

## Case Study

### Real Estate Vertical

## BCM One helps a public storage company get—and stay—connected across the country.

### Challenge

This company owns 50+ self-storage facilities around the country. And while they didn't have complex connectivity needs, their security systems did have certain bandwidth requirements. They had multiple carriers that were a headache to manage, so they wanted to consolidate. The initiative was led by the company's CFO, who had been through similar rollouts before and was hoping to also find some cost savings. The challenge they faced is that many locations are in industrial or even rural areas where connectivity can be sparse.

### Solution

The company chose BCM One because they were confident in our ability to source connectivity across all sites, despite the challenges facing many locations. We developed a solution that started with cable as the primary option, then in cases where that wasn't available, we were able to quickly pivot to alternative solutions, such as shared fiber.

Given the unique nature of their footprint, BCM One created a custom rollout blueprint based on our best practices for non-dedicated bandwidth for a multi-site, geographically diverse organization. This project management plan grouped 10-12 locations for each phase, allowing their small IT staff to roll out methodically within a geographic area—something that would simply have been impossible had they worked directly with the carriers, who schedule work based on their own availability.

BCM One also provides proactive monitoring for the company. In the event of an outage, which will be immediately detected from our 24x7x365 NOC, we work with the carriers to restore service.

### Benefits

With just two IT staffers on board, the company had little technical expertise in house. The dedicated BCM One project manager was critical to the success of the initiative, keeping them informed and the project moving forward every step of the way. Their haphazard collection of cheap, unmanaged services was consolidated into a best-fit solution that's all managed through a single point of contact with ongoing support dedicated to their success. And with BCM One's proactive monitor/notify/restore service, they've got a full network monitoring team keeping their sites connected. While they didn't ultimately reduce their overall hard costs, they gained a tremendous amount of value from the new solution—including peace of mind, as well as reduced burden on their IT team freeing them up to focus on other activities. That's something any CFO can be happy with.

### Client:

- › Public Storage Company

### Number of sites:

- › 50+ locations across the US

### Solution:

- › Local and Nationwide Connectivity
- › Proactive monitoring, management, and remediation