

ONE SOURCE, MULTIPLE SOLUTIONS

Business Communications Solutions (BCS) is the area's best-kept secret. BCS specializes in offering commercial technology at all levels which includes telecommunications, A/V, security and fire alarm, CCTV, network cabling and fiber optics, and national account management, with passions for school security and community service. BCS delivers these services at a very high-quality level because most projects are handled completely in house, without the use of sub-contractors. BCS is capable of projects from \$3,000 to \$10 million. BCS is also unique in this field as one of the very few companies that does not require contracts for its services (although they are available upon request). BCS is the only company in the area that offers all of these services.

How did Business Communications Solutions get its start?

BCS was started in 2001 when owner Jason Buchanan decided after interviewing with other local companies that he could deliver a better product himself. BCS started out as a telecommunications company that quickly added other much-needed services to its customer base.

What solutions do you offer clients?

Telecommunications, A/V, security and fire alarm, CCTV, network cabling and fiber optics, national account management, and school security. We also have engineering design, CAD, and grant writing departments.

How does BCS set up employees and clients for success?

BCS spends a lot of time evaluating personalities and which people work together best for the best results in our projects. That is also backed up by project management, scheduling, and field supervision.

What's new for BCS in 2023?

BCS is proud to have expanded into our new corporate offices at 1708 N. Spring St. in Evansville.



BCS Corporate Headquarters

What makes BCS unique?

BCS is the only local company that offers all the services we do in this area. BCS warehouses millions of dollars in inventory in Evansville to meet the needs of our customers in a timely fashion in this sporadic post-COVID world.

What is the biggest change you have seen in the last year?

It becomes a bigger challenge every year to find talented hard working team members. We have been very blessed that although this has been a challenge, we are still able to recruit the best talent in the market.



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Cameras



Telephone &
Internet Consulting



Security &
Door Access



Network & Fiber
Optic Cabling



Fire &
Security Alarm

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TELECOMMUNICATIONS

BCS was founded as a telecommunications company, and we continue to grow and evolve with the industry. We offer everything from self-owned systems to systems run completely through the internet. BCS is most unique because we can make your phones be the center of your technology solutions through the integration of video conferencing, door security, paging and intercom systems, and more.

A/V

From small conference rooms to large corporations with networked training rooms to video walls to houses of worship, BCS has you covered. Our factory-trained audio visual engineers will work with you to come up with the best, most innovative solutions.

SECURITY AND FIRE ALARM

BCS can design, approve, and submit fire alarm design to the city and state level in Indiana, Kentucky, Illinois, and many more states. Our fire team has NICET-certified technicians, including NICET level 3. BCS saves our customers money by being able to monitor fire and security while simultaneously eliminating the need for multiple monitoring agreements. We are one of the few local companies that do not require long-term auto-renewing contracts for these services. (Contracts are available by request.)

CCTV

BCS holds the highest certifications and dealer statuses from our camera manufacturers. BCS offers U.S. government-approved NDAA compliant camera solutions.

NETWORK CABLING AND FIBER OPTICS

Cabling is at the heart of any technology-driven project. At BCS, we are manufacturer-certified and proudly feature quality, superior products backed by industry-leading warranties. We offer complete solutions that make sense — well thought out and tailored to your specific needs. BCS also offers some of the highest levels of testing in the area using Fluke DSX Cable Testing.

NATIONAL ACCOUNT MANAGEMENT

There are a lot of companies with national and international coverage based out of area. One of BCS's biggest secrets is how we manage the technology of these companies throughout their locations. BCS sends techs out to those locations when necessary and otherwise works with our network of strategically placed partners throughout the country. BCS currently manages several national accounts from the Evansville area, one of which has more than 450 locations.

SCHOOL SECURITY

One of our biggest passions, school safety systems are optimized to meet the needs of each school. These systems are designed to initiate alerts in the event of weather warnings, tragedies, or school closings. Each system can be customized, determined through a detailed evaluation and consultation. Ask about our capability to integrate with existing equipment to provide a custom-tailored solution unique to each school.

What is something you wish more people knew about your business?

We wish more people were aware of the diversity that we offer in regards to technology. Our team is simply the best around and you cannot beat the levels of service that we deliver. We can very easily implement multi-million-dollar projects, and we can just as easily implement \$10,000 projects.

Are there current trends in your industry that business owners should be aware of?

We are finding that as we see some products starting to be available again, shortages of other related products have started happening. Make sure that you are making decisions for technology far in advance as we are still seeing some wait times of four months to a year or more.

How has BCS grown since the beginning? How many people do you employ?

BCS has grown over the years through slow and then not slow growth. We have seen growth of 100% in two years and then

followed that up by 100% growth in one year. We employ approximately 40 people.

What kind of access does BCS have to inventory?

BCS has and will continue to evaluate market shifts and try to pre purchase as much inventory as possible. BCS has its own private 12,000-square-foot warehouse in Evansville.

How does your company give back to the local community?

BCS supports many local charities through cash donations, equipment donations, and help with finding and writing grants. This year alone, we have found several millions of dollars for local charities.



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