



OVERVIEW

PS LIGHTWAVE provides a host of solutions; including Ethernet, Internet, and Dark Fiber products for businesses, government entities, educational institutions, healthcare organizations, non-profit agencies and our carrier clients in the Greater Houston Area and seven of the surrounding counties. Managing our fiber-optic network from our Houston headquarters is crucial to the delivery of our services. We offer expert, locally-based support, not only because our people are highly trained but also because we know Houston's infrastructure. And our local presence and support is part of what makes us who we are. We're a different kind of connectivity provider. How? We don't force our customers to pick a network solution from standardized packages. We listen to what you need out of a network. We then leverage those insights to tailor a solution that's built to better serve you. It's that simple.



KEY FEATURE AND DIFFERENTIATORS

PS LIGHTWAVE is nimble and responsive, flexibly adapting to the industry's continuous evolution by adopting leading-edge technologies to improve the customer experience.

Burstable to gigabit speeds, up and down speeds match, low latency, support staff 24/7/365, data center services, cloud connectivity, and dark fiber.

PS LIGHTWAVE is Houston's alternative to the ILEC and the local cable company.



LOCATIONS

5959 Corporate Dr. Suite 3300, Houston, Texas 77036

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N/A



SERVICE OFFERINGS

TELECOM

Ethernet and Dark Fiber

DATA

DIA



IDEAL CUSTOMER PROFILE

SMB and Enterprise businesses, government entities, educational institutions, healthcare organizations, and non-profit agencies.

Their needs or pain points would be bandwidth, customer service, reliability, and customizable options.



QUALIFYING QUESTIONS

What are their needs?

What are their challenges?

What are their initiatives?

What are their locations?

What is their timeline?

Do they have a budget?

Who is their current provider?

Are they under contract and when does it expire?

How many employees do they have?

Are they open to a multi-year contract and how long would they like their term to be?