

COMCAST BUSINESS  
Solutions Provider  
PROGRAM

# Comcast Business overview

Solutions Provider Program –  
We are your Network Crew.

December 15, 2021



# A diverse network

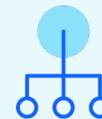
- **High bandwidth** – 1Mbps scaling up to 100Gbps
- Far-reaching **fiber and HFC infrastructure**
- **99.99% availability** uptime SLA
- **Performance SLA's** for latency, packet loss, and jitter
- **Nationwide coverage**
- **Private cloud access**
- **Physically diverse network** from telcos
- Self-serve customer portal with **performance reporting**
- **Network monitoring and management** in every market 24x7x365 from redundant NOCs



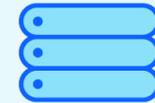
**46 Million** Gig available locations in the U.S.



Capacity that scales up to **100 Gbps**



**184k** fiber route miles



**700+** connected data centers

# The Comcast story

A Fortune 50 company partnering with customers to deliver world class entertainment, communications and technology solutions

**NBCUniversal** operates news, entertainment and sports cable networks, the NBC and Telemundo broadcast networks, television production operations, television stations groups, Universal Pictures and Universal Parks and Resorts

Global media and technology company with two primary businesses, **Comcast Cable** and **NBCUniversal**

Comcast Business offers **Ethernet, Internet, WiFi, Voice, TV, ActiveCore<sup>SM</sup>, X1 and Managed Enterprise Solutions** to businesses throughout the U.S.

**Largest IP network** in the nation

One of the **nation's largest video, high-speed Internet & phone providers** to business and residential customers

Provider of wireless and security and automation services to residential customers under the **XFINITY** brand



# Creating awareness

- Consistent innovation and growth
- Continued strategic investment
- Customers drive our innovation

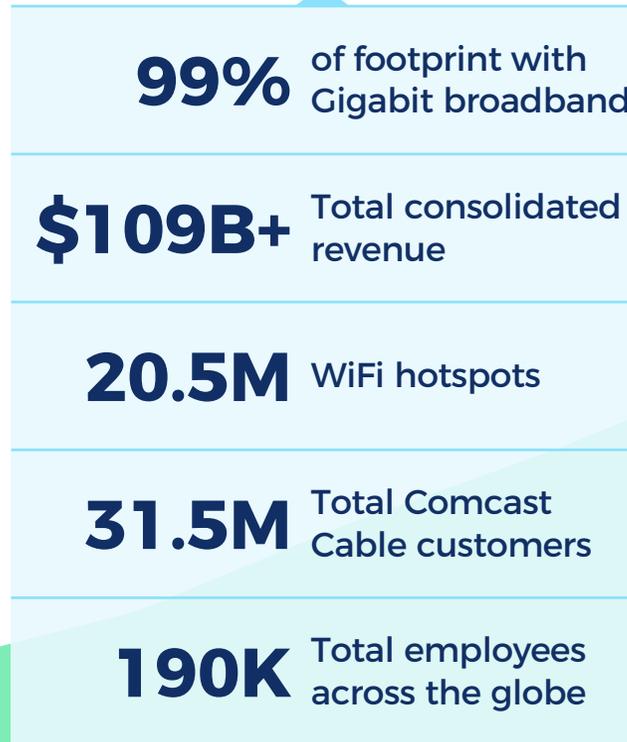
**\$256M**

2006

  
**COMCAST**

**COMCAST  
BUSINESS**

**~\$8B**  
Run-rate



**Today**

# Comcast Business – By the numbers

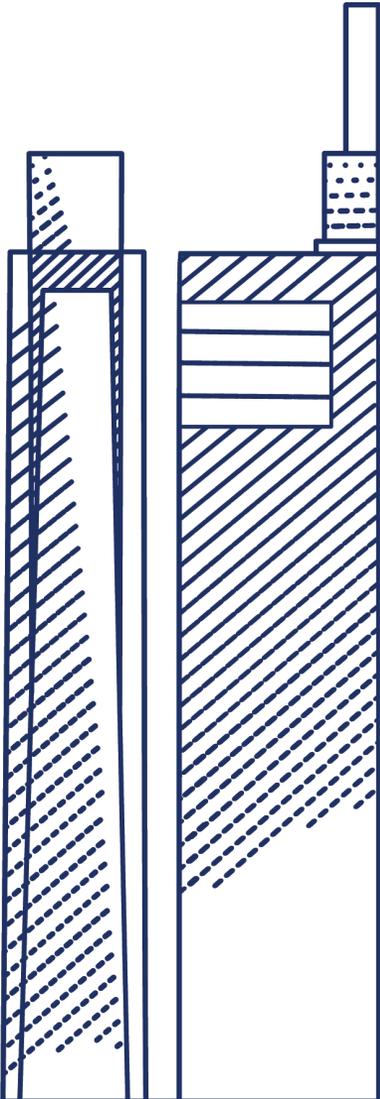
**40K+**  
Monthly  
client  
installations

**195K+**  
Managed  
enterprise  
sites

COMCAST  
BUSINESS

**5M**  
Devices  
monitored

**2,500**  
Ethernet sites  
connected  
per month



A new Internet customer every

**16 seconds**



An Ethernet location installed every

**5 minutes**

# Key products and services



Business Internet

**Fast, reliable, secure and scalable internet connectivity.**

- Download speeds up to **1 Gig** – 20 times faster than what most people have
- No data caps
- **Speed and capacity** to support all employee and customer devices at once



