



Case Study

Manufacturing Vertical

BCM One helps manufacturer roll out reliable connectivity smoothly and cost-effectively.

Requirements

This manufacturer, one of the largest flour mills in the US with more than 50 locations, had an existing MPLS network with a non-US-based provider. Backup internet connections were one-off implementations per site, and not even at every site. They needed a cohesive solution to provide reliable connectivity. But, with big manufacturing facilities that had high energy and lighting costs, they wanted to save as much as possible on their connectivity solution. They had already selected a partner to move from MPLS to a dual-ISP SD-WAN, but with 50 sites and hundreds of circuits, they needed a partner for all their internet connections. And they wanted to take the responsibility for remediation of those services off their small internal team.

Solution

BCM One designed a plan for primary circuit connectivity with diverse backup internet for each site across all the company's sites. We were able to source almost 100% of the services under BCM One, and even the few we couldn't are being billed using our billing platform. This gives the client the single point of contact they were looking for across the board: for pre-sales sourcing, design, project management, billing, and ongoing customer service.

Result

Because many of their sites are in remote locations, the risk of running into facilities and buildout roadblocks is high. One of the reasons the company selected BCM One is our business model that enables us in the face of an issue to deliver a solution immediately and pivot to use different underlying technologies when necessary. For example, when one provider did a site survey and said they'd need a \$50,000 buildout, we were able to bring an instant alternative solution to the client. This happened multiple times throughout the rollout with different providers, and BCM One was able to keep the project on track and the budget in check.

The top goal for this initiative was to save money—which the solution was able to do, shaving more than 20% off their costs—while improving efficiency. In fact, they were able to recoup their investment within six months. The new solution supports their SD-WAN initiative and helps them optimize transfer of data and voice between locations. And because BCM One provides one point of contact for all Internet connectivity, their team didn't have to spend time on the phone managing carriers and could focus instead on internal business initiatives.

Client:

- › Flour mill

Number of sites:

- › 50 locations across the US

Solution:

- › SD-WAN