COMCAST BUSINESS
Powering Possibilities™

igt®

Global Enterprise Solutions from Comcast Business

Ernel Asuncion

Global Sales Engineer

September 16, 2024

Introductions

COMCAST
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Powering Possibilities™

Your Comcast Team

COMCAST BUSINESS
Solutions Advisor Program

Business
Update

From Tim, Caron,
Ernel and Phillip

Your Comcast Business Team

Tim Cipriani
Partner Sales Manager
CA

Caron Hay
Inside Partner Sales Manager

Ernel Asunion
Partner Sales Engineer

Phillip von Thury
Solution Sales Executive

Partner Sales Manager
Tim Cipriani

Tim is your go-to resource for everything related to Comcast Fiber services, from qualifications to quotes and contracts. he is committed to providing training, support, and working closely with your team to enhance any Comcast solutions.

Inside Partner Sales Manager
Caron Hay

Caron is your dedicated support for initiatives, questions, and escalations. She's skilled in Fiber qualifications, pricing, and will offer valuable training. Caron is here to assist with various opportunities, encompassing both Enterprise and SMB sectors.

Partner Sales Engineer
Ernel Asuncion

Ernel is ready to offer expert guidance, detailed overviews, drawings, and answers to any technical queries. He's available for calls, trainings, and meetings, ensuring technical excellence in your projects.

Solutions Sales Executive
Phillip Von Thury

your specialists in advanced solutions, including Network Security Solutions, EDR, UCaas, and Private Networks. Their expertise will be instrumental in delivering state-of-the-art solutions to your clients and are assigned based on your location.

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Agenda

- Introductions
- Solutions overview
- QA
- Drawing for prize

COMCAST **BUSINESS**

Why Partner with Comcast Business?

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Power of Comcast Business

Owned & Partner Ecosystem

More best-of-breed owned & partner capabilities that can be seamlessly integrated to meet more business needs than any other provider in the world.

Choice & Flexibility for Better Outcomes

Comprehensive, end-to-end solutions to meet the needs of any business anywhere they operate – all delivered with an open, vendor agnostic approach and ability to work within existing tech stacks – affording businesses maximum flexibility & choice

Global Network Superiority

Largest, fastest, reliable network in the US, best ubiquitous coverage in North America, combined with leading global network, expanding points of presence that can serve businesses anywhere in the world they operate.

Cybersecurity Leadership

At the forefront of cybersecurity, industry-leading, end to end cybersecurity solutions, backed by hundreds of in-house certified cybersecurity experts including 3 24/7 security operations centers around the world. Over 125 billion attacks prevented in 2022 alone.
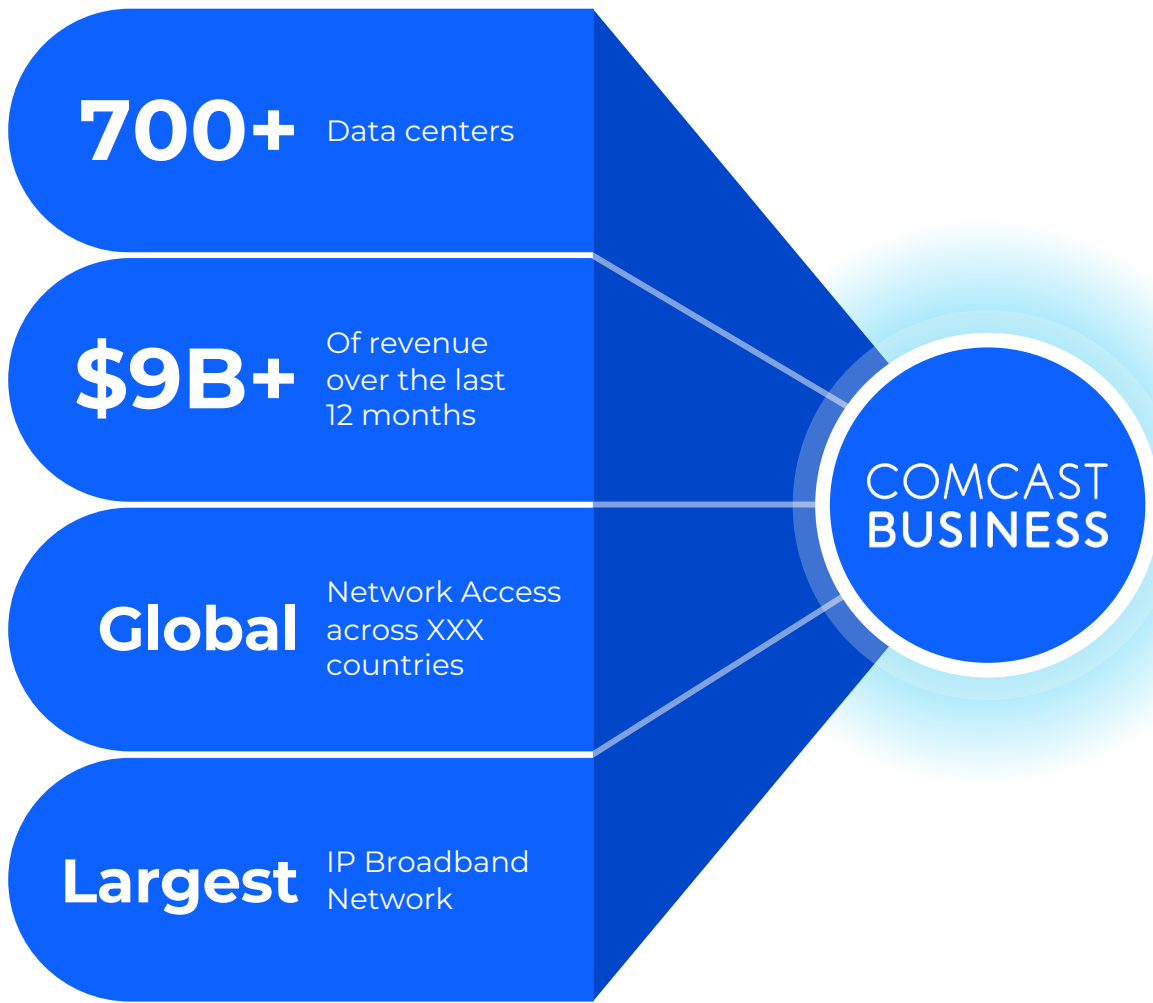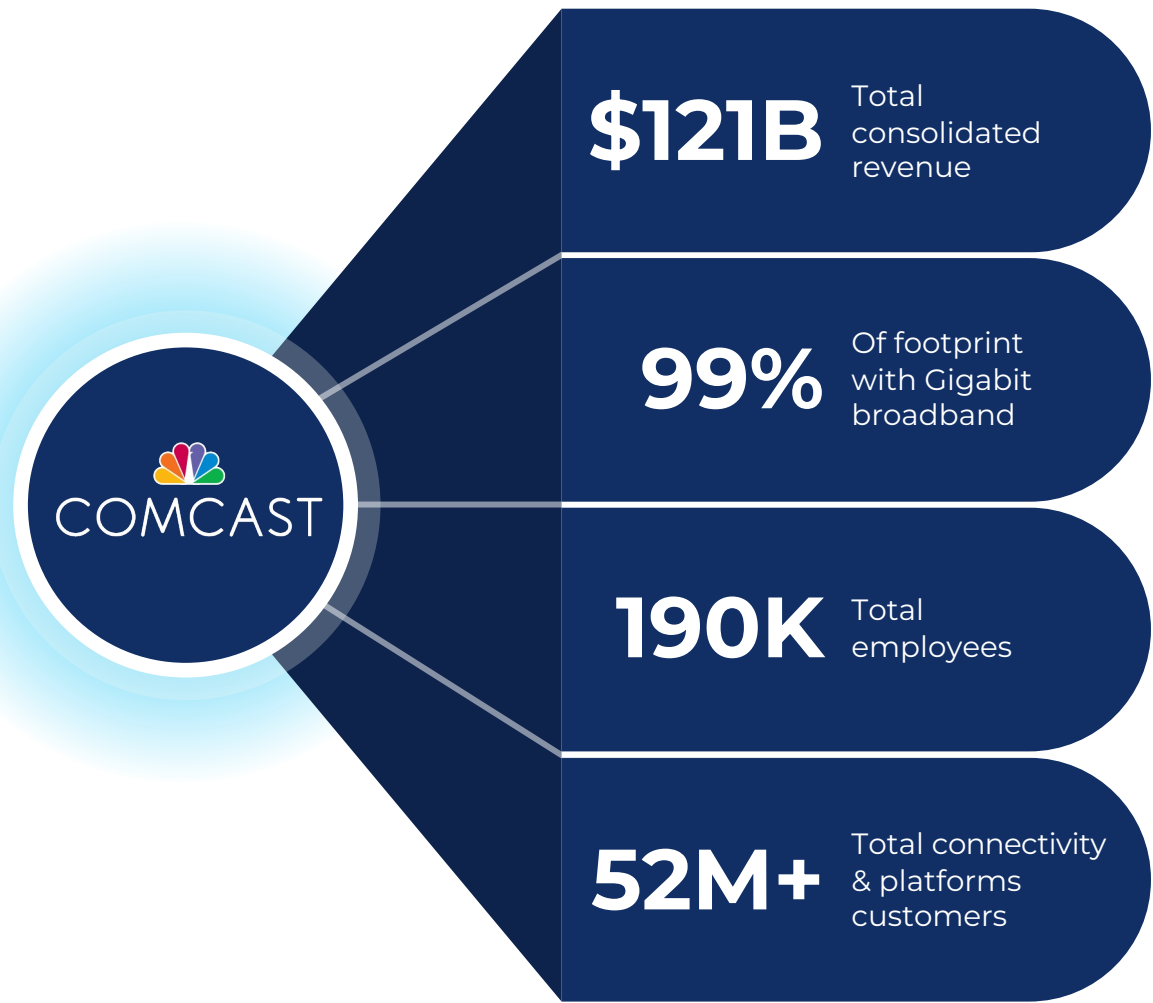
Unified Visibility & Intelligence

