

CitySwitch

Accelerating Wireless Asset Deployment



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Robert G. Raville,

In today's fast-paced world, every minute counts. Real-time access to ubiquitous information has become indispensable to boost productivity across all spheres. At a time when businesses are heavily reliant on digital technologies to conduct their operations through remote workforces, they have come to realize the advantages that an infrastructure powered by wireless technology brings to the table. While the ongoing pandemic has only heightened its importance as an indispensable tool for seamless communication, the wireless ecosystem is become inevitable for connecting disparate entities all round the clock. Regardless of the industry and size, organizations harness the power of this technology to implement work-from-home policies due to untethered access to documents, emails, zoom calls, and other relevant resources. That said, the demand for larger bandwidth and speedy deployment among network providers/carriers to easily implement wireless assets and facilitate seamless connectivity has never been higher.

If there's one company that can be credited with the advancement of wireless asset deployments, it is CitySwitch—a market leader in unique wireless asset deployment with a long track record of developing and managing hundreds of towers on public and private property. "We are a leading developer for U.S. based wireless carriers operating wireless infrastructure with a focus on owning, building, and leasing towers," begins Robert G. Raville, President and CEO, CitySwitch. He informs that owing to its robust partnerships, the company provides carrier customers access to railroad locations and offers them unique deployment opportunities.

At the core, CitySwitch specializes in scalable network development services, from new tower development to small cell development and collocation. A pioneer in railroad asset development, CitySwitch has successfully developed, managed, and leased hundreds of towers for wireless service providers, governmental agencies, railroad tenants, and others. The company holds access to over 40,000 linear miles of railway and guarantees quick and seamless development cycles. With an unparalleled presence in more than 72 of the top 100 metro areas, the company has evolved as a go-to partner for wireless infrastructure solutions for numerous organizations.

Besides supporting the need for greater bandwidth, CitySwitch is focused on laying the foundation to efficiently deploy networks that require minimum back and forth between access points. The uniqueness of CitySwitch also stems from its ability to leverage a robust and flexible balance sheet which allows ease of working with financial sponsors/partners who provide customers with an effective capital allocation plan. Also, adding a feather to its capabilities is its highly experienced management team that infuses its skill to deploy sites quickly at scale.

Having worked across the wireless spectrum from the carriers to the infrastructure firms, Raville highlights that with seasoned experts forming the core of CitySwitch, the company is able to analyze the overall opportunities accurately in real-time, tackle ripple effects head-on, and put forth reasoned strategies. The company's rich experience and industry expertise have also been instrumental in designing, developing, and implementing clients' network infrastructure and strategic initiatives like FirstNet, de-novo 5G deployment, and others.

"Our laser-focused customer-first approach guides how we operate day to day –beginning with raising money to deploying capital on our customers' behalf," states Raville. To further illustrate this, he cites a case study wherein the company ran a successful process in certain locations that otherwise seemed out of reach to their wireless carrier customer. CitySwitch quickly stepped in to analyze the challenges and identified a site along CSX railroad that was uniquely situated to provide the optimal coverage and capacity solution for their customer. Owing to its partnership with CSX, CitySwitch was able to facilitate seamless site acquisition and develop the tower in record time. Scripting similar success stories, CitySwitch has been able to acquire and develop strategic sites providing customers with similar solutions for many years now.

With an aim towards continued high-level execution and expanded scale throughout the formative years of C-Band spectrum deployments by the carriers, CitySwitch expects to see massive capital investment in the wake of 5G rollouts. With innovation at its core, the company looks forward to enhancing its strategic relationships and related tower development and leasing services while playing a pivotal role in shaping customers' wireless spectrum deployments for the foreseeable future. **TC**

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The annual listing of 10 companies that are at the forefront of providing Wireless Infrastructure solutions and transforming businesses