CASE STUDY ▪ WORLDWIDE TECHNOLOGY COMPANY

A Single-source Solution and One Monthly Invoice Makes it Simple for a Worldwide Technology Company

For over 10+ years BCN Sales Partner Mark Lawton, founder of LivTech, has been a trusted advisor to a leading technology company doing business in 150 countries worldwide.

As a true extension of the Company's team, LivTech provides consulting and onsite support to help streamline and manage their telecommunication infrastructure.

THE SIGNS OF COMPLEXITY

- 165 locations throughout the U.S.
- Multiple services.
- 200+ monthly invoices.
- 30+ different telecommunication network, equipment and services providers.

THE CHALLENGES OF COMPLEXITY

- Multiple service and support contacts made the management of existing services and the addition of new frustrating and business impacting.
- The outsourced monthly review and analysis of invoices was cumbersome, time consuming, and costly.

BCN FINDS SIMPLICITY IN COMPLEXITY

BCN listened closely to the challenges facing the customer. BCN engineers and project managers collaborated to identify current network infrastructure and future needs to create a cost-effective, integrated, single-source solution resulting in hard and soft cost savings.

- One source for nationwide broadband services, aggregating multiple wholesale providers.
- One consolidated, easy to read monthly invoice.
- One team for support and service.
- One sophisticated Customer Portal to view and manage service locations, products and services, orders, tickets and more.

> **"Working with BCN we knew immediately that we could help our client's team simplify a very complex collection of services, vendors, and monthly invoices."**
>
> **Mark Lawton, LivTech Founder**

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-con-figured, 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.

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.

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