The most advanced machine learning & AI-powered advanced analytics fully integrated to optimize performance, resiliency, and support smarter, more efficient operations -- all centralized for easy visibility & control in a one-of-a-kind portal.
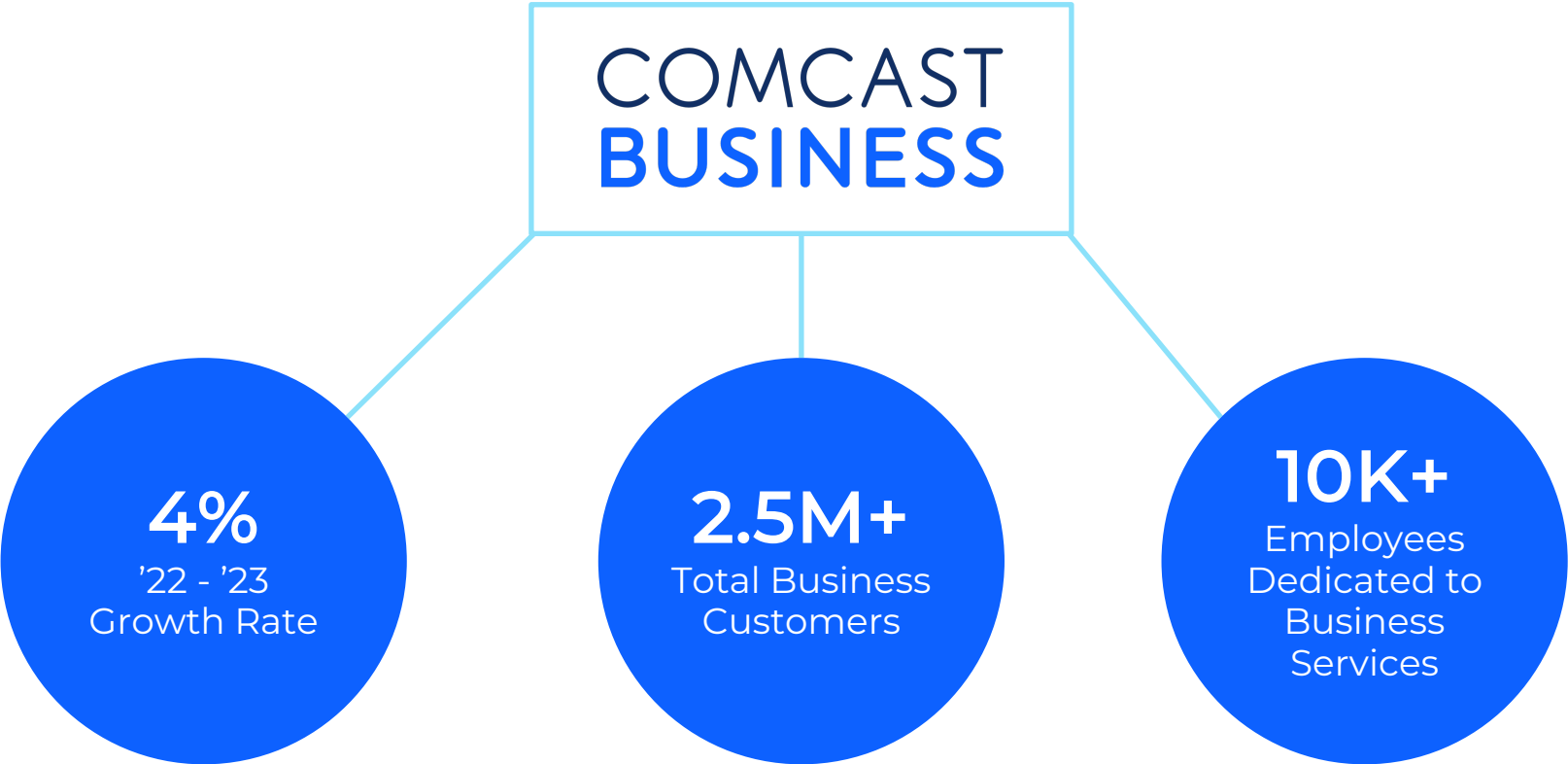
Unparalleled Partnership & Service

Best-in-class partnership & managed service experience throughout customer lifecycle with designated and expert resources offering continuity and white glove service.

