



Encore Productions was named Producer of the Year for three consecutive years by the International Communications Industries Association and has been the recipient of dozens of industry awards for excellence in video production and corporate theatre.

SUCCESS STORY:

Encore Productions

Bringing Convenience and Efficiency to the Event Production Industry

The Customer

Founded in 1988, Encore Productions specializes in the creation, production, and staging of results-oriented presentations and events. The company offers a unique gathering of customer-driven, multi-talented business communication and entertainment professionals. Its reputation is built on supporting and playing a part in the success of its many clients, which has helped make it one of the fastest-growing production companies in the world.

The Challenge

In the 1990s, Encore spent a lot of time processing orders for the various suppliers of equipment for the events it managed. For example, the company used fax machines as the primary means of communication, which was inconvenient at best. And the sluggish delivery of data through those devices made Encore and other event production companies like it grossly inefficient. Troy Askew, a Senior Account Executive and manager with Encore, knew there had to be a better way. He contacted BearCom for help.





The Solution

BearCom quickly responded and resolved the situation with both a wireless communications plan and the appropriate wireless devices, including the rental of Motorola two-way radios and Sprint Nextel push-to-talk cellular phones for many of Encore's events. Encore's trade show department quickly learned that it could depend on this equipment to keep it connected at all times to other Encore departments and the company's clients.

The Results

Askew said that his team has benefited mightily from wireless communications devices since working with BearCom. Two-way radios and push-to-talk phones have not only saved Encore time, they also allow for the immediate resolution of pressing issues. "These days, mobile communication is vital to the success of my business. And it's a lot more attractive for us to rent the devices," said Askew, noting benefits in the areas of price, value, and style. "Of course the other part of that equation is that BearCom has been fantastic to work with," he said. "It has been an easy, hassle-free relationship. Most importantly, my clients love BearCom, and they ask for them by name on many projects."

"...BearCom has been fantastic to work with. It has been an easy, hassle-free relationship."

Troy Askew
Senior Account Executive
Encore Productions

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.:

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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.

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SSEP0110-0K