



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

Hansen Properties Offers Modern Technology Amenities With Comcast Business

The Normandy Farm Hotel and Blue Bell Country Club hospitality centers extend innovation with high-performance internet, phone and entertainment offerings

PHILADELPHIA – June 26, 2018 – [Comcast Business](#) today announced that Hansen Properties – the home of Normandy Farm Hotel & Conference Center and Blue Bell Country Club – provides the latest technology amenities to its customers with Comcast Business Ethernet, phone and entertainment services. The high-performance network allows Hansen Properties to remain innovative from a technology perspective while offering superior customer service to guests.

Hansen Properties is a private, family-owned company with two adjacent landmark destinations in Blue Bell, Pennsylvania – Normandy Farm Hotel & Conference Center and Blue Bell Country Club – which together comprise one of the largest hospitality centers in the region. These facilities are located on 210 acres with more than 220,000 square feet of indoor space and significant outdoor amenities including an 18-hole Arnold Palmer Signature Golf Course. Although 288-years-old, Normandy Farm and Blue Bell Country Club are premier destinations with state-of-the-art facilities. Their renowned farm-to-table restaurant, historic hotel, conference center, event venues and championship golf course all require modern technology solutions for operations and customer-facing amenities.

“We require a reliable network that can handle the demand for internet access from all of our guests without issue. Our transition to Comcast Business was smooth due to excellent team assistance and customer service which allowed us to move from 12 wireless access points to 58 points across the two locations to provide that quality experience our patrons expect,” said Stephen Ferraguti, director of IT, Hansen Properties.

Comcast Business provides Normandy Farm with 1 Gigabit-per-second (Gbps) [Ethernet Dedicated Internet](#) (EDI) which brings high-performance access to power wireless access points and connect business critical cloud-based applications. Blue Bell Country Club installed 50 Megabits-per-second (Mbps) [Business Class Internet](#) service to assist in providing online access across the golf course.

“Our availability to provide high-speed internet is needed for us to be a successful conference and meeting facility and it opens us to the ability to innovate with virtual reality tours and other applications,” said Ferraguti. “The Comcast Business services are easy to use – it is very rare that I have to make any changes. It allows me to focus on some of the more important day-to-day aspects of the job rather than monitoring the network to make sure we are functioning properly. And the customer service team is excellent by proactively watching our system and resolving any issue often before I am aware of it.”

Additionally, both Normandy Farm and Blue Bell Country Club installed [PRI Trunks](#) as their phone solution to allow for the traditional copper-wired guest room phone service to interact with the latest internet-enabled communications options used by the operational team. Entertainment services in the bars, restaurant and individual hotel rooms are provided through the [Comcast hospitality solution](#). Finally, an [Ethernet Private Line](#) (EPL) between Normandy Farm and Blue Bell Country Club allow for a secure phone connection and sharing of data among the 23 servers on the two sites that run point-of-sale, accounting and other operational applications.

“By allowing our customers to select the technology options that work best for their environments, we can offer flexible services for all Hansen Properties locations to fit current and future solution needs,” said David Dombroski, regional vice president for Comcast Business. “We are committed to matching

Normandy Farm and Blue Bell Country Club's innovative approach to hospitality with a high-performance, scalable infrastructure and always-on customer service model."

About Hansen Properties

Hansen Properties is a private family-owned company with two landmark destinations connected by One Historic Experience. Normandy Farm Hotel and Blue Bell Country Club together comprise one of largest hospitality centers in region. Located immediately adjacent to each other and with common ownership, these facilities are on over 210 acres, with more than 220,000 square feet of indoor space, and significant outdoor amenities including an 18-hole Arnold Palmer Signature Golf Course and a Philadelphia Business Journal Top 10 Largest Meeting Site. Guests can enjoy a wide selection of experiences, including fine dining, elegant ballrooms, state-of-the-art conference and meeting facilities, an historic hotel, championship golf, swimming, and fitness.

About Comcast Business

Comcast Business offers Ethernet, Internet, Wi-Fi, Voice, TV and Managed Enterprise Solutions to help organizations of all sizes transform their business. Powered by an advanced network, and backed by 24/7 customer 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 enterprise market; recognized over the last two years by leading industry associations as one of the fastest growing providers of Ethernet services.

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 Cable

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. Comcast has invested in technology to build an advanced network that delivers among the fastest broadband speeds, and brings customers personalized video, communications and home management offerings. Comcast Corporation (Nasdaq: CMCSA) is a global media and technology company. Visit www.comcastcorporation.com for more information.

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Media Contacts:

Kathryn Ghita

LEWIS

781.418.2421

kathryn.ghita@teamlewis.com

Jennifer Bilotta

Comcast

215.642.6635

Jennifer_Bilotta@comcast.com