

Why CenturyLink

Paul Kirchhoffer
Director Region Operations
West Region

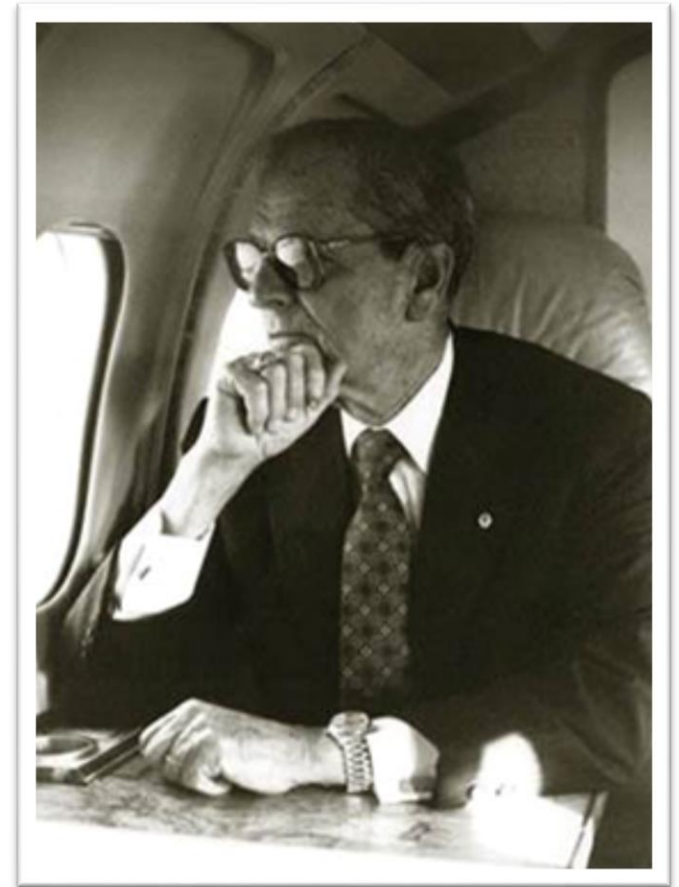


“If you do the right things, success will follow.”

– Clarke M. Williams, Founder

During more than 80 years of service, Clarke M. Williams laid a foundation of leadership and integrity that will forever shape our view of how to manage the Company.

Mr. Williams set a lasting example for our company, both in the way he conducted business and in the way he led his life. His legacy is most clearly manifested in our Unifying Principles. These attributes are the foundation upon which our company is built.



OUR CULTURE

- Have a customer-centric mindset
- Be accountable and trustworthy
- Encourage teamwork and collaboration
- Commit to a sense of urgency in serving customers and meeting our responsibilities
- Maintain concern and respect for fellow employees

