



A Major REIT makes the move from TDM Copper POTS Lines to a BCN IP Voice Solution



BCN IN REAL ESTATE

In the ever-evolving real estate industry, staying ahead of the curve is essential for success. At BCN, we empower these organizations with cutting-edge network technology solutions that go beyond traditional infrastructure. Our solutions are designed to enhance property management, streamline operations, and improve client interactions through the power of the cloud.

Whether you're managing residential, commercial, or industrial properties, BCN's network technology solutions can help you optimize your operations, enhance tenant experiences, and stay competitive in the dynamic real estate market. From secure data management to efficient communication channels, we are your trusted partner in building a future-ready real estate business.

THE BCN SOLUTION

- BCN IP Voice Solution (POTS Replacement)

Overview

A publicly traded real estate investment trust (REIT) and one of the largest owners, managers, and developers of office properties in the United States sought an innovative solution to modernize their telecommunications infrastructure. With a primary focus on urban markets, the company faced escalating challenges with their traditional copper POTS lines.

The Challenge

The customer managed a network of 150+ locations across key metropolitan areas. With such an extensive portfolio and a significant portion of their infrastructure made up of copper POTS lines, the company grappled with several issues:

- **Increasing Costs:** The ongoing rise in costs imposed by underlying providers for maintaining traditional copper lines.
- **Decommissioning of Copper Lines:** The gradual phase-out of copper infrastructure, necessitating a transition to a more modern solution.
- **Reliability:** Frequent disruptions and service assurance issues due to the reliability of the current POTS lines.

The Solution

BCN, recognizing the critical needs of the customer, introduced a comprehensive solution to transition their traditional POTS lines to a BCN's POTS over LTE solution. BCN's POTS over LTE Solution is a fully monitored and managed system designed to connect critical communication devices such as fire alarms, emergency systems, fax machines, elevators, and voice lines to ensure regulatory and compliance requirements are met.

This forward-thinking approach provided numerous benefits:

- **Cost Savings:** By switching to POTS Over LTE, BCN projected significant cost savings in monthly recurring costs.
- **Future Proofing:** Because of the dynamic enclosure that is at the heart of the BCN solution, the customer's telecommunications infrastructure will be robust, scalable, and easily aligned with future technological advancements.
- **Enhanced Reliability:** LTE technology offers a more reliable and stable connection compared to aging copper lines.

The Implementation

- **A Phased Approach:** The BCN Project On-boarding team worked closely with the customer to develop a phased approach to implementation which focused on those sites where cost savings would be most quickly realized.
- **White Glove Installation:** This premium service features a customized post-installation report with comprehensive information about the installation process. Photographs of the installation, along with a clear view of successful test calls affirm the reliability and effectiveness of BCN's POTS Over LTE solution.

The Result

- Cost reductions of up to 20% and improvement in budget management.
- Reduction in Service Assurance issues and increased reliability.
- A scalable, future-proof telecommunications infrastructure allowing the customer to expand and adapt to changing needs.

DISCOVER HOW BCN CAN TRANSFORM YOUR CUSTOMERS' TECHNOLOGY INFRASTRUCTURE.

Contact your BCN Sales Director or email Simplicity@bcntele.com for more details.

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 100's of 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.