HOST.NET PROVIDES MULTI-GIGABIT CONNECTIVITY OPTIONS

WITH COMCAST BUSINESS ETHERNET

SITUATION
- South Florida-based colocation and managed services provider
- Two (2) Enterprise-class data center campuses in South Florida

CHALLENGE
- Host.net lost business because they didn't offer a competitive solution

SOLUTION
- Comcast Business Ethernet Private Line
- Comcast Business Ethernet Virtual Private Line

RESULTS
- High-performance connectivity options for all their customers
- Enhanced connectivity options attract more clients
- 10-fold bandwidth increase for one of their customers

HIGH-PERFORMANCE, SCALABLE ETHERNET SERVICES HELP SOUTH FLORIDA COLOCATION, CLOUD AND MANAGED INFRASTRUCTURE PROVIDER ATTRACT AND RETAIN NEW CUSTOMERS

LOCAL ISP GROWS INTO COLOCATION, CLOUD, AND MANAGED SERVICES PROVIDER

Headquartered in Boca Raton, Host.net operates two (2) enterprise-class data center campuses in South Florida and a colocation suite in Atlanta. Founded in 1997, the company began as a South Florida-based Internet Service Provider (ISP). In the years since, Host.net has grown into a colocation, cloud and managed infrastructure services provider serving local to multi-national customers in education, healthcare, financial services, technology, legal and other industries.

Host.net provides its customers with colocation, cloud computing, continuity, and disaster recovery back-up and support services. Its Smart Cloud Architecture™ – a state-of-the-art computing infrastructure – can be customized for clients with business-critical applications, including those in regulated industries. Host.net is HIPPA, PCS DSS 2.0 Level 1 certified as well as having achieved SOC 2 certification.

"We believe in keeping our clients connected and protected. That's why we personally customize our services to their needs and help them with their compliance requirements," said Lenny Chesal, CMO/EVP, Host.net.

HOST.NET CUSTOMERS DEMAND HIGH-PERFORMANCE ETHERNET SERVICES

As more businesses were virtualizing their infrastructures and leveraging cloud services, Host.net began to attract more clients. To support them, Host.net needed a high-performance connection between its services and its customers using its Smart Cloud Architecture.

One of Host.net's customers, Behavioral Health of the Palm Beaches, Inc., a rehabilitation center in South Florida, was using a legacy telecommunications provider to access its Host.net services. However, Behavioral Health was getting a lot of complaints about the latency of their own services, especially when sending bandwidth-intensive videos.

COMCAST BUSINESS B4B BUILT FOR BUSINESS™

“Not only are we getting a lot more value for our money with Comcast Business, but they have such extensive reach.”

Lenny Chesal
CMO/EVP
Host.net

COMCAST BUSINESS HELPS HOST.NET MEET THE DEMANDS OF ITS 21ST CENTURY CUSTOMER

Host.net had always offered its customers a choice of network connectivity services as a carrier-neutral facility. But to enhance their offering they added Comcast Business as a network connectivity option for customers. By having a high performance, fiber-based Ethernet option that can support bandwidth-intensive applications, Host.net has enhanced their colocation and managed services and is attracting more customers.

Said Jeff Houchin, Director of Information Technology at Behavioral Health of the Palm Beaches, Inc., “Our bandwidth has increased since switching from our legacy telco connection to Comcast Business – from 10 Megabits per second to 100 Mbps – so now we can easily transmit videos without delay. Not only are we getting a lot more value for our money with Comcast Business, but they have such extensive reach.”

Added Chesal: “The need for bandwidth will never go away, rather it continues to grow as businesses like Behavioral Health leverage new technologies and generate larger amounts of data and content. With Comcast Business, we are able to to offer our customers a significant increase in capacity. In addition, Comcast Business also offers our customers the option to scale their capacity as their businesses grow, with just one phone call.”

COMCAST BUSINESS B4B BUILT FOR BUSINESS™