



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.









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.:

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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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