



Balfour Beatty serves its clients coast to coast with four divisions and nine regionally focused offices. Formerly Centex Construction, Balfour Beatty Construction US provides commercial construction services to public and private sector clients throughout the United States. The company has been an industry leader for more than 70 years.

SUCCESS STORY:

Balfour Beatty

Reducing Wireless Expenses by Utilizing a Customized Extranet Site

The Customer

Headquartered in Dallas, Texas, Balfour Beatty is a world-class engineering, construction, services, and investment business. The company creates and cares for essential assets, such as hospitals, schools, roads, railways, utilities, and other major structures. Balfour Beatty's aim is to deliver reliable, responsible long-term growth.

The Challenge

Although two-way radios had been used by the company in the past, Balfour Beatty found the iDEN smart phone platform to be the most useful. With iDEN, push-to-talk Nextel users could communicate with BlackBerry smart phone users with complete interoperability. This led to an opportunity to enable a greater number of Balfour Beatty employees to talk to more subcontractors at more construction sites. Also, wireless access to e-mail, corporate data, Internet, and organizer features is crucial to many Balfour Beatty employees. The company needed an integrated system to efficiently acquire and manage all of those devices, so BearCom was brought in to help.



Buy)))

Rent)))

Service)))



The Solution

Prior to BearCom's involvement, Balfour Beatty had a decentralized procurement process for its wireless communications devices. After consulting with the Balfour Beatty IT leaders, BearCom designed and developed a customized extranet site that not only provides a centralized fulfillment process with one point of contact but also reduces turnaround time and acquisition costs on all orders. BearCom also was able to negotiate a substantial discount on Sprint Nextel devices for Balfour Beatty by utilizing the site as an order placement, fulfillment, and asset management tool.

The Results

BearCom's extranet site initially served two of Balfour Beatty's four divisions, covering nearly ten states. After witnessing the improvements derived for those two divisions, Balfour Beatty has announced that it will contract with BearCom to serve the company nationwide. Rick Roman, IT Operations Manager for Balfour Beatty, said, "Balfour Beatty maintains a high regard for service, and we hold our vendors to the same high standards. BearCom took our needs seriously and provided us with the quality solution and support services we expected."

"When we saw how BearCom's solution and customer service improved our communications, we awarded the national contract to BearCom."

Rick Roman
IT Operations Manager
Balfour Beatty

Learn more about how BearCom's state-of-the-art wireless products and solutions can help increase productivity and deliver true mobility to your workforce. Call 800.527.1670 or visit one of our 26 branches across the U.S.:

ATLANTA, GA
800.417.6272

AUSTIN, TX
800.541.9333

BOSTON, MA
877.301.2327

CHANTILLY, VA
800.955.0003

CHICAGO, IL
800.900.2327

COLUMBUS, OH
800.782.5458

COSTA MESA, CA
800.513.2660

DALLAS, TX
800.449.6171

DENVER, CO
877.312.2327

DETROIT, MI
877.475.2327

FT. LAUDERDALE, FL
800.731.2327

HOUSTON, TX
800.856.2022

LAS VEGAS, NV
800.535.2489

LOS ANGELES, CA
800.546.2327

NASHVILLE, TN
877.454.2327

NEW YORK, NY & NJ
888.841.3600

ORLANDO, FL
877.640.2327

PHILADELPHIA, PA
877.319.2327

PORTLAND, OR
888.371.2327

RIVERSIDE, CA
800.314.2327

SACRAMENTO, CA
866.612.2330

SAN DIEGO, CA
877.706.2327

SAN FRANCISCO, CA
800.953.2327

SEATTLE, WA
800.313.2327

ST. PAUL, MN
877.650.2327

WASHINGTON, DC
877.895.2327

SUCCESS STORY:

Balfour Beatty

Reducing Wireless Expenses by Utilizing a Customized Extranet Site

BearCom provides a broad line of high-performance wireless communications products, services, and complete mobility solutions. Founded in 1981, BearCom is America's only nationwide dealer and integrator of wireless equipment, serves customers from 26 branch offices located throughout the U.S., has several affiliated offices around the world, and employs approximately 400 people. BearCom is headquartered in the Dallas, Texas area. For more information, visit www.BearCom.com.

BearCom Headquarters
P.O. Box 559001
Dallas, TX 75355

800.527.1670

© 2010 BearCom. All rights reserved. The BearCom name and logo are registered trademarks of BearCom. The names and logos of any other companies or products mentioned herein may be the trademarks of their respective owners in the United States, Canada, and/or other countries.

SSBB0110-0K