



# A Focus on Customer Experience Brings this Finance & Banking Customer to BCN



## BCN IN FINANCE & BANKING

*It's no secret that network and data security is the top priority of today's financial institutions. BCN can connect financial institutions to the latest in network innovation, advanced security, flexible technology, and network reliability and redundancy through the power of the cloud.*

*Yet our comprehensive network technology solutions can do more than stop threats – we create a seamless financial ecosystem designed for visibility, connectivity, and team collaboration.*

## THE BCN SOLUTION

- Broadband Internet
- Dedicated Internet
- Private Line Circuits (Point-to-Point)
- POTS (Analog Voice Service)

## Personalized Solutions Make for Long Term Clients

This regional Finance and Banking customer with over 20 locations prides itself in personalizing solutions to meet the needs of their customers and strives to build long term relationships often lasting for generations. They've been doing it successfully for decades.

When they came to BCN this customer was managing multiple telecommunication network providers and points of contact – time better spent focused on their customers and their business. They wanted one technology provider with the ability to consolidate their current Internet Services for all branch locations with connectivity back to their primary data center and ensure ongoing business operations through network redundancy. They also wanted a team that could guide them toward emerging technologies to fuel future growth and enable their teams to continue to deliver the experience their customers depend on.

BCN created a customized technology solution for this customer by listening closely and engaging deeply to fully understand their current environment and their goals. Our expertise in crafting solutions that include traditional and advanced technologies meant we could address all of their needs - from traditional voice to diverse forms of Internet connectivity. As a result, their BCN solution not only increased bandwidth at each location and provided the redundancy they sought, it did so at a reduced cost. Moreover, the operational efficiencies of working with just one provider, with one point of contact for service and support, and one customized monthly invoice means more time spent focused on their customers and not their technology infrastructure.

## WE ARE BCN

A communication technology solutions provider with the flexibility and experience to address every need uniquely. Creating tailored solutions based on the portfolios of 75+ wholesale network & technology partners.



**SINGLE PROVIDER**  
A single-source for custom-configured solutions.



**UNIFIED BILLING**  
All services at all locations on one monthly invoice.



**CUSTOMER CARE**  
Single point of contact for U.S. - based support.



**OUR LEGACY**  
Decades of experience and thousands of business customers.