

PCS Brings Customized Fiber Optic Solutions to Government and Other Large Networks

When Cindy S. Boyd, RCDD, Sara L. Boyd and Bruce R. Boyd, RCDD founded Precision Contracting Services (PCS) in 1990, those who knew them never doubted that their fiber optics company would flourish. At that time, the telecommunications industry was robust and the Boyds had a reputation for success in the construction and telecommunications services fields.



Cindy Boyd and Bruce Boyd, Precision Contracting Services founders

Thirteen years later, amid a lingering downturn in the telecom industry that caused many PCS competitors to scale back or close their doors, the company remains strong. Today, PCS is the premier fiber optic design-build contractor/systems integrator of high-speed optical and wireless communications networks, with operations throughout the Southeast and Texas with projected sales exceeding \$6.6 million.

The woman-owned company has a strong track record. In 1996, PCS took four months to complete the networks for TRW and the GDOT with Intelligent Transportation Systems (ITS) for Olympic venues – a project other firms had worked on unsuccessfully for two years. It also completed the central Florida ITS Systems including I-4, I-95 and OOCEA highways that benefit the region.



Orlando's I-4 Traffic Management Center

PCS helps government agencies and private entities in ways that are often as unexpected as they are effective. "It's not unusual for our customers to be surprised when they realize the full potential of the services and products we offer," explains Bruce Boyd. "For example, Indian River County contracted with us to design and install a closed circuit system to permit jail inmates to be interviewed without being transported to the courthouse. The system, initially planned to serve only the courts, eventually came to be used by eight separate agencies. The county aggregated voice, video and data functions over one network and controlled it themselves, eliminating the expense of a number of leased phone lines. The result was lower costs overall, better security and enhanced services to taxpayers."

The future continues to look positive for PCS. Taking advantage of the company's in-depth experience with "best of breed" products (like Corning, VBrick and GE Interlogix) and strong relationships with many of the area's largest specialty electrical contractors, it has expanded its services to encompass new technologies that will keep it on the cutting edge for decades to come. PCS expertly integrates systems from many manufacturers such as Cornet, Extreme, Cisco, RuggedCom and PeerLinx. PCS

is involved in integration of a wide range of digital video applications for schools, water plants, airports, ports and public facilities. PCS is installing network video systems in hospital operating rooms that enable surgeons to demonstrate new procedures for telemedicine and distance learning. PCS founders are also founding partners of PeerLinx, a communication company providing wireless ISP, VoIP and CATVIP for tier 2 and 3 cities in Tennessee and Virginia with plans to come to Florida in 2004. Additionally, through a channel partnership with ASAP Software, PCS offers a full suite of software licensing.

"We do more than offer single solutions," says Cindy Boyd. "We bring all our resources and experiences to the table for the benefit of our customers. We identify and interpret our clients' goals and develop the most cost beneficial network solutions to meet their objectives."



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