



Executive of the Month: Robert Bianco, VP and general manager of tw telecom: Perfecting network solutions for comm'l. tenants

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Robert Bianco, VP and general manager for tw telecom, is highly regarded throughout Manhattan and New Jersey for his major accomplishments in providing award-winning network solutions to the city and surrounding areas. tw telecom is a leading provider of managed services including business Ethernet, converged and IP VPN solutions for enterprises in Manhattan and throughout the U.S. Bianco and his dedicated team are all about serving people who manage, operate and run important businesses in New York City. The company's mission is people working with people to change the way businesses connect and communicate. "It's about being closer to the customer," Bianco said.

Bianco joined tw telecom in May 2010, and has earned a reputation among his customers, partners, and commercial property managers throughout the city of Manhattan and surrounding regions. (tw telecom is not affiliated with Time Warner.) tw telecom business Ethernet networks were 100% up and running during and since Superstorm Sandy. In the three months that have passed since the storm, Bianco and his team have provided a significant amount of help and relief aid to the region, and continue, on a daily basis, to assist buildings and tenants still trying to recover from the storm. Through Bianco's poise, leadership and hardworking team, tw telecom has helped hundreds of tenants throughout the city, and is in midst of plans to provide Internet service connections to more buildings this year.

He and his team have also been educating tenants and property managers on the benefits and resiliency of tw telecom's business Ethernet fiber networks. The company offers superior service and reliability that its customers have come to expect to move their businesses forward.

"Without tw telecom, we would still be in a temporary location," said Gerard Virga, owner of Finkelstein & Virga, P.C. in Manhattan, and tenant at 90 Broad St. "We thank (tw telecom) for its efforts and applaud its work."

Bianco has more than 15 years of experience in the sales and telecom industry. He specializes in client relations, networking, sales training, business development, strategic planning and negotiations. Prior to tw telecom, Bianco worked at Splice Communications and Last Mile Connection, as VP of sales. At the early onset of his career, Bianco worked at Qwest Communications and Teleglobe.

"I first worked with Rob (Bianco) in 2003. He always offered the right service at the right location, on time and at the best price," said Meg Collin, Global Telecom Procurement and Sourcing expert. "More recently I have worked with Rob for (tw telecom) services. Once again, he stepped up and was able to deliver on a tight timeline. Rob is the kind of person who can help me solve my business requirements in a complete, timely and cost effective manner."

As VP and general manager of tw telecom, Bianco is a member of the Manhattan Chamber of

Commerce and the Real Estate Board of New York (REBNY). On the personal end, Bianco serves on the board of directors for the Saint Rocco Society of Potenza; and is co-founder of the New York Gators Federation, a non-profit sports clinic for children.

Looking Ahead into 2013

As the year continues its already fast pace, Bianco looks to further develop relationships with his customers, and with the commercial real estate community as a whole.

"My company's ultimate goal is to continue to provide great service to Manhattan businesses," said Bianco. "What contributes to tw telecom's ongoing success is the fact that my team and I take a collaborative approach for each and every one of our customers. There are countless number of times that my team has been personally thanked, accrediting my account executive to be not only knowledgeable and professional, but showing a true appreciation for their business."

Nationwide, tw telecom has 17,000 commercial buildings and more than 350 data centers already connected to its metro fiber network. Within Manhattan, tw telecom has 175 miles of fiber networks that presently serve hundreds of Manhattan-area buildings. (Data as of Sept. 30, 2012.)

tw telecom provides industry-leading business Ethernet services with reliable, predictable and secure connections to Cloud applications. With its real-time Intelligent Network, businesses are allowed full control of their own networks. The tw telecom Dynamic Capacity capability of its Intelligent Network enables customers to immediately double or triple bandwidth to meet scheduled or unplanned events. These events could include sending large files to a remote office across the country or backing up employee files.

tw telecom will continue to pave the way for businesses moving forward in and around Manhattan, both this year and beyond.

For more information on Bianco and his team, visit <http://www.twtelecom.com/NYC>.

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