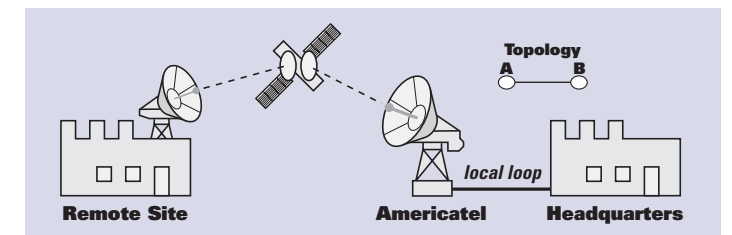
in Miami, Florida. All operations are controlled from these facilities where multi-lingual personnel are available 24 hours a day, seven days a week including holidays, to attend to any customers' concerns about their service.

Americatel's commitment to continuous improvements in the performance and reliability of leased lines in the region provides our customers with networks they can depend on to carry their mission critical applications, vital to the success of their businesses in Latin America.

SCPC

THE SINGLE CHANNEL PER CARRIER (SCPC) service provides a point-to-point private line connection between two locations. Because of its use of "on premise remote terminals," SCPC solutions offer greater reliability and flexibility compared to the standard private line service. The SCPC services offer the highest reliability among dedicated line service offerings by bringing the circuit from the satellite directly into the customer's premises.

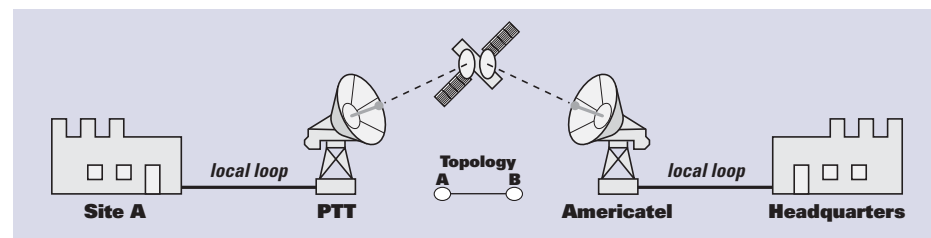
Since it does not rely on the local telecommunications infrastructure, problems with cable cuts and network synchronization timing are com-



SCPC

pletely eliminated. Besides the improved availability, bandwidth upgrades can be performed quickly and in increments that best suit the customer's requirements. In contrast, using a terrestrial infrastructure, bandwidth upgrades are limited by the capabilities of the domestic digital or analog network.

The service's advantage value increases substantially for countries with poor telecommunications infrastructure. The SCPC solution is the premiere leased line service for customers who require the strictest service availability levels in all countries.



Private leased line

 **Americatel**®