Strength of Our Business

$121B Total consolidated revenue

99% Of footprint with Gigabit broadband

190K Total employees

52M+ Total connectivity & platforms customers

700+ Data centers

$9B+ Of revenue over the last 12 months

Global Network Access across XXX countries

Largest IP Broadband Network

*All figures are accurate as of 2024 unless otherwise noted.

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Where we are

$9.25B
Run-Rate

$256M

2006 | Today

Revenue

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4%
'22 - '23
Growth Rate

2.5M+
Total Business
Customers

10K+
Employees
Dedicated to
Business
Services

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A Diverse Network

- **High Bandwidth** – 2 Mbps scaling up to 100 Gbps

- **Nationwide coverage**

- **Latency and jitter SLAs** with Ethernet Transport Services (EPL, EVPL, ENS)

- **Availability SLAs** with Ethernet Dedicated Internet (EDI) and Ethernet Transport Services (EPL, EVPL, ENS)

- **Physically diverse network** from telcos

- **Self-serve** customer portal

- **Network monitoring and management** 24x7x365 from redundant NOCs
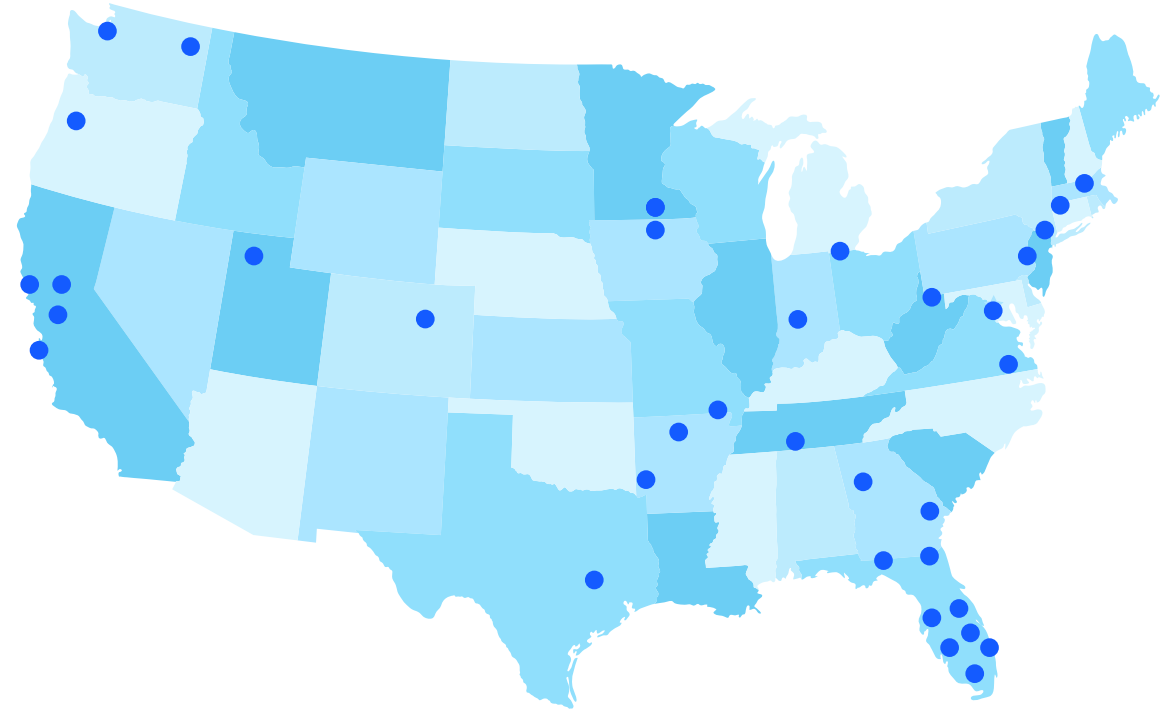
Over 1.8 million Ethernet-enabled buildings
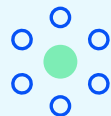
Capacity that scales up to **100 Gbps**
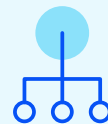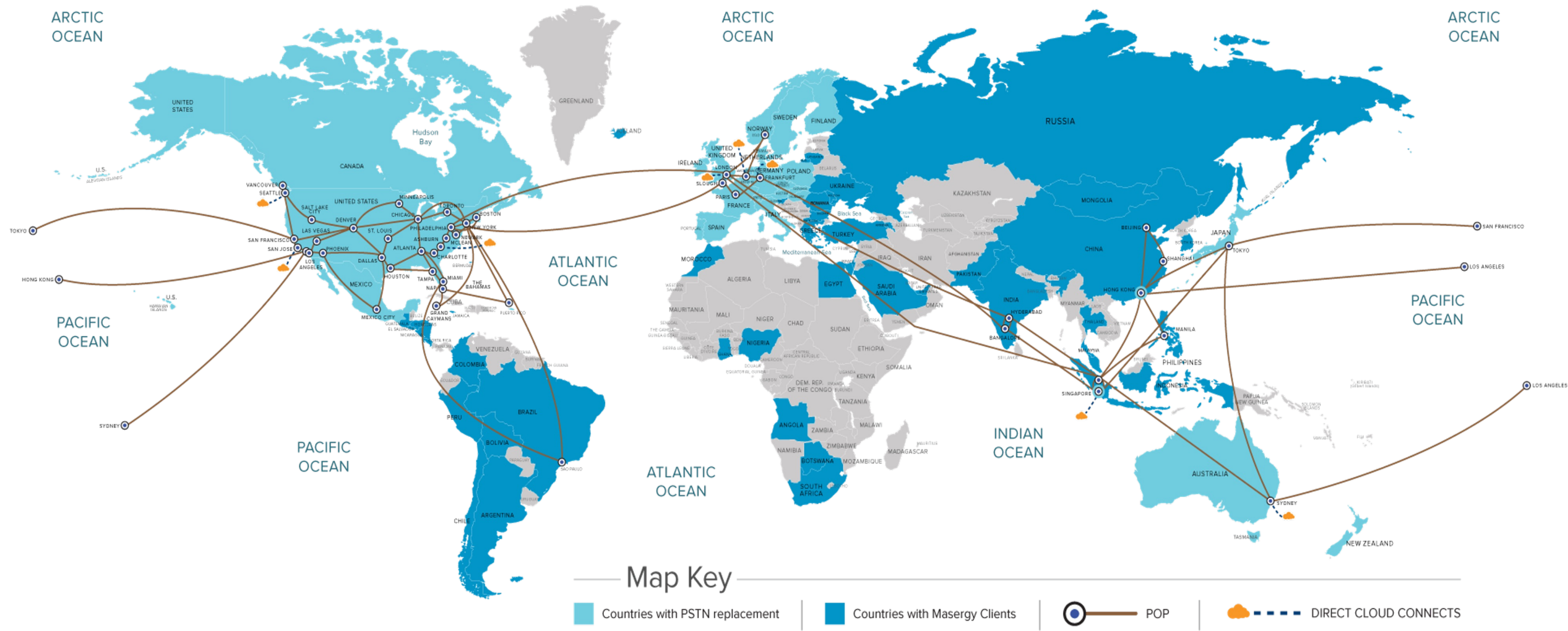
185k fiber route miles

