

## OneTier Managed Solutions

As a channel partner and technology advisor you're often independently working on various deals. You're faced with reselling technology solutions working with different providers to quote and contract services, and then managing the installations on an ongoing basis, which can be a real headache. What if you could deliver full-service capabilities to your clients while streamlining your own operations and earning competitive commissions? You can, with OneTier™ Managed Solutions from BCM One.

### OneTier Managed Solutions from BCM One

OneTier is a wholesale managed solution offering from BCM One that enables you, a BCM One channel partner, to provide a comprehensive one-stop solution to your clients, that goes well beyond sourcing. We'll design and deploy the solution, and then we'll manage it on an ongoing basis, providing day-2 support from our 24x7 NOC. OneTier even simplifies billing; providing one, easy-to-read invoice every month.

All of the top carriers are available in OneTier, including Verizon, AT&T, CenturyLink, Comcast, Spectrum, and 20+ other suppliers. In addition, there are a wide variety of products included—Hosted Voice/Unified Communications, SD-WAN, cloud, Office 365, security, contact center, technology expense optimization and more—so we can build a solution to meet any client requirements.

### Benefits of Reselling OneTier

- **Provide your clients with a multi-vendor solution that's managed and billed as one platform.** This enables you to provide a hybrid solution to meet all technical and budgetary requirements for the clients, while maintaining a streamlined approach to billing. You only get one bill from BCM One as opposed to multiple bills from multiple carriers/technology suppliers.
- **Higher margins and more control of the solution to the end user with a single provider to go to with any requests or questions.** Make a larger profit while maintaining more control of the solutions you provide to your clients since you are working with one company with a nimble approach -- BCM One -- instead of relying on multiple larger suppliers.
- **"Evergreen" payment model—we'll continue to pay commissions as long as the client is active and the partner is in good standing.** Rely on a partner with financial stability and integrity like BCM One with 27+ years of expertise in the telecom industry.
- **No protected accounts—you may resell OneTier to your clients without restrictions.** Unlike some carriers, there are no protected accounts. In addition, you get the support of our channel sales team for co-selling.

### How to Get Started

Contact your BCM One Channel Sales Manager with the client name, list of service locations, and a brief overview of the opportunity.

### Provide your clients with a comprehensive, one-stop solution

One of our partners had a yacht and cruising events company client with multiple sites around the country who needed diverse connectivity, including some challenging locations to reach. Through OneTier, the reseller not only met the client's needs, but was able to do so in a highly efficient manner saving them valuable time.

By working with a single company -- BCM One -- that is experienced and established with long-term technology partner relationships with a nationwide footprint, combined with a nimble approach to doing business, the reseller was able to shine in a challenging situation they faced. The best part is, the reseller can rest easy knowing that one trusted company, BCM One, is managing the aggregated solution vs. multiple carriers post-sale.