Real Estate Investment Trust

BULLSEYE TELECOM

Situation:

A Michigan-based real estate investment trust that owns, operates or has an interest in manufactured housing and recreational vehicle communities with more than 400 locations nationwide, had multiple providers for voice and data across its properties and the company struggled with making sense of its inventory. Hundreds of disparate services and invoices created both inefficiencies and inaccuracies. It was difficult for them to even have a clear picture of what services were in place.

Solution:

Over the course of three years, BullsEye leveraged its expertise with multi-location business clients to help them improve their communication services in 204 locations, including:

- Auditing solutions and technologies across the company's numerous sites
- Establishing a multi-year implementation strategy to leverage new communications technology
- Serving as the aggregator for a diverse group of underlying providers
- Porting 100 POTS lines to BullsEye
- Managing migration of selected POTS lines to Hosted VoIP (357 current seats)
- Implementing 167 Broadband circuits
- Consolidating invoicing to improve processes and business efficiency

"With more than 400 locations across the U.S. it can be challenging, inefficient, and costly to manage multiple services and vendors. By consolidating our services with BullsEye we are able to better manage our inventory, become more responsive to our businesses and customers and improve internal practices. Our partnership will be critical to achieving our future communication goals."

– DIRECTOR OF NETWORK & SUPPORT SERVICES

Result:

BullsEye provided the client with high quality hardware and software as well as improved communications management by consolidating invoices and points of contact, containing costs, optimizing performance and streamlining processes.

- ✓ Reduced over 600 invoices to on single, consolidated invoice for all BullsEye-provided services saving hours of accounts payable time each month
- ✓ Centralized management of voice and data communications
- ✓ Optimized communication services and inventory across locations
- ✓ Managed transition to new services and solutions as needed
- ✓ Provided a single point of contact

Want to learn more? Contact us today.

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