700+ connected data centers

One of the largest Voice over IP provider in the nation

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Global Coverage

Map Key

Countries with PSTN replacement	Countries with Masergy Clients	◉━━ POP	🟠┈┈ DIRECT CLOUD CONNECTS

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Digital Transformation and Technology Trends for Businesses

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Rapid technology evolution disrupting traditional business models

Work from Anywhere & Cloud Demand
- 51% global workforce remote at least weekly.
- Cloud demand up by 37%.

Cybersecurity Concerns
- Cybercrime to cost $10.5T by 2025.
- 80% of executives see increased cyber threats.

Economic Influence on CIOs
- ¾ CIOs report economy impacting role expansion.

Digital Transformation & AI
- 53% of businesses to increase digital investments.
- 70% of organizations to update AI models frequently.

Regulatory & Policy Landscape
- Infrastructure investments and associated opportunities.
- Data Protection Regulations impacting data strategies (87% negative outcomes w/o compliance).

*Cited sources can be found in notes section

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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

- 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

More Devices	
More Content	
More Applications	
More On-Demand Access	

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Technology Can Transform Your Business

The right technology partner can help you:

Reduce strain on internal IT departments

Enhance communication and collaboration

Deliver new and better customer and employee experiences

Grow your business

Improve operational efficiencies

Control costs

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Solutions Overview

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Range of solutions

Small Business ← → **Enterprise**

BI/EDI, Managed Router, SecurityEdge, Mobile	SD-WAN Single Site	SD-WAN	SD-WAN Secure	SASE	SD-WAN Secure (For Large Ent)
Complete connectivity solution delivering **unmatched speed, security, reliability & value**	**Low-touch**, streamlined features for **single-site** customers needing premium **fail-over**, **application survivability**, and **advanced analytics**	**Simple, scalable** solution with low-touch, streamlined features at **competitive prices** for **small single-site customers to large, multi-site customers** • Fully managed • Delivered over **public internet** • Powered by Versa or Fortinet • Includes advanced security • Supports international locations	**Premium, consultative** service and **high-performance** technology • Fully managed or co-managed • Delivered over **private MPLS backbone** • Powered by Fortinet • Includes advanced security • Full global deployment	Turnkey, cloud-delivered service that **combines network and security functions** with WAN capabilities • Fully managed or co-managed • Delivered over **private MPLS backbone** • Includes NGFW, SWG, ZTNA, and CASB • Powered by Fortinet • Full global deployment	Fully managed, **tailored solutions** delivered to meet the complex secure networking needs of large global enterprises. Designed with leading technology providers – Cisco Viptela or Meraki, Palo Alto, Fortinet, Aruba

Managed SD-WAN Secure: Your Network, Your Way

Applications

Users

Locations

CPE

1 **Mix & match**
your network access

- SD-Network
- Provisioned Internet
- DIA/Broadband
- LTE/5G
- BYON

- Hybrid connectivity
- Over The Top solutions
- Trailblazing 100% SLAs

2 **Connect**
your cloud apps & services

aws
Microsoft
Google Cloud
salesforce
SAP
CISCO

- UCaaS & CCaaS
- Multi-Cloud Connectivity
- SaaS Marketplace

3 **Secure**
your environment

- Unified Threat Response
- Managed Security Services
- SASE solutions

4 **Manage**
it all in one place, on your terms

- Co-Managed
- 24/7 Monitoring
- Built-in AIOps

SPEED (NEW)	Essential	Standard	Performance	Advanced	Premium	Gigabit Extra	2 Gigabit
Download	150 Mbps Download	300 Mbps Download	500 Mbps Download	800 Mbps Download	750 Mbps Download	1.25 Gbps Download	2 Gbps Download
UPLOAD SPEEDS	25 Mbps	35 Mbps	35 Mbps	35 Mbps	Retired	35 Mbps	N/A
NEXT GEN UPLOAD	100 Mbps	100 Mbps	200 Mbps*	200 Mbps*	Retired	300 Mbps*	300 Mbps*
FDX	150 Mbps	300 Mbps	500 Mbps	800 Mbps	Retired	1.25 Gbps	2 Gbps
EPON	150 Mbps	300 Mbps	500 Mbps	800 Mbps	Retired	1.25 Gbps	N/A
	~4 devices	~5 devices	~8 devices	~11 devices	Retired	Unlimited devices	Unlimited devices
	• Basic email needs • Small to medium file downloads and uploads	• Streaming high-quality audio and video • Browsing content-rich sites	• Fast downloads on multiple devices • Large file transfers	• Connecting many users simultaneously • Process multiple transactions faster	Retired	• Run multiple cloud-based apps, servers, and backup • Fast simultaneous large file downloads	• Run large scale cloud based services and backup • Fast simultaneous, large file download and real time analytics

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Introducing SecurityEdge Extended Coverage
Broader Protection and Control

