Retail Vertical

Customer Success Story

International modern furnishings retailer saves 50% on its MPLS network.

CHALLENGE

An international modern furnishings retailer was spending a significant amount of money with a tier-one supplier on their MPLS network across their 30 stores. In fact, just about their entire infrastructure budget was being eaten up by the MPLS network. And, with the acquisition of a new brand, their footprint was expanding by another 20 locations that would need to be added to the network as brand installs.

SOLUTION

BCM One looked at all the locations' nodes and used its strong relationships and negotiating power in the market to source quotes from a range of providers to help the retailer compare costs. All the new quotes came in at a range that was about half of what the company was currently paying. They ultimately chose to go with a different tier-one provider which, while not the lowest cost option, provided the best value for both cost and reliability while keeping network speeds the same.

In addition to slashing the MPLS costs, BCM One leveraged its technical expertise and worked with the retailer to design a solution that met all their business requirements. The company had recently bought their own routers, so the solution ensured they would continue to use them to maintain that large investment. More importantly, the company needed to get the new locations onto the network within a short time-frame so they'd be online in advance of the holiday freeze and BCM One was able to commit to the requested deadline. The company/client took comfort in BCM One managing the installation of the entire network which was invaluable. Knowing they could trust BCM One to be hands-on and proactive and to provide a second set of eyes on performance freed up their staff to focus on other critical activities.

RESULT

BCM One was able to get the retailer a 50% reduction in MPLS costs. With that savings the company is now able to fund additional projects to improve its infrastructure, including a backup MPLS network, a primary Internet circuit, and a backup Internet circuit for all locations; Microsoft Office 365; and rolling out hosted voice across the board. Without reducing the footprint of the MPLS spend, they would have needed to approach these projects in a piecemeal fashion, but with the budget freed up, they can now get a complete solution.

Client:

Furnishings retailer

Number of sites:

50 stores

Solution:

- Private WAN/MPLS Connectivity

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