



Mission Statement: The Livermore Valley Chamber of Commerce enhances the business environment and quality of life in the Livermore Valley through innovation, leadership, visionary programs and powerful connections.

2018 Livermore Valley Chamber Chairman's Circle

COMCAST
BUSINESS
BEYOND FAST

Why Comcast Business 2019

Enterprise and Business Grade Solutions ~ Digital Transformation ~

John Lengyel | Enterprise Account Executive, Comcast Business | California Region

(925) 200-1059 john_lengyel@comcast.com / <https://www.linkedin.com/in/john-lengyel-91ba109>

Comcast Proprietary & Confidential

Local Comcast Business Team



John Lengyel, Sr. Enterprise Account Executive (925) 200-1059 John_Lengyel@comcast.com

Experienced collaborative sales executive with over 29 years of designing and delivering Network, Voice, and Business Solutions to companies which result in a significant return on investment. My approach is to establish a clear understanding of the goals & initiatives of the company to see if a Comcast solution is the best fit. From initial contact to beyond the start of services, our team delivers a holistic, diverse, single provider partnership focused on you, your people and your business.

Kevin Prasad, Business Account Executive (925) 409-4846 Kevin_Prasad@comcast.com

As a local sales executive specializing in our advanced products such as business class high-speed internet, voice and video services; While committed to provide the best customer experience and network solutions to grow all types of businesses.

Howard Wilner, Solutions Engineer (925) 453-6411 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, Area Sales Manager (925) 424-0908 Joe_Celentano@comcast.com

I have over 18 years of experience contributing extensive sales and technical acumen to grow revenue for prominent technology organizations. Experienced in managing tenured sales teams, in addition to launching new sales teams from the ground up. I am passionate about caring for customers and selling them technology solutions that help their bottom line and make their jobs easier.

Julie Forcum, Client Service Manager / Major Accounts Julie_Forcum@comcast.com

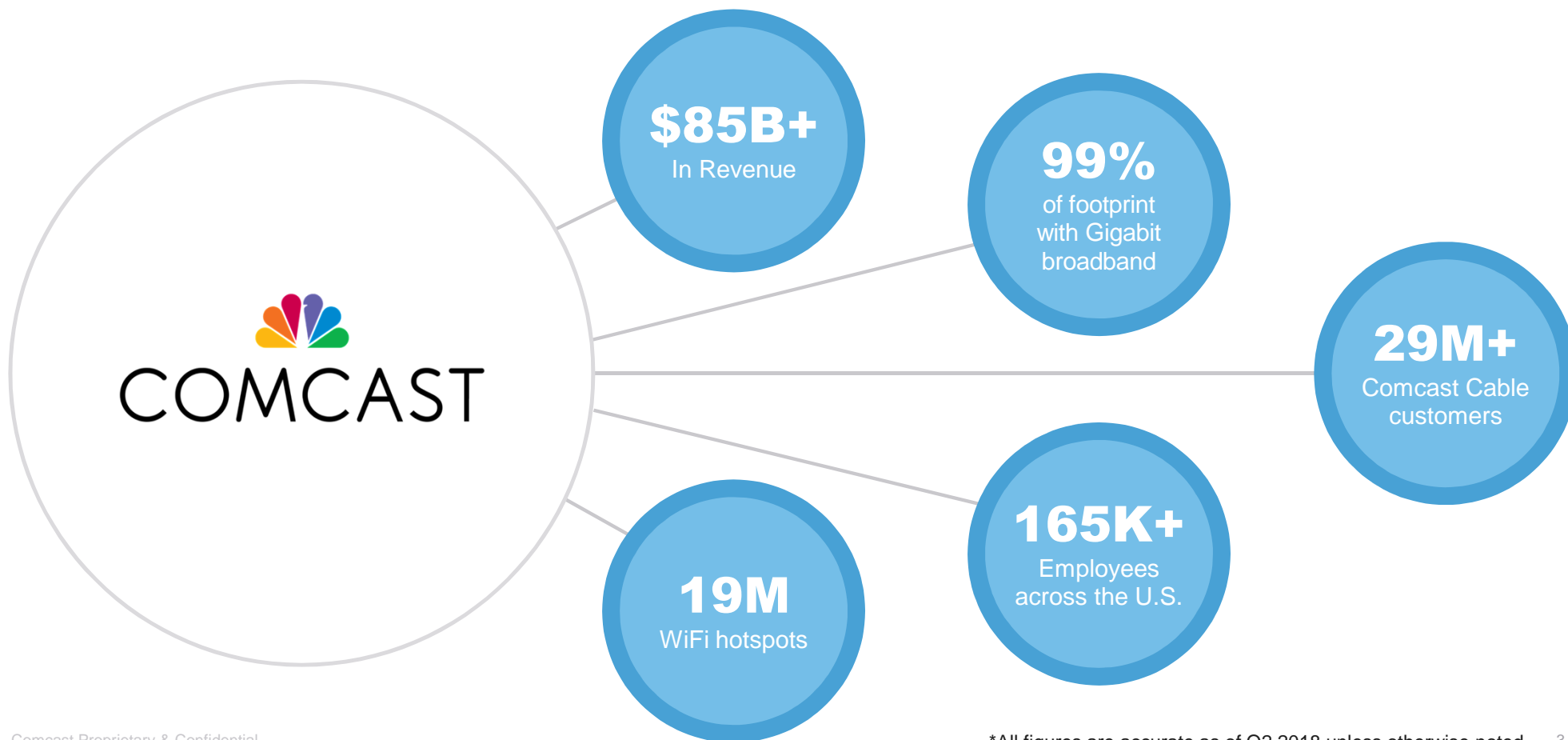
As an Enterprise Client Service Manager, I am a key member of the sales and business operations team, contributing to the delivery of the sectors' sales targets and business objective as a primary face to the customer for account stewardship ensuring a positive customer experience and leading to increased customer retention and revenue growth.

