

# Why Partners choose Crown Castle

When you partner with Crown Castle, you’re not just connecting your customers to a network—you’re connecting them to what’s next. And when you combine our nationwide fiber network, deep technical expertise and true partnership approach, we make it easier for you to grow your business and deliver real value to your clients.



### The strength of our network

We’ve built one of the largest, densest fiber networks in the country with approximately 90,000 route miles in 23 of the top 25 US markets. Add to that ~44,000 on-net buildings served, more than 50 cloud access points, and over 1,100 connected data centers, PoPs, and COs across the U.S., and there’s a good chance we’re already where your customers need us.



### Built for performance, and peace of mind

Downtime is never an option. That’s why we offer up to 99.999%<sup>1</sup> network availability and 24/7 support from our nationwide team of locally based service professionals and state-of-the-art Network Operations Centers (NOC). From day one, we deliver transparency, responsiveness and results you can count on.

1. Offered on protected circuits



### Solutions that scale with your customers

Whether your clients need basic connectivity or complex custom builds, our solutions are never one-size-fits-all. From Internet Access and Ethernet to fully managed private optical networks (MPONs), we collaborate with you and your clients to design tailored solutions that solve real business challenges—and position them for what’s ahead.



### Expertise you can trust

We’ve spent over 30 years building fiber networks that power critical operations across every major industry. From healthcare to financial services to government, our engineers and experts bring specialized experience to every engagement, so you can deliver with confidence.

## An experience you can trust.

Being the right partner isn’t just about providing the right products and services. It’s about making your job easier, your business stronger, and your relationships stickier.



### Full-team support, start to finish

On every job, we work alongside you with a full-service approach, providing dedicated channel managers, and pre-sales engineers, plus responsive client service teams, and access to around-the-clock, US-based technical and NOC support. Simply put, you’ll always know where things stand, so you can keep your customers in the know, too.



### Flexible, transparent process

We only do business one way: with transparency, collaboration and a commitment to your success. Our process throughout any engagement is open and communicative, and we’ll never leave you guessing about timelines, next steps, or support.



### Designed for partner success

From generous compensation to network planning sessions, we’re serious about making this a win-win for everyone. And with simplified rules of engagement, sales enablement tools and ongoing product education, we’re here to help you stay sharp and competitive.



### Solutions to grow your customer relationships

We’re not just building for today—we’re planning for tomorrow. With strategic partnerships with top cybersecurity leaders like Versa and CyFlare, our focused offering is curated for performance. That means your customers can grow their businesses with confidence, knowing they’ve got the best by their side.

## Our solutions

#### Fiber Solutions

- > Dark Fiber
- > Ethernet
- > Wavelength
- > Managed SD-WAN
- > Internet Access
- > Private Networks
- > Colocation

#### Added Solutions

- > Cloud Connect
- > Optical Encryption
- > DDoS Defense
- > Cyber Defense One
- > Bandwidth on Demand
- > Fixed Wireless
- > Ultra-Low Latency
- > Video Transport

## Industries served include:



Education



Healthcare



Financial Services



Government



Media & Entertainment



Utilities

Ready to win together? With Crown Castle, you get more than a supplier—you get a true extension of your team. Let’s build something great for your customers and your business. [Learn more.](#)