



Sun Communities

Sun Communities, Inc. (Sun) is a real estate investment trust that owns and operates manufactured housing and RV communities. They provide affordable housing solutions to more than 47,000 sites in 18 states primarily in the Southeast and Midwest. Established in 1975, Sun became a publicly traded company in 1993, and continues to act as an industry leader in both growth and innovation.

Looking for a Better Way

In early discussions, Connexion Technologies found that Sun had a variety of complex and difficult to manage arrangements with several telecommunications companies. In 12 of its communities, it owned and operated its own proprietary service provider, which showed a narrow profit margin and created a variety of operational challenges. However, as Sun continued to expand its portfolio, the unmet telecommunications needs of residents became evident, and it began to look for a way to improve and consolidate its technology offering to residents.

“Connexion Technologies always delivered on time and exceeded our expectations,” said Jonathan Colman, EVP of Sun Communities, Inc. “They always worked hard to maintain honest and effective communication between us, and I am very pleased with our current relationship.”

Bringing it all Together

A relationship with Connexion Technologies offered Sun a way to simplify and enhance its offerings to residents as well as increase its recurring revenue. Connexion Technologies took over the infrastructure in these 12 communities and brought in new service providers that let residents enjoy faster Internet speeds, high quality digital phone and more HD television content from national content providers like DISH and DIRECTV.

The End Result - Customer Satisfaction

“Connexion Technologies responded to any issues that arose quickly and thoroughly,” said Gabriele Umbel, General Manager, Water Oak Country Club Estates, one of the 12 properties served. “Our residents enjoy their new services, and I look forward to our continued relationship with Connexion.”

For more information on Connexion Technologies, please contact your Connexion Technologies representative at (919) 535-7329 or visit cnxntech.com.



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