

Situation:

After a demonstration of BullsEye's capabilities, a multi-national conglomerate with a focus on industrial engineering and steel production, tapped the company in January 2019 to consolidate its communications services at locations across the country.

Solution:

After impressing the company with process, procedures and capabilities, BullsEye developed a program that would highlight those elements and address the client's requirements. The program includes:

- Migrate nearly 500 POTS lines
- Audit solutions and technologies across the company's numerous sites to define current inventory
- Implement consistent equipment and reporting across 167 locations
- Deliver consolidated billing
- Provide a dedicated team with client knowledge to address needs/requests as needed

"In a short amount of time, we've been able to accomplish a lot, the most important being building a solid and collaborative relationship. We told them what we would do, and we did it. It sounds simple, but not all companies deliver as promised. At BullsEye, there's nothing more important!"

– JUSTIN JOHNSON
ACCOUNT MANAGER,
BULLSEYE TELECOM

Result:

As work began and expected challenges surfaced, BullsEye collaborated with the client's IT department to develop and implement solutions. As a result, the company has the communications services partner they desired and are looking to migrate additional types of service lines to BullsEye.

- ✓ Migrated 387 lines in four months
- ✓ Investigated and consolidated inventory to only include actual, viable lines
- ✓ Decreased costs by eliminating disconnected/unused lines
- ✓ Consolidated monthly invoice showing all services and locations in U.S. and Canada in one bill
- ✓ Provided convenience of single-source, responsive client service