



# Broadband Aggregation and One Consolidated Invoice Are the Cure for a U. S.-based Health and Human Services Provider

## 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

25 years of experience and 1000's of business clients.

## THE SIGNS OF COMPLEXITY

- 1,000 locations.
- 1,000's of monthly invoices.
- Far-reaching broadband requirements.

## THE CHALLENGES OF COMPLEXITY

A U. S.-based, diversified health and human service provider that utilizes the Internet to deliver all their services was seeking to simplify their technology infrastructure while eliminating the burden of 1,000's of monthly invoices. Their search for a single source of broadband services led them to a trusted agent partner for assistance. The partner, aware of BCN's expertise in multi-location deployments, wide range of broadband service suppliers, as well as the benefits of a consolidated monthly billing platform engaged BCN to conduct a qualification and discovery process.

## BCN FINDS SIMPLICITY IN COMPLEXITY

Close collaboration during the process between BCN, the partner, and the customer's internal IT department led to the identification of a solution that utilized a number of the broadband suppliers within the BCN portfolio to deliver the Internet service required to 1,000 of their roughly 3,000 locations. The customer places a high value on BCN's project management and installation capabilities and their experience to date has been so positive that they are poised to authorize turn-up of the balance of their locations.

With 1,000 locations currently billing on one consolidated monthly invoice, the customer is realizing both hard and soft cost savings. The BCN process/follow through with regard to billing reconciliation is of tremendous advantage, enabling a granular review of their total spend. All this can be managed through the BCN Customer Portal, which provides 24/7 access to all services at all locations.

The customer is excited to consolidate their broadband services across their footprint, while knowing that with BCN they now have 'one hand to shake'.

## SERVICES INCLUDED IN THIS BCN SINGLE SOURCE SOLUTION

Cable, DSL, FIOS, 4G LTE

## 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 over 25,000 business clients. 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 clients.