Elevating Connectivity in Aviation

How C3Aero leverages innovative technology for rapid, reliable network solutions

C3Aero

c3aero.com

- Bridging aviation and technology, providing innovative solutions to complex industry challenges
- Founded in 2014, grown from a small consulting firm to a major player in the aviation sector
- Headquartered in Massachusetts and serves a diverse global client base

Challenges

- Needed a flexible and scalable internet solution to support dynamic bandwidth requirements during key selling cycles and seasonal projects
- Required a reliable and secure network to support aviation-specific needs and ensure business continuity

Solutions

- Lumen® Network-as-a-Service (NaaS) for a quick, cost-effective, self-service platform to manage bandwidth

Results

- Rapid deployment of network services within minutes
- Significant cost savings and enhanced operational efficiency
- Flexible and efficient management of bandwidth needs

C3Aero

" **By partnering with Lumen, C3Aero was able to deploy internet services quickly and efficiently, allowing us to focus on our core business of providing cutting-edge technology solutions to the aviation industry."**

— John Speranza
Founder and CEO, C3Aero

LUMEN®

Challenge

Bridging the gap between aviation and technology

C3Aero is the cornerstone at the crossroads of aviation and technology. From a humble consulting firm, it has evolved into a tech powerhouse, propelling the aerospace industry into the future with expertise in AI, enterprise consulting, and security.

However, C3Aero hit some turbulence. Imagine the chaos of updating flight charts across an entire fleet – it was like herding cats, but with airplanes. They needed a solution to meet their changing bandwidth needs during peak times. Traditional methods took weeks to deploy additional bandwidth, leaving them grounded when they needed to be airborne.

C3Aero required a quick and reliable digital infrastructure to streamline operations and improve service delivery. "In aviation, grounding airplanes affects people's lives significantly," says John Speranza, Founder and CEO of C3Aero. "That's why I'm passionate about aviation. Things have to be right in aviation, similar to medicine."

Solution

C3Aero's ticket to sky-high efficiency

With Lumen's advanced solutions, C3Aero aimed to soar above these challenges. By leveraging Lumen Network-as-a-Service (NaaS), C3Aero found an efficient, turnkey solution for their bandwidth and internet needs. "Lumen allowed us to, in a very turnkey way, get a quote for the service, turn it on, and have it active within minutes," says John. "It was the difference between minutes and weeks to get something done."

C3Aero needed a solution that could integrate seamlessly with their existing infrastructure, particularly their Equinix data centers. The Lumen NaaS platform provided a cost-effective way to manage their dynamic bandwidth requirements.

The platform was user-friendly, allowing C3Aero to set up internet services within seconds without any interaction. "We didn't have to speak with anyone to actually get this process rolling," says John. "It was all self-service, and that's something that's very appealing to us." This seamless integration and intuitive portal have significantly reduced costs and provided uninterrupted service.

Results and Future Plans

Operational efficiency soars to new heights

The partnership between C3Aero and Lumen has elevated C3Aero's operational efficiency to new heights. C3Aero can now deploy network assets faster than ever, crucial for meeting clients' needs quickly and efficiently. No longer on standby – they can scale their bandwidth during high-demand periods without any hiccups.

The easy-to-use portal with real-time insights allows C3Aero to make informed decisions without needing to contact support. "It has significantly freed up time and resources of our team," he says. "I don't have to attend multiple meetings, and my team doesn't have to hold multiple meetings to get something done." This smooth implementation has not only made it easier to manage services, but also allowed C3Aero to focus on providing effortless connection in the aviation space without worrying about network issues.

"Our relationship with Lumen is valuable because we're able to get our customers from point A to point B as quickly as possible." And let's be honest, who doesn't love a smooth, hassle-free flight?

Lumen Solution Set

- Lumen Network-as-a-Service (NaaS)

LUMEN®