



# COMCAST BUSINESS

## Partnership that begins here at home... Pleasanton California !!

November 13, 2019

Prepared by John Lengyel, Sr Enterprise Account Executive

Comcast Proprietary & Confidential



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**BUSINESS**  
BEYOND FAST

# Introductions: Your Local Comcast Business Team

**John Lengyel, Sr Enterprise Senior Account Executive - (925) 200-1059 / (925) 895-4938 – [john\\_lengyel@comcast.com](mailto:john_lengyel@comcast.com)**

Partnering with local Business Leaders and IT Executives on Digital Transformation. 30 years of delivering business and technology solutions that meet the evolving needs of businesses. Enabling organizations to be more profitable, agile and competitive. Our Comcast team delivers an end to end, single provider partnership, focused on you, your people and your customers.

**Debbie Albee, Enterprise Account Executive – (925) 596-0301 - [debbie\\_albee@comcast.com](mailto:debbie_albee@comcast.com)**

Veteran Enterprise Business Solutions Specialist – Fiber Ethernet, SD WAN, Advanced Voice, Cloud and Data Center and Threat Mitigation

**Howard Wilner, Enterprise Solutions Engineer - (925) 337-5014 – [howard\\_wilner@comcast.com](mailto:howard_wilner@comcast.com)**

Technical Sales Professional with 17+ years in sales and telecommunication design. Experience developing effective solutions to address systematic business challenges related to Connectivity, Voice, Security and Cloud services in both direct and channel sales environments.

**Joe Celentano, Enterprise Sales Director - (925) 424-0908 – [joe\\_celentano@cable.comcast.com](mailto:joe_celentano@cable.comcast.com)**

Over 18 years of experience contributing extensive sales and technical acumen to grow revenue for prominent technology organizations.

**Rosa Estevez - Spencer, Business Account Executive– (925) 519-2188 - [rosa\\_estevezspencer@comcast.com](mailto:rosa_estevezspencer@comcast.com)**

SMB Specialist - Business Class Internet, Voice, TV, Surveillance and Security

**Jeff Castle, SMB Manager Direct Sales - (925) 785-7514 - [jeff\\_castle@cable.comcast.com](mailto:jeff_castle@cable.comcast.com)**

19 years of Leadership Experience, an environment I direct will be filled with great culture, accountability, positive attitude, solid customer satisfaction, fun, financial results, policy acumen, and a strong team mentality.

# Comcast Business and Pleasanton 2020: A Shared Community Vision for Business and Growth

**Creating and promoting economic opportunity, strengthening and educating our community**

Comcast is deeply committed to California, where our nearly 5,000 employees serve more than 3 million customers throughout the state. Our California Headquarters is right here in our amazing Tri Valley in neighboring Livermore. Since 2011, Comcast has invested \$8 billion in California to build, enhance and maintain our systems, networks and infrastructure.

We leverage our media and technology assets across Comcast NBCUniversal to benefit the communities where our employees, customers and partners live, work, play and serve. Since 2011, we have invested more than \$381 million in cash and in-kind contributions to local organizations that share our commitment to improving communities.

We are also committed to making the Internet accessible to as many families in California as possible. In fact, California is the #1 state in the nation to help close the digital divide with Comcast's Internet Essentials program. Nearly 200,000 households, or nearly 800,000 Californians, have signed up for Internet Essentials as of late 2018. <https://california.comcast.com>

# Comcast Business and Pleasanton 2020: A Shared Community Vision for Business and Growth

**Creating and promoting economic opportunity, strengthening and educating our community**

Comcast is California's leading provider of XFINITY® video, high-speed Internet, "smart home" and phone services. Our X1 entertainment platform — with its innovative voice remote and Netflix and Amazon integration — is changing the way our customers experience TV.

Xfinity Mobile uses America's largest 4G LTE network combined with the most WiFi hotspots nationwide to give customers a better wireless experience.

Xfinity Internet gives customers unprecedented access and control over one of the most important technologies in their lives. We are delivering gigabit speeds, have built the largest network of WiFi hotspots in the U.S. and created a new, fully personalized home WiFi experience.

# Comcast Business and Pleasanton 2020: A Shared Community Vision for Business and Growth

Creating and promoting economic opportunity, strengthening and educating our community

Comcast and NBCUniversal have long recognized that members of the military bring exceptional strengths to the workplace and we actively recruit veterans. Comcast has a commitment to hire 11,000 reservists, veterans and their spouses or domestic partners, bringing our total to 21,000 military hires by the end of 2021.

Former members of the military are just one of the diverse talent pools we draw from and we have employee resource groups (**ERGs**) dedicated to Veterans as well as Women, Hispanics, LGBTQ, African American and Asian Pacific Islanders. These ERGs offer mentoring programs and networking opportunities to help employees grow professionally and personally.

















John Lengyel | Sr Enterprise Account Executive, Comcast Business | California Region  
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# We are Comcast

COMCAST  NBCUNIVERSAL

Uniquely Positioned at the Intersection Of Media And Technology.

COMCAST	NBCUniversal				
Comcast Cable	Cable Networks	Broadcast	Film	Parks	
 <ul style="list-style-type: none"> <li>TV</li> <li>Internet</li> <li>Voice</li> </ul> 	  	 			
  	  				
	  	 			
Comcast Spectacor	  	 			
  	  				
 	Digital & Other				
	  				
	  				
	  				



# Platforms and Partnerships.....going beyond !!

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X1 Platform	NETFLIX	SAMSUNG	ROKU	IFTTT	sling TELEVISION	Twitter	YouTube	prime video		
Home Automation	eugust	PHILIPS hue	CHAMBERLAIN	GE	icontrol NETWORKS	LUTRON	nest	sengled	ZEN	
Ventures	Nextdoor	cheddar	Tastemade	houzz	instacart	slack	HIRED	ZOLA		
Symphony	NBC	Rio 2016	TELEMUNDO	FOCUS FEATURES A COMCAST COMPANY	UNIVERSAL A COMCAST COMPANY	DREAMWORKS	FANDANGO	USA	VOX MEDIA	UNIVERSAL ORLANDO RESORT
Venue Services	SPECTRA BY COMCAST SPECTACOR	Learfield	CISCO	Imagine COMMUNICATIONS	ANC					

# Welcome to Comcast Business

Comcast Business provides best in class network solutions designed to deliver reliable, innovative and cost-effective communication services.

