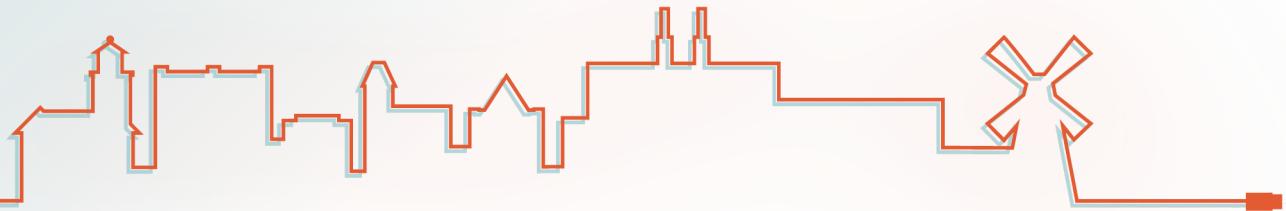




Holland Board of Public Works

Broadband Services

Shared Gigabit Case Study



At \$85 per month with blazing fast and reliable upload and download speeds, Holland BPW Shared Gigabit internet service saves Boileau Communications time and money.



Who's Story?

Boileau Communications is a strategic communications and video production firm serving clients and organizations in the Holland/Zeeland area. Their office is located in Downtown Holland, which is ideally suited for the team's passion for the local area.

The Problem

Prior to occupying their current Downtown Holland office, Boileau Communications was located in an area where fiber was not available. The firm's 100 MB internet package was pricey and insufficient for their needs.

The biggest pain point was upload time. As a video production agency, Boileau Communications deals with moving large data files; videos are often gig-size amounts of data. Although they had an 100mb/s internet plan, high speeds were only achieved when downloading data, ie: surfing and retrieving files

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from the internet. Upload speeds usually capped out at 4mb/s. So putting files on the internet was a very slow process.

Due to the quality of their internet service, moving extra large files through the cloud was not an option. When a project called for sharing huge files, the firm had to download them to a hard drive and physically bring the drive to its destination. Such a simple task became costly and time consuming.

Slow upload times also made client reviews and final product hand-offs much more difficult.

Reliability was another problem. The firm recalls losing Internet service about twice a year for entire days. For Boileau Communications, a loss of Internet connectivity means a loss of cloud-based business applications. Without these applications, the business cannot function. Additionally, it was frustrating to spend time calling customer service to get updates about such situations.



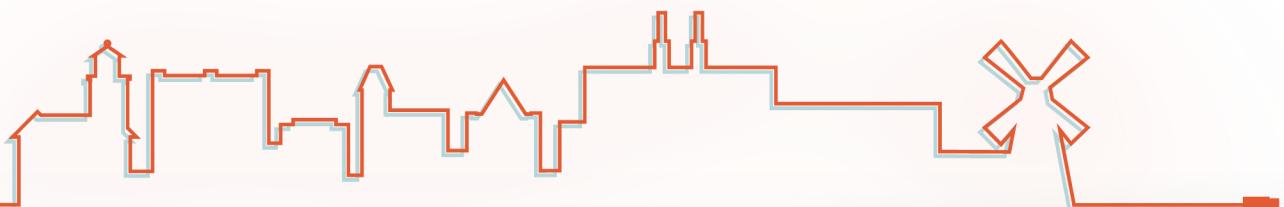
“Anyone who moves data can benefit from Holland BPW Shared Gigabit speeds. Every business can benefit from the cost.”

– Vince Boileau, Principal

The Solution

As soon as the service became available, Boileau Communications signed on for the value Holland BPW Shared Gigabit offers. The firm entered a three-year commitment without hesitation, because they trust their community-owned utility and the timing aligned with their lease. The combination of service level and cost made Shared Gigabit the ideal Internet solution.

At \$85 per month with blazing fast and reliable fast upload and download speeds, Holland BPW Shared Gigabit Internet service saves the company time and money. Delivering final video files to customers takes minutes instead of hours. Client reviews can happen in real time. The Internet is always there and always on; Boileau Communications runs smooth and fast. 



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