

Plastics Distributor



CIO

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“As a company, we had established a set of communications goals that included streamlining our network, reducing the cost structure and increasing bandwidth across our U.S. locations. Working together with BullsEye, we have been able to achieve these goals as well as benefit in a number of other ways to improve our overall business.”



SITUATION

The largest independent distributor of plastics in North America experienced significant growth and acquired new locations across the country - each with different communication configurations. This resulted in inefficiencies in the network, hundreds of invoices and inconsistencies in services and quality. They had a goal of reducing the number of vendors they interacted with, increasing bandwidth a minimum of 10x and shrinking their cost structure by 50% all while improving communication across the organization. The company has over 40 locations and >550 employees.

SOLUTION

BullsEye leveraged its expertise in multi-location telecommunications solutions to partner with the client in achieving their goals across all U.S. facilities, including:

- Providing broadband (32 lines) and IP-PRI (36) with 195 call paths
- Implementing an enterprise-wide infrastructure to manage all company locations
- Consolidating communication vendors and invoicing to improve processes and business efficiency

RESULTS

BullsEye provided the client with high quality hardware and software as well as improved telecom management through: consolidating invoices and points of contact, cost efficiencies, optimizing performance and streamlining processes.

- Increased bandwidth by a minimum of 10x
- Achieved cost savings of approximately 50% company-wide
- Consolidated monthly invoices for multiple locations from many to one
- Streamlined bill paying process reducing the time spent by more than 80%
- Centralized management of voice and data communications
- Improved reliability and service to all company locations enabling a better experience for employees and customers