Serving organizations big and small, Comcast Business is a leading provider of data and voice solutions, offering flexibility, capacity, reliability and an exceptional value.

Comcast has the resources, products and support needed to keep your applications and network optimized for improved operational efficiency while reducing legacy telco spend.

## Comcast Business Enterprise Solutions

- **Reliable, resilient design** – High network availability
- **Fully scalable solutions** – Ability to Increase the bandwidth as your applications change
- **Broad and diverse network** – Information travels across our advanced network
- **Resilient core architecture** – Helps optimize the quality of our network performance
- **Enterprise Class support** – 24/7/365 network monitoring and support through our Business Network Operations Center (BNOC)



# Comcast Business Core Values



## Comcast is the nation's largest Internet provider

- Unencumbered by legacy technology
- Strategically committed to wireline



## Culture & Innovation

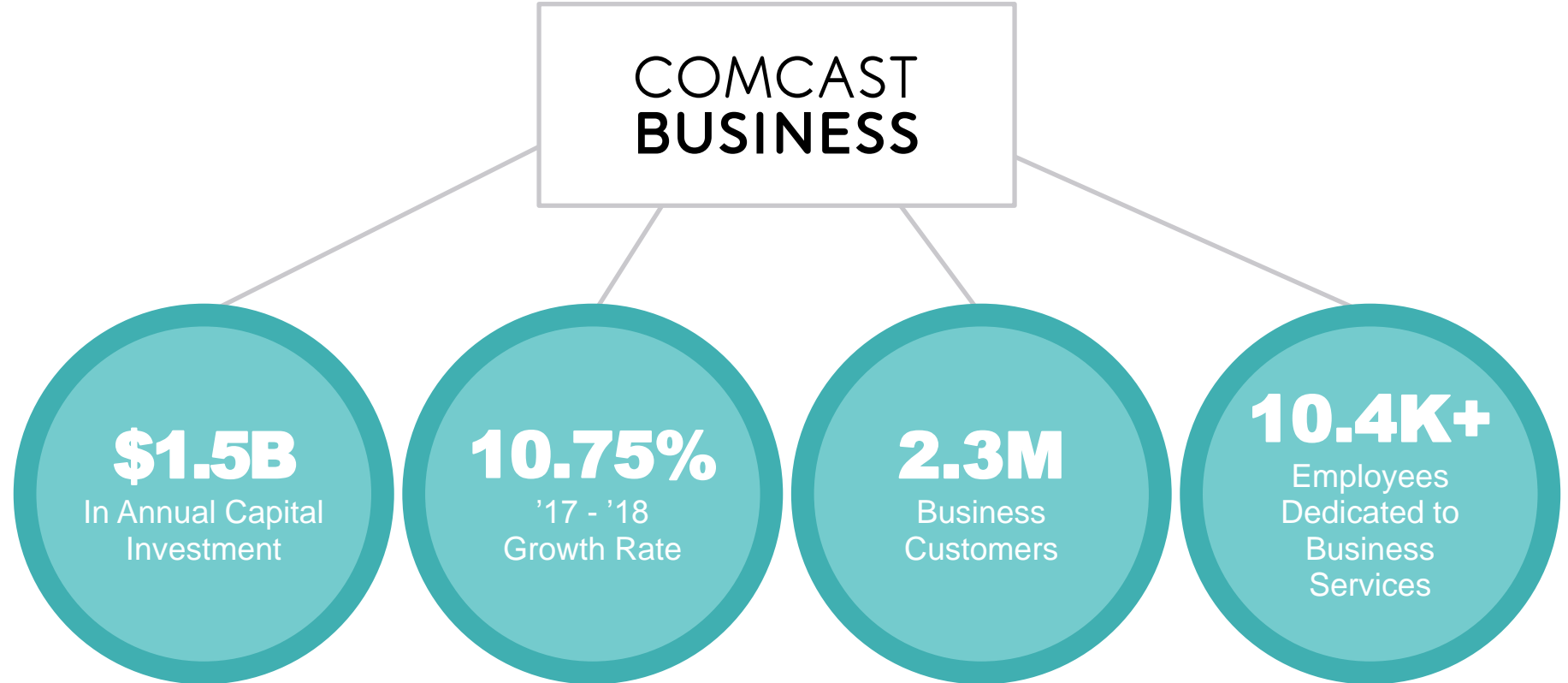
- A software-defined network platform for continued innovation
- Help businesses adapt to the changes and velocity their operations need



