Business over IP

Experts in Internet infrastructure and service

Internet access, the 5th "utility"

Just as people have come to rely on power, sewer, water and phones in their homes. The Internet has become a necessary "utility" for communication, school, work and business. Reliable internet has become part of most home buying and apartment selection decisions. BOIP recognized this fact of modern life 12 years ago and has been providing lower cost, reliable internet to residents, builders and property owners ever since.

For decades the choice of an Internet service provider was limited to the big three, Verizon, Comcast and AT&T. BOIP offers a first class all fiber-based internet architecture that allows for revenue sharing or sub-metering.
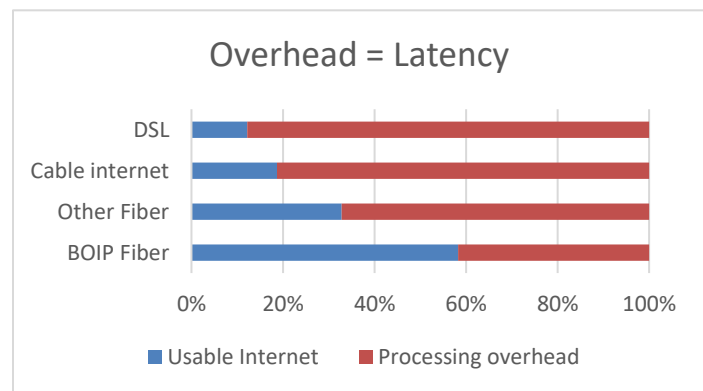
Business Challenge

Within large developments it is the responsibility of the builder to provide a quality internet infrastructure to insure the saleability of the property. Providing quality internet service to your customers has become key in retaining tenants and enticing buyers to purchase your property.

Objective

BOIP's objective is to provide an all fiber internet infrastructure to our customers. This internet service will support all legacy and modern applications in use today and into the foreseeable future. BOIP also provides first-class customer service and a skilled team to maintain all infrastructure components and internet service for our customers.

BOIP developed an updated network service provisioning model they call Next Generation Streaming Internet (NGSI). NGSI correctly sizes core components to provide up to 60% more usable bandwidth than our competitors.

Overhead = Latency

	Usable Internet	Processing overhead
DSL		
Cable internet		
Other Fiber		
BOIP Fiber		

0%   20%   40%   60%   80%   100%

Above chart shows the performance impact of network latency on 100 mbps of internet bandwidth with no account for packet loss. The average latency for BOIP competitors is published in the 2018 FCC report on fixed broadband. BOIP's latency is an average of our deployed customer's latency numbers.

Internet access the 5th "utility" ...continued

Methodology

BOIP develops the network core using components sized by using the NGSI model. This provides the optimum delivery of services removing the latency that causes the slowdowns experienced by most other providers. *This allows us to deliver internet infrastructure using much of the same traditional methods as our competitors, with one very important difference, BOIP selects the core components using the NGSI model to reduce overhead.*

Results

The developer is able to provide quality Internet at a more affordable price. This increases the attractiveness of the property, in turn creating an increased salability and occupancy retention rate for homes and multi-dwelling facilities.

All the multi-dwelling facilities listed below show how BOIP delivered Internet has led to an increased retention and occupancy rate for the building owners.

- Warehouse 201, a high end apartment building which focuses on the established professional, had VA Skywire before BOIP Fiber.
- Port RVA, which focuses on grad students and young professionals was built with BOIP Fiber.
- 2323 East Main Street focuses on post grad young professionals and was also built with BOIP Fiber.
- Sydnor Flats, which focuses on college students, had Centurylink DSL and Blue BB wireless internet before BOIP Fiber.
- Belt Atlantic, a government subsides development had Comcast and Verizon before BOIP Fiber.
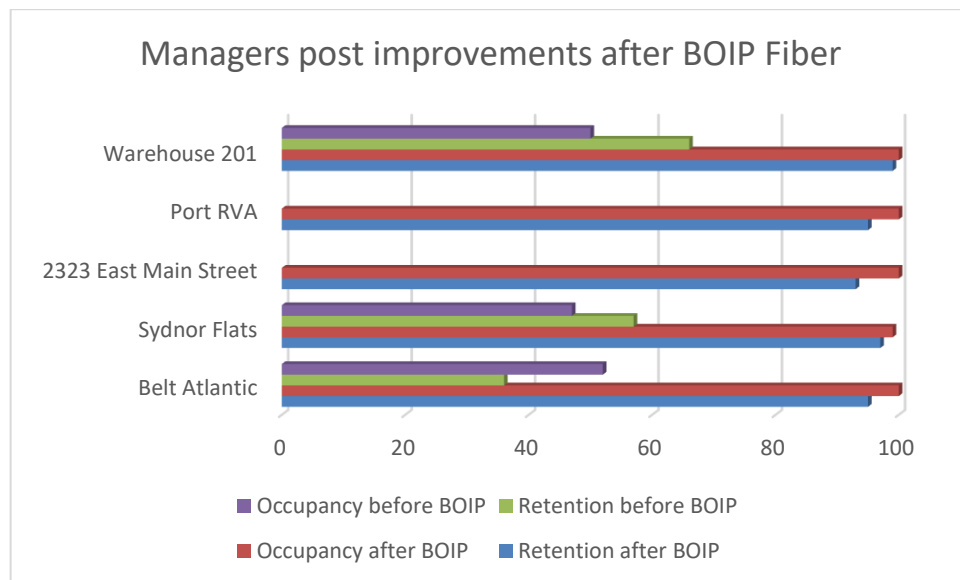
Percentages as reported by the apartment's property managers

The above is a sampling of BOIP customers. All BOIP served apartments have similar improvements for retention & occupancy. BOIP also serves homes, multi-use sports complexes, and a variety businesses, all with the same great results.