
Oil & Gas company needs reliable connections to keep things flowing

Challenge

At 150 Oil & Gas facilities across two regions, this customer relied on POTS lines to connect fire panels and security alarms for asset protection and worker safety.

Several telecom carriers announced PSTN circuit decommissioning, requiring a need for line replacement and transition to another more reliable connectivity solution.

This customer's key requirement also included on-site auditing of POTS network and deploy a forward-looking, scalable solution with the ability to accommodate an aggressive rollout schedule.

Solution

The VBG account team, working closely with this customer, partnered with MarketSpark to develop a comprehensive POTS replacement solution.

Leading with Verizon LTE Business Internet, MarketSpark proposed POTS replacement with Command Center Management portal.

Project site surveys revealed many lines not in use or unnecessary for operations, resulting in cost savings with line termination.



Customer benefits

- Implemented POTS to FWA digital life-safety and voice connectivity at 150 locations with additional sites in the future
- Realized cost savings with flat-rate, predictable billing; Disconnected unused lines in a cost-saving measure
- Deployed fully managed network and maintenance with 24x7 support, for in-house simplified IT cost reduction
- Converted analog to digital network for functionality with advanced features for monitoring and repair

