



# A Modernized POTS Over LTE Solution Enhances Reliability for a Multi-Location Digital Media Provider

## Overview

A multi-location video and digital media services provider explored options to modernize its existing POTS line infrastructure supporting critical business operations. With numerous locations and a wide range of analog-dependent systems in place, the organization sought a reliable, flexible approach that could preserve existing device functionality while aligning with the industry's ongoing transition away from copper-based services.

## The Challenge

The customer evaluated a solution to support approximately 15 locations with plans to replace 150+ existing POTS lines used for essential services, including alarms, elevators, fax, POS systems, voice lines, and modems. As network infrastructure continues to evolve, several key considerations emerged:

- **Copper Sunset Risk:** Growing uncertainty around long-term copper support, coupled with extended and less predictable repair timelines
- **Carrier Coordination:** Complexity associated with managing billing and service coordination across multiple Local Exchange Companies
- **Operational Dependence:** Critical systems relied on analog connectivity, making service continuity a top priority
- **Limited Flexibility:** Traditional POTS infrastructure provided minimal adaptability as business needs evolved
- **Cost Management:** Rising costs associated with maintaining legacy services over time

## The Solution

BCN proposed a POTS Over LTE (PoLTE) solution designed to support a seamless transition from traditional copper POTS lines while maintaining compatibility with the customer's existing analog devices. The fully managed and monitored solution was architected to support alarms, elevators, fax, POS systems, voice, and modem services across all 15 locations enabling modernization without requiring changes to mission-critical systems.

## The Implementation Approach

- **Phased Deployment Strategy:** A structured rollout model designed to transition approximately 150+ lines while minimizing operational disruption
- **White-Glove Installation Model:** Professional installation, testing, and validation processes planned to ensure reliable system performance at each site
- **Flexible Configuration:** Solution design tailored to accommodate the unique operational requirements of each location

## The Outcome

- A standardized approach to modernizing analog-dependent services across 15 locations
- The potential for meaningful cost reductions compared to traditional POTS services
- Reduced reliance on copper-based infrastructure
- Improved service visibility and assurance for critical systems
- A scalable, future-ready architecture aligned with industry shifts

## The BCN Solution

- BCN POTS Over LTE (PoLTE)
- Fully Managed & Monitored



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