SecurityEdge app — Remote WiFi Network

SecurityEdge app — Remote Mobile Network

Cyberthreats

Security Policy Management — Subscriber Portal

CB Modem — Business Location
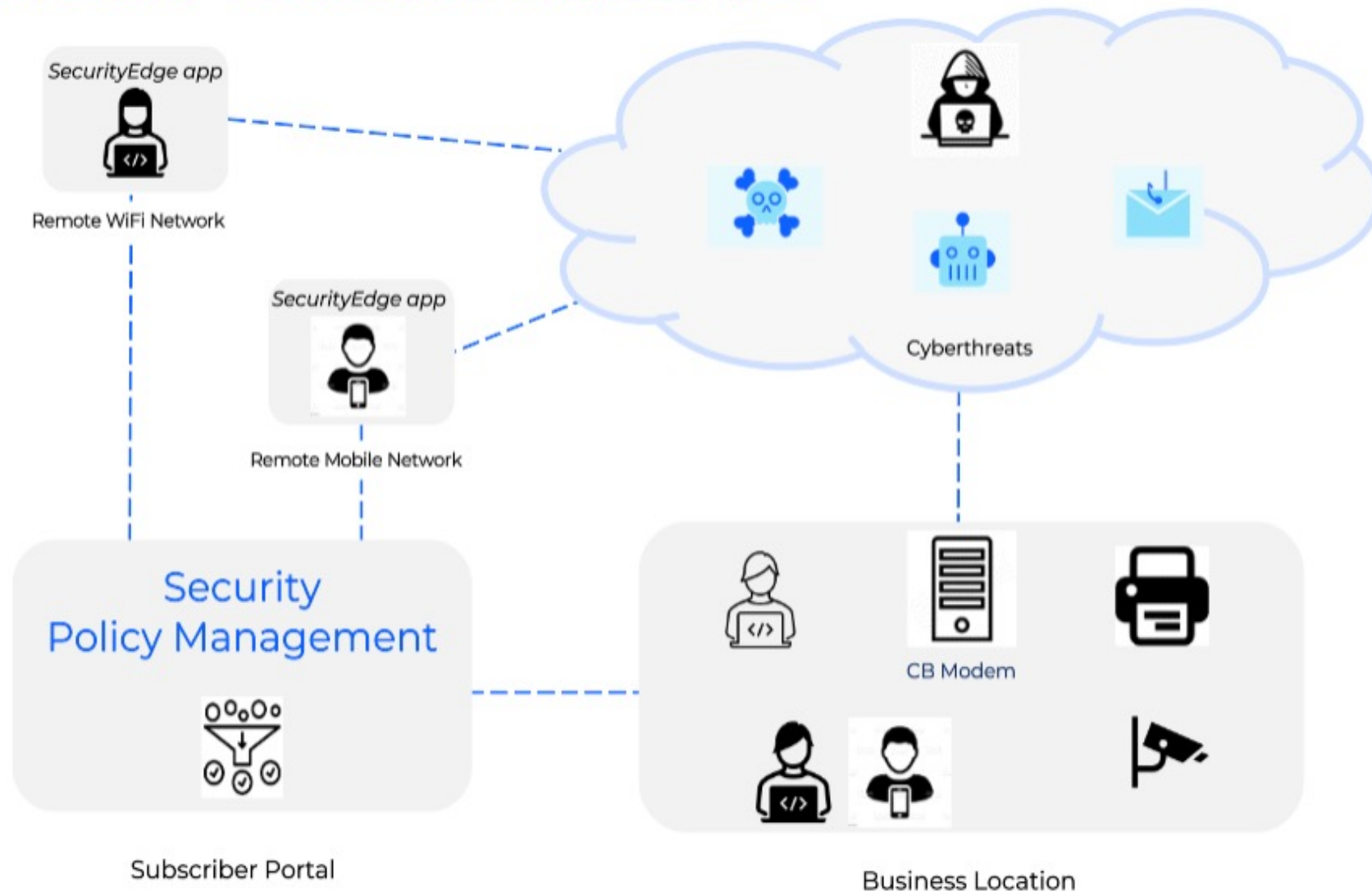
SecurityEdge
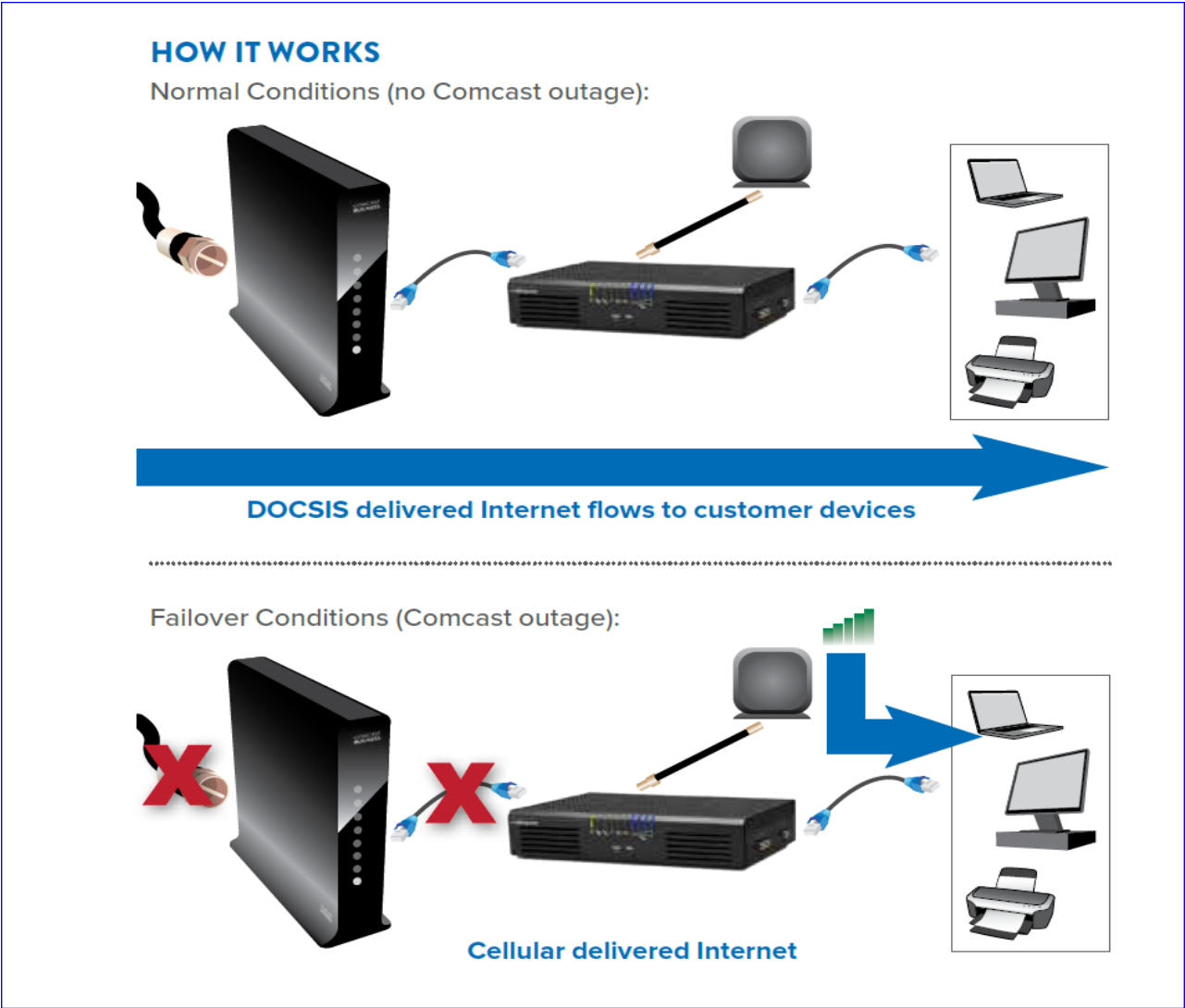Seamless, effective, and affordable Internet security for all devices*

