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NEW PARADIGM RESOURCES GROUP PLANNING STUDY ON SUCCESS STRATEGIES IN THE CLEC INDUSTRY

Study Will Examine Survival Skills Leading to Future Market Strength

ATLANTA, JUNE 5, 2001 – A year after the funding drought that precipitated financial challenges for the competitive local exchange carrier (CLEC) industry, what trends have emerged that will help determine tomorrow’s market winners? “Winning CLEC Strategies,” a study being developed by New Paradigm Resources Group (NPRG), the competitive industry’s leading research organization, will examine the top publicly traded CLECs to reveal the success strategies of tomorrow’s industry leaders. NPRG will issue “Winning CLEC Strategies” during the third quarter.

“Some observers have taken the example of a few unsuccessful CLECs and extrapolated to paint the entire industry unfavorably,” said Martin McDermott, NPRG Vice President of Marketing. “NPRG will undertake a more detailed examination based on criteria including debt to equity ratios, cost per customer, days service outstanding, gross margins and other factors, to identify the traits market leaders share. This approach will create a more accurate view of which companies will emerge successfully.”

“We will determine what companies have accomplished to make progress over time, de-bunk some of the common myths previously used to determine outcomes, and make value judgments on whether a set of key behaviors and actions will lead to long term vitality,” said Craig Clausen, Senior Vice President.

Among the success strategies to be addressed are: Business Conceptualization, Integration of Company Strategy and Technology Strategy, Market Timing, Avoiding Single Technology Reliance, and Business Measures.

For more information on “Winning CLEC Strategies,” please contact NPRG at (312) 980-7848.

About New Paradigm Resources Group

New Paradigm Resources Group, Inc. is a research and consulting firm monitoring and analyzing developments in the competitive telecommunications industry. NPRG maintains an extensive array of proprietary databases that support our foundational industry reports, which, in turn, fuel our client-specific expert consulting work. NPRG publishes the *CLEC Report™*, a biannual multi-volume review of the state, trends and future of the competitive local telecom industry, as well as the *ISP Report™*, *DSL Report™*, *ASP Report™*, *Utilities in Telecom Report™* and the *BLEC Report™*.