

# Meet Our Business

## Mac Experts: Open Door Networks Celebrates 10th Anniversary

Open Door Networks offers a wide range of Internet services to Ashland residents and businesses. Our specialty is getting Macintosh users on AFN's High Speed Internet. We're also experts in wireless Internet access and security. We provide a free copy of "Norton Internet Security for Macintosh" to each of our customers. We also design and host Web sites, and recently added a general Macintosh support and training service.

"We just celebrated our 10th anniversary providing access to Ashland and the Rogue Valley, along with 5 years of providing AFN Internet services to our customers. We've increased Internet access speeds more than 100-fold over that time due to our partnership with AFN. As part of our anniversary celebration, we just threw a big, community-wide party and technology showcase," said Alan Oppenheimer. See <http://www.opendoor.com/party/> for more event photos.

### THE BENEFITS OF PARTNERSHIP

Open Door, and no doubt other AFN ISP's as well, get big leverage out of all the work done by AFN's marketing staff promoting our (mutual) high-speed Internet services. "AFN is highly visible throughout Ashland, both in print and over the airwaves, and this helps all of us as far as getting the word out. The work by AFN marketing lets us here at Open Door concentrate on items specific to our business, rather than having to build general awareness. The end result is that 75% of all high speed Internet users in Ashland use AFN," said Oppenheimer.

### SUPPORT YOUR COMMUNITY OWNED AFN

As with any major public service, building and maintaining AFN has required a significant investment in time, money and effort. We believe AFN has been, and continues to be, well worth that investment. The best way to maximize the gain from our AFN investment is for us all to sign up for and utilize AFN Internet and TV serv-



**Open Door's staff (left to right): Michael Betzina, Paul Collins, Alan Oppenheimer and Charles Whitaker. Photos by Michael Ainsworth.**

ices to the greatest extent possible. In the process, our money stays in our local economy, and we get a bunch of great services to boot.

### COMMUNITY BENEFITS

Beyond the direct benefits provided by AFN (amazingly fast Internet access, choice of Internet provider, community support, citizen-chosen TV options, etc.), the city of Ashland has seen a large number of indirect and often unnoticed benefits.

For instance:

- Other telecommunication providers, such as Charter and Qwest, have had to provide their services earlier and a lower cost than they would have otherwise (in other words, competition is a good thing).

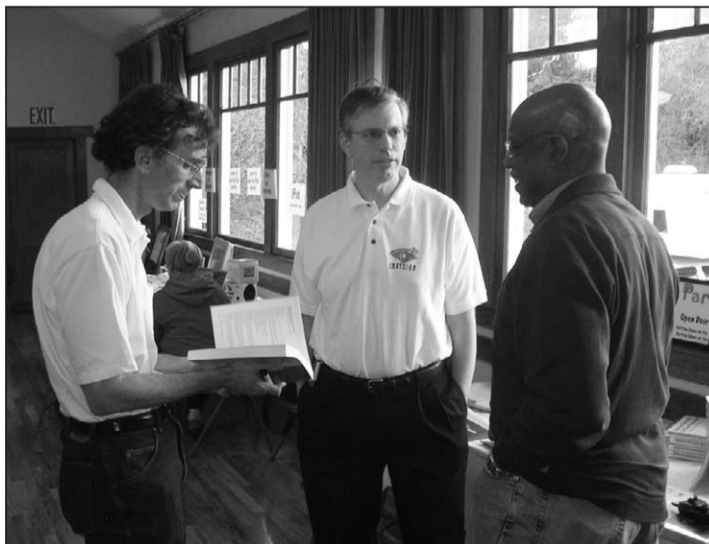


**Michael Betzina (center) demonstrates Open Door's Envision software to potential users.**

- A large number of high-tech companies have started or relocated here, providing both an economic boost and a host of high-paying, environmentally-friendly jobs. Not to mention great opportunities for high school and college students.

- Tourism has been boosted by the availability of high speed Internet access, as techies from the Bay area and elsewhere consider Ashland an ideal mixture of beauty and technology.

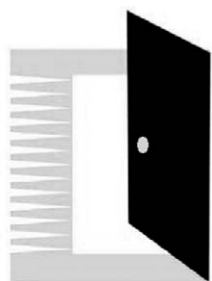
- Free wireless Internet access is much more available and widespread here than just about anywhere else in the country.



**Alan Oppenheimer and Paul Collins review Open Door's security book with a local resident (right).**

We are proud to have been involved in the initial design and development of AFN. We sponsor or contribute to a number of other community activities, including the Ashland Macintosh Users Group (ashmug), the July 4 parade (which we web-casted live), ScienceWorks and the Ashland Unwired program.

We're really looking forward to what the next ten years will bring!



**Open Door  
Networks**

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