**Unifying
Principles**

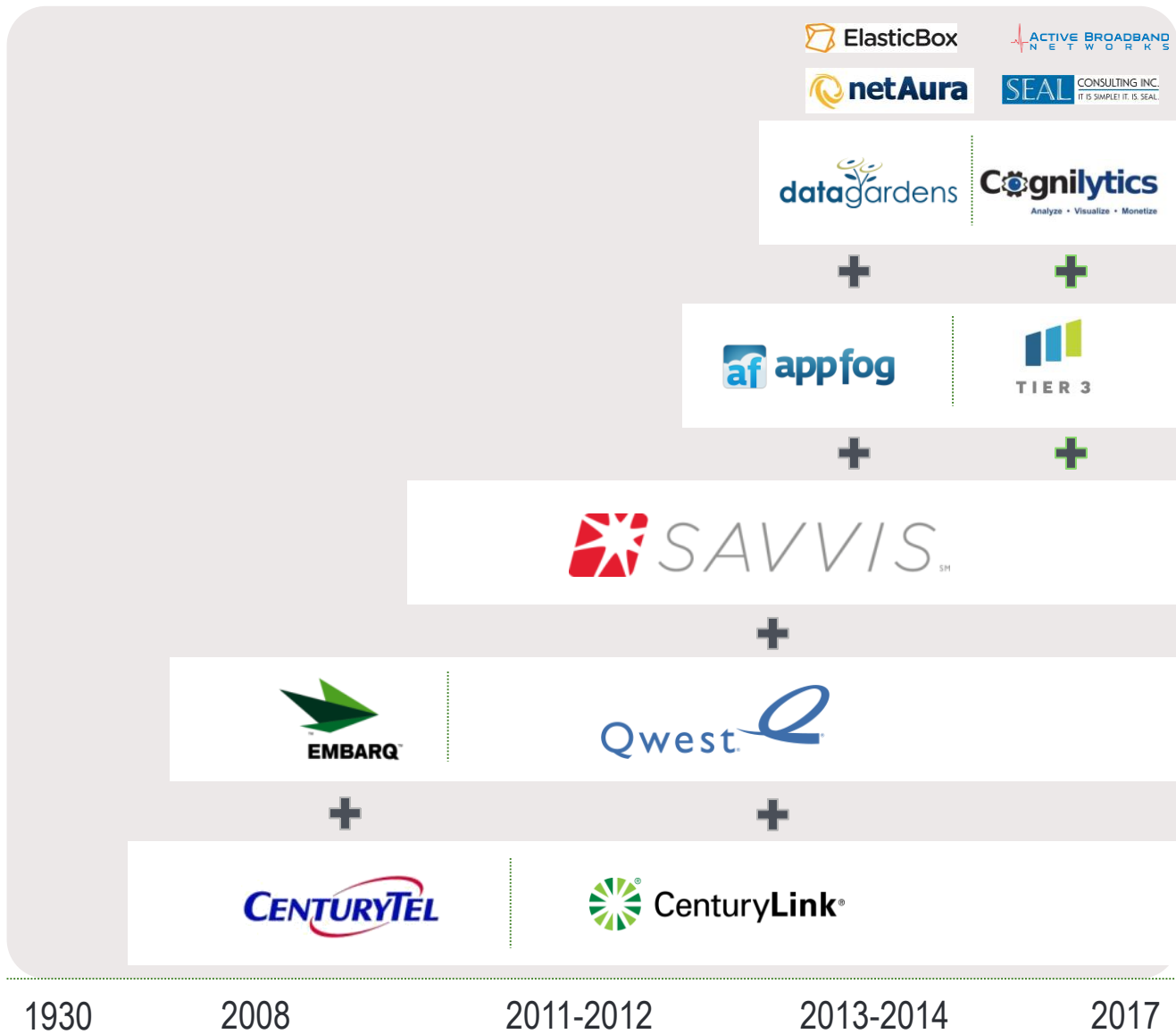
**Fairness • Honesty & Integrity
Commitment to Excellence • Positive Attitude
Respect • Faith • Perseverance**



CENTURYLINK TODAY

- CenturyLink (NYSE: CTL) is a global communications, hosting, cloud and IT services company enabling millions of customers to transform their businesses and their lives through innovative technology solutions.
- CenturyLink offers network and data systems management, big data analytics and IT consulting, and operates nearly 60 data centers in North America, Europe and Asia.





