

## CASE STUDY

# Integrated Solutions from Comcast Business

## Transform Financial Institution

Comcast Business partnered with one of our trusted advisors to help a financial services firm reduce spending on voice services. Together, we delivered a scalable, integrated solution that met the client's needs.

### Winning Advantage

Comcast Business was a fit to meet the partner's and client's needs based on:

- **Defined Requirements:** The client needed integration with specific applications, and Comcast Business had experience supporting similar integrations.
- **Aggregation Advantage:** Our domestic and international aggregation capabilities aligned with the client's goals for network optimization and potential cost efficiencies.
- **Brand Trust:** Although the client had no prior relationship with Comcast Business, the team's technical expertise and consultative approach helped build trust throughout the engagement.

### Delivering a World-Class Experience

Comcast Business's Voice, Data, EDR, and MPLS solutions supported the success of the project and met the client's goals by:

- Integrating voice, network and security solutions into one platform
- Consolidating circuits and enhancing diversity
- Securing site-to-site traffic via MPLS and VPLS
- Deploying endpoint protection across thousands of assets

### Results

Comcast Business provided measurable value to both our channel partner and the financial institution client:

- **Organizational Simplicity:** Vendor and circuit consolidation contributed to streamlined operations and simplified management.
- **Operational Efficiency:** The client's traffic routing and voice quality improved thanks to a tailored network design.
- **Strategic Growth:** Following the project's initial success, the client expanded their engagement to include EDR and additional security services.



### KEYS TO SUCCESS: WHY COMCAST BUSINESS

- Integrated solutions across voice, network and security
- Flexible architecture to support diverse client requirements
- Collaborative approach and tailored solutions
- Demonstrated ability to support complex, multi-site environments

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BUSINESS**  
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Program