

XO COMMUNICATIONS CASE STUDY

# Marriott International Benefits from Direct Connection to XO's Fiber Network

## Introduction

This case study of Marriott International, Inc. is based on a June 2016 survey of XO Communications customers by TechValidate, a 3rd-party research service.



“XO's direct fiber connection into our building provides my organization with better network performance and cost savings for voice and data services.”

“XO has delivered a consistent service that we can build upon in the future.”

## Challenges

Marriott International faced a number of business challenges that led the company to evaluate and ultimately select XO Communications.

- Reasons for choosing XO Communications over other service providers:
  - A trusted adviser with dedicated support
  - Technology leadership, especially in regards to Ethernet, Unified Communications and IP
  - A fiber network that supports increasing bandwidth demands

## Use Case

The top purchasing drivers which led Marriott International to buy a direct connection to XO's fiber network:

- The need for increased network capacity
- A desire to simplify network management

## Results

After the deployment of their direct connection to XO's fiber network, Marriott International is able to better manage network performance and bandwidth across the company.

### Company Profile

Company:  
**Marriott International, Inc.**

Company Size:  
**Global 500**

Industry:  
**Hospitality**

### About XO Communications

XO Communications is a leading nationwide provider of advanced IP communications, managed network and IT infrastructure services for business, large enterprise and wholesale customers.

#### Learn More:

[XO Communications](#)

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