



NEWS RELEASE

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NEW PARADIGM RESOURCES GROUP PUBLISHES 1997 ANNUAL REPORT ON LOCAL TELECOMMUNICATIONS COMPETITION

Comprehensive Review of Competitive Local Telecommunications Shows Industry Doubled In 1996 As New Players Leveraged Telecom Act, Catapulting From Competitive Access To Switched Dial Tone.

CHICAGO, IL, FEBRUARY 24, 1997 -- New Paradigm Resources Group (NPRG), Inc., a national research and consulting organization focusing exclusively on the competitive local telecommunications industry, today issued the *1997 Annual Report on Local Telecommunications Competition*. The nearly 600-page study provides in-depth profiles of the fast-growing companies that are transforming the \$100 billion local telephone market in the new era of competition unleashed by the Telecommunications Act.

Among the key findings from NPRG's *1997 Annual Report*:

-- Competitive Local Telecom Industry Doubled in 1996. The Report covers 90 companies involved in the competitive local telecom market, more than twice the 36 companies reviewed in the 1996 Annual Report. 1996 industry revenue doubled to \$2.2 billion.

-- Extensive Deployment of Advanced Infrastructure. Competitive providers now operate nearly 50,000 miles of local fiber optic networks, serving some 24,000 buildings.

-- Switched Dial Tone Drives Expansion. Competitive local phone companies deployed 139 switches to offer their own, facilities-based local dial tone service. Switched services were the major driver of revenue growth.

"The Telecommunications Act promises to open the century-old local phone monopolies to competition, unlocking customer demand for choice, and creating a huge surge in interest in the new, alternative providers," said Terry Barnich, President of New Paradigm Resources Group, Inc. "The *1997 Annual Report* is an indispensable reference book for the industry, providing a

detailed examination of the players, the markets, and the opportunities."

The *1997 Annual Report* presents information and profiles on the 90 providers that represent the current competitive local industry. Companies that offer the potential to provide competitive local service are covered in a separate "Watch List." Other chapters cover the status of the competitive local exchange carrier (CLEC) industry, market forecasts, origins of the CLECs, emerging strategies, market opportunities, and new initiatives by utility companies.

"The *1997 Annual Report* is designed to take the guesswork and legwork out of understanding competitive local telecommunications," said Craig Clausen, Senior Vice President of NPRG. "Manufacturers, marketers, financial analysts and media now have one source that is a compendium of contacts and information on the competitive local marketplace."

The *1997 Annual Report on Local Telecommunications Competition* is available from New Paradigm Resources Group, Inc. at \$2,400 for the first copy, and \$1,250 for additional copies. To order directly or to receive additional information on the 1997 Annual Report, call 312-980-7848.

New Paradigm Resources Group, Inc., based in Chicago, IL, has provided regulatory advice, competitive assessment, strategic planning and governmental representation to leading competitive telecommunications and energy companies since 1993. New Paradigm Resources Group, Inc., can be reached at 312-980-7848, or on the Internet at <http://www.nprg.com>