

## Scenarios of why you would benefit from working with BCM One.



You have multiple locations with geographical diversity  
You need a single provider to manage all locations

You're in a transformation process internally or undergoing technology infrastructure changes  
You need a provider who can design a flexible solution

You're seeking a technology partner not just a vendor  
You value expertise and knowledge, not just price

You have some service provider fatigue  
You're looking for a new perspective

BCM One is uniquely qualified to deliver a quality experience across all four phases of a Technology lifecycle – PLAN, DESIGN, DEPLOY AND MANAGE.

### BCM One vs. Product/Service Providers

- BCM One offers superior service to its clients through its tailored solution mix and personalized, on-demand support
- Major telecommunications providers are consistently ranked poorly in terms of their customer satisfaction and service
- BCM One offers diversity across geographies through different suppliers that we have relationships with

### BCM One vs. Aggregators

- BCM One's engineering talent is superior to that of a typical aggregator that just performs bill consolidation for clients
- BCM One will out-execute typical aggregators in the Plan and Design aspect of the upfront work and will provide superior Day 2 support services once deployed

### BCM One vs. MSPs

- BCM One's deployment services are superior to those in an MSP
- As a carrier itself, BCM One can deliver this service in-house, but unlike a typical MSP, can also escalate into the underlying providers to resolve at the source
- BCM One can provide a lower cost of service by providing a holistic package including the underlying connectivity