



## **HIBERNIA ATLANTIC EXPANDS ITS SALES FORCE AS IT FURTHER INCREASES ITS NETWORK FOOTPRINT IN EUROPE**

### **TRANSATLANTIC CABLE PROVIDER HIRES FERGUS INNES AS A VICE PRESIDENT OF SALES, EUROPE**

**SUMMIT, NJ & DUBLIN, IRELAND - JULY 22, 2009-** [Hibernia Atlantic](#), the only diverse transAtlantic submarine transport cable provider, today announces it has increased its sales force, hiring new team members throughout Amsterdam, London and Paris. The expansion of Hibernia's sales force also includes the appointment of Industry veteran Fergus Innes as Vice President of Sales, Europe.

Mr. Innes' primary focus at Hibernia Atlantic will be to lead a team focused on driving Hibernia Atlantic's cable transport services into the business, government and wholesale sectors throughout all of Europe.

The expanded sales force is in response to Hibernia Atlantic's continued growth in the European marketplace, with additional transAtlantic capacity and terrestrial network infrastructure.

"With the recent landing of our transAtlantic fibre optic cable on the shores of Northern Ireland," states Eric Gutshall, Executive Vice President of Sales and Marketing for Hibernia, "we have new physical infrastructure and available capacity to penetrate European and global commerce. Additionally, Fergus and other talented team members collectively bring extensive regional telecommunications experience as Hibernia Atlantic continues to grow throughout Europe."

Prior to joining Hibernia Atlantic, Fergus spent eight years at COLT Telecom, most recently holding the position of COLT's Sales Director in its Irish Major Enterprise Division. Before COLT, Fergus held senior executive positions in the UK at Cable & Wireless, Telia and Thus.

"Hibernia is an innovative and dynamic organisation that understands exactly what is important to our customers," continues Fergus Innes, the newly hired VP of Sales, Europe at Hibernia. "Key network differentiators are the speed and resiliency of our 24,000km fibre optic cable system. We are continually

increasing our global footprint, adding new Points of Presence (PoPs) to fulfill the demand of our Enterprise and Carrier clients. Our Global Financial Network (GFN) division alone has implemented more than 31 PoPs within the last few months, as we deliver new, low latency routes to major exchanges and Multi-lateral Trading Facilities (MTFs). It is an exciting time to be part of the Hibernia team and I look forward to delivering leading edge solutions to our rapidly increasing customer base throughout Europe.”

For a map of the latest Northern Ireland cable build, please visit [http://www.hiberniaatlantic.com/images/NIrelandMaps5-09\\_000.jpg](http://www.hiberniaatlantic.com/images/NIrelandMaps5-09_000.jpg)

For more information on Hibernia Atlantic, please visit [www.hiberniaatlantic.com](http://www.hiberniaatlantic.com).

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**About Hibernia Atlantic:**

Hibernia Atlantic is the largest, privately held, diverse transAtlantic submarine cable transport provider. Hibernia is a US, wholly-owned subsidiary of Columbia Ventures Corporation (CVC). It is a transAtlantic submarine cable and terrestrial cable network that offers over (70) redundant network Points of Presence (PoPs) throughout Canada, US, UK and mainland Europe on over 24,000 kilometers of network. Hibernia provides secure and diverse dedicated Ethernet and optical-level service up to GigE, 10G and LanPhy wavelengths and traditional Sonet/SDH services. In addition, Hibernia offers wholesale capacity prices, unparalleled support, flexibility and service. For more information on Hibernia Atlantic's cutting-edge network please visit [www.hiberniaatlantic.com](http://www.hiberniaatlantic.com).

For Hibernia Atlantic business inquiries, please contact Melissa Butler at 908-988-1990 or [melissa.butler@hiberniaatlantic.com](mailto:melissa.butler@hiberniaatlantic.com).

To view Hibernia's corporate overview video, please click here: <http://www.youtube.com/watch?v=p0xVMLEfFrk&eurl=>

For Hibernia Atlantic media inquiries, please contact:  
Jaymie Scotto & Associates  
+1.866.695.3629  
[pr@jaymiescotto.com](mailto:pr@jaymiescotto.com)