

# The physical layer everything else depends on.

Structured cabling and field services that reduce escalations after go live.

Most post installation escalations trace back to the physical layer. BCS365 delivers structured cabling, certified installation, and onsite field services so new sites come online to a standard instead of to whatever the local contractor did.

## THE CUSTOMER PROBLEM

- A new site is cabled by whoever was cheapest, and the problems surface three months later.
- Nobody has a current record of what is patched where, so every change is guesswork.
- There are no hands available onsite when something physical needs doing.

## WHAT BCS365 DELIVERS

- Ethernet and fiber, indoor and outdoor
- Data center and A/V cabling
- Office build out and workstation setup
- Testing, certification, and documentation
- Rack, patch panel, and pathway design
- Multi site rollouts to a common standard
- Onsite field support and smart hands
- Coordination with carriers and contractors

## WHY IT MATTERS TO YOU

### Protects the sale

Clean cabling is the difference between a smooth go live and a blame conversation.

### Travels with growth

Every new site, move, or acquisition creates the same need again.

### Easy to scope

Site count and drop count get you to a credible number quickly.

## SIGNALS TO LISTEN FOR

- "We are opening a new location next quarter."
- "We got acquired and now we have two of everything."
- "Nobody knows what is plugged into what anymore."

## HOW TO BRING US IN

- Send the name and one sentence of context to your BCS365 contact
- Take 15 minutes on an opportunity huddle to confirm fit
- We join your customer call and run discovery. You lead it
- Register through AVANT as usual. Nothing commercial changes

## DELIVERY MODELS AND CREDENTIALS

- Fully managed
- Co-managed
- Staff augmentation
- Project services
- 24/7/365 U.S. based NOC and SOC
- ISO/IEC 27001:2022 certified

**Cabling is often the smallest, fastest first deal with a new customer, and it puts BCS365 onsite and credible before the managed services conversation starts.**

Capability summary only. Exact services, coverage, responsibilities, and commercial terms are opportunity specific and governed by the executed MSA and CFS.  
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