

Capacity Provisioning, Inc.

Headquarters: Port Angeles, WA
Company Established: 2001
Employees: 11
Primary Product: High Speed Communications

After owning communication companies in the Port Angeles area for several years, Bill Roberds and Bob Jensen came together in 2001 to form Capacity Provisioning Inc. (CPI). Together they strung fiber optics cable for their first customer, the Port Angeles School District. Soon after that, Craig Johnson, another local technology expert and Port Angeles native, joined the company and their customer base began to grow.

At about the same time, the City of Port Angeles completed a business plan for fiber optics deployment and established an economic development goal to bring advanced broadband services to the community at below market prices. Delivering on that plan required an innovative collaboration between business and local government. "The Capacity Provisioning, Northland Cable Television and City agreements are a public/private partnership where we all need each other, are not competing with one another, and are all sharing in the investment, risk and benefits," says Larry Dunbar, City of Port Angeles. For CPI, a company whose mission is to provide affordable access to high speed communications for a diverse customer base, this would be the perfect opportunity to both grow their business and support their community.

Partnership with business, government and customers in the region has been the foundation for their success. "If the City didn't step forward as our anchor customer, CPI would not have been able to justify purchasing network equipment and making the sizable investment in the last mile fiber optics to connect businesses," states Bill Roberds, CPI President. Over the past 3 years, CPI has grown to over 60 customers and currently transmits data over 80 miles of fiber optic cable, half of which the company has installed and owns. CPI recently expanded their partnership with Wave Broadband (a cable and broadband services company) and now interconnects Port Angeles with the City of Sequim 22 miles away at gigabit speed.

Port Angeles alone already has four times more fiber optic cable per square mile than Tacoma's CLICK Network. It is gaining the reputation as "Fiber City". The fiber investment by CPI benefits businesses currently in the city and has been a draw for those interested in relocation. Residential Media Associates, Inc. (RMA) is an online do-it-yourself advice company that relocated its headquarters from California in 2004. "The technology infrastructure that was invested in the community was impressive. Capacity Provisioning Inc. really sealed the deal for Port Angeles by supplying the connection speeds necessary to run a top-notch web business like RMA. Our company is dedicated to consistent quality and competitive rates, all of which CPI provides plus something unexpected in the city...Personal Service," says Jim Ciaciuch, President and CEO, Residential Media Associates Inc.

In 2004, CPI purchased the building that houses its company and operates a technology center in it which provides office space for local teleworkers and entrepreneurs. Computer classes are also available at the tech center. "Our objective is to leverage the unique characteristics of the Port Angeles business community and keep Port Angeles businesses competitive in the new Internet Economy," explains Bill Roberds. CPI has the entrepreneurial vision, technical expertise and the community-minded spirit to make this happen.

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