

# Keeping the bar high for a network consulting company.



Intellys Corporation provides global IT and network consulting for customers at a level of service that would be hard to match in almost any industry. In fact, their turnover rate is an impressive 0.002%. They're able to exceed the expectations of their customers by providing solutions that go beyond network infrastructure and instead, help them meet business goals. Intellys thrives in highly complex environments, especially industries such as healthcare and financial services, and they need partners who can keep up.

## The Need

Intellys demands that their partners meet the impressively high standards that have consistently earned them client praise and a near-zero turnover rate:

- › Timing: They need partners they can count on to consistently deliver quality products and services on time.
- › Partnership: Intellys looks for vendors who can be true partners—helping them develop creative solutions based on unique business needs rather than sales demands.

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Working with folks like Crown Castle, that's what gets me up in the morning... knowing that, together, we have a value proposition that is really tough to beat when we get in front of a client.

**BEAU T. HENDRICK**  
COO

## Name

**Intellys Corporation**

## Location

**Grapevine, Texas**

## Our Solutions

- › Towers
- › Small cells
- › Dark Fiber
- › Ethernet
- › Wavelength
- › Managed SD-WAN
- › Internet Access
- › Private Networks
- › Colocation
- › Cloud Connect
- › Optical Encryption
- › DDoS Defense
- › Cyber Defense One
- › Bandwidth on Demand
- › Ultra-Low Latency
- › Video Transport

## The Relationship

Our partnership with Intellys began in early 2018 when we worked together to provide a non-profit hospital in Texas with a resilient network for their main campus. Their existing 100Mbps backbone was insufficient to serve the complex needs of patients and providers—especially with the recent addition of six new locations.

- ▶ We worked with Intellys to optimize the hospital's existing and new technology and expanded their bandwidth capacity from 100Mbps to a 10Gbps backbone.
- ▶ The much-needed additional bandwidth came with another benefit: our diverse fiber network meant the hospital was able to consolidate from nine different carriers to one.
- ▶ This lowered costs and simplified processes. For example, the entire network is now monitored by our Network Operations Center (NOC) and backed by locally based service teams.

## The Impact

Following the success of the hospital project, we've been able to close additional deals with Intellys, with many more currently under consideration.

- ▶ The hospital project has resulted in a significantly above average contract length with that customer.
- ▶ With consistent account and support teams, we bring a high level of stability that's needed to support Intellys projects.
- ▶ Our broad expertise and holistic network offerings make us a strategic partner that Intellys can feel confident to move forward with as their customers' expectations and bandwidth needs evolve.

## Why Crown Castle?

### Limitless opportunities for you and your customers.

With one of the largest and densest fiber networks in the country, we're an ideal partner to help you deliver unique infrastructure solutions that solve your customers' most complex network challenges. We'll work closely with you to expand your offering and realize new possibilities for your customers.

### Our network

With approximately 80,000 route miles of fiber and approximately 37,000 on-net buildings, we're already where your customers need us to be.

### A proven partner

We have more than 25 years of experience working with partners and helping customers build and maintain fiber across the country.

### Reliability

We offer 99.999% network availability backed by fast, responsive and local support teams—delivering the reliable network your customers need.

### Innovation

Our team brings deep expertise to the table that can help you stay on top of the quickly evolving communication and technology needs of your customers.



Crown Castle owns, operates and leases more than 40,000 cell towers and approximately 80,000 route miles of fiber supporting small cells and fiber solutions across every major US market. This nationwide portfolio of communications infrastructure connects cities and communities to essential data, technology and wireless service—bringing information, ideas and innovations to the people and businesses that need them.