



CASE STUDY

One Maritime Plaza

OVERVIEW

CBRE manages One Maritime Plaza, an iconic 535,000 SF landmark in downtown San Francisco offering a multitude of tenant amenities and advanced telecom solutions. CBRE is known for providing outstanding customer service to its diverse tenant base.



CHALLENGE

Several floors were leased to a Fortune 50 company with specific security requirements that the building was required to implement. Furthermore, One Maritime utilized several different providers to connect building systems and phone services.

CBRE faced the following challenges:

- New security requirements for the building and exterior plaza area.
- Excessive bandwidth and phone opex.
- Lack of telecom opex visibility and management.



APPROACH AND SOLUTION

CBRE contacted Montgomery Technologies to create strategic solutions for the both the security requirements and telecom costs. After conducting a strategic assessment, Montgomery's Intelligent Riser secure network was installed to provide secure connectivity for all new security devices. The building's monthly telecom invoices were consolidated under a new, significantly less expensive contract, allowing for easier management and cost savings.



RESULTS

- Decreased telecom spend by over 50%.
- Consolidated billing for telecom expense transparency.
- Analog lines moved to VoIP for secure connections and additional savings.
- Reduced bandwidth expense through consolidation of circuits.
- New security system devices securely connected.

“ Our monthly telecom bills were a hassle to manage and very expensive. Montgomery Technologies was able to consolidate our invoices so they are transparent and easy to manage, and they reduced our monthly telecom opex by over 50%. The Intelligent Riser was affordable and solved the building's need for enterprise-level security and connectivity. ”

– Angelina Gonzalez, Property Manager, CBRE