Executive Overview

BCM One is the leading provider for managed connectivity and enterprise voice solutions, globally. Our Pure IP Enterprise Voice solutions enable technology across multiple platforms, including Microsoft Teams, Cisco Webex, and Zoom, in more locations than other providers. We are an original launch partner for Microsoft Operator Connect and are trusted by millions daily to provide secure, resilient enterprise telephony.

For a complete technology solution, add BCM One Managed Connectivity to your deals. This ensures communication networks remain in optimal health. We aggregate connectivity needs into a single invoice and our expert team vigilantly monitors your network 24/7/365, ensuring continuous uptime.

Our niche is to leverage BCM One for enterprise voice and connectivity opportunities with multi-site locations across multiple countries.

Rely on BCM One for the following:

· Managed Connectivity

· Enterprise Voice for Microsoft Teams, Cisco Webex and Zoom

· PSTN connectivity in 50 countries

· Managed SIP Trunking

Product & Service Offerings

Application Subscriptions (Productivity Platform)

- **Billed Professional Services**
  - Cloud voice readiness
  - DMARC Extensions
  - Cloud voice migration service
  - Network assessment
  - Network onsite/remote installation
  - Planning
  - SD-WAN onsite installation
  - Structured cabling
  - Teams phone system configuration
  - Technology optimization
  - UCaaS on-site installation

- **Security**
  - Continuous Risk
  - Scanning Managed
  - Firewall Managed
  - SIEM
  - Managed EDR/MDR/ XDR

Cloud Communication Services:

Conferencing

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    - Standalone services available
    - Operated assisted service available
    - Conference room solutions available
- Toll free & International toll free numbers
- Cloud Connected PSTN
    - Microsoft Teams
    - Cisco Webex
    - Zoom
- UCaaS-Unified communications as a service
- Hosted voice
- Call center
- Analytics
- SMS
- Contact center
- Integrations:
    - Microsoft Teams
    - Cisco Webex
    - Zoom
    - Outlook
    - Contact center
    - CRM:
        - Dynamics
        - Salesforce
        - Hubspot
        - Google contacts
        - IBM Note
        - 200 + others
        - Custom integration available

Managed Hardware:

- Access
- Points
- Routers
- Switches
- SBCs

Managed Network Services:

- Active Monitoring and Remediation
- NOCaaS – Network Operations Center as a Service

SD-WAN:

- Versa
- Meraki

Technology Optimization Services:
- Technology Expense Management
- Wireless Expense Management
- Cloud

Traditional Voice Services:
- 50+ global locations for PSTN replacement
- Invoicing in 7 currencies
- SIP Trunking
  - Over-The-Top Services Available
  - Managed SIP (mSIP)
  - PRI Replacement
  - Direct Routing to MS Teams
  - Private Connectivity Services
- Toll-Free Numbers

WAN Connectivity Solutions:
- Cellular Based Wireless - 4G/5G (ATT/T-Mobile/ VZW)
- Unlimited/Metered
- Fixed Wireless
- Dedicated Cloud On-Ramp
- ELAN
- EVPL
- MPLS
- Point to Point
- SD-WAN
- VPLS
- VPN
- Wavelengths

Managed Connectivity:
- Proactive Monitoring/Remediation
- Automatic Client Notification – Ticket Creation and Escalation
- 24x7x365 Multi-Tiered, Geographically Diverse NOC's
- Network Device Procurement, Configuration Management &
- Break/Fix Optional Support for Existing Circuits & Devices
- VitalView Portal Access

Sales Engineer Take On Best Fit

SIP Trunking for both domestic and global with their PureIP acquisition. Domestically, think Call Centers, Police, Fire, Municipalities along with school systems, higher education and healthcare. They are the best of the best when it comes to SIP Trunking.

Chip Hoisington

Vice President of Engineering: Connectivity, Colo & Wireless

Key Features & Differentiators

- Global voice leader for SIP integrated with TEAMS, Webex, and Zoom with Pure IP
- Services such as 3rd party network performance monitoring, TEM and global dispatch and install support for network transformation projects
- Certified PRI replacement and award-winning mSIP client management portalfor high-end voice services
- Global managed connectivity footprint and professional network transformation services to assist in client migrations
- Patented dual DID resiliency with the Hypernetwork offering for high availability voice services

Top Industries Served

- Healthcare
- Government
- Utilities
- Education

Ideal Customer Profile

- Looking for top tech, white glove service
- Multiple sites, solution diversity required
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- Small IT/telephony staff with large tech footprint
- Domestic or global need for voice/data

Qualifying & Technical Questions

- Are you considering a migration to Teams, Webex, or Zoom?
- Do you have international voice or data needs?
- Are you happy with the service and features of your current voice or data solution provides?
- Are you faced with the challenges of normalizing technologies after mergers and acquisitions?
- Do you have multiple voice or data platforms or providers/invoices?