

# CURE BIOSCIENCE INCUBATOR SELECTS COMCAST BUSINESS

## AS FOUNDING NETWORK SERVICES PARTNER

### SITUATION

- Connecticut life sciences think-tank launches business incubator

### CHALLENGE

- Robust, scalable Internet and voice services required to meet needs of fast-growing start-up membership

### SOLUTION

- Comcast Business Ethernet Dedicated Internet
- Comcast Business VoiceEdge™

### RESULTS

- Scalable Ethernet service delivers foundation to support growing life science businesses
- Entrepreneurs can stay connected with state-of-the-art cloud voice services

## COMCAST BUSINESS HELPS NEW BUSINESSES THRIVE WITH ETHERNET DEDICATED INTERNET AND BUSINESS VOICEEDGE™

### INNOVATIVE BUSINESS INCUBATOR BECOMES CATALYST FOR ECONOMIC GROWTH IN SOUTHEASTERN CONNECTICUT

Officially formed in 1990 as a joint educational initiative between Yale University, the University of Connecticut and leaders of pharmaceutical companies such as Pfizer and Boehringer-Ingelheim, Connecticut United for Research Excellence, Inc. (CURE) is a think-tank comprised of small and large medical device, life and healthcare sciences companies. CURE's mission is to cultivate entrepreneurship, support the development of bioscience companies and ensure a sustainable, bioscience and healthcare community in Southeastern Connecticut.

To help entrepreneurs start and grow their life science businesses, the company recently established the CURE Innovation Commons incubator in Groton, Connecticut. The opening of this incubator addresses a practical need for laboratory, convening spaces and STEM educational programming in Southeastern Connecticut, and it provides easy access to Boston, Providence, New Haven and New York City. With the new facility, CURE is connecting local entrepreneurs and technology experts in the life sciences industry with universities, community colleges, high schools, government agencies, scientists and investors, and it is becoming a catalyst for innovation to foster a vibrant and growing economy.

### CURE REQUIRES ROBUST ETHERNET SERVICES TO HELP ITS MEMBERS THRIVE

With approximately 22,000 square feet of working space, CURE Innovation Commons offers independent and shared laboratories, individual laboratory benches, a teaching lab, shared equipment, numerous offices, conference rooms, co-working spaces and a large meeting and event area for lease to entrepreneurs and start-ups.

To help its member companies grow and thrive, the incubator also offers educational programming, mentors, laboratory and office equipment and discounted vendor programs and services, as well as high-speed Ethernet and cloud voice services.

"Our member companies represent a diverse array of industries – from therapeutics, healthcare technology and medical devices to agriculture, pharmacology and marine science. Each one, however, requires access to a reliable communications network that offers fast Internet speeds that can scale as business demands change," said Susan Froshauer, Ph.D., president and CEO of CURE.

**“With Comcast Business, we can provide our members with a robust network infrastructure that, when paired with the educational and financial resources we already offer, will help them grow and thrive and compete on a global scale.”**

Susan Froshauer, Ph.D.  
President and CEO  
CURE

## **COMCAST BUSINESS DELIVERS ETHERNET DEDICATED INTERNET AND BUSINESS VOICEEDGE**

To support the connectivity needs of its member companies, the organization sought a network services provider that could deliver advanced Internet and voice services at CURE Innovation Commons.

Comcast Business had recently begun offering multi-Gigabit Ethernet services across its Connecticut footprint of 83 local communities. So when it came time to invest in cutting-edge network services, CURE looked no further, signing Comcast Business as a founding network services provider.

Today, Comcast Business is providing CURE Innovation Commons with 1 Gigabit-per-second (Gbps) Ethernet Dedicated Internet service that can scale up to 10 Gbps when needed. In addition to supporting all of the building's WiFi traffic, this Ethernet service will be integral to attracting new bioscience start-ups to the Groton campus.

Members also have access to Comcast Business VoiceEdge, a cloud-based voice and unified communications solution that helps keep CURE fully connected anytime, anywhere and provide reliable advanced voice service to their members. Unlike a traditional voice system, there is no capital investment and no on-site equipment to maintain. As the CURE membership grows and new companies join, CURE can add more lines with a simple phone call. Business VoiceEdge also provides a unique mobile app for iOS and Android phones that lets employees make and receive calls using their Business VoiceEdge business number, just as if they are in the office.

“With Comcast Business, we can provide our members with a robust network infrastructure that, when paired with the educational and financial resources we already offer, will help them grow and thrive and compete on a global scale,” added Froshauer.