



## Food and Beverage Company Gains a Dedicated Team to Reduce IT Burden

### CHALLENGE

One of the nation's largest food and beverage service providers needed to upgrade its connectivity infrastructure. With 18 locations across multiple states, including branch offices and distribution centers, coordinating all the different service providers to make that happen would have consumed their small IT team, so they wanted a partner who could be their single point of contact.

### SOLUTION

Every location required new fiber or broadband Internet services with different access technologies from different providers, and the company chose BCM One to design, deploy, and manage the technology re-vamp strategy. But there were still other non-core areas that were taking the company's IT resources away from key initiatives, notably Microsoft licensing, provisioning, and management. As a Managed Microsoft Gold Partner, BCM One could not only manage their 600 Office 365 E3 licenses, but would give the company the flexibility to scale up or down as needed on a monthly basis rather than being locked into a yearly contract, and could provide discounts that otherwise wouldn't be available without an enterprise agreement.

### RESULTS

The client has built a trusted relationship with BCM One as its valued technology partner. They have one consistent team who understands their business and handles all project management, account management, support and billing, freeing up the IT team to focus on core activities.

### BCM One provides a one-stop-shop for:

- Fiber and broadband Internet connectivity
- Microsoft Office 365