TOP 3
COMMUNICATIONS PROVIDER

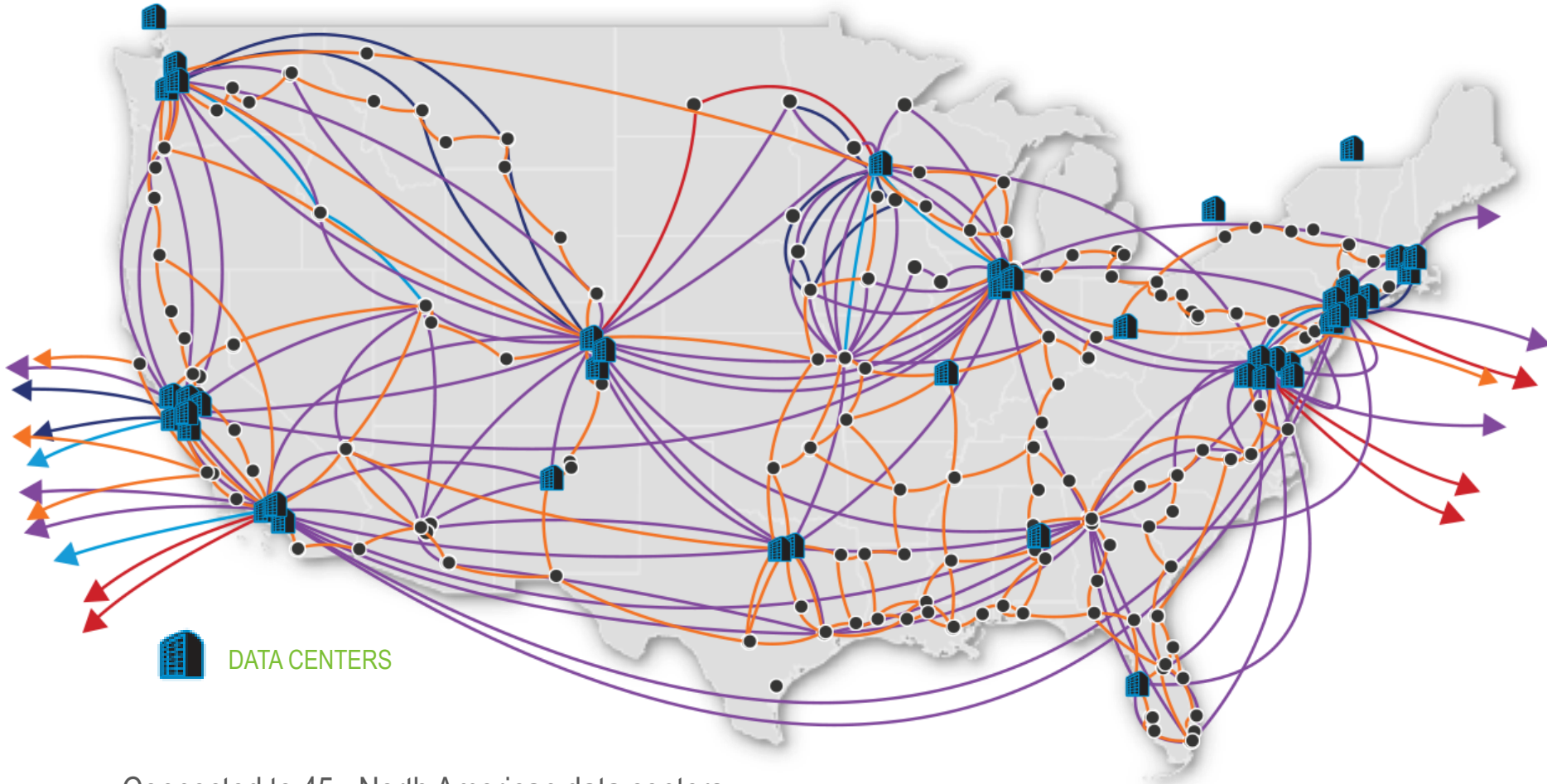
20% WORLD'S
INTERNET TRAFFIC

\$17.5B REVENUE

44,000 EMPLOYEES

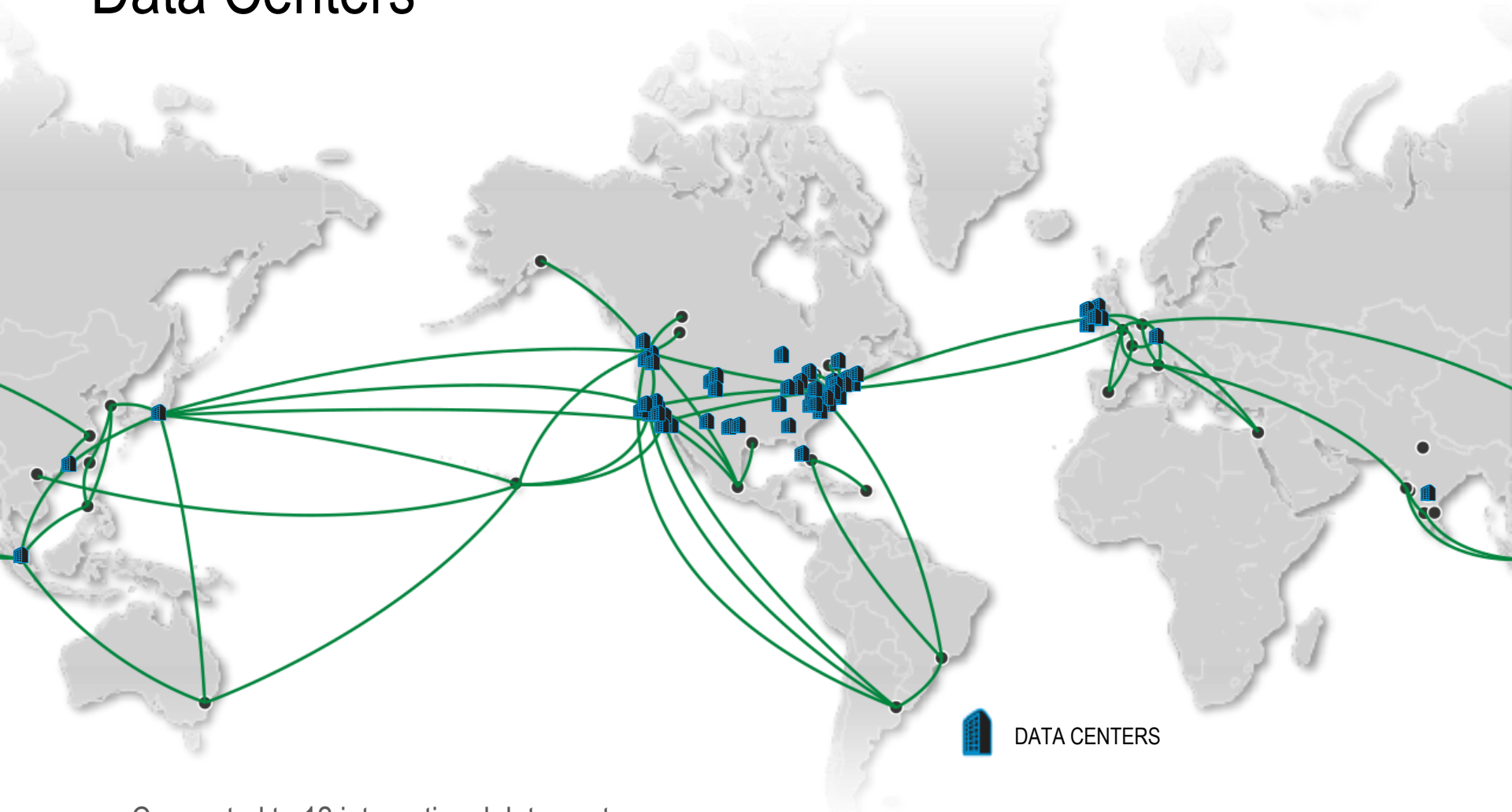
98% FORTUNE 500

CenturyLink North American Network & Data Centers



- Connected to 45+ North American data centers
- Plus another 280+ third party data centers
- Own and operate 250,000-route-mile U.S. fiber network

CenturyLink International Network & Data Centers



- Connected to 12 international data centers
- Own or lease over 300,000-route-mile international transport network