Joe Novotny, Regional Sales Director Joseph_Novotny@comcast.com

Comcast – Strength of Our Business

Comcast is one of the nation's leading providers of communications, entertainment, and business products and services.

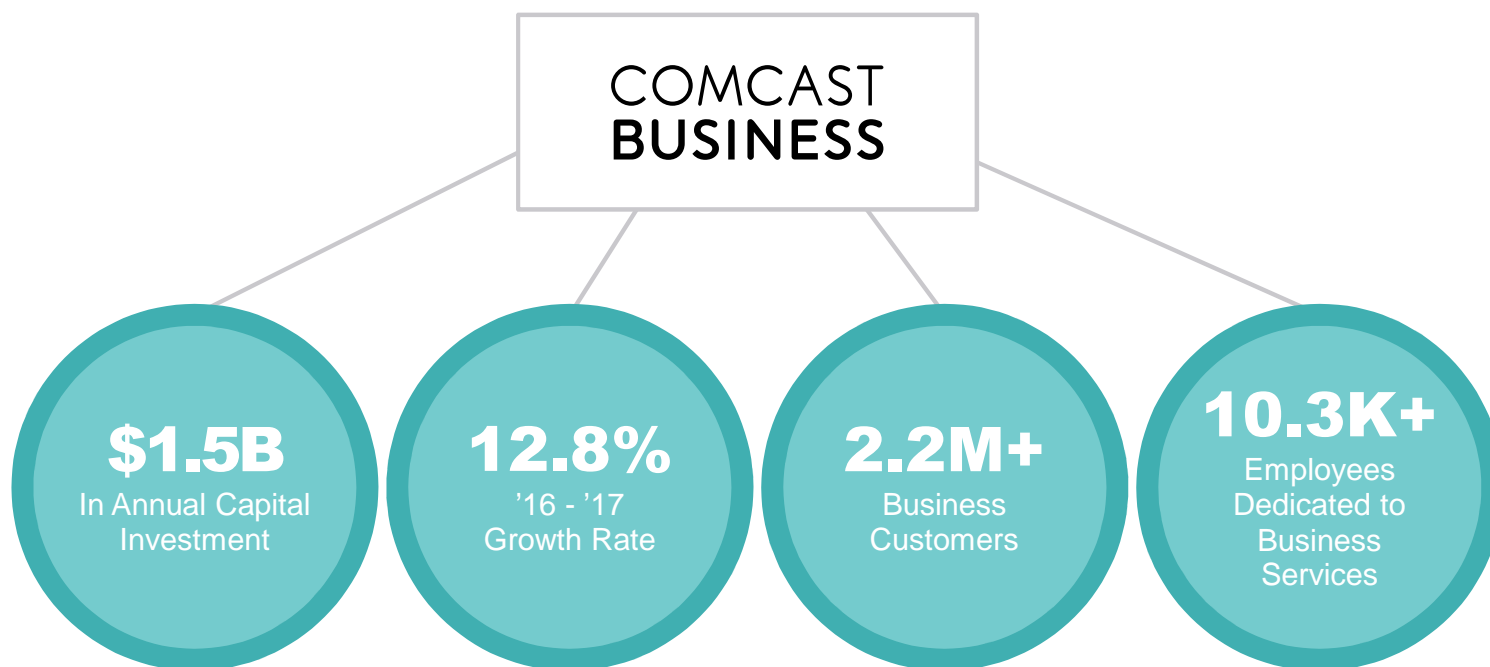
COMCAST
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BEYOND FAST



Where We Are

Trusted by over 2 million businesses every day, we are responsible for powering the businesses that power the community.

