



MHO DELIVERS VITAL CONNECTIVITY TO MAJESTIC REALTY

Majestic Realty needed an alternative internet service to fiber to properly serve its multi-tenant buildings.

THE NEED: Majestic Realty, the largest, privately-held developer and owner of master-planned business parks in the U.S., owns and operates multi-tenant commercial buildings and other properties in the Los Angeles area. One of their properties located in the City of Industry had been experiencing multiple internet outages as the building's fiber carrier struggled to provide reliable service. Majestic needed to find a solution and find one quickly as tenants were beginning to express concerns.

MAJESTIC'S PROPERTY MANAGEMENT WAS REGULARLY GETTING CALLS FROM TENANTS ABOUT THE POOR INTERNET SERVICE. THE NUMBER OF CALLS LED TO WORRIES ABOUT LEASES AND POTENTIALLY LOSING OCCUPANCY.

THE ACTION

Majestic's options were limited. It could:



Bring in cable or fiber internet at a cost of around \$4 million which meant an install timeframe of at least 90 – 120 days.

OR



Look to MHO's fixed wireless which could be installed within 10 business days

After trying multiple providers, reselling service to its tenants, and seeing **three separate outages in a 24 hour period**, Majestic turned to MHO, first as a backup, then as the primary provider.

“Assuring that tenants in a Class-A building are happy with their internet access can be difficult. Majestic Realty was experiencing continuous issues with the fiber carrier in the building for several months. MHO was able to alleviate all concerns by providing an exemplary service to their tenants. In 10 business days, MHO installed their point-to-point fixed wireless solution to help bridge the gap for tenants who struggled with connectivity. Ever since, MHO has taken over the process and allowed Majestic Realty to focus on what they do best. – Jason Tucker, IT Infrastructure Manager of Majestic Realty

“Broadband connectivity is one of the top three features that tenants require in commercial buildings, according to a study conducted by the Building Owners and Managers Association International and the Urban Land Institute.”

Majestic discovered firsthand how well MHO's fixed wireless network performs. MHO delivered:

- A very reliable internet services as an option for its tenants.
- Internet service that can be installed within 10 – 20 business days.
- An internet option to current and prospective tenants that made Majestic's properties an attractive leasing option.

MHO's internet service is the answer to multi-tenant commercial buildings internet issues. Internet delivered over fixed wireless can be delivered to locations where fiber and cable can't and at comparable — if not better — service levels. Get in touch with us to get started.