

## CASE STUDY

# Comcast Business Proactive Management Connectivity

## Transforms a Pediatric Care Organization

A rapidly growing nonprofit pediatric healthcare organization turned to their trusted channel partner for help modernizing their network across 60+ clinics and administrative locations while simplifying network operations and ensuring consistent uptime and performance.

The partner engaged Comcast Business to deliver a consolidated connectivity solution with proactive management, creating a foundation for future security and SD-WAN transformation initiatives.



### Winning Advantage

Comcast Business delivered meaningful value to the partner and the client:

- **Nationwide Aggregation & Proactive Management:** Leveraging our aggregation platform, Comcast Business delivered a fully integrated Proactive Management Connectivity solution, offering centralized visibility, connectivity, and monitoring across all locations.
- **Consolidation Under One Provider:** Comcast Business unified network services under a single point of contact, a managed service approach, and a local support structure.
- **Support for Digital Transformation:** Comcast Business fit seamlessly into the client's digital transformation roadmap with scalable connectivity and managed services, priming the client for future phases such as SD-WAN and security modernization.

### Delivering a World-Class Experience

Comcast Business enabled partner and client success by delivering:

- **An integrated connectivity solution with proactive management** for 60+ sites
- **A single NOC & unified support model**, helping reduce overhead for the nonprofit
- **Cross-team support**, ensuring seamless partner engagement
- **A phased roadmap** allowing the client to tackle future security and SD-WAN transformation

### Results

Together, Comcast Business and our partner achieved:

- **Organizational Simplicity:** The client consolidated carriers, management tools, and support resources into one provider and one point of contact.
- **Operational Efficiency:** A standardized proactively monitored underlay enables fast application rollouts, predictable performance, automated troubleshooting and issue escalation.
- **Strategic Growth:** The client now has a scalable network foundation and is actively planning additional services including SD-WAN and advanced security.

### KEYS TO SUCCESS: WHY COMCAST BUSINESS

- Integrated solution for **connectivity, proactive management, and future security expansion**
- Support for **complex, multi-site healthcare environments**
- Strong channel alignment, **accelerating sales cycle and mutual success**
- Scalable roadmap supporting **SD-WAN and advanced security services**