*Any device connected to the network via Comcast Business provided modem
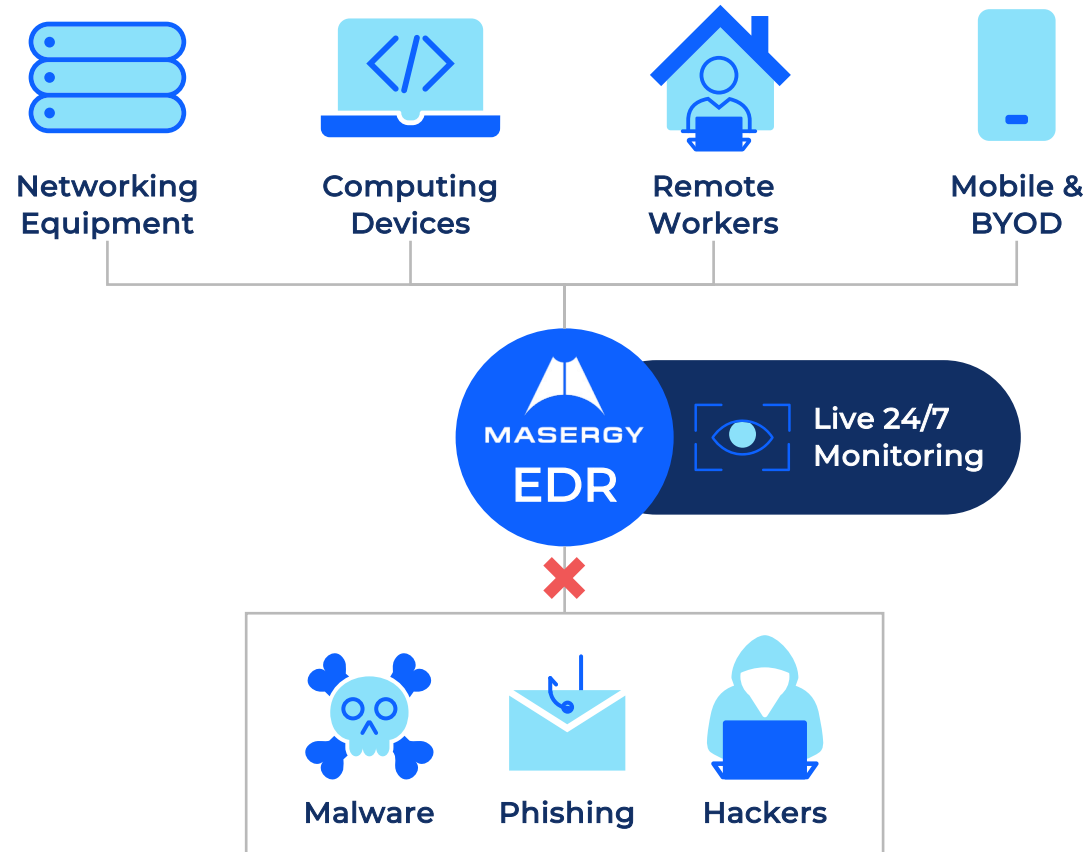
SecurityEdge Extended Coverage:

Off-Net Protection:
SecurityEdge app extends protection to devices away from the business location

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Connection Pro

End Point Detection and Response - EDR

Networking Equipment

Computing Devices

Remote Workers

Mobile & BYOD

MASERGY EDR

Live 24/7 Monitoring

Malware

Phishing

Hackers

- Mitigate advanced attacks that legacy anti-virus and endpoint protection tools can neither detect nor stop.

- Comprehensive endpoint detection and response, including threat hunting platform capabilities.

- Turnkey Managed EDR service includes expert 24/7 EDR analyst monitoring and response for cost-effective solution.

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Managed Cloud Firewall
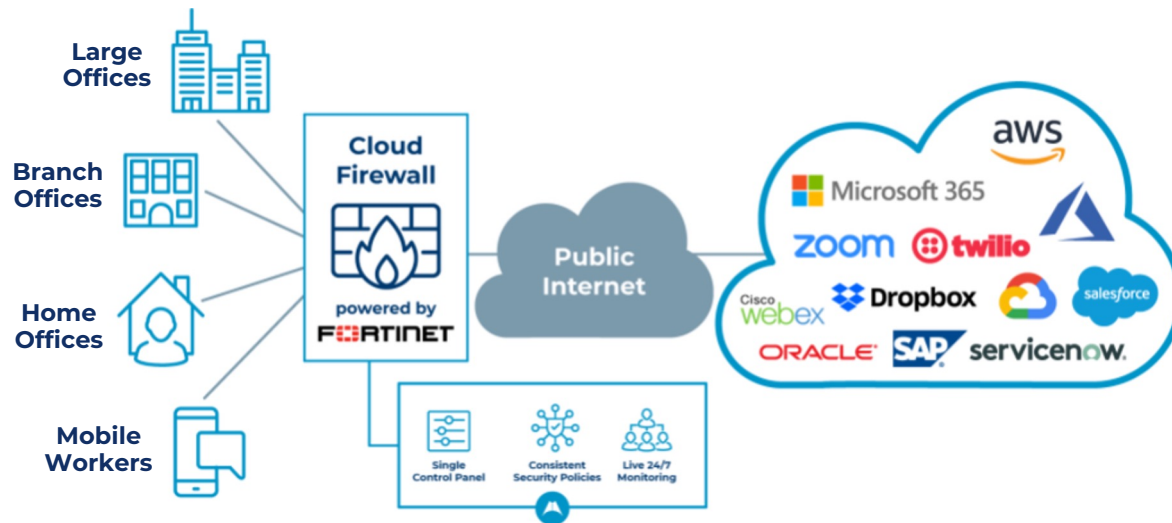
- Next-generation firewalls in the cloud

- Powered by Fortinet, named a Leader in the Gartner Magic Quadrant for Network Firewalls

- Deploys on-demand from 50+ global POPs for maximum enterprise scalability

What is Business VoiceEdge?

BVE is a Unified Communications service

Call routing features
Unlimited local and long distance with nationwide service
Webex Mobile and Desktop Apps with **Microsoft Teams** integration
10+ device options

Top Benefits

48% of prospects want to purchase based on features/pricing*
Designed for enterprise and **nationwide customers**
Unlike other providers, we partner with both Webex and Microsoft Teams
Efficient sales and delivery process to install quickly • Time study of 5 seat/device order completed (sales/delivery/install) in 1.5 hours**
New customer portal to incentivize **self-service vs calling care**

*In survey of 1000 businesses, 48% of prospects stated they "would take action on this offer" with 40% or higher responding that our feature set is unique
**Time study included system time only, knowing customer interaction is variable.

