



OVERVIEW

At BCN, we offer complimentary side-by-side audits for qualified opportunities

BCN's Major Account Group Focuses on the Customer Experience
White glove, concierge-level service delivered by a Major Accounts Advocate plays a vital role in the BCN Customer Experience. Supporting key Customers with direct access to these special resources allows us to quickly and knowledgeably respond to a wide range of customer inquiries, from billing and MACD activity to care and repair. This additional point of escalation can make all the difference for your Customer and for you.

Find out more about how your Customers might benefit from BCN Major Accounts white glove service.

Contact your BCN Sales Director or email us at Simplicity@bcntele.com



KEY FEATURE AND DIFFERENTIATORS

WE DELIVER A TOTAL SOLUTION.

BCN is more than an aggregator. Our expert teams design and deploy entire customer solutions from POTS, PRI and Broadband to SD-WAN, 4G Wireless Back-up, and full Managed Equipment, Monitoring Security and more.

WE SAY NO TO CHANNEL CONFLICT.



LOCATIONS

Morristown, NJ

Headquarters:
1200 Mt Kemble Ave Suite 310
Morristown, NJ 07960
888.866.7266

Network Operations Center:
1001 Yamato Rd 4th Floor
Boca Raton, FL 33431
888.866.7266

SALES OFFICES
California/Florida/Illinois/Maine/Massachusetts/New
York/Pennsylvania/Texas/Washington/West Virginia/Wisconsin



SERVICE OFFERINGS

TELECOM

BCN can design and deploy entire customer solutions from POTS, PRI and Broadband, to SD-WAN, 4G Wireless Back-up, and full Managed Equipment and Monitoring services. Our sweet spot is multi-location, multi-service, multi-carrier opportunities in key verticals including Retail, Hospitality, Healthcare, Manufacturing and more!

DATA

BCN is and always has been 100% Channel-focused and has no direct sales force. Our partner strategy is our business strategy.

WE HAVE A U.S. BASED OPS TEAM.

BCN provisioning, repair, billing & support is based in our Ops Center in Boca Raton, FL. With an average BCN tenure of 10+ years, these teams thrive on diving deep into the details of every deal to get it right.

ONE PROVIDER

A single-source for custom-configured solutions

ONE BILL

All services at all locations on one monthly invoice

ONE TEAM

Single point of contact for 24/7/365 U.S.-based support

ONE EXPERIENCE

26 years of commitment to an excellent experience

DATA & NETWORKING

Simplifying today's data and networking requirements aggregated into a single solution and consolidated onto one monthly invoice

Data & Networking

Wireless 4G LTE

VPN

SD-WAN

Point-to-Point Private Lines

MPLS

Internet Access

Dedicated Internet Access (DIA)

SDWAN

BCN SD-WAN SOLUTIONS BCN offers both VeloCloud® and Cisco-Meraki SD-WAN solutions to allow customers to select the best solution to address their specific requirements.



IDEAL CUSTOMER PROFILE

Businesses with a lot of different locations or a lot of different services in one location. Our sweet spot is multi-location, multi-service, multi-carrier opportunities in key verticals including Retail, Hospitality, Healthcare, Manufacturing and more!



CUSTOMER TESTIMONIALS

"Working with BCN we knew immediately that we could help our client's team simplify a very complex collection of services, vendors, and monthly invoices."



QUALIFYING QUESTIONS

1. Do you have multiple locations, carriers, and services?
2. Will consolidation of multiple services and multiple monthly invoices, along with one single point of contact, bring value to your business?
3. Is it important to work with a provider who is truly carrier agnostic and fully transparent?
4. Will a complimentary, comprehensive, and detailed audit of your technology services help you understand the scope of your infrastructure?
5. Would a single portal to view all services at all locations, manage and pay invoices, and generate custom reports improve the efficiency of your team?
6. Do you need an SD-WAN solution that fully supports the Static IP requirements of your web server, email server, hosted phone system etc.?