Ethernet

**Delivers scalability, increased capacity, enhanced security and greater flexibility with speeds up to 10Gbps.**

- **Ethernet Dedicated Internet (EDI)** – SLA based Symmetrical Internet Bandwidth
- **Ethernet Private Line (EPL)** – SLA based point-to-point private connection
- **Ethernet Virtual Private Line (EVPL)** – SLA based point-to-multipoint private connection
- **Ethernet Network Service (ENS)** – SLA based multipoint mesh network



Software-defined wide area network (SD-WAN)

**Using the Comcast Business ActiveCore SDN platform.**

- **Allows digital enterprises to overcome the complexity of MPLS**, by either supplementing an MPLS (hybrid) or replacing an MPLS

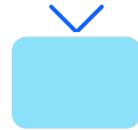
# Key products and services



Voice

## Full portfolio of advanced Voice products.

- **Business Phone** – A POTS line replacement, unlimited inbound, local and domestic long distance with easy-to-use mobility features
- **VoiceEdge Select** – VoIP phone service hosted in the cloud and easy to manage from anywhere supporting three to eight seats
- **Business VoiceEdge** – Cloud-based, managed service that's ideal for mid-sized businesses
- **PRI and SIP Trunks** – Two truck service that offer advanced features and scalability that can leverage new or existing PBX systems



Comcast Business TV with X1 for Business

## Compelling channels, large selection of sports and entertainment packages, and an easy-to-use interface.

- **X1 for Business** – Upgrades the TV experience with simple, easy, and fast navigation. Available with both Private and Public View packages
- **Private View TV** – For offices, lobbies, waiting and breakrooms. Offers the ability to stream live TV on any device with **Xfinity Stream for Business**
- **Public View TV** – Packages for restaurants, bars and fitness centers



WiFi Pro

## Advanced business WiFi that provides private WiFi for employees and public WiFi for customers.

- **Advanced Analytics** offers guest insights that make a difference
- **Fastest WiFi speeds** gives the most coverage for employees and customers
- **Promotional Tools** – Create a splash page or promote social pages directly through the WiFi

# Key products and services



Comcast Business  
SecurityEdge™

**Powerful yet simple cloud-based security solution that helps to protect businesses from costly security breaches.**

- **Automatically updates** every 10 minutes for near real time protection
- **Content filtering** blocks employees and guests from accessing unwanted websites
- Helps protect against threats like Malware, Ransomware, Phishing and Botnets



Connection Pro

**Automatic 4G LTE wireless backup.**

- **8-hour batter backup** keeps essential business functions up and running during a network or power outage



Comcast Business  
SmartOffice™

**24/7 advanced video monitoring solution.**

- **HD video monitoring solution** with automatic cloud storage
- **Advanced features** include motion detection analytics, wide-angle view, and night vision

# The Comcast Business Solutions Provider Program



**Craig Schlagbaum, Senior Vice President and Channel Chief,  
Comcast Business**

**Our people  
make it possible.**

Supporting every worthwhile endeavor, there is a group of professionals who make critical things happen behind the scenes.

People with skills who make decisions, devise strategies and get the job done while pursuing a singular objective.

For each other, our channel partners, their customers and millions of end users, we are that team.

# It pays to be a Comcast Business Solutions Provider

 <p>COMCAST BUSINESS 2021 PLATINUM Solutions Provider</p>	 <p>COMCAST BUSINESS 2021 GOLD Solutions Provider</p>	 <p>COMCAST BUSINESS 2021 SILVER Solutions Provider</p>
<p>To achieve Platinum Status, partners must average \$10,000 per month for the fiscal year.</p>	<p>To achieve Gold Status, partners must average \$5,000 per month for the fiscal year.</p>	<p>To achieve Silver Status, partners must average \$2,500 per month for the fiscal year.</p>

- **Benefits at every level**

- Programs built to enable sales and drive results
- Platinum, Gold and Silver levels with increasing benefits

- **Everyone receives**

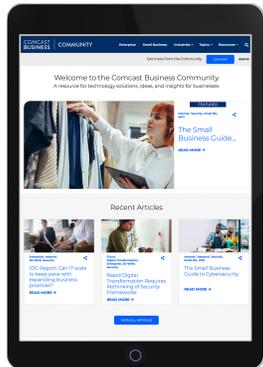
- Recurring revenue
- Resources to streamline sales
- Sales, operations & marketing support
- Ongoing education & training
- Strength of the Comcast Business brand

# Program resources

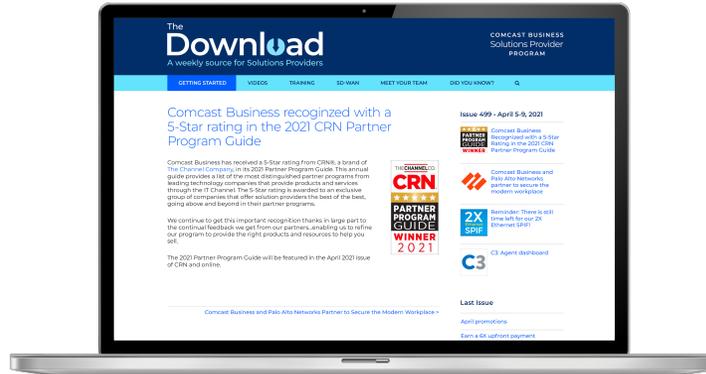
Our resources are built to help you:



- Dedicated channel team
- Comcast Business Community
- LinkedIn Solutions Provider group



- Webinars
- Weekly Download newsletter
- Product training portal



- Bandwidth calculator
- PrintPoint
- Comcast Control Center (C3)



Thank you