



Case Study

Healthcare Vertical

BCM One delivers diverse and redundant managed connectivity and voice for a new hospital build.

Challenge

A healthcare system in the southeastern U.S. was building a new hospital. This included adding new data and voice circuits along with needed services. Carrier diversity and redundancy were critical to meet their high availability requirements. They needed failover both at the new hospital as well as with the healthcare system's existing data center. And they had a fairly aggressive timeline to get everything up and running in time for the hospital's open date.

Solution

BCM One designed a complete solution with its Managed Connectivity and Managed SIP (mSIP) offerings. We provided carrier diversity using a pre-existing connection to the data center as Internet backup to the voice circuit we delivered. Three session border controllers (SBCs) were installed—two at the hospital to failover to each other, and one in the data center for failover between the hospital and the data center. The solution included 300 dynamically allocated SIP trunks and 10,000 DIDs. Not only was this all offered at a competitive price point, but everything—circuit management, SIP management, carrier management—was all bundled into one bill, which was a huge selling point for the hospital.

Benefits

The hospital's dedicated BCM One project management team worked with them to design a solution to meet all of their volume and high availability requirements, and to develop a plan to get it implemented on time for the grand opening. That team will continue to be their partner on an ongoing basis to ensure that the infrastructure continues to meet the hospital's needs over time. And with a single point of contact and just one monthly bill, the hospital's IT staff can spend less time on telecommunications and more time on other activities.

Client:

- › Hospital

Sites:

- › One site with 300 SIP trunks and 10,000 DIDs

Solution:

- › Managed Connectivity
- › Managed SIP (mSIP)