## Cable-First Approach

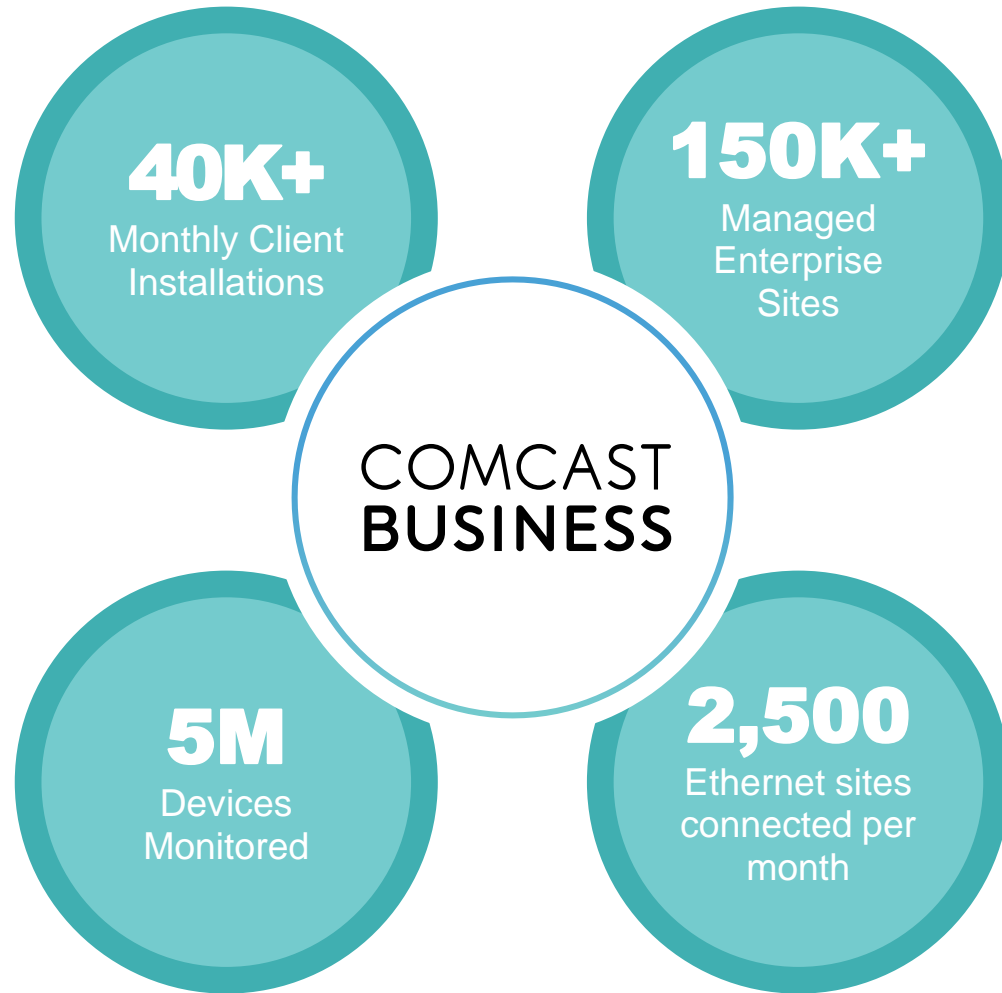
- Fiber-rich, fiber-deep network
- Fully managed nationwide branch network solutions

# Where We Are



\*All figures are accurate as of Q4 2018 unless otherwise noted.

# Comcast Business – By the Numbers



A New Internet Customer Every

**16 Seconds**



An Ethernet Location Installed Every

**5 Minutes**

# Diverse Network

- **Physically diverse network** from telcos (routes, access points, building access, etc.)
- **Largest converged IP network in the country**
- Comcast continues to **double its network capacity** every 18 – 24 months
- Far-reaching **fiber and HFC infrastructure**
- **Network monitoring and management** 24x7x365
- **Customer monitoring** from redundant NOCs
- **Voice SLA**; 99.9% availability



