



# A Single Source and One Customized Monthly Invoice Close the Deal with a Vertically Integrated Real Estate Company.

## WE ARE BCN

A single source provider helping business customers find simplicity in complex multi-location, multi-network technology 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 U.S.-based support.



## OUR LEGACY

26 years of experience and thousands of business customers.

## THE SIGNS OF COMPLEXITY

- 6 locations.
- Multiple monthly invoices.
- Multiple telecommunication network providers and contacts.

## THE CHALLENGES OF COMPLEXITY

A privately held, vertically-integrated real estate company that owns and manages a multi-million square foot portfolio of Class A commercial office properties was seeking to streamline their telecommunications network services and consolidate their invoicing at multiple properties. The Company also sought a single point of contact for all their accounts. BCN's expertise in multi-location, multi-service, multi-network deployments was the right fit to step in to conduct a network qualification and discovery process.

## BCN FINDS SIMPLICITY IN COMPLEXITY

Close collaboration during the process between the BCN network engineering department and the customer's internal IT department proved key. 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. Also of importance to the customer is the BCN process/follow through with regard to billing reconciliation. The customer is excited to consolidate all of their telecom services onto one monthly invoice, leverage their total spend, reduce their operating costs and gain access to newer technologies and management tools.

## SERVICES INCLUDED IN THIS BCN SINGLE SOURCE SOLUTION

POTS, PRI, Hosted PBX, Broadband Internet, Dedicated Internet, eFax, Managed Equipment and Network Monitoring

## WITH BCN COMPLEX NEVER MEANS COMPLICATED

A single source solutions provider helping business customers find simplicity in complex multi-location, multi-service, multi-network technology deployments. Our expert teams deliver solutions crafted from the best-in-class portfolios of more than 75 unique wholesale network partners. BCN offers traditional and cloud-based voice, a variety of internet access and wireless options, SD-WAN, Managed Equipment, Network Monitoring, Security, and more. In addition, BCN provides customers with one monthly invoice for all services and a state-of-the-art portal to manage their BCN business. BCN is recognized for an overall ease of doing business, the accessibility and responsiveness of the entire team, and our superior service and support.