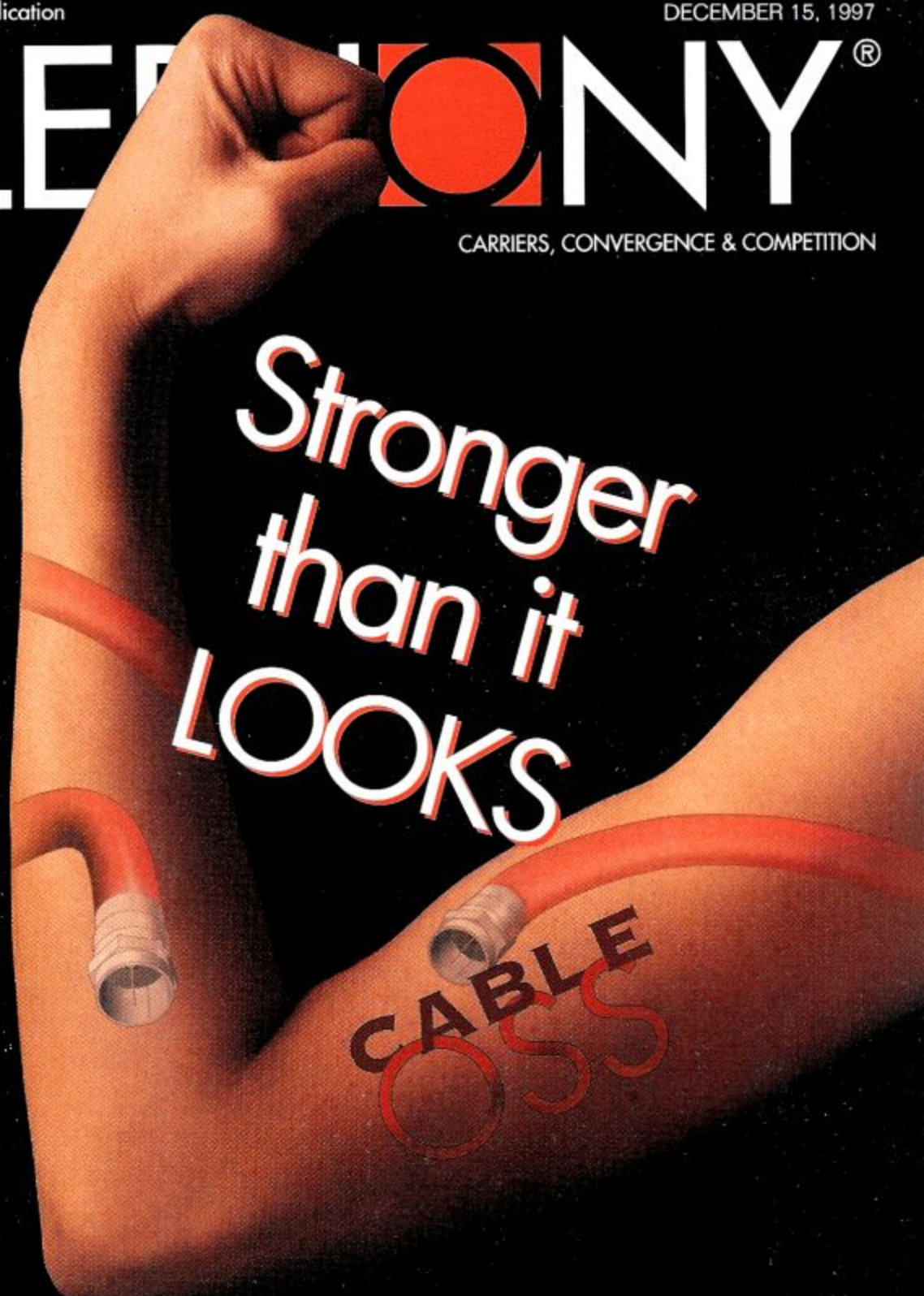


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JEFF COTRUPE

▶ THIS WEEK

CABLE TELEPHONY ON THE REBOUND

MediaOne fills up its telephony dance card, signing two deals to provide residential voice services next year. Atlanta is one major market that will soon have access to cable telephony.

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GOODNET ACQUIRED

WinStar pays \$22.5 million to buy GoodNet and its Tier 1 Internet backbone. The resulting unit, WinStar GoodNet, will spearhead WinStar's expansion into data communications.

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MCI TAKES HOLISTIC VIEW OF VPN

MCI announced its Quality Counts program at Fall Internet World '97. The IXC offers guaranteed VPNs over the Internet and packages them with value-added services.

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FOCUS ON THE POSITIVE

CDMA supporters show off strengths and refute naysayers at the recent CDMA North American Regional Congress.

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DENSE, NOT DUMB

Aptis Communications' CVX 1800 access switch supports more than 5000 dial-up ports, a density that many carriers need to keep up with user demand.

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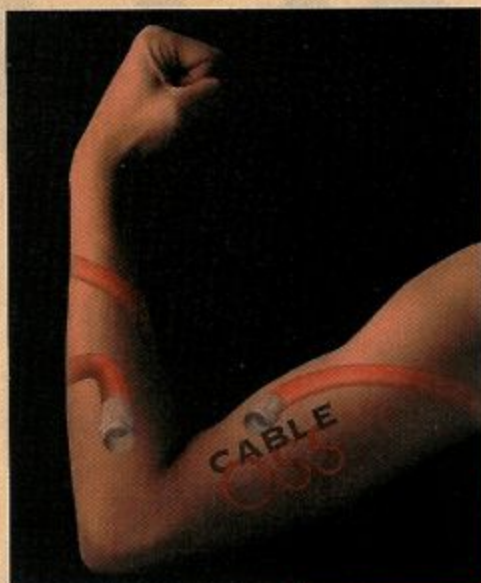
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ADC's Cadogan
page 6



A new cable
modem player
page 8



JEREMY SCOTT

STRONGER THAN IT LOOKS

By Jeff Cotrupe and James Alsmann. Although some pundits have dismissed the cable OSS market, the industry spent \$1.6 billion on cable operations support systems in 1996 worldwide, a figure projected to grow. Bottom line: cable operators need OSSs, too. **page 20**

**METHODICALLY VISIONARY**

By Dan O'Shea. Carriers want and need more bandwidth, but they must determine how much how soon. Both Sonet networks and WDM towers offer viable options. **page 34**

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