

Henry Hotel Doubles Bandwidth, Lowers Monthly Cost 25%

The Henry Hotel, located in Dearborn, MI, knew it was maxing out its current 50MB circuit and needed more bandwidth. Naturally, they went to their current provider and looked at options to upgrade. The provider came back with a proposal to “significantly” increase their bandwidth, which also constituted an increase in The Henry’s monthly telecom expense.

At about this time, The Henry engaged Darren DeMartino, Co-Founder and Managing Partner of Advanced Technology Consulting (ATC). DeMartino has been at the forefront of the telecom/IT convergence, modeling an innovative practice to help organizations create business value from IT, cloud and telecom.



The Art of Hospitality

DeMartino, working with Greenwood Hospitality Group regarding The Henry, conducted a quick audit of The Henry’s services. After consulting with Greenwood’s technology professionals about bandwidth utilization, DeMartino determined the proper amount of bandwidth needed to upgrade without being excessive. In today’s service-oriented telecom space, most organization’s like the fact that they never have to over buy, rather they just pay for what’s needed for the short term.

DeMartino provides voice and data services from over 50 carriers in the industry, thus he is able to offer a solution-agnostic approach—the right solution at the right price. As a result, DeMartino sourced four other carriers to provide The Henry’s 100MB fiber connectivity. Still, The Henry was mid-contract with their current provider. Due to DeMartino’s expertise and understanding of the telecom marketplace, The Henry was able to renegotiate their contract with their current provider.

The Result: A 24-month contract that doubled their bandwidth and reduced their monthly costs 25 percent.

“It was nice to lean on Darren’s expertise and know that we were well represented by him with all the carriers,” stated Greenwood. “ATC provided the resources and leverage to create a favorable outcome. We were confident in ATC’s approach in developing a beneficial solution to our needs.”

About The Henry

Named in honor of the United States veteran Henry Dearborn, The Henry possesses a spirit of independence that is reinventing the art of hospitality for the sophisticated modern traveler. Graced with splendid contemporary art on nearly every elegantly paneled wall, the luxurious interior is punctuated with dazzling chandeliers and boldly imagined color accents. The lobby, restaurant, and art gallery have set a new standard for Detroit hotels in creating an unmatched atmosphere of modern luxury which extends to attentive service, stylish accommodations, and contemporary amenities.