



# Responsiveness and Engineering Excellence Spark Savings for a U.S.-based Wholesale Distributer of Electrical Products and Services

## WE ARE BCN

A single source provider helping business clients find simplicity in complex multi-location, multi-network telecom deployments based on the portfolios of 75+ wholesale network partners.



## SINGLE PROVIDER

A single-source for custom-configured solutions.



## UNIFIED BILLING

All services at all locations on one monthly invoice.



## CUSTOMER CARE

Single point of contact for 24/7/365 U.S.-based support.



## OUR LEGACY

26 years of experience and thousands of business customers.

## THE SIGNS OF COMPLEXITY

- 89 locations.
- Multiple monthly invoices.
- Multiple telecommunication network providers.

## THE CHALLENGES OF COMPLEXITY

A U.S.-based wholesale distributor of electrical products and services was seeking to simplify a complex 89-location technology infrastructure. Their search for a single source wholesale aggregator led them to a trusted agent partner for assistance with their initial network specifications. The partner, aware of BCN's expertise in multi-location, multi-service, multi-network deployments, engaged BCN to conduct a network qualification and discovery process.

## BCN FINDS SIMPLICITY IN COMPLEXITY

During the process, the BCN network engineering department, working in concert with the customer's internal IT department identified many "must have" additional services. In addition to the required services, the customer placed a high value on BCN's project management and installation capabilities as well as their ability to customize their invoicing on a granular level.

In the end, BCN working hand-in-hand with the agent partner, secured the bid by presenting a superior solution, in terms of network engineering, and reduction of the customer's monthly recurring charges. The customer is excited to consolidate all of their telecom services, leverage their total spend, reduce their operating costs and gain access to newer technologies and management tools.



**BCN was able to meet every request the customer made. The BCN team was extremely responsive and professional throughout the customer evaluation process and the BCN engineering team was there every step of the way to guide the customer. The CIO of this customer has complete trust in BCN's ability to execute and perform."**

## SERVICES INCLUDED IN THIS BCN SINGLE SOURCE SOLUTION

Cable, 4G LTE, Managed Routers, Intrusion Detection, Web Content Filtering, Managed Wireless Access Points/Network, Network Monitoring & Professional Services/Inside Wiring & Network Installation.

## WITH BCN COMPLEX NEVER MEANS COMPLICATED

BCN is a privately held, debt free and management owned non-facilities based CLEC providing voice, data, cloud and wireless services to business customers. We are the single-source provider for custom-configured, flawlessly provisioned and meticulously maintained telecommunications solutions. Our tenured and expert team delivers solutions crafted from the best-in-class portfolios of more than 75 unique wholesale network partners. Thousands of channel sales partners nationwide work hand-in-hand with BCN as trusted advisors to current and prospective customers.