Over 1 million Ethernet-enabled buildings



Capacity that scales up to 100 Gbps



172k fiber route miles

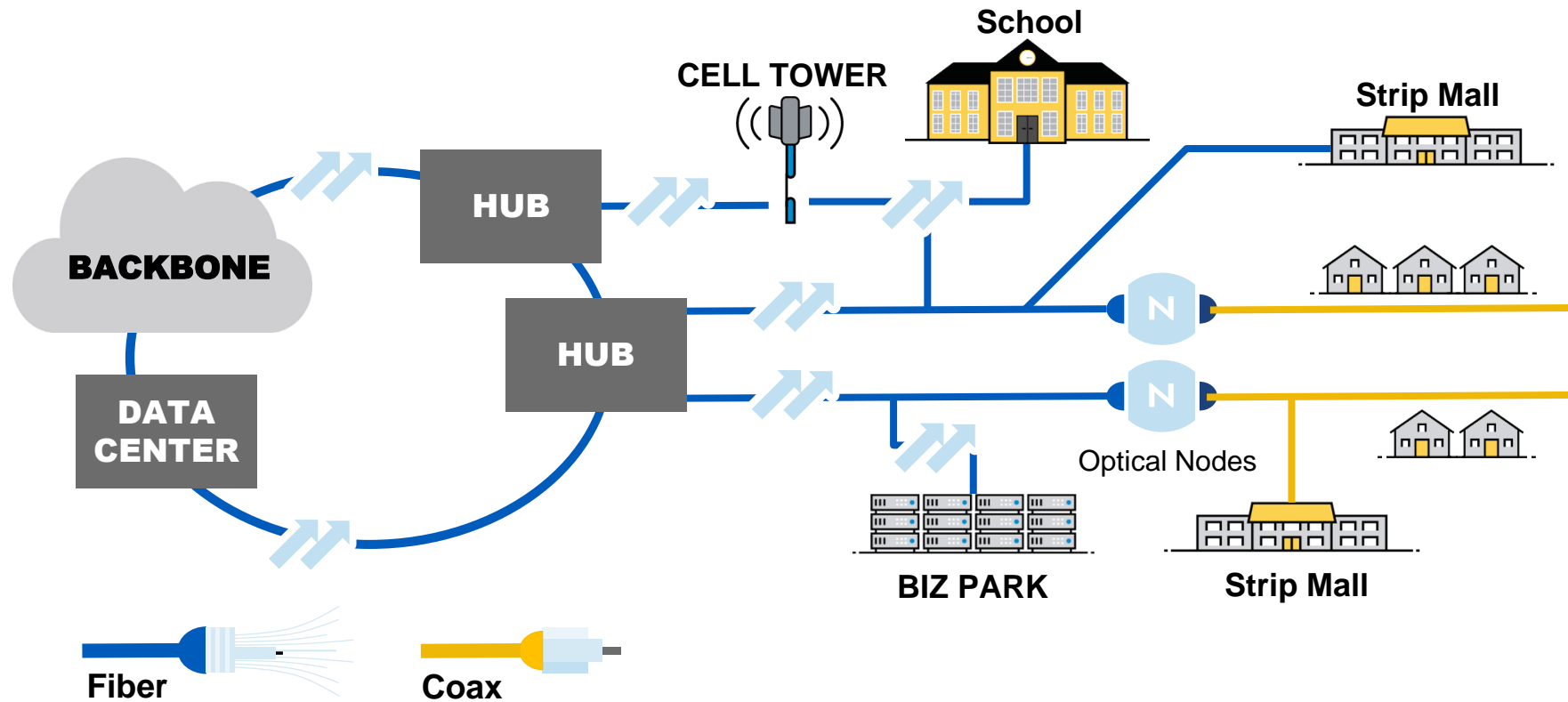


700+ connected data centers



One of the largest Voice over IP provider in the nation

# Best Last Mile Data Products In The World



## Gigabit Era has Arrived

with DOCSIS 3.1/PON

## Metro-Ethernet:

Next-generation QoS underlay

- Fiber
- EoHFC

## LTE Backup:

## Cable-First:

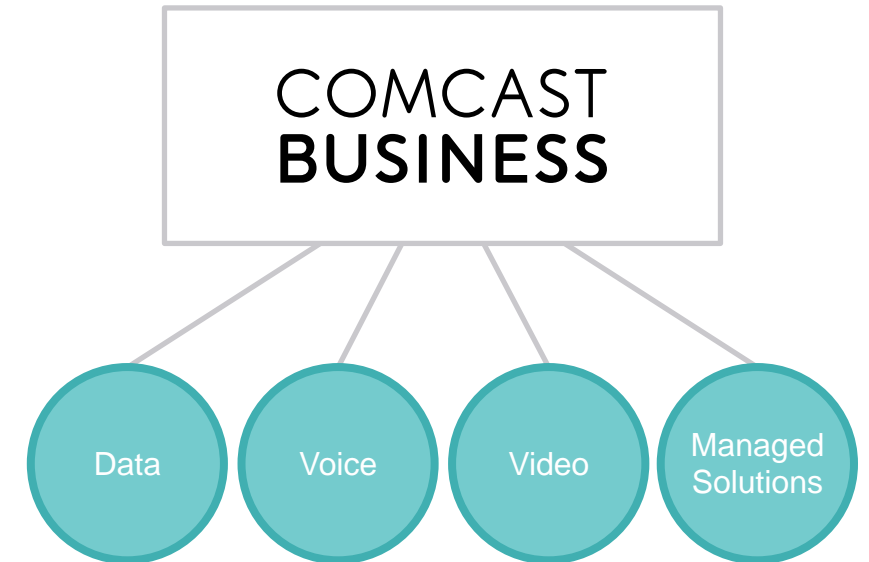
Product requirements  
Drive off-net

**Best = Fast, Cost-effective, Reliable, Ubiquitous**

# Why Comcast Business

## Comcast Business offers advanced technology services built for today's distributed enterprise

- **Comcast Corporation is a Fortune 50 Company**  
with financial strength and staying power
- **Comcast owns the largest converged IP network in the United States**
- **Comcast Business will manage sites**  
not on our network through our deep relationships with other providers
- **Comcast Business is committed to business services**  
and has invested billions of dollars
- **Local Team-Local Presence**  
you will be supported by local: sales, account management, support and leadership





# Key Business Initiatives



## Customer Experience

Enhance the customer experience, both in-person and online

Deliver high-quality products and services, while optimizing all available resources



## Employee Engagement

Improve employee productivity, engagement and satisfaction



## Expand/Grow Business

Optimize technology to drive revenue, profitability and brand loyalty



## Optimize Operations

Enhance the customer experience, both in-person and online

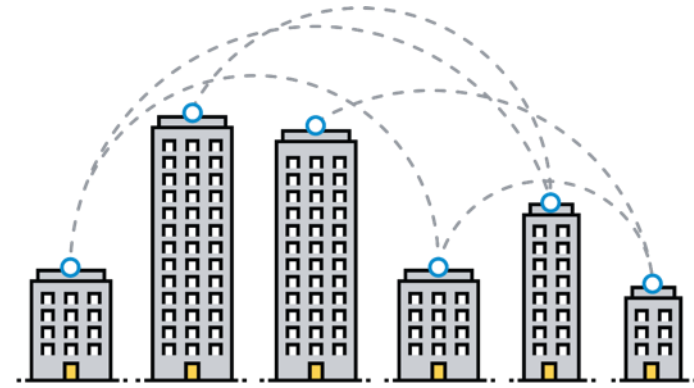
Deliver high-quality products and services, while optimizing all available resources

# Business Trends – The Digital Transformation



## The digital world is re-shaping how business works

- Enable mobility for customers, employees, partners
- Realign operations to create exceptional customer experiences
- Embrace “Cloud First” and business-critical applications



## Widely distributed enterprises are expected to perform as one cohesive entity

- Provide a consistent customer experience anywhere, anytime, and on any device
- Enable employees to provide same exact services regardless of location

*Companies with the top economic performance set, execute and adjust their digital strategies at a faster frequency than everyone else.*

*McKinsey Quarterly – January 2019*

# Technology Trends

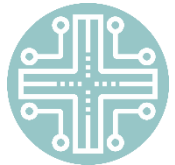
## Bandwidth and Speed Enable Today's Business Imperatives