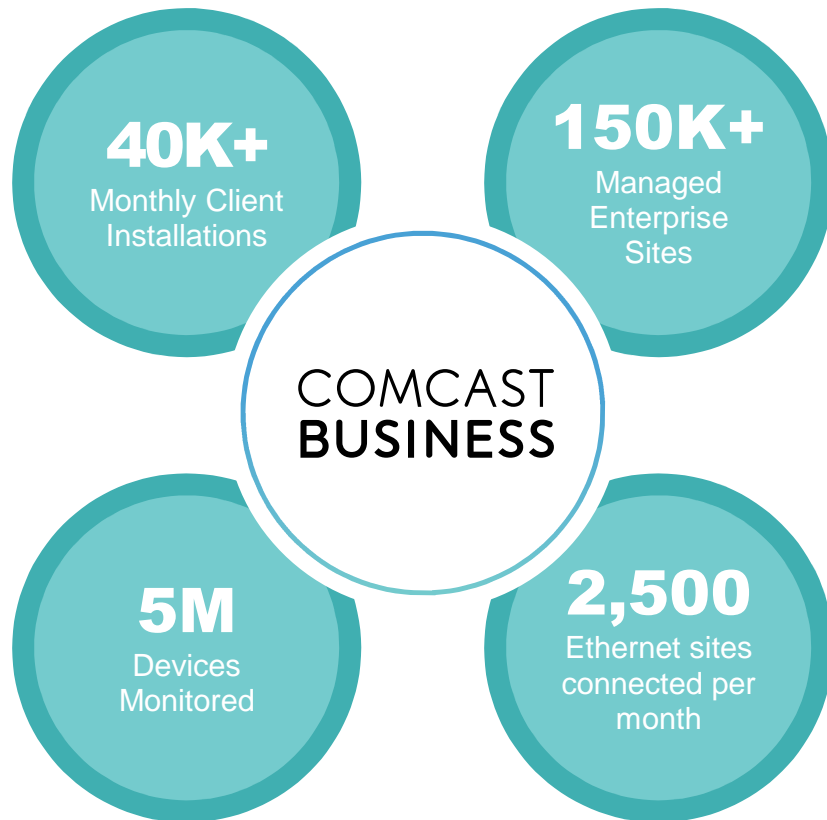
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Comcast Business – By the Numbers

Business portfolio includes Fiber Ethernet (Symmetrical 10Mbps-10Gbps), Gig Cable (HFC) Internet, Advanced Voice, TV, LTE Failover, Wifi and WAN solutions

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A New Internet Customer Every

16 Seconds



An Ethernet Location Installed Every

5 Minutes

A Diverse Network

Our privately owned, enhanced network with 600,000 miles of fiber optic and HFC cable delivers a vast, constantly growing footprint that spans 29 regional areas in 39 states. **Completed a major \$5M investment in Livermore with our Fiber/Cable PRO-BUILD in 2017/18.**

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- **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, management and client support** in every market 24x7x365
- **Customer monitoring** from redundant NOCs
- Voice SLA; 99.9% availability



Over 1 million Ethernet-enabled buildings



Capacity that scales up to 100 Gbps



160k fiber route miles



700+ connected data centers



One of the largest Voice over IP provider in the nation

Livermore Fiber and Cable – Serviceability and “Pro Build”

Comcast Business - Self Help Location Serviceability Checker Tool:
<https://business.comcast.com/service-availability>

FCC Service map <https://www.fcc.gov/reports-research/maps> is presently down due to GOV shutdown. Please try one of these web search alternatives or just call/email me to check any location for Comcast Fiber or Cable services anywhere in the USA:
<https://broadbandnow.com/> <https://www.highspeedinternet.com/providers>



Award Winning Services

Gig Speed Internet (Coax), Ethernet (Fiber), SD WAN, TV, Basic and Advanced Voice (Mobility Voice, PRI/SIP Trunks Voice Edge) and more...

