Executive Overview

Based on the portfolios of 100's of underlying carriers, BCN design and deploys entire customized solutions that include BCN Cloud Voice, POTS Replacement, SD-WAN, Traditional Connectivity, Security, Managed Equipment, Network Monitoring & More.

Think of BCN for multi-location, multi-carrier, multi-service opportunities in key verticals including Retail, Hospitality, Healthcare, Manufacturing and more. Whether your customer has a single site or thousands of sites, you can count on BCN to carefully craft a solution that consolidates services, carriers, and invoices while adding value with newer technologies and services.

BCN is agile and flexible. Each customer is treated uniquely where it's from the standpoint of the solution itself, specific project management processes, or custom billing requirements.

BCN is 100% channel drive; no direct salesforce means no channel conflict.

Product & Service Offerings

- SD-WAN
- Cloud Voice
- SIP/SIP PRI
- DIA
- Cable Internet
- DSL Ethernet & EOC
- Cloud-based Fax
- Unlimited 5G Wireless Business Internet, 4G Wireless Backup, Fixed, Satellite
- POTS
- POTS Replacement
- Managed Solutions
- Network Monitoring
- Perimeter Security
- DDoS Protection
- Traditional Voice
- Professional Field Services

Sales Engineer Take On Best Fit

67 NPS Score. Excellent for domestic WANS, SD-WAN and POTS Replacement. Long Tenure for employees. Channel only and Trusted

Advisors love them.

Chip Hoisington

Vice President of Engineering: Connectivity, Colo & Wireless

Key Features & Differentiators

DEPTH/BREADTH

- 100's of Underlying Carrier Options / Robust Product/Solution Portfolio including a Broadband Service offering with nationwide coverage in all the primary MSAs and major business corridors across the country, many secondary markets as well as some tertiary areas in certain regions. The coverage area includes service availability in all the major and secondary CableCo territories as well as all RBOC and major ILEC network footprints.

TRANSPARENCY/EFFICIENCY

- With no network facilities to push and no commitments on carrier contracts, BCN delivers total transparency within every solution.

- BCN is electronically bonded with ALL our wholesale network partners ensuring timely and accurate processing from pricing and ordering to provisioning, repair, and billing.

FOCUS

- 100% Channel / NO Channel Conflict

- 100% Business

- Mid-Market to Enterprise

- Multi-Location

- Multi-Service

- Multi-Invoices

Top Industries Served

- Real Estate
- Healthcare
- Hospitality (Hotels, Food, Beverage)
- Retail & Consumer Products / eCommerce

Ideal Customer Profile

- Multi-Location
- Wide Geographic Footprint
- Multiple products / Multiple Carriers
- Many Invoices

- Experiencing AR Payment Cycle Challenges
- Having Difficulty Auditing and Approving Invoices
- Retail, Hospitality, Healthcare, Manufacturing, Real Estate, Education, Wholesale Distribution & More

Qualifying & Technical Questions

1. Do you have multiple locations, carriers, and services?
2. Will consolidation of services and multiple monthly invoices bring value to your business in the form of hard and soft cost savings and a single point of contact?
3. Is it important to work with a provider who is truly carrier agnostic and fully transparent?
4. Will a complimentary, comprehensive, and detailed audit help you truly understand the scope of your infrastructure and make informed decisions about your options, while identifying opportunities to utilize the latest technology?
5. Would a single portal to view all services at all locations, manage and pay invoices, and generate custom reports improve the efficiency of your team?
6. Do you need an SD-WAN solution that fully supports the Static IP requirements of your web server, email server, hosted phone system etc.?

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