Cloud, mobility, remote facilities, and IoT are driving skyrocketing bandwidth demands



Most IT budgets can't support adequate bandwidth growth



Traffic patterns between branches, data centers, and the internet are shifting



Today's applications demand stability and reliable uptime























Legacy WAN technology can be expensive, inflexible and incapable of keeping up with bandwidth demand and apps built for the internet



Customers want a digital experience that supports dynamic interaction

# Business Depends on Enabling...

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More Devices	    
More Content	     
More Applications	     
More On-Demand Access	  

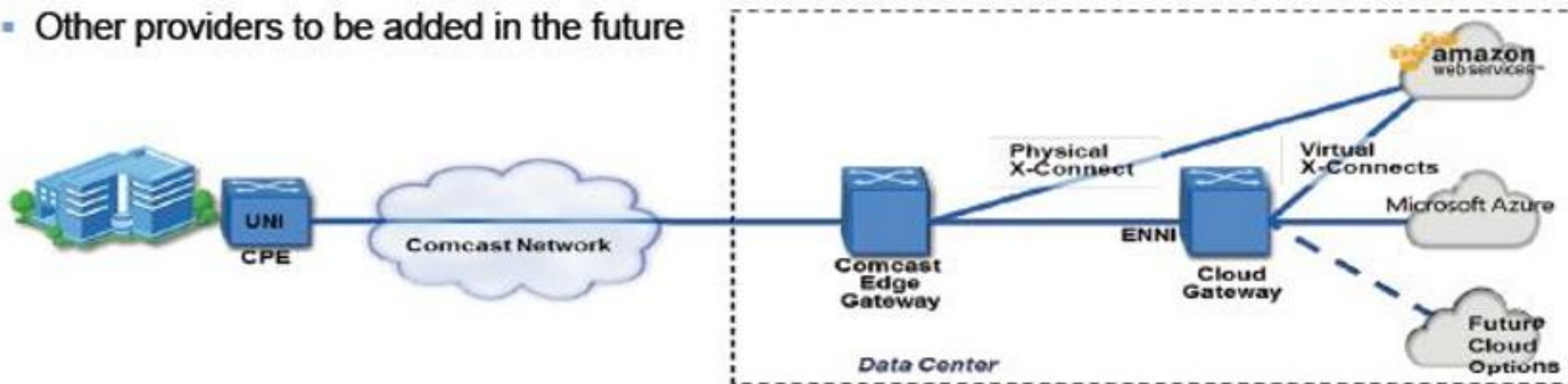
# Network Solutions

Broadband	Metro Ethernet	Managed On/Off-Net	SDN	Managed Router	DDoS Mitigation Service
<b>Business Internet Ethernet Dedicated Internet</b> <ul style="list-style-type: none"> <li>• All business segments</li> <li>• National reach</li> <li>• Critical access of choice for SD-WAN</li> </ul>	<b>Ethernet – 1Mbps up to 100Gbps Managed Waves</b> <ul style="list-style-type: none"> <li>• Mid-large business</li> <li>• Retail and Carrier</li> <li>• Private cloud access</li> <li>• Delivered over HFC (EoHFC) or Fiber</li> <li>• EPL, ENS, EVPL private network</li> </ul>	<b>Aggregated Fiber and Broadband via Off-Net Partners</b> <ul style="list-style-type: none"> <li>• Fully managed, E2E</li> <li>• Single Bill</li> <li>• Both HFC and Fiber</li> </ul>	<b>Multi-VNF Design SD-WAN Orchestrated Roadmap</b> <ul style="list-style-type: none"> <li>• All business segments</li> <li>• National reach</li> <li>• Carrier-based, fully orchestrated</li> <li>• API driven Digital Experience. (Portal)</li> <li>• First of its kind Mobile App</li> <li>• Scaled economics (Universal Comcast Premise Equipment)</li> </ul>	<b>Full Lifecycle Router Management</b> <ul style="list-style-type: none"> <li>• Equipment</li> <li>• Advanced firewall</li> <li>• Configuration</li> <li>• Change management</li> <li>• Help desk support</li> </ul>	<b>Single Incident or Unlimited Subscription</b> <ul style="list-style-type: none"> <li>• Proactively detect DDoS attack traffic</li> <li>• Drop and rate limit traffic</li> <li>• Divert traffic to scrubbing center</li> <li>• Deliver clean traffic to network</li> </ul>

# Comcast Business Cloud Connect

For businesses not physically located in the same premises as CSP  
Comcast enables businesses to directly connect into a cloud  
Extends private networks to public, private or hybrid cloud solutions  
Connects remote sites and users to one or more cloud platforms  
Includes Physical and Virtual Cross-Connect options  
Today Comcast Supports AWS and Microsoft Azure

- Other providers to be added in the future





# Comcast Business EoHFC

## Ethernet delivered over Hybrid Fiber Coax

Comcast Business Ethernet over Hybrid Fiber Coax lets businesses take advantage of Ethernet technology over Comcast's far-reaching Hybrid Fiber Coax (HFC) network – An ideal solution for the more than 50% of buildings in the U.S. without Fiber.

