



"Overall, there is a significant time and financial investment upfront that is required to implement any intelligent management solution. However, any large enterprise would be foolish to not integrate this capability into their operational processes. There is a tremendous upside in utilizing these tools that in my mind are indispensable in a modern data center."

Key Project Leader, Fortune 100 Company

Customer Challenge

While technology expertise and innovation are certainly key components of Anixter's hard-earned reputation, time-honored attributes such as customer service and perseverance are two other characteristics that also separate Anixter from the competition. This was made clear when a large company chose Anixter over another distributor that they had worked with closely for 18 years. Anixter's new client is a Fortune 100 company and technology solutions provider to consumers, businesses and institutions globally and has operations in more than 170 countries. The customer's offerings span across IT infrastructure, global services, business and home computing, and imaging and printing.

The customer came to Anixter looking to consolidate its network of 85 data centers that were scattered around the world into six U.S. locations. While it was the customer's hope to develop a template solution for the six data centers, part of the challenge was that wouldn't be possible as three of the data centers were being built inside existing facilities. Given the unique floor plans of each location, modifications had to be made to accommodate each locations' own characteristics and nuances. One final piece of the puzzle was that the customer's original build-out schedule went from 30 months to 18 months.

Program Scope

The customer encountered issues related to power, which created a scheduling bottleneck for the entire project. Everyone was working against the clock to meet the compressed build-out schedule. Design schedules were dramatically impacted because the data cables could not be installed until the power issue was addressed. Adding to the problem was the four-week lead time necessary for ordering cabling materials.

Nearly 9,000 fiber bundles needed to be installed for this project. The majority of the cabling configurations called for 144-, 72- and 48-strand fiber cables. In addition to the fiber cabling, Anixter procured all the infrastructure components necessary to get the data centers up and running including horizontal and vertical cabling management systems, racks, rack management systems, cabinets, and other ancillary devices necessary to facilitate a complete installation.

Anixter Solution

The relationship between the customer and its long-time distributor had become complacent, limiting the customer's exposure to the latest technological trends and solutions. Anixter and CommScope changed all that. By introducing the customer to Intelligent Infrastructure Management (IIM), the Anixter and CommScope technology team provided the customer an automated solution to comprehensively identify and manage all its physical layer connectivity issues within its data centers. The system provides extensive information about the network while providing guidance for moves, adds, and changes as it detects and traces patch cord insertion and removal of existing connections. Additionally, IIM discovers and maps network devices to the physical layer, tracks IP devices in the network, and identifies necessary services needed. Given the thousands of connections involved, this solution is saving the customer countless time and money.



After discussing several key considerations including long- and short-term goals, the Anixter and CommScope technology team suggested implementing the SYSTIMAX™ iPatch® solution. Once installed, the iPatch system offers data center managers interactive, real-time control over copper and fiber connections resulting in more responsive network administration with better security. By automating routine management tasks, the system assists technicians in the completion of work orders and service provisioning while reducing running costs. Overall, productivity increases and managers achieve a more efficient use of resources and cost control.

The team also recommend the use of the SYSTIMAX InstaPATCH® Plus that features a high-density, factory-terminated modular fiber connectivity solution allowing installers to simply and quickly connect system components together. While more expensive at purchase than traditional options, InstaPATCH offers a favorable Return on Investment when considering Total Cost of Ownership.

“We looked at several competing products in the marketplace and decided on the SYSTIMAX iPatch solution,” said a key project leader from the customer’s company. “The primary reason we chose the SYSTIMAX iPatch solution involved cost, flexibility and the non-reliance on proprietary patch cords. The cross-connect design required a large number of patch cables in a variety of lengths that would be required in a very short time frame. We felt that it was not very likely that this huge volume could be obtained with other solutions in an acceptable time frame.”

Service Expertise

Due to the size, scope and complexity of the assignment, Anixter assigned a dedicated program manager to help implement this project. Certified as a Project Management Professional (PMP)*; the Anixter program manager served as a single point-of-contact for the end-user, contractor and suppliers to help implement the project in a controlled fashion as planned during the pre-sales process. As part of their responsibilities, the program manager coordinated and communicated all mission critical tasks for material management and provided daily status reports to other team members that helped them effectively plan the product manufacturing, build out schedule, assign work crews and deliver products to multiple job sites.

This project required sourcing, staging and shipment of over 2,400 seven-foot data network cabinets to multiple job sites in an accurate and timely fashion. The Anixter program manager lead the effort to manage delivery of countless truckloads of material into two Anixter distribution centers. Once the materials were on hand, Anixter shipped an average of two 53-foot trailers per week to each of the six job sites.

All of the upfront work and preparation paid off as the customer realized a variety of benefits including delayed cost of ownership, minimal on-site storage space, time-sensitive deliveries, improved productivity, minimized freight expense and minimized project delays. The bottom line is that Anixter's sourcing, logistics, inventory management, product enhancement, and deployment expertise combined with the program management support allowed each team member to leverage their expertise in implementing this complicated project.

*(PMP) is a special certification reserved for those who meet the standards established by the Project Management Institute.

Program Results

The customer will realize a \$30-\$35 million savings as a result of consolidating into six data centers. The SYSTIMAX IIM solution provides assurance that service levels can be maintained to provide the critical uptime required for this company’s demanding network. The data centers are becoming a critical part of the customer’s service offering to its own customers. It is dedicating approximately 100,000 square feet of each size data center to sell data center services to their own customers.

Working with Anixter has helped the customer recognize the value of working with a technically astute, product knowledgeable, service-oriented provider. Upfront planning and collaboration will pay off immensely as these state-of-the-art data centers move from conception to completion.



Enterprise Cabling & Security Solutions • Electrical and Electronic Wire & Cable • Fasteners • Supply Chain Services
Anixter Inc. • 1.800.ANIXTER • anixter.com • World Headquarters: 2301 Patriot Boulevard, Glenview, IL 60026-8020 • 224.521.8000

Anixter Inc. is the world’s leading supplier of Supply Chain Services and products used to connect voice, video, data and security systems. Anixter is also the leading provider of specialty electrical and electronic wire and cable for building construction, industrial maintenance and repair, and original equipment manufacturing, as well as the leader in providing fasteners and “C” Class components to OEMs and production lines. We bundle our products with our innovative Supply Chain Services to help control the cost of our customers’ business processes, reduce their investment in inventory, and ensure they get the right product when they need it.

A publicly held company, Anixter, with its subsidiaries, serves companies in more than 46 countries around the world. Anixter’s total revenue exceeds \$4.9 billion.

Anixter Inc. does not manufacture the items described in this publication. All applicable warranties are provided by the manufacturers. Purchasers are requested to determine directly from the manufacturers the applicable product warranties and limitations. Data and suggestions made in the publication are not to be construed as recommendations or authorizations to use any products in violation of any government law or regulation relating to any material or its use.