



Campos EPC, LLC

An RCC Case Study

Customer Overview

Campos EPC, a prominent energy infrastructure company serving 600 employees across 25 North American offices, faced the challenge of swiftly parting ways with a vendor while seeking data, security, and connectivity solutions.

Challenges & Objectives

The abrupt vendor change left Campos without access to services or information, necessitating urgent action for a seamless transition. This shift was vital to support North American staff. RCC aimed to offer Campos a technology-agnostic solution for meeting their timeline and business needs, enhancing infrastructure visibility and control.

RCC's Involvement

We initiated our customer journey by examining their current infrastructure and IT spending. Our financial analysis presented the customer with tailored vendor and product recommendations, perfectly aligned with their business objectives.

The infrastructure overhaul focused on replacing hardware and connectivity linked to the former Managed Service Provider (MSP). RCC's responsibility included establishing redundant connectivity, switches, Wireless Access Points (WAPs), and Firewalls. The project unfolded in three phases:

1. *Phase 1: Technology Bridge*

Within 60 days, RCC aided the client in procuring and installing swing gear at 25 locations. This included the procurement, staging, shipping and field services to install swing gear.

2. *Phase 2: Circuit Delivery*

RCC delivered 100M primary & comparable broadband secondary circuits.

3. *Phase 3: Hardware and SD-WAN*

RCC assisted with managing the delivery of new switches, access points, and CATO Networks sockets to all locations.

Results

The RCC-designed infrastructure allowed the client to move away from a deteriorating business relationship. The three-phase approach quickly removed the client's dependency on the incumbent MSP and restored control and visibility of their environment. The client realized over \$300,000 in annual savings and transitioned to a more secure, performant, and reliable network.

RCC

At RCC, we empower businesses with world-class technology solutions, tailored to maximize their potential. Our approach focuses on building trusted partnerships, not just selling technology. We deliver exceptional value through cost control and technology lifecycle optimization to keep our clients ahead in a changing tech landscape.