### EoHFC gives businesses:

- The ability to leverage Comcast's existing infrastructure, which means faster installs with low or no construction costs
- Service Level Agreement – 99.9% uptime
- Opportunity to link smaller remote offices to bigger corporate locations because EoHFC easily integrates with fiber-based Ethernet end points
- An alternative technology at a competitive price compared to Time Division Multiplexing (TDM)

### Service Speeds:

- ✓ 2 Mbps
- ✓ 4 Mbps
- ✓ 5 Mbps
- ✓ 6 Mbps
- ✓ 10 Mbps
- ✓ 20 Mbps

### Service Types:

- ✓ Ethernet Dedicated Internet (EDI)
- ✓ Ethernet Private Line (EPL)
- ✓ E-Access EPL
- ✓ Ethernet Virtual Private Line (EVPL)
- ✓ Ethernet Network Service (ENS)

# Comcast Business – ActiveCore SDN Platform

## ActiveCore Software Defined Network Platform

Improve application and traffic management throughout the enterprise. ActiveCore's Unique SDN Orchestration Layer enables multiple virtualized services, reducing hardware, managing costs and delivering great scalability — All The Way To The Edge.

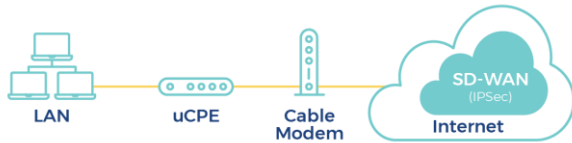
- **Configure and deploy** services on demand
- **Virtualize and orchestrate** network services
- **Simplify provisioning** through centralized policy management
- **View and manage** service components at a single site or across multiple sites easily
- **Unique digital experience and single pane of glass** provides ability to see, decide and act from one integrated portal
- **“Point, click and deploy”** replaces truck rolls and costly on-site configurations
- **Prioritization and traffic steering** are performed at the application level
- **Network management** can be performed over any device
- **Optimized mobile app** delivers insights anytime, anywhere

# Comcast Business – SD-WAN

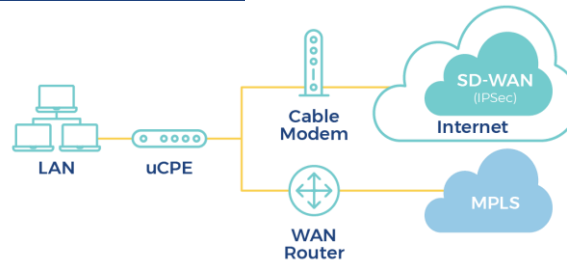
## Software Defined – Wide Area Network (SD-WAN)

With SD-WAN from Comcast Business, you will be able to cost-effectively update your existing networks across all business locations, making branch offices as capable as HQ

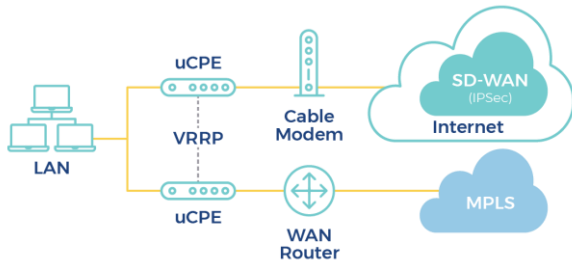
### Pure SD-WAN



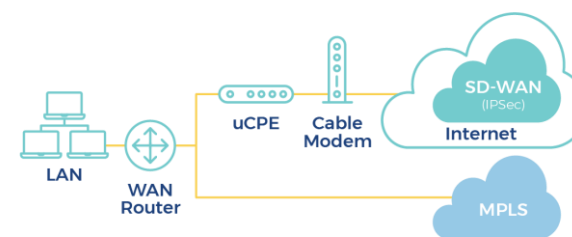
### Hybrid WAN



### Hybrid WAN with High Availability



### WAN Backup



## SD-WAN Highlights

- **Establish smarter network connections** that deliver reliable performance, strong economics and an ability to support your evolving business
- **Eliminate “vendor lock,”** with our open systems architecture that support SDN offerings from numerous technology providers
- **Optimize IT budgets** with Comcast Business SD-WAN pricing allows you to scale your bandwidth consumption
- **Centrally push, manage and update policies across your business** with “application-aware” capabilities that select intelligent network routes
- **Update existing networks and cost-effectively create new ones,** giving your branch offices enterprise-grade efficiency and agility, while reducing dependence on complex MPLS technology

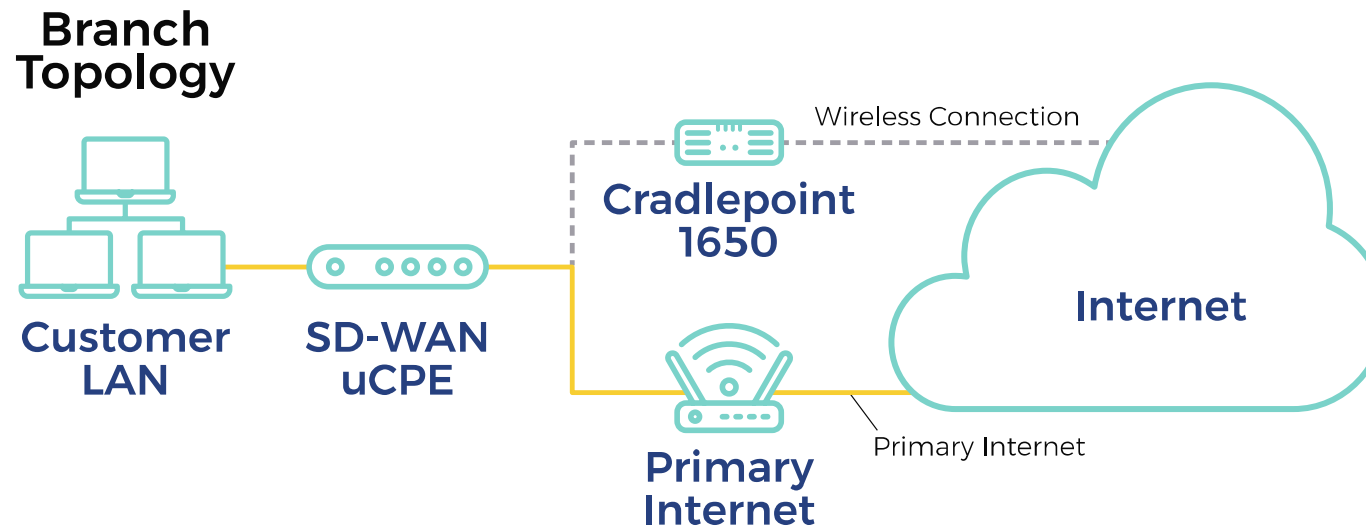
# Comcast Business – 4G LTE Wireless Backup

