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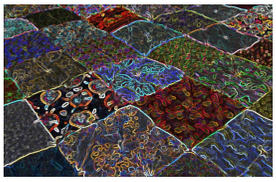

Finding Opportunity in a Grandmother's Blanket of Technology Infrastructure

"What exactly is a 'grandmother's blanket of technology infrastructure" and how do you help your customer get out from under it?"

As a technology adviser, you see it all the time. Your customer or prospect has pieced together multiple services from multiple carriers, multiple monthly invoices and multiple points of contact for service and support. And that's just at one location. Now multiply that by five, ten, fifty, one hundred, or even thousands of locations.

You may have entered the opportunity to help solve one need, but as that blanket slowly unfolds you realize that you are in a position to offer them answers to questions they may not even know they have.

They didn't get there overnight. Location by location, carrier by carrier, service by service, another 'square' was sewn together. Each time, the complexity of your prospect or customer's overall infrastructure grew but they were either too busy to notice or just continued to apply more and more resources to manage it.

Perhaps most importantly, they had not yet found a trusted adviser who could see the whole 'blanket', take an objective look at what they had woven together and say I know where you are and I know how to get you to where you need to be.

"You are that trusted adviser. You know from experience that this 'grandmother's blanket of infrastructure' is most likely increasing the potential to overspend for services, under-utilize the latest technology and perhaps even stalling the growth of their organization. Costs are up. Productivity and efficiency are down."

But who do you turn to when you need support unraveling what's in place?

You need to align with a team that's seen this complexity before and is skilled at breaking it down piece by piece, auditing and analyzing services and invoices, with the insight to deliver tangible options to the conceptual need to 'simplify'.

BCN has been working exclusively through partners like you to help customers find simplicity in complexity for 26+ years. We're doing it today for thousands of business customers.

So help your customer throw off that "grandmother's blanket of infrastructure" and get back to their business. With BCN complex never means complicated.

WE ARE BCN

A single source provider helping business customers find simplicity in complex multi-location, multi-network technology 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 U.S.-based support.

OUR LEGACY

26 years of experience and thousands of business customers.

WITH BCN COMPLEX NEVER MEANS COMPLICATED

A single source solutions provider helping business customers find simplicity in complex multi-location, multi-service, multi-network technology deployments. Our expert teams deliver solutions crafted from the best-in-class portfolios of more than 75 unique wholesale network partners. BCN offers traditional and cloud-based voice, a variety of internet access and wireless options, SD-WAN, Managed Equipment, Network Monitoring, Security, and more. In addition, BCN provides customers with one monthly invoice for all services and a state-of-the-art portal to manage their BCN business. BCN is recognized for an overall ease of doing business, the accessibility and responsiveness of the entire team, and our superior service and support.

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