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Webex Desktop and Mobile
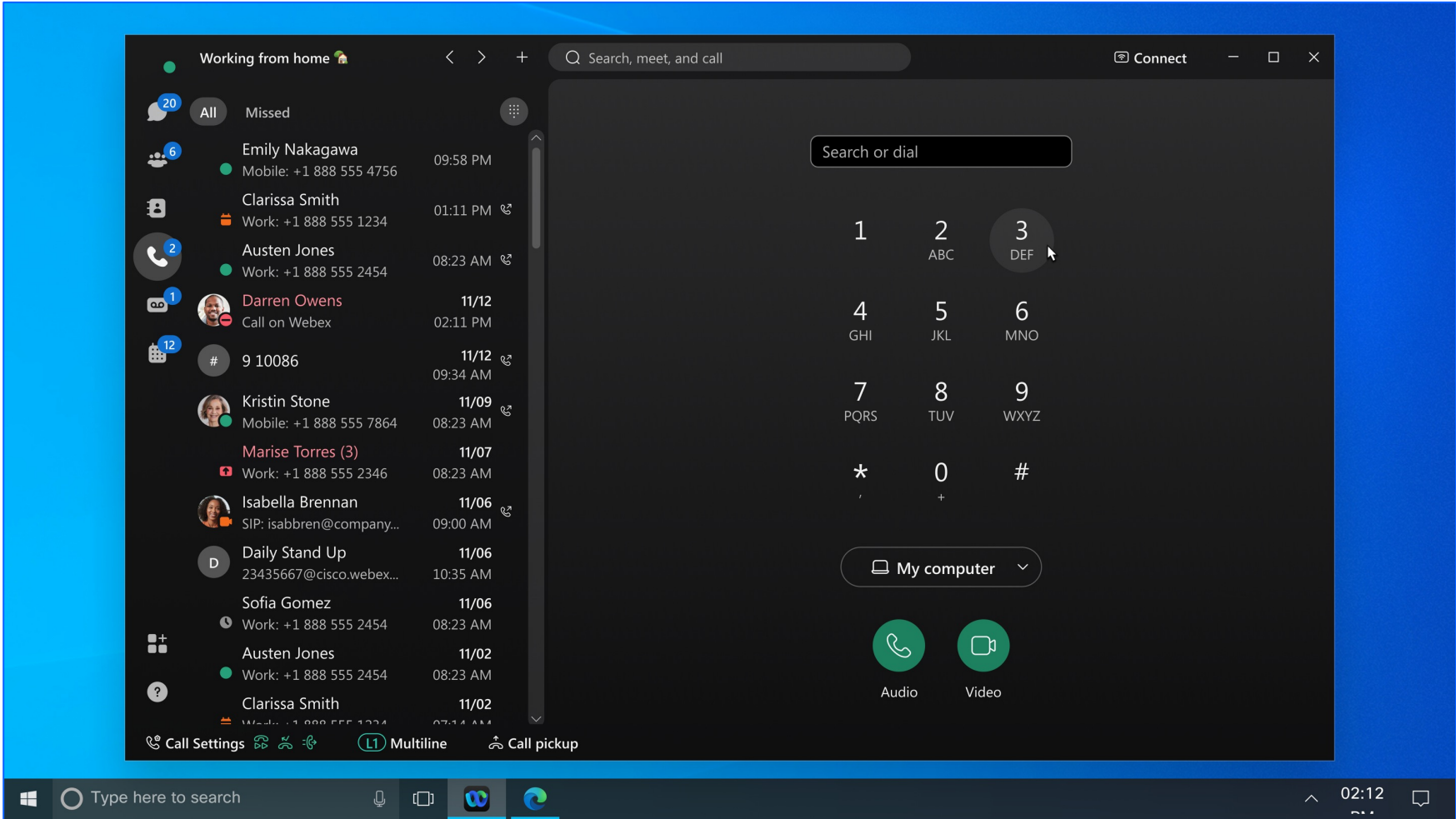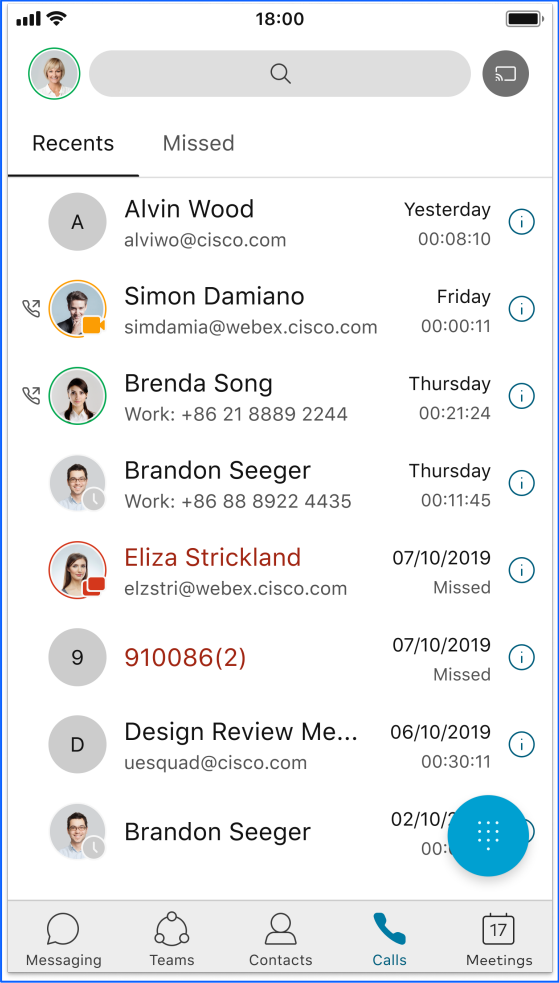
Microsoft Teams Integration (via Webex)

Call/Search Input
Enter a number, SIP address or type a name to search for a Azure AD/Outlook contact

