Decisive Communications Enhances Data Center Capabilities with Comcast Metro Ethernet

Local data center takes advantage of increased bandwidth, reliability and speed to offer more solutions to its customers

BALTIMORE – **March 14, 2012** – Comcast Corporation (Nasdaq: CMCSA, CMCSK) today announced that Decisive Communications, a data center based in Frederick, Md., has deployed Comcast Metro Ethernet services to provide greater bandwidth and reliability for its customers throughout the mid-Atlantic region. With this solution, Decisive Communications will now be able to connect seven of its offices in three different locations throughout Maryland, while also ensuring that customers will have uninterrupted access to their company data whenever they need it.

"We've experienced tremendous growth recently, from only 40 employees two years ago to over 200 today, and our customer base has drastically increased as well," said Eugene Harwood, IT director for Decisive Communications. "Because many of our clients are government organizations that need immediate access to critical company files, it was imperative for us to select a communications provider that was both reliable and secure. We've had such a great experience that we've even recommended the service to all of our own customers too."

Decisive Communications is currently utilizing Comcast's Ethernet Network Service to connect three of its seven corporate locations, which allows the company to bypass the public Internet and transfer inter-office data over a private network. The added features that come with Comcast's site-to-site tunnel between each office has greatly helped to ensure added security, as all traffic is masked with a unique customer ID. The company also uses Comcast's Ethernet Dedicated Internet service to provide web access to its other four locations, as well as directly to its customers. With this combined solution, Decisive Communications is able to reduce operating and maintenance costs while also having the flexibility to quickly increase its bandwidth requirements as the business continues to grow.

"We are also currently in the process of upgrading our phone systems, and the improvement that we have already observed in both quality and reliability has been tremendous," continued Harwood. "We believe that the increased capabilities that we are now getting from Comcast are directly correlated to our recent surge in new customers, and are confident that this growth pattern will only increase as time goes on."

First launched in May 2011, Comcast's portfolio of Metro Ethernet services are available in 20 of the top 25 U.S. markets and are delivered using the nation's largest fiber optic network, which is company-owned and operated and completely separate from traditional phone networks. Comcast Metro Ethernet solutions are certified by the Metro Ethernet Forum (MEF) to meet MEF 9, 14 and 18 requirements, which are industry standards for reliability and performance.

"As more and more companies continue to adopt technologies like cloud computing and Software-as-a-Service as part of their disaster recovery initiatives, they are quickly realizing that having dedicated access to their critical files has become an absolute necessity," said John Whalen, regional vice president of Comcast Business Services. "Ensuring that companies like Decisive Communications are equipped with fast and reliable connectivity when they need it is our primary focus, and we are looking forward to continuing to provide these solutions to even more customers in this region."

About Comcast Business Services

[Comcast Business Services](), a unit of Comcast Corporation (Nasdaq: CMCSA, CMCSK), provides advanced communication solutions to help organizations of all sizes meet their business objectives. Through a modern, advanced fiber network that is backed by 24/7 technical support, Comcast delivers Business Class Internet, TV and Voice services for cost-effective, simplified communications management.

Launched in 2011, the Comcast Business Class Ethernet suite offers high-performance point-to-point and multi-point Metro Ethernet services with the capacity to deliver cloud computing, software-as-a-service, business continuity/disaster recovery and other bandwidth-intensive applications. Comcast Metro Ethernet services are significantly faster than T1 lines and other legacy technologies, providing scalable bandwidth from 1 Mbps up to 10 Gigabits-per-second (Gbps) in more than 20 major US markets.

For more information, call 866-429-3085 or visit [business.comcast.com/enterprise]().

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