



## SUMMARY

### Customer

Network integrator

### Challenge

Security, access control and LAN for mixed residential and commercial building

### Solution

READY!<sup>SM</sup> Deployment Services

READY!<sup>SM</sup> Camera

### Results

- Positioned integrator as technology specialist for developer
- Guided integrator through training and accreditation
- Executed within budget
- Created showcase project for integrator



The integrator now takes clients to view this tower to show how it can deploy and integrate a large-scale technologically advanced mixed residential and commercial building. Other developers in the area can now assess the benefits of using a single integrator for their projects.

### Customer Challenge

A developer was building a 61-story mixed residential and commercial building in the Middle East. The building was to use the latest infrastructure technologies and a common network backbone to take advantage of unified communications technologies. The developer used an in-house integrator to complete the three-year long project.

Anixter worked with the developer to help with the design of the security, access control and LAN cabling throughout the building. Because the integrator needed a simple solution for installing the products, Anixter used its READY!<sup>SM</sup> Deployment Services to streamline the deployment. Through technical expertise and training, Anixter helped the integrator take on this major risk and mitigate any challenges.

### Anixter Solution

Anixter recommended an end-to-end structured cabling solution. This included fully integrated CCTV and access control systems where the elevator cameras integrated with the lift management system. Anixter also recommended integrated power systems for the project.

Anixter worked with their manufacturer partners to provide training to the integrator and also helped to facilitate the integrator's certification by the various manufacturers. The manufacturers trained the integrator on many topics including the proper way to terminate and commission the security cameras.

Anixter used its READY!<sup>SM</sup> Camera service offering to streamline material management on the job site. READY! Camera is part of Anixter's READY! Deployment Services, which consolidate and kit similar products together under one part number to reduce the number of packages arriving on site. This program also streamlines the ordering process and minimizes the amount of leftover waste. With READY! Camera, the products arrived at the job site preconfigured, so the installer only had to hook up the cameras. Anixter also coordinated with the installer to deliver the product when and where it was needed.

CASE STUDY

# INTEGRATOR USES ANIXTER'S SUPPLY CHAIN AND TECHNICAL EXPERTISE FOR SHOWCASE PROJECT



## Project Results

Anixter's technical expertise helped to position the integrator as a technology specialist in front of the developer. By guiding the integrator through training and accreditation, Anixter helped to streamline the entire process. The integrator now wins incremental business based on the training, assistance and accreditation that Anixter provided. Working with Anixter helped the developer successfully execute within budget via a trained and certified integrator on this project.

The integrator now takes prospective clients to view this tower to show how it can deploy and integrate a large-scale technologically advanced mixed residential and commercial building. Other developers in the area can now assess the benefits of using a single integrator for their projects.



READY!™ Deployment Services by Anixter map our distribution

and Supply Chain Solutions to the construction or deployment process of any technology project. We combine sourcing, inventory management, kitting, labeling, packaging and deployment services to simplify and address the material management challenges at the job site(s). READY! Deployment Services by Anixter will help you improve the speed to deployment, lower your total cost of deployment and deliver your product specifications as planned.

### This project called for:



READY!™ Camera is a kit that includes the camera, lens,

housing and ancillary products to complete the installation.

OVER  
**8,300**  
employees

OVER  
**100,000**  
customers

MORE THAN  
**450,000**  
products

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