



"The turn-up was really smooth. In fact, the whole process was smooth and was smooth everyone was happy. We're excited to do more business with Frontier."

CTG3 Finds Success with Frontier's Channel Integration Model and Commitment to the Channel



Meet CTG3

Located in Bellevue, WA

Active member of Frontier's Partner Program since 2013

www.ctg3.com

Learn more about the Frontier Partner Program at www.frontier.com/frontieragent

The Problem

Doug Palin with Inactive Technologies, a sub-agent to CTG3, works as a consultant to a homebuilder in Beaverton, Oregon. As part of the HOA dues in the communities built by this homebuilder, each resident gets Internet. Initially, a large Internet provider was running fiber to each house. However, this relationship eventually ended and the homebuilder needed a new provider. This is where Doug Palin stepped in. He started reaching out to various carriers to help fill the connectivity gap. He quickly discovered he could not find one carrier that could provide service to all the sites currently being built. Until he contacted Frontier. "Frontier was able to provide us with an all-encompassing connectivity solution," said Palin.

The Solution

Frontier was able to build into all locations and provide a network that allowed them to connect back to downtown Portland where they buy transit to the Internet. Additionally, Frontier provides the ability to add more sites as contracts run out or new sites come online. "Currently the focus is on apartment complexes," said Palin. "This means a substantial amount – in the thousands – of new apartments coming on line in the next few years. We are pleased to move forward in the venture with Frontier as our partner."