



PRESS RELEASE

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Raymond Management Company Connects Multiple Hotels with Comcast Business Hospitality Solution

Award-winning Chicago-based hospitality leader supports 1,000 rooms across seven properties with Comcast Business Ethernet, Business Trunks and Hospitality HDTV

CHICAGO – May 14, 2013 – Comcast Business, a unit of Comcast Cable, the nation's largest video, high-speed Internet and phone provider to business and residential customers, today announced that Raymond Management Company has selected Comcast [Business Ethernet](#), [Business Trunks](#) and [Hospitality HDTV](#) for five hotel properties in greater Chicago and two in Ann Arbor, Mich., an inventory of approximately 1,000 rooms serving both business and vacation travelers. The services Comcast is providing to Raymond Management Company are part of [Comcast Business Hospitality](#), a newly launched integrated product suite customized to the specific needs of the hospitality industry.

Raymond Management Company is recognized as one of the Midwest's premiere hospitality real estate development and management companies with a current portfolio of 28 hotels under management with an additional four properties now under construction. Both business and vacation travelers are increasingly relying on smartphones, tablets and other mobile devices to stay connected to work, family and friends, and with Comcast's scalable bandwidth, Raymond Management Company is able to offer superior Internet access to all of its customers. The additional Internet and voice capability of Comcast's services also means the company's hotels can host larger events in its meeting rooms, a key business benefit in a competitive market. In addition, by leveraging Comcast for multiple services across a number of its properties, Raymond Management Company benefits from having a single provider for all of its communication needs.

"Whether it's a business executive initiating a video call with a client from their room or a family updating their vacation photos to a social media site in the lobby, our guests rely on Internet access wherever they go in our hotels, so offering limited or poor connectivity is simply no longer acceptable," said Steve Dettman, IT Director for Raymond Management Company. "The advantage of working with Comcast Business is significant – we were able to deploy high-capacity Internet, voice and HDTV all from one vendor. This offering helps ensure our guests enjoy a high-quality online, voice and entertainment experience while simplifying the number of vendors we need to work with across multiple properties."

Raymond Management Company is using Comcast Business [Ethernet Dedicated Internet](#) to provide its properties with reliable, high-performance bandwidth that can easily scale up to meet increased demand while Business Trunks provides crystal-clear voice quality with features like voicemail and three-way conferencing. Comcast's Hospitality HDTV provides HD networks to hotel guests in an efficient and easy-to-manage way for hotel companies like Raymond Management Company.

"Raymond Management Company and similar companies that maintain hotels and motels across different states have unique needs in terms of delivering a quality guest experience while navigating the operational challenges of supporting multiple properties," said Jay Dirkmaat, vice president, Comcast Business Services, Greater Chicago Region. "Comcast's Business Hospitality suite is the perfect solution for these companies – our offering provides the hospitality industry's HD, voice and Internet services and all backed by our pervasive, advanced network that can deliver a consistent experience to all their locations within our nationwide footprint."

Comcast's broad portfolio of services, high-performance network and reliable customer service make it uniquely suited to support the needs of the hospitality industry. The company's recently launched

[Comcast Business Hospitality](#), a new product suite consisting of Ethernet, Internet, video and voice services packaged in one integrated offering, is available across Comcast's entire service area and enables hotels to leverage advanced technology from a single provider to improve the guest experience, streamline back-office operations and manage costs. Moreover, the services scale quickly to meet growing business needs, seasonal demands and other peak usage periods.

For more information on Comcast Business Hospitality, please visit <http://business.comcast.com/enterprise/industry-solutions/hospitality>.

About Comcast Business

Comcast Business, a unit of Comcast Cable, provides advanced communication solutions to help organizations of all sizes meet their business objectives. Through a modern, advanced network that is backed by 24/7 technical support, Comcast delivers Business Internet, TV and Voice services for cost-effective, simplified communications management.

The Comcast Business Ethernet suite offers high-performance point-to-point and multi-point Ethernet services with the capacity to deliver cloud computing, software-as-a-service, business continuity/disaster recovery and other bandwidth-intensive applications. Comcast Ethernet services are significantly faster than standard T1 lines and other legacy technologies, providing scalable bandwidth from 1 Mbps up to 10 Gigabits-per-second (Gbps) in more than 20 major US markets.

For more information, call 866-429-3085 or visit <http://business.comcast.com/enterprise>.

Follow us on Twitter [@ComcastBusiness](#) and on other social media networks at <http://business.comcast.com/social>.

About Comcast Cable

Comcast Cable is the nation's largest video, high-speed Internet and phone provider to residential customers under the XFINITY brand and also provides these services to businesses. Comcast has invested in technology to build an advanced network that delivers among the fastest broadband speeds, and brings customers personalized video, communications and home management offerings. Comcast Corporation (Nasdaq: CMCSA, CMCSK) is a global media and technology company.

Visit www.comcastcorporation.com for more information.

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