

B2 Networks

Linking Telecom and Technology

The winner of Cisco's "Top SMB Partner" award, B2 Networks offers a variety of flexible and proactive IT management and consulting services, with a concentration on wired and wireless local and wide area networks (LANs and WANs). The company's professional staff has more than 50 years of combined experience in building and managing LANs and WANs.

"We have invested in specialized tools to empower best practice in the design, deployment and testing of both wired and wireless networks," co-owner Tom Bohn said.

Recently, B2 Networks expanded its expertise in Internet Protocol (IP) telephone systems for small to mid-sized businesses by becoming the only Cisco System Premier Partner in Alaska with a specialization in Unified Communications Express technologies. This positions B2 Networks to become the vendor of choice for businesses that are purchasing next-generation telephony systems with five to 250 handsets.

NETWORK INFRASTRUCTURE KEY

B2 Networks also focuses on Cisco-powered IP telephony systems at all stages of the project: design, specification, building, deployment, management and operation. In addition, the firm offers highly specialized Internet security consulting services. Founded in 2005 by Tom Bohn and Tom Bunger, B2 Networks has distinguished itself by its concentration on infrastructure. While many other IT service shops in Alaska focus only on server and application systems or desktop functions, B2 Networks focuses on the underlying networking infrastructure that empowers those computing and storage platforms.

Specialization, a commitment to excellence and a customer-centered approach are central to B2 Networks' success. The company has developed a long-view practice with customers.



B2 Networks staff, left to right, back row: Paul Rieland, Daniel Bartlett, Jeff Read, Adam McDonald, Bill Rondeau, Collin Troy. Front row, left to right: Tom Bohn, Tom Bunger.

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"We make sure we understand our clients' business needs, and we help them to best utilize their technology dollars so their investments are aligned with those needs," Bunger said. "We work through the whole tech life cycle with our customers and help plan for continuity and stability, even as underlying technologies change."

MOVING FORWARD

B2 Networks staff engages in continuing education and training and "active awareness" of the evolving technology landscape. For example, in 2008, the firm became a Cisco Systems partner/reseller so that it could better serve its growing clientele by providing vertical integration with Cisco as a hardware and software vendor. In 2009, B2 became Select Certified with Cisco, with a specialization certification in Small Business IP voice systems. This year, the company became Premier Certified with Cisco, featuring a specialization in Unified Communications Express IP voice systems.

This past year, B2 Networks has been involved in a number of exciting projects, including helping Cordova Telephone

Cooperative migrate from satellite Internet connectivity toward a new under-sea fiber optic cable. The firm also has played a major role in projects for the Nome Joint Utility Service, Maniilaq Association and General Communication Inc.

In the future, B2 Networks will unveil several managed services for the business community. "Small to mid-size businesses often have a difficult time finding, retaining and paying for technical expertise on staff," Bohn said. "B2's managed IT service offerings will provide a new set of options to businesses that face these challenges by allowing them to purchase IT infrastructure expertise as a service."



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