Dial Tab
Access dial pad, contact search and speed dials

Contact Search
Search for personal and corporate contacts
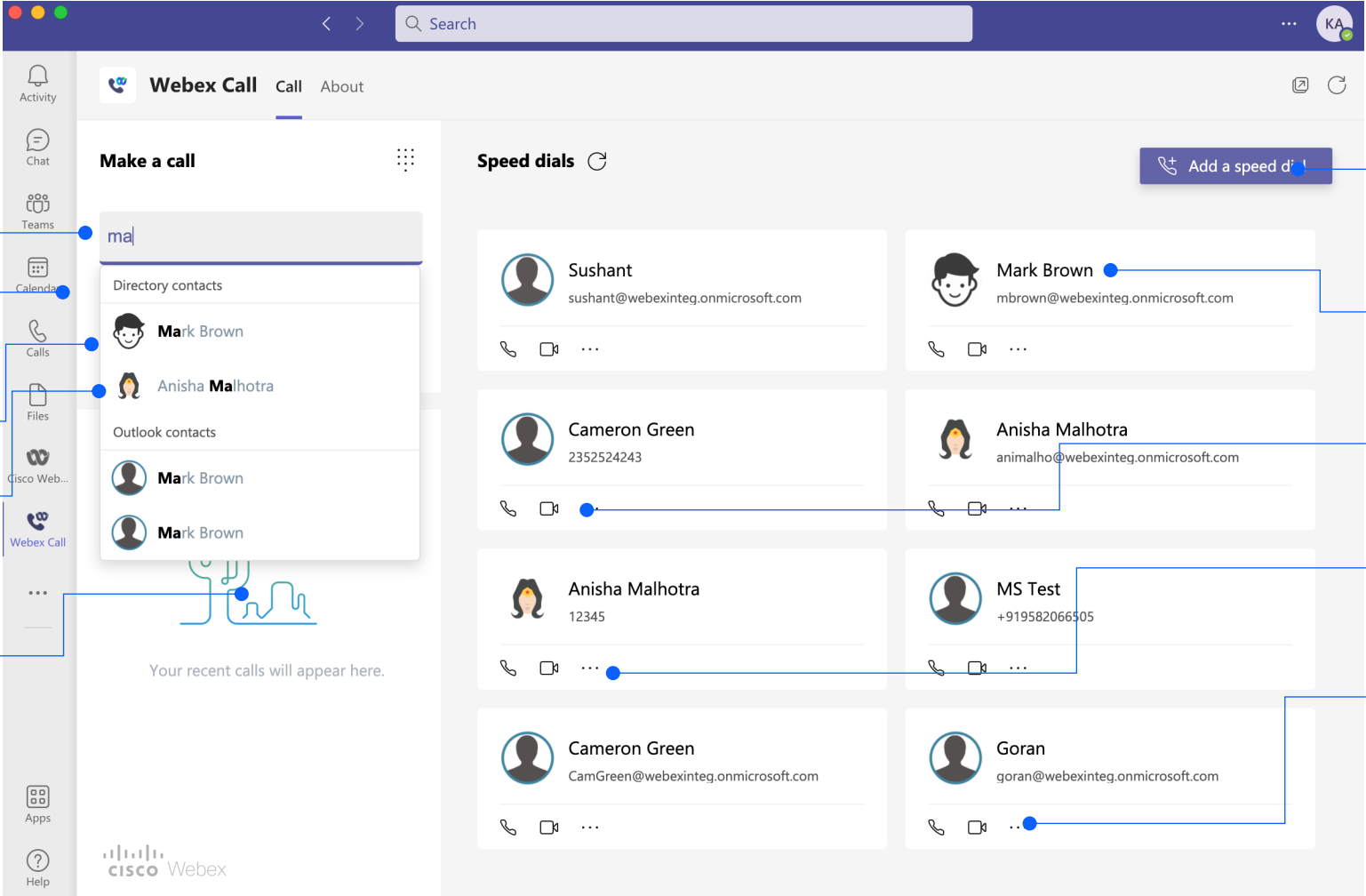
Azure AD Contacts

Outlook 365 Contacts

Call History
Access recent calls and call back

Add Speed dial
Click to add up to 25 speed dial cards

Speed dial
Pin frequent contacts as speed dials for easy access.

Call
Select number and call contact

Reorder
Drag and drop cards to organize them

Delete
click delete icon to remove speed dial

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25

Device Options

Desktop phones
- Standard or Touchscreen

Cordless phones
- No ethernet needed to each device!
- Walk around with the phone

Conference phone

ATA
- BYO analog phones or fax

Loud Ringer and Accessories
- Want a strobe light? We got you!

Guide → here

Desk phones
Powerful business phones with great audio quality and flexible sizes to suit any business need.

Poly VVX 250
- 4 line device
- 2.8" backlight color display
- HD audio
- Supports Poly's key system emulation feature

Poly VVX 350
- 6 line device
- 3.5" backlight color display
- HD audio
- Supports Poly's key system emulation feature

Poly VVX 450
- 12 line device
- 4.3" backlight color display
- Compatible with EM50 for additional line support
- Supports Poly's key system emulation feature

Poly EM 50
- **Compatible only with VVX 450**
- Supports 30 multifunctional line keys
- Daisy chain up to 2 devices

Executive phones
Advanced touchscreen phones with Bluetooth capabilities.

Poly CCX 500
- 5" color portrait touchscreen
- 9:16 aspect ratio
- USB Ports: A and C for connectivity options
- HD audio
- Supports Poly's key system emulation feature

Poly CCX 600
- 7" color landscape touchscreen
- 16:9 aspect ratio
- USB Ports: A and C for connectivity options
- HD audio
- Supports Poly's key system emulation feature

Conference phone
Complement your Poly desk phones with a conference phone that works seamlessly together.

Poly Trio 8300
- Traditional keypad interface
- Bluetooth built In
- 12' mic range

Wireless phones
Our wireless handsets are part of the Poly Rove family of DECT devices and use a DECT base station for cord-free operation. They also work great with our current Poly desk phones.

Rove 30
- Pair up to 10 handset combinations per base station
- IP 65 Rated
- 3.5mm headphone jack

Rove 40
- Rove 30 features plus:
- Bluetooth Support
- Alarm Button option

Poly B2 Base Station
- Support up to 10 Rove handset combinations
- Range ~150 Feet
- Support for multiple Base Stations

Poly R8 Repeater
- Up to 3 repeaters can be paired per base station
- Best for ensuring coverage or extending range of handsets

ATA device
Connect your existing analog, copper-wired phone or device to the Internet with our Analog Terminal Adapter (ATA).

Poly 302 ATA
- Supports 2 FXS Analog Ports
- Great if you already have an analog phone you want to keep

Accessories
Loud ringers, strobe lights and horns are ideal for noisy environments and large areas.

Algo Loud Ringer
- Increases ring volume for noisy environments
- Pairs with additional accessories

Algo Loud Horn
- Used with loud ringer to amplify the sound even more

Algo Strobe Light
- Provide a visual indicator for incoming calls
- Clear lens only

Algo Strobe Light w/lenses
- Provide a visual indicator for incoming calls
- Clear lens plus red, amber, and blue lens covers

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Example discovery question to ask

- How do you use your internet today?

- Do you currently have any digital transformation project in the works?

- Do you have any initiatives to move to the cloud or are you more hybrid Network?

- What technology are you evaluating to enhance business outcomes?

- How does technology drive business initiatives?

- Are there any technology constraints that maybe impacting the business today?

- Are there any cyber security regulation that you must adhere to and are you meeting them today?

- Who responds to cyber security threats at 3 am?

- How do you know if your network has been compromised or breached?

- What keeps you up at night, regarding your network and security?

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QA

THANK YOU!

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COMCAST BUSINESS SOLUTIONS OVERVIEW

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