

Property & Casualty Insurance Company



Paul Bockstanz
Account Manager
BullsEye

“This company had a variety of communications needs and they wanted a partner who understood and worked to meet those needs. After working with them for several years, we earned their trust and now provide the technology solutions that do what they need them to do.”



SITUATION

The world's largest publicly traded property and casualty insurance company wanted to eliminate multiple monthly bills and secure a dedicated service team with its communications providers. Working with an agent familiar with BullsEye and its capabilities, the company enlisted BullsEye for voice and data.

SOLUTION

Understanding the client's frustrations, BullsEye created a program that delivered the technology and customer service needed in a communications partner. The program included:

- Migrate 406 POTS lines
- Implement consistent equipment, reporting, and costs across 154 locations
- Consolidate the company's billing

RESULTS

Satisfied with BullsEye's deliverables, the client added lines and additional products with BullsEye throughout the years, including upgrades. This provided the client the technology needed at various individual locations and the dedicated service team they were lacking with their previous supplier.

- Increased locations with BullsEye services to 221 Added VoIP and WiFi services to nearly 50 locations Provided upgraded equipment
- Increased BullsEye managed POTS lines to 579 Provided product packages scaled to individual location needs
- Streamlined payment process by consolidating multiple invoices to one monthly invoice
- Provided the convenience of single-source, responsive client service
- Established a long-term partnership that has evolved as the client's communications needs changed