



New West Records: Welcome to Burbank and to ONE Burbank Fiber Services!



ONEBurbank is a suite of BWP fiber optic services offered to Burbank businesses looking for exceptionally fast and reliable bandwidth. **ONEBurbank** rolled out in December 2010 and customers continue to sign on to the popular service. Mike

Mauro of New West Records shares his experience as one of BWP's newest ONEBurbank customers!

On a per user basis, we're not your ordinary office when it comes to Internet usage. In fact, we're heavy Internet users, what a typical corporate IT department might classify as "bandwidth hogs." New West Records streams radio, sends large files, uploads videos, etc. In our previous Beverly Hills location, the business DSL we had simply wasn't cutting it. [DSL stands for Digital Subscriber Line, a technology that provides internet access by transmitting digital data over the wires of a local telephone network.]

When New West Records decided to relocate to Burbank, I knew we had to upgrade our connection. Due to our heavy usage, I felt that a T1 or even a bonded T1 simply wouldn't be enough. That left fiber as a remaining option. Usually, fiber is only available through a phone company or another Internet Service Provider (ISP) leasing their infrastructure. Unfortunately, the fiber prices started at about ten times what we were paying for our DSL.

Our General Manager saw something about ONE Burbank on Burbank Water and Power's website. Burbank has its own fiber ISP with its own infrastructure that is completely separate from a phone or cable company. This is mostly unheard of in the United States and really intrigued us.

ONE Burbank offered us high speed Internet service at a price that beat the competition hands down, while also offering us greater bandwidth. BWP gave us all the information we needed in order to prepare our building to receive the service. I was also attracted to the fact that ONE Burbank is a local ISP completely separate from a large telecom company. We were onboard.

Throughout the installation process, we dealt directly with the very pleasant people at BWP. Imagine how refreshing it is to deal directly with only a handful of people located in the same city as your business. I even called BWP's network engineer and he was happy to help me with a configuration issue. This is something I'm not used to with larger providers.

We are brand new to Burbank and I am already excited about the possibilities. I think ONE Burbank's Internet services are one of the city's biggest draws for businesses.

New West Records LLC is an eleven year old, wholly independent record label distributed in the United States by RED Distribution. With offices in Burbank, CA, Athens, GA and Austin TX, the company is staffed by a unique blend of music and business specialists.