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<https://business.comcast.com/enterprise>

<https://business.comcast.com>

<https://cbcommunity.comcast.com>



Award Winning Services

Comcast business products and services provide a significant value and are scalable to meet the needs of your growing organization.

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Internet Telephony

- Telephony Product of the Year
- SD-WAN Product of the Year



Leading Lights

- Most Innovative Business Cloud Service
- Most Innovative SD-WAN Service
- Most Innovative NFV Deployment Strategy



TMCnet

- Communications Solutions Product of the Year



American Business Awards

- Gold Stevie Award Winner in the Innovation of the Year
- Bronze Stevie Award Winner in the Most Innovative Tech Company of the Year



Analyst Recognition

- Vertical Systems Group Ethernet Services Leaderboard
- IHS Markit UCaaS ScoreCard Leader
- Infonetix Leading VoIP Provider
- SMB VoIP Services Competitive Strategy Innovation & Leadership



InfoTech

- Data Center Excellence



Metro Ethernet Forum Excellence

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'14

'15

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Voice of the Customer

Your goals are our focus; Deliver an exceptional customer experience, enhance employee engagement and optimize operations to meet new challenges.

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Excellent Product Backed by Excellent Service.

"Project management and installation was well planned out... product runs on an excellent Comcast backbone and provides the quality service and support that you come to expect from Comcast. Overall, a great product for small, medium, or large businesses alike."

Director of IT
Healthcare
Connectivity Services

Understood Our Needs and Exceeded Expectations.

"Comcast took us seriously. Their team was not driven by any agenda other than serving our needs... One of the best experiences I've ever had with an ISP in +20 years in IT."

CTO
Education
Ethernet Network Services

Speedy Service With Flawless Planning And Execution.

"They did a fantastic job with helping us plan the deployment of multiple circuits in a very short time frame. We had a unique acquisition situation and Comcast was able to deliver circuits faster than we could have imagined. Overall it was a very pleasant experience with great results for the business."

Systems and Network Administrator
Healthcare
Connectivity Services

Great Experience.

"I am very satisfied with my purchase and would highly recommend it to anyone in the market for a similar solution."

CEO
Media
Connectivity Services

Beat Expectations.

"I have had experiences with various bandwidth and telecommunications products over many years, this was honestly one of the smoothest installs I can recall and we've had zero issues since turn up."

Director of IT
Professional Services
Connectivity Services

High Reliability At A Reasonable Cost.

"I've found Comcast Business service to have extremely high reliability. Comcast's fiber technology was a vast improvement over AT&T and Verizon copper."

IT Manager
Retail
Ethernet Network Services

Analyst Validation

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Leading Innovation

Comcast's technology leap into both SD-WAN and a multi-vendor NFV environment is ambitious and impressive.



Comcast Business is a strong connectivity and applications partner to distributed enterprises.



Comcast is transferring knowledge across the company from hardware to software, ensuring that its workforce is prepared for a digital future.



Network Transformation

Comcast Business is maintaining a rapid pace of network infrastructure investment, expanding fiber reach and availability of Ethernet and DOCSIS 3.1 services.



Full orchestrated platform positioned to enable multiple, future best-of-breed VNF's in a seamless fashion.



Comcast is able to focus on advancing its enterprise value as a network transformation partner via its DOCSIS 3.1 platform.



Success

Impressed with ability to go from nice idea on SD-WAN to GA in less than a year – good indicator on execution.



Comcast is attracting large businesses through its managed services portfolio and nationwide broadband coverage.



Comcast Business is also improving how it interacts with customers and has invested more than \$1 billion over the last four years to improve customer experience across all segments.



Proven Leadership In Entertainment

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The Comcast NBCUniversal Family knows entertainment, so we can help you engage your audiences.



Universal Pictures
1st ever studio with
three \$1 Billion
movie releases in
a single year

xfinity x1

X1 (Award winning Video experience)
for the Stadium,
customized for low
latency, channel
lineups, locally
created channels,
Team/venue specific
VOD library, X1 Sports
app and multiple
display syncing across
televisions



Universal Parks & Resorts are premier
theme park
destinations serving
40+ Million visitors
each year

xfinity


























































XFINITY OnDemand
has the largest library
with over **4B hours**
viewed in 2016 alone



NBC is the #1
Primetime Network
for 18-49 year-olds

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"> • TV • Internet • Voice 		  	 	 	 
  		  			
Comcast Spectacor		  	 		
   		  	 		
		Digital & Other			
		  			
		  			
		  			

Questions & Answers

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Thank You !!!



Happy
New Year from
Comcast Business

John Lengyel

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