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Grande lands HPI as client

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Grande Communications Networks Inc. has inked a multiyear deal with HPI Real Estate Services & Investments to provide all of the property company's tenants with communications service, marking a move by the San Marcos telecommunications firm toward providing more enterprise services.

The contract, the value of which was not disclosed, includes advanced data networking, telephone, Internet and cable broadband for more than 600 of HPI's existing commercial tenants and future clients.

Officials at Grande say the new contract signals an increasing focus on enterprise service in the region. Traditionally, Grande has provided phone, cable, internet and other related services to residential customers.

In recent years Grande has increased its business solutions capabilities along the I-35 corridor from San Antonio to Austin, becoming one of the largest broadband service providers to commercial customers in the region.

"Our partnership with HPI and our emphasis on extending our fiber network directly to customers' offices will allow us to bring a wide array of reliable and high-quality voice and data services and our signature Grande customer care to a new set of area business clients," says Jeff Brennan, senior vice president of business services for Grande. "These 600 new customers give us a tremendous opportunity to illustrate our expanding capabilities in the commercial realm."

Dick Anderson, partner and co-founder of HPI says Grande has demonstrated the reliability of its products and services and its solid customer care. "A partnership with a trusted local company like Grande will provide a unique added value to our existing and future clients," Anderson says.

Grande provides high-speed Internet, local and long-distance telephone and digital cable over its own network to communities from Dallas to San Antonio.

HPI, established as Hill Partners in 1992, acquires and develops commercial real estate in Central and South Texas. It has amassed a cumulative development and acquisition portfolio of \$1 billion.

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