



**PRESS RELEASE**  
Comcast  
One Comcast Center  
Philadelphia, PA 19103  
corporate.comcast.com

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## **COMCAST BUSINESS ANNOUNCES NEW UNIT TARGETING FORTUNE 1000 ENTERPRISES**

*Enterprise Services Team to Offer Managed Services Capabilities for Businesses with Locations  
Nationwide*

*Company Already Has Signed Several Large Financial, Retail and Hospitality Customers*

**PHILADELPHIA** – September 16, 2015 – [Comcast Business](#) today announced the creation of a new Enterprise Services unit that will target Fortune 1000 companies and other large enterprises that have multiple locations nationwide. This new enterprise-level service and delivery organization will offer a portfolio of managed enterprise solutions that includes Broadband, Ethernet, Voice, Router, Security, Business Continuity and Wi-Fi. The company also acquired a managed services company and has signed network agreements with other cable operators to further support national accounts.

Comcast Business has already signed large customers from multiple industries, including financial services firms, banks, hospitality chains and retailers. Technology industry veteran Glenn Katz, formerly the CEO of SpaceNet Inc., will lead the new group within Comcast Business.

“We’re committed to expanding and enhancing our offerings for businesses of all sizes, and having the expertise, tools and portfolio in place to deliver customized service packages to nationwide enterprises is a key part of our growth strategy,” said Bill Stemper, president of Comcast Business. “Large companies need a provider who can help them manage complex networks, develop business continuity plans and integrate cloud-based applications. Our entry into this segment of the market will introduce new innovation and choice.”

Comcast’s Enterprise Services team will design, build, implement and manage customized communications networks for large enterprise customers who need managed Broadband, Ethernet, Voice, Router, Business Continuity and Wi-Fi services in locations across the country. The new product portfolio will be branded “Managed Enterprise Solutions.”

According to IDC, a Framingham, MA-based IT industry analyst firm, the U.S. market for managed services is expected to increase from \$29 billion in 2014 to \$52 billion in 2019.

“Comcast Business’ entry into the enterprise network services market takes its value proposition of competitively priced high-speed, high availability connectivity to a demanding set of customers looking for alternatives to the incumbent national telcos and/or do-it-yourself multiple provider solutions,” says Melanie Posey, Research VP at IDC. “With its national network reach and end-to-end service delivery capabilities, Comcast is well positioned to serve the outsourced network management needs of large business that require increasing network capacity to serve expanding multi-site requirements.”

To help Comcast Business support these national accounts, it recently acquired Contingent Network Services; a national technology deployment and managed services company that helps enterprise customers outsource their day-to-day network operations. Contingent provides deployment and managed services to a number of well-known national brands. The company will become a wholly-owned subsidiary of Comcast Business and will continue to operate under the Contingent brand name.

“Contingent’s mission is to provide clients with high-quality, cost-effective network and deployment services wherever and whenever needed for reliable communications across an enterprise, and we couldn’t be more excited for them to join our team,” said Katz. “By joining forces with Comcast Business, Contingent can further expand their reach and take advantage of Comcast’s extensive fiber and hybrid

fiber coax network to give enterprises the optimal network experience to meet their business and technology requirements.”

Comcast Business has also reached network agreements with leading cable operators making it easier to serve national clients with local offices and locations that span different geographies.

Comcast Business is one of the fastest growing divisions of Comcast, with an annual run-rate of more than \$4.5 billion.

### **About Comcast Business**

Comcast Business offers Ethernet up to 10 Gbps, Internet, Wi-Fi, Voice and TV solutions to help organizations of all sizes transform their business. Powered by a next-generation, fiber-based network covering 39 states and 20 of the nation's top 25 markets, and backed by 24/7 technical support, Comcast Business is one of the largest contributors to the growth of Comcast Cable. Comcast Business is the nation's largest cable provider to small and mid-size businesses and has emerged as a force in the Ethernet market; recognized over the last two years by leading industry associations as its fastest growing provider and service provider of the year.

For more information, call 866-429-3085. Follow on Twitter @ComcastBusiness and on other social media networks at <http://business.comcast.com/social>.

### **About Comcast Corporation**

Comcast Corporation (Nasdaq: CMCSA, CMCSK) is a global media and technology company with two primary businesses, Comcast Cable and NBCUniversal. Comcast Cable is one of the nation's largest video, high-speed Internet and phone providers to residential customers under the XFINITY brand and also provides these services to businesses. NBCUniversal operates news, entertainment and sports cable networks, the NBC and Telemundo broadcast networks, television production operations, television station groups, Universal Pictures and Universal Parks and Resorts. Visit [www.comcastcorporation.com](http://www.comcastcorporation.com) for more information.

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### **Media Contact**

Joel Shadle

Comcast

215-286-4675

[joel\\_shadle@comcast.com](mailto:joel_shadle@comcast.com)