Comcast Business Overview

Solutions Provider Program – Our people make it possible.
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

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

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

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

Comcast Business offers Ethernet, Internet, WiFi, Voice, TV, ActiveCore™, X1 and Managed Enterprise Solutions to businesses throughout the U.S.

Largest IP network in the nation
Leveraging Our Brand Ecosystem
Uniquely Positioned at the Intersection of Technology & Media
Creating Awareness

- Consistent Innovation and Growth
- Continued Strategic Investment
- Customers Drive Our Innovation

**Comcast**

- 99% of Footprint with Gigabit broadband
- $109B+ Total Consolidated Revenue
- 20.5M WiFi hotspots
- 31.5M Total Comcast Cable customers
- 190K Total Employees Across the Globe

**Comcast Business**

- $1.5B in Annual Capital Investment
- 9.3% ‘18-’19 Growth Rate
- 2.4M Business Customers
- 10K+ Employees Dedicated to Business Services

$256M

2006

Today

~$8B Run-Rate
Comcast Business – By the Numbers

- **40K+** Monthly Client Installations
- **195K+** Managed Enterprise Sites
- **5M** Devices Monitored
- **2,500** Ethernet Sites connected per Month

A New Internet Customer Every 16 Seconds

An Ethernet Location Installed Every 5 Minutes

*All figures are accurate as of Q4 2019 unless otherwise noted.*
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

**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

**Connection Pro**

Automatic 4G LTE wireless backup.

- **8-hour batter backup** keeps essential business functions up and running during a network or power outage
We are your Network Crew.

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.

Our People Make It Possible.

Craig Schlagbaum, Senior Vice President and Channel Chief, Comcast Business
## It Pays to Be a Comcast Business Solutions Provider

### Benefits at every level.

<table>
<thead>
<tr>
<th>Platinum Partner</th>
<th>Gold Partner</th>
<th>Silver Partner</th>
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<tbody>
<tr>
<td>To achieve Platinum Status, partners must average $10,000 per month for the fiscal year.</td>
<td>To achieve Gold Status, partners must average $5,000 per month for the fiscal year.</td>
<td>To achieve Silver Status, partners must average $2,500 per month for the fiscal year.</td>
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**Everyone receives:** Recurring revenue; resources to streamline sales; sales, operations and marketing support; ongoing education and training; and the strength of the Comcast Business brand.
Program Resources

Engage

• **A Dedicated Channel Team** – To help make selling easier for our partners.
• **Social Media** – Follow us to participate in discussions and share content.
• **Comcast Business Community** – Content written by Comcast Business leaders and other experts.
• **LinkedIn Solutions Provider Group** – An interactive forum.

Educate

• **Webinars** – Monthly, live interactive webinars with Comcast Business subject matter experts on products and certifications.
• **Weekly Download Newsletter** – Get the latest industry news, in-depth features on products and services, pricing and promotional information and sales support materials.

Enable

• **Channel Express** – Efficiently organize messaging and sales materials that fits your customer persona in three easy clicks.
• **Print Point** – Co-brand pre-approved, high-quality Comcast Business collateral with your company logo and contact information.
• **Comcast Control Center (C3)** – Our Salesforce partner portal makes it easier to price, sell and support our services.
Thank You