## ActiveCore and Connection Pro Wireless Backup

Cellular 4G LTE Wireless Backup provides continuity as needed for those unplanned disruptions to primary internet connections

### Wireless Backup Highlights

- Keeps your business connected
- Ensures continuous, accurate view of your entire network



# Comcast Business – Managed Router

## Managed Router

As today's distributed enterprise network becomes more complex, routers have evolved to carry out a number of important tasks that keep information moving.

### Managed Router Highlights

#### Professional Design

- Optimized network efficiency and application performance
- Network design that scales to meet customers' needs
- Professional support to ensure network design and installation goes smoothly

#### Ongoing support as your business grows

- Support for configurations changes as customers' network needs change and grow in terms of new applications and changing performance requirements

#### Monitoring and Management

- 24X7X365 monitoring
- Proactive alarming and notification of potential issues
- Security updates and patches
- Firmware updates

#### Cost and resource efficiencies

- Equipment rental model manages costs
- Single source for connectivity and router means you won't get caught in the middle between your connectivity provider and your router provider
- Support is provided for US locations, in and out of Comcast territories
- Comcast Business is responsible for installation, maintenance and repairs of the router

# Voice Solutions

Lines	Trunks	Cloud
<b>Business Voice Managed Voice</b> <ul style="list-style-type: none"><li>• Small business / small site</li><li>• “POTS” line replacement</li><li>• Mobile app / integration</li><li>• New portal</li><li>• Readable voicemail</li><li>• U.S. footprint</li></ul>	<b>PRI/SIP</b> <ul style="list-style-type: none"><li>• Mid-large business</li><li>• Up to 8 PRI / Site</li><li>• Up to 800 concurrent calls</li><li>• 100+ supported PBXs</li><li>• DID-Level CFNR</li><li>• HFC or Fiber</li></ul>	<b>Business Voice Edge (BVE) and Voice Edge Select</b> <ul style="list-style-type: none"><li>• Small to large business</li><li>• End-to-end solution</li><li>• Admin and User Portals</li><li>• Mobile app &amp; integration</li><li>• Wired phones / DECT phones</li><li>• Softphone</li><li>• Conferencing Bridge (Internal+External)</li></ul>

100% IP/No TDM



# Comcast Business Voice Solutions

## Business VoiceEdge™

An ideal solution for replacing a PBX or changing your current system, allowing you to focus on your business, not your business communications

### With VoiceEdge you get:

- A hosted VOIP/Unified Communications solution
- Business voice continuity features— so you don't have to miss a call even if disaster strikes
- Unlimited inbound, local and domestic long distance
- Voicemail anywhere
- Integrated business communications
- Easy call management and feature editing
- Fully managed by Comcast Business



# Comcast Business Voice Solutions

## PRI Trunks

An ideal solution for use with existing PBX equipment, PRI Trunks allow you to maximize your phone capabilities. You won't require a separate line to handle each call since PRI allows multiple people to share up to 23 channels, or call paths, per PRI to communicate simultaneously

### **PRI Trunks provide:**

- Direct inward dial (DID) and direct outward dial (DOD), eliminating the need for extensions or a receptionist to route calls
- Call detail records
- Destination unreachable so you can automatically re-route incoming calls in case of power outage or disaster
- Easy management. Add channels simply by placing a quick phone call.

# Comcast Business Voice Solutions

## SIP Trunks

An ideal solution to maximize voice services on existing PBX equipment. SIP Trunks are virtual voice channels, or paths, which deliver voice over an IP network to a designated end point.

### SIP Trunks:

- Use SIP connectivity between your IP PBX and network, routing calls between them
- Easily manage your network and telecommunications through one provider, with one solution
- Purchase only the number of Concurrent Call Sessions needed and share them across multiple sites
- Increase by single increments as demand warrants

# Security Solutions

Comcast Business SmartOffice™	DDoS Mitigation	Comcast Business SecurityEdge™
<ul style="list-style-type: none"><li>• Keep an eye on you business remotely</li><li>• Crystal-clear, wide-angle images</li><li>• Access and retrieve footage via cloud</li><li>• Motion insights dashboard</li><li>• Digital pan, tilt and zoom from cloud</li></ul>	<ul style="list-style-type: none"><li>• Real-time detection of DDoS and application-layer attacks</li><li>• Single-incident or Unlimited-service plans</li><li>• No additional premise equipment required</li><li>• Peace of mind and business continuity</li></ul>	<ul style="list-style-type: none"><li>• Cloud-based blocking of internet threats</li><li>• Web content filtering blocks access to unwanted sites</li><li>• No set up or equipment required</li><li>• Visibility anytime, anywhere</li></ul>

# Comcast Business – Managed Security Services

## DDoS (Distributed Denial of Service) Treat Mitigation Service

Protection against DDoS and application-layer attacks, providing peace of mind and reinforcing business continuity



**Detect** an attack



**Drop** and  
rate limit traffic



**Divert** traffic to a  
scrubbing center



**Deliver** clean traffic  
to your network

### DDoS Highlights

- **Peace of Mind** – Size, scale, and strength of Comcast detects and mitigates attacks before disrupting business operations, providing business continuity
- **Experience in Security** – Constantly monitors and helps protect vital network infrastructure
- **High Performance at Scale** – Scalable solution for any attack size with little impact on network performance
- **Cloud Based** – Requires no equipment to install or manage on premise
- **Customer Support** – Highly responsive customer support available 24 X 7 X 365
- **Flexible** – Flexible solution with subscription plans to meet your business needs

