

CASE STUDY

Comcast Business Meraki Technology Stack

Modernizes Non-Profit Healthcare Network

Based on previously closed deals, one of our valued trusted advisors engaged Comcast Business to support their client's network transformation. Through a strong relationship with the client's IT team, Comcast Business and our trusted advisor delivered a seamless, collaborative approach.

Winning Advantage

Trust and value were two of the main reasons the client turned to Comcast Business:

- **Legacy Trust:** The client had a positive experience with Comcast Business Voice services, which contributed to their interest in exploring additional solutions.
- **Managed Services Value:** With a small internal IT team, the client sought a managed solution to help support their cloud-based ERP and reduce operational burden. The Comcast Business solution aligned with those needs.

Delivering a World-Class Experience

Comcast Business supported our partner's and client's success by:

- Transitioning the client from MPLS to Meraki Technology Stack
- Supporting their ERP migration to the cloud
- Providing a unified portal for voice, network, and security
- Delivering streamlined network management and visibility
- Conducting on-site visits and offering consultative engagement

Results

Working as a seamless team, Comcast Business and our partner delivered:

- **Organizational Simplicity:** The client consolidated services, simplifying billing and management.
- **Operational Efficiency:** The managed solution helped free up internal IT resources and contributed to improved network uptime.
- **Strategic Growth:** The solution supported the client's digital transformation goals and positioned them for future scalability.



KEYS TO SUCCESS: WHY COMCAST BUSINESS

- Holistic solutions across WAN, LAN, and access points
- Strong teaming between partner and Comcast Business
- Technical leadership and design excellence
- Managed services tailored to meet client needs

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BUSINESS**
Solutions Advisor
Program