Executive Overview

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.

Product & Service Offerings

- Bandwidth on Demand
- Managed SD-WAN
- Private Optical Networks
- Cloud Connections
- Dedicated Internet
- Ethernet Networks
- Wavelength
- Dark Fiber
- Edge Solutions
- Colocation

Sales Engineer Take On Best Fit

Dark Fiber, High Bandwidth Connectivity, DIA, Layer 2 Point to Point, Domestic Only

For their on-net buildings, their connectivity pricing is outstanding.

Chip Hoisington

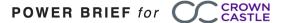Vice President of Engineering: Connectivity, Colo & Wireless

Key Features & Differentiators

1. Service: We offer up to 99.999%[1] network availability backed by fast, responsive locally-based service teams at the ready—even on nights and weekends. With our around-the-clock Network Operations Center (NOC), you can be sure your customer is always in good hands.
2. Portfolio: We rely on access to technology like never before and your customers need a network that can keep up. As the nation's largest provider of shared communications infrastructure—including towers, small cells, and fiber—we can help them stay ahead.
3. Stability: Partner with the confidence that comes from working with an S&P 500 company that has 25+ years of owning and operating network infrastructure. And we own it all, so your clients don't have to worry about their network changing hands.

Top Industries Served

- Financial Services
- Healthcare

- Government
- Energy

Ideal Customer Profile

Crown Castle works with companies to enable them to use new technologies to transform the way they operate and move business-critical applications to the cloud reliably and securely. Crown Castle's product set allows these customers to deliver faster services and improved support to their customers.

Industries include:

- Healthcare
- Financial Services
- Higher Education
- Media/Entertainment
- Government
- Content distribution
- Energy & Utilities

Qualifying & Technical Questions

1. Does the customer need a custom-designed fiber-based network?
2. How important is the customer's satisfaction with their provider (Net Promoter Score)?
3. Does the customer need a long-term scalable solution?