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## Gateway Fiber Case Study

### The Background

Gateway Fiber started as a small Internet Service Provider (ISP) subdivision of a family-owned utility construction company in Missouri. For a time, it operated fiber-to-the-home (FTTH) networks in a community of fewer than 100 households.

By 2019, amid an industry push to seize new opportunities by expanding fiber coverage in underserved rural markets, private investment took that small ISP to the next level:

Gateway Fiber was officially founded.

Planning to connect 240,000 homes throughout eastern Missouri in a timeframe of three to five years, Gateway Fiber has set out to deliver better, more competitive internet service options in accordance with their mission statement:





*“The communities in our backyard deserve the infrastructure needed to compete, learn, and connect globally.”*

– Gateway Fiber

## The Challenge

When the COVID-19 pandemic accelerated consumers’ needs for high-speed internet connectivity, greater bandwidth capacity, and higher upload speeds, a huge opportunity opened for Gateway Fiber. Like many companies, Gateway Fiber’s business plan did not take COVID-19 into account. It faced challenging supply chain issues, limited fiber availability, and a shortage of available field technicians.

At the time, the company used multiport terminals with lead times of 28+ weeks. Fearing it could lose six to eight months of revenue because of longer lead times, Gateway Fiber began to focus on connecting customers faster to generate revenue sooner and meet the goals and expectations of private investors. They turned to Corning for help.

## The Solution

The latest evolution of its MultiPort Terminal line, Corning’s Evolv™ Solution with Pushlok™ Technology has helped Gateway Fiber meet these challenges head-on to successfully yield a faster ROI. Here’s how:

### **More Capacity. Shorter Lead Times.**

Creating faster connections starts at the central point of the FTTH network. With a compact build designed to meet small space and density requirements, Evolv Terminals have helped

major telecommunications eliminate hundreds of mature and specific application products in the air, on the ground, and on building façades.

A reduction of products at the network’s central point increases the capacity for Evolv, helping to speed up lead times. As a result, smaller scale ISPs like Gateway Fiber can get customers connected sooner and generate revenue faster.

### **Faster Connectivity**

In addition to accelerating lead times, the Evolv Solution with Pushlok Technology is smaller, more robust, and with the same performance and reliability of Corning’s existing hardened connectors. The Pushlok™ connector enables one-handed, “push-and-click” installations with audible and tactile feedback upon insertion.

As a result, Gateway Fiber could get their customers up and running faster without outsourcing specialized labor. They accomplished this while minimizing the chances of potential damage or contamination during the installation process.

### **More Revenue—Sooner**

With the elimination of costly, labor-intensive fiber splicing, Gateway Fiber was able to connect more households and businesses to their fiber network faster – but that’s not all!

Requiring one less trip to installation locations with one less truck roll, the Evolv™ Solution with Pushlok™ Technology made it possible for Gateway Fiber to add one more billable cycle per FTTH connection – worth up to an annual total of \$350,000.

*“We [Gateway Fiber] were able to offer a better product for the same cost.”*

– Gateway Fiber

## The Impacts

With lead times of six-to-eight weeks after receipt of order, the Evolv Solution with Pushlok Technology has allowed Gateway to stay on track with their FTTH builds and start receiving revenue from homeowners six months sooner.

Today, Gateway Fiber connects an average of 500 homes per month in 15 eastern Missouri communities. Households and businesses within these communities have access to internet speeds of 250 Mbps to 1 Gbps with an average monthly bill of \$75.\*

Gateway Fiber first installed the Evolv Solution in the city of Warrenton, Missouri. With a combination of Corning’s legacy MultiPort Terminals and the Evolv Solution, Warrenton now has 4,800 homes passed. In the city of Moscow Mills, Missouri, there are 3,300 homes passed – mostly using the Evolv Solution.

The future of Gateway Fiber is bright. The service-centric company continues to maintain its local roots while working hard to serve its communities and bridge the digital divide throughout eastern Missouri.



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Learn more about the Evolv™ Solution with Pushlok™ Technology at [www.corning.com/go](http://www.corning.com/go)

*\*\$75/month taken from [www.gatewayfiber.com](http://www.gatewayfiber.com) as a “Middle Package”*

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