



PAETEC

NEWS RELEASE



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Conner Strong Selects PAETEC For Virtual IT Infrastructure
31st Largest Insurance Brokerage to Deploy Multi-site Network
with Data-Center Colocations

FAIRPORT, N.Y. – (Oct. 23, 2008) – PAETEC Holding Corp. (NASDAQ GS: PAET) today said that Conner Strong, a major insurance and employee benefits brokerage, has selected PAETEC to deploy a virtual information technology (IT) infrastructure consisting of a 10-site network deployment for data and voice communications, geographically diverse data-center colocations, and customer premises equipment.

Conner Strong will quickly and cost-effectively achieve a secure, fully redundant, and scalable solution by using PAETEC's geographically diverse Class-A Customer Data Centers and private IP MPLS (Internet Protocol MultiProtocol Label Switching) network. The deployment also includes a Cisco Call Manager™ IP phone system acquired through PAETEC's Equipment for Services program, which can subsidize equipment costs as part of a broader network services contract.

Conner Strong, founded in 1959, places more than \$1 billion in premium volume annually through a team of nearly 400 insurance professionals at headquarters and nine offices throughout New Jersey, Delaware, and Pennsylvania. The company recently became a private, independent company and sought proposals for creating a robust, scalable data and voice network to support their expanding operations.

“As a private company, Conner Strong has the flexibility to make decisions that best serve our clients, and we wanted an equally flexible communications solution that can scale with us as we continue to grow,” said Tim Casey, Chief Information Officer, Conner Strong. “After a thorough evaluation, we selected PAETEC as our single-source networking provider based on the breadth and total value of their solutions.”

Shane Hallen, PAETEC's Regional Vice President, Mid-Atlantic, said, "By partnering with PAETEC, Conner Strong can outsource complex communications requirements, reduce capital expenditures and gain the freedom to concentrate fully on their core business. All servers as well as the Cisco Call Manager VoIP equipment will be managed by PAETEC and housed in offsite locations with redundant connectivity, power, and 24 by 7 by 365 support."

About Conner Strong

Conner Strong is a leading provider of property and casualty insurance and employee benefits products and services. Founded in 1959, Conner Strong is based in Cherry Hill, N.J., and today serves clients throughout the United States and internationally. The brokerage places more than \$1 billion in premium volume and employs a team of nearly 400 insurance professionals. For more information, visit www.connerstrong.com.

About PAETEC

PAETEC (NASDAQ GS: PAET) is personalizing communications for business-class customers across the United States. We offer a comprehensive suite of data, voice, and IP services, as well as enterprise communications management software, network security solutions, CPE, and managed services. For more information, visit www.paetec.com.

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