



# BROADBAND CASE STUDY



**WAV**, is a distributor located in Aurora, IL, specializing in LTE, wireless broadband, networking, fiber, and Wi-Fi equipment. With extensive product knowledge and technical expertise, WAV provides one of the largest and most consistent stocking positions in the broadband industry as well as a wide range of professional value-added services.

**Vistabeam**, led by Matt Larsen, is a dynamic broadband provider serving western Nebraska, eastern Wyoming, and northern Colorado. In its 20th year, the company has evolved from a modest setup with just three towers to over 300 infrastructure points, offering both fiber and fixed wireless services to a growing number of subscribers.

## HOW VISTABEAM BENEFITED...

**Enhanced Flexibility:** WAV's flexible terms and support during fluctuating project timelines allowed Vistabeam to manage its cash flow effectively, crucial for projects delayed by funding schedules.

**Grant Acquisition Support:** WAV introduced Vistabeam to Broadband Grants Experts, leading to significant improvements in grant application success rates and funding acquisition.

**Reliable Supply Chain:** During critical phases of Vistabeam network expansion, WAV ensured the availability of essential products, thereby preventing project delays and maintaining deployment schedules.

## CHALLENGES

Vistabeam was experiencing limited access to equipment and support for large-scale projects, particularly in grant-funding initiatives, where timing and compliance are critical.

## SOLUTIONS PROVIDED BY WAV

Recognizing these challenges, WAV assisted Vistabeam with logistical support, ensuring the timely availability of critical broadband equipment. WAV's involvement was not just transactional; they provided strategic value through an introduction to Broadband Grant Experts, which assisted Vistabeam in authoring grant applications at an accelerated rate with sophisticated geospatial planning information.

## CONCLUSION

The partnership between Vistabeam and WAV exemplifies how tailored support and strategic collaboration can result in substantial business growth and efficiencies for service providers. Vistabeam's expansion and enhanced service delivery capabilities reflect WAV's commitment to empowering its partners with more than just equipment, but with a partnership that drives growth.



"Partnering with WAV has been beneficial for Vistabeam particularly in enhancing our grant application success rates and ensuring reliable supply chain/product availability for our projects. Their proactive support and strategic collaboration have driven our expansion and efficiencies." - Matt Larsen, CEO of Vistabeam