



CORNING

# Flexible fiber construction in the Finger Lakes region

*Why GoNetspeed relies on FlexNAP™ cables, and the best practices they've discovered*

## GoNetspeed fiber install in an ILEC area

GoNetspeed—a combination of multiple companies including Ontario & Trumansburg Telephone Companies (OTTC), Upstate Fiber Networks (UFN), and GoNetspeed—started building their fiber network in upstate New York five years ago. Beginning with the OTTC ILEC area, with a

goal of 100% fiber coverage, they used traditional all spliced cable design to bring service to Phelps, New York, where GoNetspeed is headquartered.

Around that time, GoNetspeed's Senior Director of New York Operations Chris Brooks started hearing about Corning's FlexNAP™ technology. At a demonstration in North Carolina—where he saw field installations—Chris

was convinced to try out FlexNAP as GoNetspeed prepared to construct fiber in their second ILEC town, Clifton Springs.

## Speed to market is reason number one

Phelps and Clifton Springs are very similar — Phelps has a population of a little over 1,800, while Clifton Springs (less than five miles away) has a population of just over 2,100. A Corning representative joined Chris and GoNetspeed’s construction crews on the first day of construction in Clifton Springs. On that first day installing FlexNAP™ cables, they delivered service to their first customer in Clifton Springs. As Chris remembers it, “We started around 8 in the morning, and around 2:30 we turned up the first new customer.”

From the start, Chris saw the benefits of preconnectorized components. Using traditional fiber for their first build in Phelps, GoNetspeed incurred extensive splicing costs as they home runned the entire fiber network back to their central office, to several 1x16 splitters. For Clifton Springs, GoNetspeed shifted their architecture design to a distributed split system, placing smaller-form-factor Evolv® terminals with 1x8 interior splitters where they



were needed. The GoNetspeed team discovered that the cost saved on splicing brought in the project under the expected budget. But Chris describes the most important factor of all: “Speed to market is the top reason we use FlexNAP.” The story of Phelps and Clifton Springs says it all:

---

*The deployment in Phelps took GoNetspeed just under six months, while the FlexNAP deployment in the similarly sized Clifton Springs took three weeks.*

---

## Expansion made easier, plus discoveries made on the way

Today, GoNetspeed is expanding into areas where customers are underserved—typically communities in which customers’ only choices are expensive, unreliable cable internet, or antiquated, slow DSL. Beyond the ILEC, GoNetspeed looks for communities with a fairly dense concentration of housing, usually 80 houses per mile or higher—for example, communities in the Finger Lakes of New York and some suburbs of Buffalo. The FlexNAP system makes deployment to these areas much faster.

As GoNetspeed grows, they have gained valuable insights in how they plan FlexNAP designs:

**Count carefully.** Rather than rely on online documentation regarding the number of living units in a particular area, GoNetspeed’s engineers drive the route and hand count apartments, living units, and electric meters to assess the





true number of homes. This method helps avoid unexpected surprises when it comes to multi-dwelling units (MDUs).

**Use extra fibers.** Chris recommends that FlexNAP users add extra fibers in their cable; don't just meet the present needs but plan for the future needs of the network. For example, if a particular route requires 24 fiber strands, GoNetspeed will install a cable with 36 or 48 strands. Chris tells the story of a young GoNetspeed engineer who said to him, "I'm designing this network so I'll never have to overbuild in my career, even fifty years down the road." The cost difference is minimal, and the foresight is priceless.

**Count poles by air.** GoNetspeed realized that, in a given community, they might end up replacing up to 30% of the poles as they built the fiber network. These replacements sometimes resulted in measurement issues. Now, rather than hand-surveying pole locations, GoNetspeed relies on a pilot who flies over the area using specialized sensors that

mark pole location within a centimeter. Using just a little slack in their FlexNAP cable, GoNetspeed saves both time and money.

**Armor your cable.** Given their previous experience in fiber construction, GoNetspeed always uses armoring for their FlexNAP cables. This added safety measure provides extra protection against weather events, wire-nibbling squirrels, and other mishaps.

GoNetspeed relies on the FlexNAP system for nearly all of their expanding fiber footprint—even less dense areas with new advancements in the connectorized portfolio. The improvements in speed to market, total cost savings, and the adaptable component technology have made FlexNAP systems essential to GoNetspeed's team as they connect more and more New Yorkers to life-changing fiber internet.

*"Speed to market is the top reason we use FlexNAP."*

Learn more about **GoNetspeed**

**CORNING**

Learn more about FlexNAP system at [corning.com/flexnap](https://www.corning.com/flexnap)

Corning Optical Communications LLC • 4200 Corning Place • Charlotte, NC 28216 USA  
800-743-2675 • FAX: 828-325-5060 • International: +1-828-901-5000 • [www.corning.com/opcomm](https://www.corning.com/opcomm)

Corning Optical Communications reserves the right to improve, enhance, and modify the features and specifications of Corning Optical Communications products without prior notification. A complete listing of the trademarks of Corning Optical Communications is available at [www.corning.com/opcomm/trademarks](https://www.corning.com/opcomm/trademarks). All other trademarks are the properties of their respective owners. Corning Optical Communications is ISO 9001 certified. © 2023 Corning Optical Communications. All rights reserved. CRR-1896-AEN / May 2023