

SUCCESS STORY

Leading Managed Telecom Services

MEET BullsEye Telecom



FIELD NATION

fieldnation.com



Summary

BullsEye has used Field Nation for to manage their multi-location telecom service company. Prior to using the platform, they used 13 different service vendors to find and manage their contingent workforce. Once they added Field Nation to their roster, they were able to eliminate all of their previous service vendors after just 7 months.

With Field Nation, BullsEye consolidated its finances, gained more transparency with their technicians, and became a more agile business using onsite contingent labor.

About BullsEye

[BullsEye Telecom](#) provides secured communications, powerful networks, and advanced technologies to thousands of business locations across the U.S.

Jim Bain, BullsEye's National Field Operations Manager, sat down with us to talk about how Field Nation's platform has helped BullsEye improve their contingent labor management and grow their bottom line by consolidating their processes.

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“With these services, we couldn't talk to the technicians. Things change so quickly. We wanted the benefit of talking to technicians at the site if things change,” Bain says.

Streamlining Process

At first, BullsEye used Field Nation as “service provider” number 14. BullsEye began to use Field Nation more and more because they liked the direct-to-technician conversations. They realized working with multiple vendors made operations slow and costly. To get anything done they had to call the vendor, who would attempt to reach the technician. Projects were getting stalled.

“Over time, Field Nation began to replace our service vendors,” Bain says. “We ramped up and moved everything over in about 7 or 8 months.” One of the main reasons they made the switch was to streamline their processes financially.

“We originally used tons of vendors and had to reconcile. Now, we can get reporting out of Field Nation so we can understand our cost,” Bain says. Not only did it lead to more transparent finances, but according to Bain, it improved their bottom line.

“Using Field Nation, we’ve reduced our capital that we’d be spending working with these master service companies.”



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Increasing Transparency

In addition to finances, Field Nation allowed BullsEye to have more transparency with its technicians

“We wanted to consolidate things and only have one spot where we could manage various dispatches,” Bain says. They also wanted the ability to gain more transparency with their on-site workers and adapt their work orders quickly.

“In today’s world of high speed internet where things change pretty quickly, it benefits us to have interaction with the techs who are going to the site in advance,” Bain says.



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Finally, Field Nation’s platform allowed BullsEye to streamline their process even more by giving them the ability to craft unique Talent Pools.

“The profiles help us find technicians, then the talent pools we use help us bundle skill sets,” Bain says.
“Then we do a vetting process before anyone goes out to the site. We do this to get a better feel for the work they do and their experience.”

These Talent Pools help them speed up their process, as well as cultivate a list of trusted providers they can call on confidently.

“We often will route work to these talent pools first,” Bain says.

BullsEye’s Results with Field Nation

“Ultimately, we really appreciate the things Field Nation does to make BullsEye successful,” Bain says.

In addition to streamlining their process, the support from Field Nation allows them to be agile in their work.

“We work with Field Nation often. For example, we may need extra insurance. In that case, we work individually with [the team] to get what we need,” Bain says.

Plus, there are still tools BullsEye wants to use that they haven’t delved into yet. “There’s a lot of functionality that we have barely scratched the surface with,” Bain says.

“If Field Nation wasn’t up to speed technically, we wouldn’t be using them. At BullsEye, we do it better than everyone else and we need a platform that does too. We’ve found that with Field Nation.”



Jim Bain

Field Operations Manager of BullsEye Telecom | Field Nation user since 2015



About Field Nation

Field Nation connects companies with thousands of highly-skilled IT contractors to complete on-site projects throughout North America. With Field Nation companies can source, manage, and engage onsite talent in one place.

**Source.
Manage.
Engage.**