CENTURYLINK U.S. LOCAL EXCHANGE MARKETS

Northwest

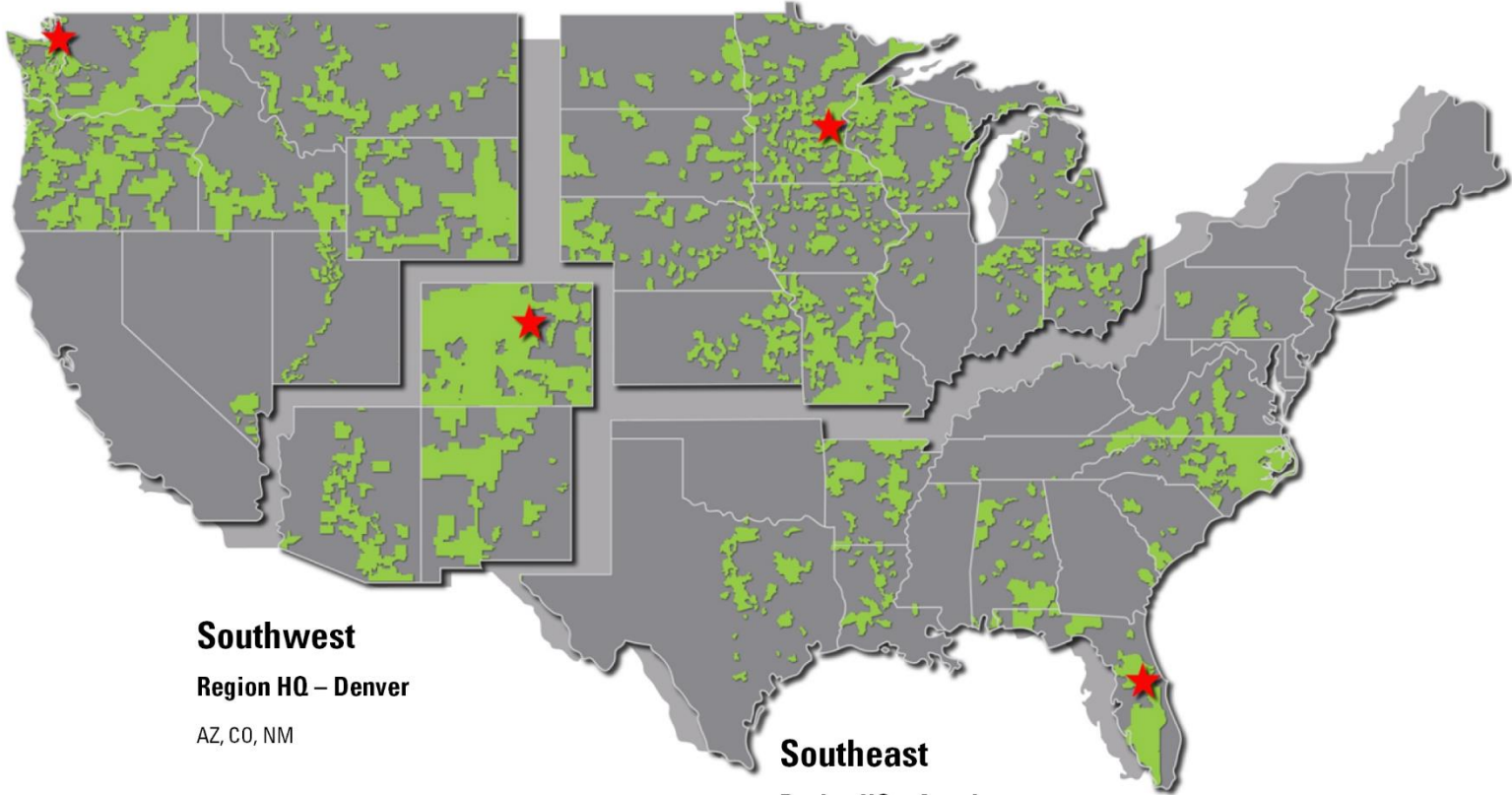
Region HQ – Seattle

ID, MT, OR, WA, WY, CA, NV, UT

Central

Region HQ – Minneapolis

IA, IL, IN, KS, MI, MN, MO, ND, NE, SD, WI, OH



Southwest

Region HQ – Denver

AZ, CO, NM

Southeast

Region HQ – Apopka

AL, AR, CT, DC, DE, FL, GA, KY, LA, MA, MD, ME, MS, NC, NH, NJ, NY, OK, PA, RI, SC, TN, TX, VA, VT, WV



CenturyLink



Region HQ

KEY OBJECTIVE

- Improving the lives of our customers by connecting them to the power of the digital world.



Comprehensive Portfolio; End to End Accountability



DESIGN & DEPLOY

MAINTAIN & OPERATE

Big Data as-a-Service Analytics, Digital / eCommerce,
Disaster Recovery, Storage

Managed Services + Cloud Application Management

Hosting & Data Centers: Colocation,
Cloud, Managed Hosting

Voice & Collaboration

Network: Internet, MPLS, SD-WAN, Ethernet, CPE

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DESIGN & DEPLOY

MAINTAIN & OPERATE

CenturyLink IT Capabilities



55+
Global
World-Class Data Centers +

550,000
Global Network
Route Miles +

2,000
Expert Personnel
Global DevOps & Apps Team +

Manage websites for
the world's

TOP BRANDS

2ND LARGEST GLOBAL
colocation business

3RD LARGEST
U.S. telecomm company

**THOUSANDS
OF IT PROFESSIONALS**

GLOBALLY

Service Desk Resources,
Compute Specialists,
Storage Specialists, IT Architects

INDUSTRY LEADERSHIP
with CPE Partners

**MULTIPLE
CONSECUTIVE YEARS**

as a leader or visionary in
Gartner Magic Quadrants

MAJOR PLAYER
in the IDC Worldwide Service
Provider Marketscape

LEADER IN FORRESTER
DDoS WAVE study

CenturyLink IT Experience



INCLUDING THESE CLIENTS

+



Industry Leadership Across the CenturyLink Portfolio



