



CASE STUDY



Partners for Regional Growth & Prosperity

ONE COLUMBUS

Industry: Economic Development Organization

Company: One Columbus is the economic development organization of the 11-county Columbus region, aligns with local and state partners to serve as the business location resource for companies across Central Ohio and around the world as they grow, innovate, and compete within the global economy.

Representing a highly experienced team, One Columbus has worked with hundreds of companies since its inception, helping to secure more than \$10 billion in capital investments, as well as more than 50,000 direct jobs and \$2 billion in new payroll throughout the region.

Today, the organization has a new 10-year goal in place of delivering 60,000 jobs, \$3.3 billion in payroll, and more to support its ultimate vision of making the Columbus region the most prosperous region in the United States.

Business Challenge

As One Columbus seeks to partner with state and local entities, assist businesses as they grow and diversify the economy by both attracting and supporting new organizations and high-growth enterprises, the demands on its IT are evolving. As this organization grew in size, scope and accomplishment, the need for faster and more reliable networking became a pressing challenge.

Serving corporate clients with the utmost reliability, accessibility, and security takes a network foundation that features the latest technologies. Without proper networking expertise and deployments in place, One Columbus risked lackluster service brought about by congested networks, unsecured fiber prone to interruptions and a lack of proper geographic reach.

Glo Fiber Business Solution



Dedicated Internet Access

"One Columbus is proud to partner with Glo Fiber Business. The new upgraded 1 Gig fiber connection will help our team better promote the Columbus region and serve our corporate clients. Together we will power through this current economic disruption and be recognized as the Midwest's preferred business location."

- Chip Holcombe, Director of Investor Relations - One Columbus



The Glo Fiber Business Solution

To meet its expanding connectivity needs and future-proof its networking capabilities, One Columbus selected Glo Fiber Business's 1 Gigabit DIA solution. Glo Fiber Business, which has been developing fiber connectivity throughout southern Ohio for over a decade, brought extensive region-specific expertise to this build. Glo Fiber Business also brought a consultative approach to this project, which allowed One Columbus to tailor its deployment to its specific needs and use cases, resulting in a truly advantageous networking framework.

This Dedicated Internet Access solution allows One Columbus to leverage high-performance, reliable and secure connections to all of its necessary endpoints. This offers the organization and its customers' peace of mind, helping mission-critical applications and information benefit from high-speed, high-availability, consistent networking for unparalleled business performance and user experiences.

In contrast to broadband's shared connections, which can often cause slow speeds, outages, unpredictability, and security issues, dedicated access is designed for businesses that depend on fast, reliable and dynamic connectivity. Add to this Glo Fiber Business's history of dedicated customer support and hands-on service style, and deployments are sure to meet even the most demanding requirements. In fact, Glo Fiber Business boasts a 99% customer retention rate with its network support, which is based locally in Columbus.

Results

The partnership between One Columbus and Glo Fiber Business delivers state-of-the-art fiber connectivity and reliability that ensures the organization can continue supporting its mission to lead a comprehensive regional growth strategy. In turn, this network improvement helps One Columbus develop and attract the world's most competitive companies, grow a highly adaptive workforce, prepare communities for the future, and inspire corporate, academic, and public innovation throughout the 11-county Columbus Region.

"Glo Fiber Business takes great pride in being a true partner to our customers, not just an Internet vendor. We've been working with One Columbus for about a year now as we've been building our fiber network throughout Columbus. We're thrilled to now be providing their Internet access which will help them better serve their customers and the region."

- Glenn Lytle, Chief Revenue Officer - Glo Fiber Business



Key Benefits:

- Better performance with enhanced, symmetrical download speeds and upload speeds ensure applications run smoothly and avoid interruptions
- Fiber providers like Glo Fiber Business, offer guarantees through Service Level Agreements (SLA), ensuring that standards for speed, bandwidth and uptime are met
- Faster troubleshooting — Dedicated access troubleshooting outperforms shared business internet response times, which can last hours or days
- Flexibility and reliability through a wide range of access options from T1 to high-capacity Ethernet connections on a resilient network built with ringed technology

To learn more about additional Glo Fiber Business solutions, visit glofiberbusiness.com

