

# In Pursuit of the Best Entertainment and Technology



CONVERGED  
SERVICES

## Colonial Country Club

[Colonial Country Club](#) is a full-service club and gated community in southwest Florida. A beautiful Clubhouse, adjacent to water and golf course, creates an event destination that is a favorite for weddings and special events.

### Executive Summary

In planning the strategy for negotiating a new bulk agreement for their community, the Cable Transition Committee at Colonial Country Club knew they could not negotiate by themselves. The Cable Transition Committee hired Converged Services to provide all residents and members of Colonial Country Club the best possible entertainment and communications package, with the most current technology at the best value.

- Upgraded fiber to the home
- Reduced cost and added value to the bulk package
- Enhanced programming and better service

## The Challenges

Prior to partnering with Converged Services, Colonial Country Club had a single video only bulk agreement with existing coaxial infrastructure. Majority of residents were paying retail price for products and services such as digital video service, HD programming, DVR functionality, not to mention Internet and modem equipment. The Cable Transition Committee understood the importance of updated infrastructure, better service at a better value, and choosing a provider with strong management and reputation. However, the Cable Transition Committee was not certain the process to take in recommending a new bulk agreement inclusive of these important factors to the master board.

## The Solution

Upon hiring Converged Services, the Cable Transition Committee was not only impressed with our experience, number of communities we have represented and incredible credentials, but also with our overall streamlined and efficient process. Converged Services guided Colonial Country Club through the negotiations, making it easy to get to the finish line.

## The Results

Converged Services' proven process provides results that ensure both boards and residents benefit from partnering with us. Colonial Country Club received upgraded fiber to each home, internet with modem, voice recognition remote control, an industry-leading video platform, and the association received an incentive signing bonus that could be reinvested into the community.

**“The Cable Transition Committee, Board, and community members value what Converged Services can do and in doing so, has exceeded the expectations of Colonial Country Club.”**  
- Lew Eads, Chairman  
Colonial Country Club Cable  
Transition Committee

**Are YOU reviewing your current association provider agreement?**

Questions? Call Us.



We are here for you. Call us and speak with a dedicated consultant who will answer any questions you may have. 954.767.0185

**Want to Learn More?**

Visit us at [www.convergedservicesinc.com](http://www.convergedservicesinc.com)!