Networking Solutions

- Fourth of 10 Overall in 2016 Gartner U.S. Wireline Telecom Services Critical Capabilities
- Tied for Second of 10 in 2016 IHS (Infonetics) North America SIP Trunking Leadership Scorecard
- Major Player in 2016 IDC Worldwide Hosted & Cloud Contact Center Vendor Assessment MarketScape
- Included in 2016 Gartner Critical Capabilities for Network Service Providers, APAC
- Major Player in 2015 IDC Global Network Service Providers MarketScape
- Major Player in 2015 IDC Worldwide Advanced Enterprise WAN Data Services MarketScape
- Niche Player in 2015 Gartner Magic Quadrant, Contact Center as a Service, North America
- Frost & Sullivan Competitive Strategy Innovation & Leadership Award , Business Metro Carrier Ethernet Services, U.S., 2014
- Frost & Sullivan Competitive Strategy Innovation & Leadership Award for NA MPLS/IP VPN, 2014

Cloud and Managed Hosting

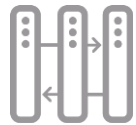
- Niche Player, Global Cloud IaaS
- Leader in Managed Hybrid Cloud Hosting, Europe
- Leader in Cloud-Enabled Managed Hosting Asia-Pacific
- Strong Provider in Forrester's Hosted Private Cloud Wave
- Major Player in IDC Canadian Cloud MarketScape
- 2016 Asia Pacific Hybrid IT Strategy Award from Frost & Sullivan
- 2015 Cloud Provider of the Year, NA from Frost & Sullivan

Security

- Leader in IDC MarketScape, US Emerging MSS 2016 Vendor Assessment
- Strong Performer in Forrester Wave for MSSP NA, Q3 2016
- Leader in 2015 Forrester Wave for DDoS
- Niche Player in 2015 Gartner MSSP Magic Quadrant, Worldwide

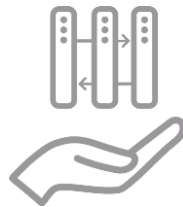
Customer Premises Equipment (CPE)

CENTURYLINK OFFERS A WIDE RANGE OF CPE SERVICES TO MEET YOUR SPECIFIC BUSINESS NEEDS.



