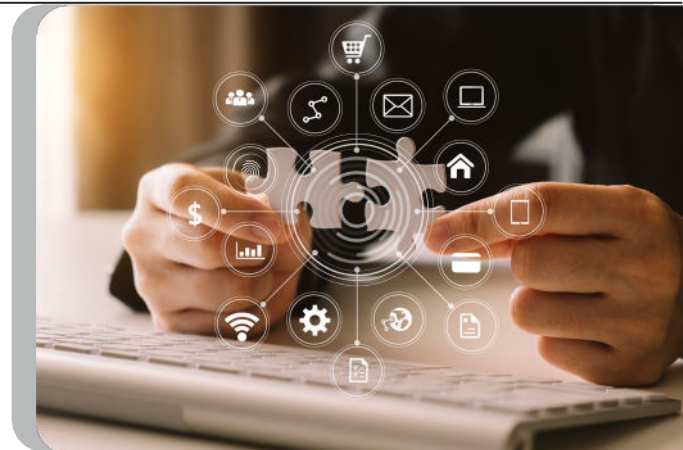


Situation:

One of the largest independent banks headquartered in Southern California and focused on the U.S. Greater China markets has more than 130 locations worldwide, including California, Georgia, Massachusetts, Nevada, New York, Texas, Washington, Hong Kong, Shanghai, Shantou and Shenzhen was looking to consolidate communications providers and have a more streamlined customer service experience.



Solution:

BullsEye developed a program that managed the company's POTS lines at a cost savings and a dedicated, easy-to-reach support team. The program includes:

- ▶ Migrate 540 POTS lines
- ▶ Establish dedicated account team with direct, immediate access
- ▶ Consolidate the company's billing
- ▶ Provide flat rate to decrease monthly costs

Every company is looking to cut costs, so when a better offer comes along, many immediately make the switch. The fact that this client valued our team and service enough to initiate discussions about meeting a competitive offer is a testament to BullsEye and the relationship we have with them.

MARTHA FRUEHWALD
ACCOUNT MANAGER II,
BULLSEYE TELECOM

Result:

Happy with BullsEye's deliverables and a solid, trusting relationship with the account team, the client approached BullsEye with a request to meet pricing offered by a competitor. BullsEye was able to provide them with a reduced flat rate, prompting the client to renew its contract.

- ▶ Monthly cost savings of approximately \$10,000
- ▶ Streamlined payment process by consolidating multiple invoices to one monthly invoice
- ▶ Provided convenience of single-source, responsive client service

Want to learn more? Contact us today.

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