# Comcast Business SmartOffice™

## Keep an eye on your business from any location

- Record, store and share footage
- Advanced IP platform includes secure cloud storage and mobile access
- Crystal-clear, wide angle images with 1080p HD cameras
- Motion Insights dashboard
- Advanced features from the cloud: digital pan, tilt and zoom





# Video Solutions

## X1 for Business

- Public View for bars, restaurants, gyms, retail stores
- Private View for offices, lobbies, waiting rooms, break rooms
  - Xfinity Stream for Business – live TV on up to 5 devices at your business
- Voice remote and intuitive on-screen guide

## X1 for Hospitality

- Lets employees focus on serving guests instead of searching for programming
- Voice remote and on-screen guide
- On Demand programming
- 80+ HD channels
- Weather, traffic, sports apps

# Video Solutions

## X1 for Hospitality

Brings the unique features and personalization of the award-winning X1 entertainment platform to hotel guests with high-quality HD and voice-activated remote that create a guest experience of being connected to the comforts of home.

### X1 for Hospitality:

- IP delivered service with IPTV set boxes included
- Voice-activated remote
- Pause and rewind live TV
- Free on-demand programming and Kids Zone
- 80+ HD channels
- Access to weather, traffic and sports apps



# Video Solutions

## X1 for Business

Brings the unique features and personalization of the award-winning X1 entertainment platform to businesses, to keep customers entertained and employees informed.

### X1 for Business:

- Voice remote, on-screen Guide and search make channel navigation easier than ever
- Quality HD programming and on-screen apps
- Last 9 channels function makes it easy to access popular content

### X1 for Business Public View: for bars, restaurants, gyms, retail stores

- Employees can focus on serving guests instead of searching for programming

### X1 Business Private View: for offices, lobbies, waiting and break rooms

- Xfinity Stream for Business brings live TV to up to 5 devices – mobile, tablet or computer – for employees and customers while at your business or in your waiting room.



# An Agile and Responsive Support Team for You and Your Business

## Support

- Experienced team with thousands of dedicated professionals
- Carrier-class network engineering support experts on staff
- Dedicated project manager
- Site survey and fiber map
- Service design review

## Local Presence

- Strong local presence with customer service, customer support available 24/7/365
- Installation at your convenience from local, certified techs

## Network Management

- Ongoing multilayer, proactive monitoring and troubleshooting
- Business Network Operations Centers (BNOCs) provide redundancy and operate 24x7x365
- Tier II and III enterprise repair groups collocated in NOCs
- Proactive Customer Monitoring Center (CMC)
- Multiple service classes backed by SLAs
- Staffed 24x7x365 certified engineers

# Enterprise Support

## Serving Enterprise

### U.S.-based Enterprise CARE team

- Intuitive portal for instant network assessment
- Proactive monitoring

### Orchestrated Service Delivery

- Dedicated program manager and project managers
- Detailed service and operation design review
- Installations scheduled on customer schedule
- Installation and testing of both infrastructure and network appliances

## Excellent Customer Service

### 4 Fully Redundant Care Centers

- Naperville, IL
- Cincinnati, OH
- Denver, CO
- Tampa, FL

Dedicated to Enterprise customers



**17** Regional Network  
Operations Centers

Experienced technicians and engineers

**24/7/365**

Customer Service



# Enterprise Awards Program



- Most Innovative Company of the Year (Comcast Business)
- IT Service Management Solution (ActiveCore)
- Integration Solution (ActiveCore)
- Telecommunications Service (Business VoiceEdge)

- Cloud Platform (ActiveCore)

- Business Services Innovation of the Year (ActiveCore)
- Most Innovative Tech Company (Comcast Business)

- Innovation of the Year – Business Services Industry (ActiveCore)

- Most Innovative Tech Company (Comcast Business)

# Customer Success Stories

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Comcast Business provides Managed Broadband and Managed WiFi for all **700+ Wawa sites**.

“We’re excited to team up with Comcast to now offer WiFi in all of our stores. Customers will now enjoy the optimal environment for doing everything from utilizing their Wawa app to enjoy rewards and purchase products to connecting with their friends and neighbors.”

— **Carol Jensen**, Chief Marketing Officer

[Press Release](#)

Comcast Business selected as provider of Managed Services to Dine Brands at over **2,800+ Applebee’s and IHOP Locations**.

“Our partnership with Comcast Business Enterprise Services to provide the robust infrastructure needed, allows us to service our brands so they can remain focused on serving our guests and providing added value for our franchisees.”

— **Adrian Butler**, Chief Information Officer

[Press Release](#)

Comcast Business provides Managed Broadband for all **6,000+ Taco Bell sites**, in addition to providing:

- Managed Security
- Managed Router
- Managed VPN
- Business Continuity
- Proactive monitoring and Management
- IT Deployment Services

[Press Release](#)



# Thank You !!



JOHN LENGYEL

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BEYOND FAST



# Pleasanton 2020: A Community Vision Representing Business & Strengthening the Local Economy

Pleasanton is widely recognized as a premier community in which to live, work and do business. The business climate is a key driver of the community's success. Pleasanton businesses generate roughly 60% of the local tax base and collectively act as the community's economic engine.

The Chamber relies on Pleasanton 2020: A Community Vision as its local public policy agenda, committing volunteer and staff time to work toward its fulfillment as a catalyst, convener and champion for all things Pleasanton!

"In short, Our strong local economy and extraordinary quality of life happen by design, not by accident. Working together, we cause great things to happen."

<https://www.pleasanton.org/2020-a-community-vision>

