

COMCAST BUSINESS ETHERNET POWERS TECH ADVANCEMENTS AT CAMBRIDGE INNOVATION CENTER



SITUATION

- Tech incubator in Cambridge, Massachusetts, provides flexible office space to 500+ tech companies
- “Instant-on” service model gives tenants the ability to move in and start working, eliminating hassle of sourcing IT services

CHALLENGE

- Provide large amount of bandwidth that can be partitioned to accommodate individual needs of tenants

SOLUTION

- Comcast Business Ethernet Dedicated Internet

RESULTS

- Scalable, high-capacity Internet service that can grow with the company
- Confidence in service helps company attract and retain new tenants, support business expansion

Fiber-based Ethernet Service Delivers Scalable Capacity to Meet Varied Needs of 500+ Businesses in Flexible Office Space

CAMBRIDGE INNOVATION CENTER HOSTS TECH AND LIFE SCIENCE BUSINESSES OF ALL SIZES

Located in Cambridge, Mass. – a cradle of higher education and technological advancement— Cambridge Innovation Center (CIC) has provided office space to technology and life science companies since 1999. About 500 tenant companies lease offices from CIC, ranging from development teams of industry giants such as Amazon and Apple to early-stage start-ups.

CIC prides itself on providing an “instant-on” facility that is fully furnished and wired for immediate use, giving tenants the ability to get to work quickly once moving in. “Instant on” services include enterprise-class bandwidth services at rates that are more affordable and practical than those found in traditional leases. This office space model helps lure large companies that need to establish new regional offices quickly, as well as start-ups that need one less thing to worry about while getting their businesses off the ground.

CIC REQUIRES LARGE AMOUNT OF BANDWIDTH TO SUPPORT TENANTS’ VARIED NEEDS

CIC’s tenants have different technological needs. At any hour of the day, any number of the 1,500 employees that work at CIC could be holding meetings via video conferencing, accessing online storage servers, sharing documents online and using hosted office productivity applications. To meet the collective bandwidth demand of all the tenants, CIC needs a high-capacity Internet connection that can be subdivided among its tenants to provide them with exactly what they need at an economical price.

“The cloud has become the preferred way to store data for many of our tenant companies because it allows them to meet their ever-changing technology needs in a way that is simply not possible with traditional on-site storage and network equipment – all of which makes the performance and reliability of their Internet connection critical to their daily operations,” said Kuba Szwacki, head of technology for Cambridge Innovation Center.

“We’ve had such a great experience with Comcast Business at this location that we’re looking forward to leveraging Comcast Business Ethernet services at our new facilities in Boston and St. Louis as well.”

*Kuba Szwacki
Head of Technology
Cambridge Innovation Center*

Previously, CIC was using Ethernet connections from two different carriers to serve its tenants. One circuit provided the primary connection out to the Internet, and the other served as a backup. But to stay on top of its tenants’ shifting needs and to continue growing, CIC had to make a change. It needed more Internet capacity and wanted to maintain two fiber points of entry into the building. Wanting these network services all from one provider and at a more affordable cost, CIC switched to Comcast Business.

Comcast Business installed a 300 Mbps Ethernet Dedicated Internet (EDI) connection to give CIC the scalable capacity it requires to meet the fluctuating needs of its tenants. With two separate, redundant, fiber points of entry into the building, Comcast’s network design maximizes Internet uptime for CIC’s many tenants.

“Our business is based on the ability to offer flexible office solutions for our clients,” Szwacki said. “A critical part of that is a single, scalable network infrastructure that delivers great Internet speeds. For Cambridge Innovation Center to keep growing, everything we do has to work perfectly all the time. Our Comcast Business EDI lets us grow and confidently meet our customers’ needs.”

COMCAST BUSINESS DELIVERS 300 MBPS ETHERNET DEDICATED INTERNET, GIVING CIC THE COMFORT TO EXPAND

With Comcast Business providing a dedicated high-capacity Internet access service, CIC is able to make good on its promise to provide the “instant-on” services that its tenants need to grow. In turn, CIC is increasingly becoming a destination spot for high tech and life science companies – so much so that it is expanding.

CIC recently leased two additional floors at a facility across the street from its current location, and it plans to open another facility in Boston’s Innovation District. Additionally, CIC intends to lease the third floor of a former telephone factory in a bioscience district in St. Louis this fall after the building is renovated.

Added Szwacki: “Our tenants are extremely satisfied with the speed and quality of their Internet service at our Cambridge facility – in fact, this has become a selling point for new tenants. We’ve had such a great experience with Comcast Business at this location that we’re looking forward to leveraging Comcast Business Ethernet services at our new facilities in Boston and St. Louis as well.”