

Situation:

A national leasing and managing company with a portfolio of luxury properties, that has locations across the country and regional managers responsible for their property's budgets, needed a communications solution that was two-fold – upgrade technology and equipment, and provide a cost savings across the business. The company seeks to provide residents with exceptionally well-managed apartment homes.

Solution:

After looking at the company's current system and collaborating with their contacts on needs at the regional/property and corporate level, BullsEye developed a program to address current requirements and set the stage for future upgrades. The program includes:

- Access to familiar/previously used qualified technicians at various locations
- Transition from POTS to VoIP
- More than 100 locations using VoIP
- Estimated 30% cost savings
- Consolidated billing
- Upgraded equipment

“Being able to come in and act as their internal IT department is a tremendous benefit for us to be proactive in addressing needs and issues. But it also benefits the client – they have a trusted, reputable partner managing their critical communications services across all locations.”

–MARK GALFANO
CLIENT RELATIONSHIP MANAGER,
BULLSEYE TELECOM

Result:

Recognizing the need for a trusted entity to act as internal IT department to address needs and provide support, BullsEye has filled that role for the client. As a result, broadband options are being investigated and BullsEye is looking into various IoT elements and solutions at various properties.

- ✓ Upgraded services from POTS lines to VoIP
- ✓ Consolidated monthly invoice showing all services and locations in one bill
- ✓ Achieved cost savings at corporate and regional level of approximately 30%
- ✓ Provided convenience of single-source, responsive client service (account and technical)
- ✓ Established a collaborative, proactive partnership for delivering communications solutions