



CLIENT

Founded in 1978, Raymond Management Company (RMC) is a trusted hospitality real estate developer and manager based in the Midwest. The company currently operates over 30 hotels across the country.



CHALLENGE

Built and managed by RMC, the Hampton Inn & Suites located in downtown Boise, Idaho guarantees its guests 100% satisfaction during their stay. They needed a fast, reliable Internet solution that could meet the high bandwidth demand of their business and leisure clientele.

“The people at Cable ONE made the difference... They were truly a partner, not a vendor.”

– Steve Dettman, IT Director,
Raymond Management Company



SOLUTION

Cable ONE Business worked hand in hand with RMC to build a custom fiber-optic solution to accommodate the needs of their guests and deliver HDTV and reliable, high-speed Internet to the hotel’s nearly 200 rooms. They also worked together to meet the strict Hilton brand standards.

“The people at Cable ONE made the difference,” says Steve Dettman, IT Director at RMC. “They were willing to work with us. They were truly a partner, not a vendor.”

Dedicated Internet Access from Cable ONE Business now provides the Hampton Inn & Suites Downtown Boise with the bandwidth and speed that their guests demand. The 100 Mbps dedicated, symmetrical Internet connection is delivered over Cable ONE’s nationwide fiber backbone, ensuring constant uptime, as well as scalable bandwidth on-demand.