

# Helping organizations grow, innovate, and create opportunity.

For enterprise businesses and large organizations, a fast, reliable, and secure network is a must. Regardless of what industry you're in—healthcare, financial services, higher education, media and entertainment, government—you need the ability to provide good service to your customers, meet growth demands, and pursue new opportunities. With our extensive experience and comprehensive service offering, we'll work closely with you to build a dedicated, secure network that meets all your current and future needs.

## The challenges facing today's enterprise businesses

### Bandwidth

To support new types of critical applications and to transfer large files and data between locations, businesses require low latency and high speed.

### Security

To protect proprietary and high-value information, businesses need secure, private networks with redundant and diverse routes to their data centers and cloud service locations.

### Continuity

In an environment where disruptions and downtime can cost millions of dollars, businesses need a network that's reliable and always on.

### Flexibility and scalability

Businesses need the ability to scale as they continue to embrace applications in the cloud and rely on remote databases and data centers.

**A stable partner you can trust.**

**NYSE  
S&P 500**

**\$7.0B\***  
Revenue

**4000+**  
Employees

**Approximately  
90K  
Route Miles  
of Fiber**

### Industries Served:

- › Healthcare
- › Financial & Professional Services
- › Higher Education
- › Media & Entertainment
- › Government
- › Content Distribution
- › Energy & Utilities

## Why Crown Castle?

When you work with us, you get a partner who is dedicated to understanding your needs and delivering a solution to run your organization today—while setting the stage for tomorrow’s most transformative innovations.

### Expertise

Over the last 30 years, we’ve built and maintained fiber networks for more than 10,000 customers.

### Consultation

We take the time to carefully consider all your needs and deliver a solution that meets your business requirements and opens up new opportunities.

### Service

We have locally based service teams who are available to you whenever you need them. And with our around-the-clock Network Operations Center, you can be sure your network will always be in good hands.

### Stability

We are the last owner of our networks, and an S&P 500 company with a history of building and operating infrastructure around the country.

## By the numbers

# \$3.5 million

Estimated cost of external cyberattacks on businesses<sup>1</sup>.

# 155%

increase in American enterprise WAN traffic in 2016<sup>2</sup>.

# \$100,000+

Average hourly cost of network downtime for over 98% of enterprise businesses<sup>3</sup>.

<sup>1</sup> Ponemon Institute, 2016

<sup>2</sup> Aryaka, 2017

<sup>3</sup> Information Technology Intelligence Consulting (ITIC), 2016

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Crown Castle has taken away the pain points when it comes to bringing in new applications. We’ve been impressed with their level of customer service on every level and have been very happy with the performance and service of our network.

**GREG KLOPP**

Hershey Entertainment & Resorts Company (PA)



Crown Castle owns, operates and leases more than 40,000 cell towers and approximately 90,000 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.