CPE

- Premises Equipment
- Maintenance Offerings
- Installation
- Applications Extensions
- Customization



CPEaaS

- Infrastructure as a Service
- In Data Centers or On Premises
- OPEX Arrangement
- Includes Installation and Maintenance
- Can be Customized
- Flexible



Managed Enterprise

- Infrastructure as a Service
- Fully Managed
- Data Center Deployed
- OPEX Arrangement
- Includes Installation and Maintenance
- Can be Customized
- Flexible



Cloud Offerings

- Infrastructure as a Service
- Flexible Usage Options
- Fully Managed
- OPEX Arrangement
- Includes Installation and Maintenance
- Can be Customized
- Flexible

Security Portfolio

A Unified Security Platform Aligned Around 5 Key Competency Areas

Establish the Priorities & Program	Government Assessment	Compliance Assessment	Enterprise Risk Assessment	Security Policy	Security Training & Awareness	Social Engineering Risk Management	Custom Client Site Implementation & Management Services (SOC, SIEM, MSS)
	IAM/PA, Strategy, Program Design, Deployment		User Authentication Programs, Multifactor, Mobile IDAM, VPN Management		Policy Enforcement, Identify & Data Governance, Privileged Account Management		Federated Identity Management, SSO
Control Credentials & User Access	Email Security	Enhanced Cyber Security	File Integrity Monitoring	Web Security	Web Application Firewall	Endpoint Security (AV/AS)	
	Application Portfolio Security Assessment	Application Security Assessment	Secure SDLC Assessment	App Penetration Testing	Data Security Assessment	Database Security Assessment	Big Data Security Assessment
	ERP App Security Assessment	App Vulnerability Assessment	DAST/SAST/IAST	Data Classification & Categorization	Data Migration Security Assessment	Data Loss Prevention (DLP)	
Protect Your Data, Applications & Endpoints	Managed Firewall, IPS, VPN		Log Management	DDoS Mitigation		Network Based Security	
	Infrastructure Security Assessments	Network Security Assessments	Network Device Security Assessments	Wireless Security Assessments	Network Architecture Assessment/Design		
Protect Your Network & Infrastructure	Security Log Monitoring with Trending & Threat Analysis		Incident Management & Response		Vulnerability & Risk Monitoring		Managed Protection Services
	Security Log Monitoring with Trending & Threat Analysis		Incident Management & Response		Vulnerability & Risk Monitoring		Managed Protection Services
Detect & Respond to Threats with Advanced Capabilities	Security Log Monitoring with Trending & Threat Analysis		Incident Management & Response		Vulnerability & Risk Monitoring		Managed Protection Services



Consulting



Managed or Co-Managed Security Service

IT Consulting & Implementation

OVER 100 ANNUAL IT PROGRAM DEPLOYMENTS FOR CLIENTS

CMMI LEVEL 5 CERTIFIED

ITIL CERTIFIED

4,000 SPECIALISTS: HELP DESK, NETWORK, COMPUTE, IT CONSULTING, ARCHITECTS, TESTING



STRATEGY & SYSTEMS CONSULTING



APPLICATION DEVELOPMENT & MAINTENANCE



DATA & ANALYTICS



SECURITY



QUALITY ASSURANCE & TESTING



INFRASTRUCTURE & APPLICATION MANAGEMENT



CLOUD ENABLEMENT



DISASTER RECOVERY



DESIGN & TRANSITION



SERVICE MANAGEMENT

Empower innovation, improve your agility, and ultimately build competitive advantage





CenturyLink[®]
Business