



## SUMMARY

### Customer

Engineering, procurement and construction (EPC) company

### Challenge

Maintain stable pricing and service standards including minimizing copper price volatility

### Solution

READY!<sup>SM</sup> To Install

### Results

- Created contractual agreements for consistent and predictable copper pricing
- Trimmed a month off of the delivery schedule
- Lowered cost of ownership
- Decreased delivery cost

### Customer Challenge

An engineering, procurement and construction (EPC) company selected to carry out the construction of a 101 megawatt, 44-turbine wind farm needed to confirm that the project's owner could maintain stable pricing and service standards throughout the construction process. As part of the bidding process, the project's owners required copper prices to be locked in for the duration of the project to guard against potentially volatile price fluctuations.

The EPC's core competencies center around providing consulting, engineering and program management services to the natural resource management and infrastructure markets, not in sourcing, procuring and enhancing cable for a wind farm. However, the customer needed a solution that delivered wire cut to specific lengths in specific reel sizes that met rigid technical specifications in order to achieve its construction deadline. Because of the EPC's tight schedule, this cable needed to be delivered on certain days and sometimes at an exact hour. To meet its objectives and focus on its core competencies, the EPC needed a partner who fulfilled the services and pricing stability commitments it made to the project owner.

### Program Scope

The first phase of the two-phase project included the design and installation of electrical collection units, transmission lines, grid connection units and wind turbine foundations. With a six-month time frame, the EPC required more than 500,000 feet of cable, which included bare copper cable; utility-specific underground cable; flexible wind farm-specific diesel locomotive cable (DLO); lugs for the DLO cable; armored cable; splice kits; and fiber cable.

### Anixter Solution

Anixter worked with the EPC's engineers to review the technical specifications and create a bill of materials for the project. Because of its extensive relationships in the wire and cable industry, Anixter approached several manufacturers about lead times in relation to procuring materials over the duration of the project and worked to gain commitments to meet the project's deadlines. In order to guard against price fluctuations in copper, Anixter secured contractual agreements to confirm a fixed price for copper throughout the first phase of construction, which allowed the manufacturers to supply finished product at the agreed upon cost. In addition, Anixter worked with the manufacturers to create a production schedule that matched the phased build-out of the wind farm. This protected against production overruns or a copper shortage during the final stages of construction.



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## CASE STUDY

# ANIXTER HELPS DRIVE EFFICIENCIES TO WIND FARM DEPLOYMENTS



In order to drive efficiencies at the job site, Anixter used its READY!™ To Install service offering to cut, tag, stage and deliver the cable as specified by the EPC. As a part of READY!™ Deployment Services, READY! To Install is a customized, full-service wire and cable management and delivery program. Anixter reviewed the EPC's product schedule and coordinated material deliveries to meet specific construction phases. The cables arrived on site ready to be installed by the technicians with little to no extra preparation work required. Through custom inventory and usage status reports, Anixter also provided consistent updates about production schedules and deliveries.

### Project Results

By relying on Anixter's supply chain expertise and ability to forecast the long-term use of copper at the site, the EPC avoided the risk of escalations in the cost of copper and realized substantial savings over the life of the project. When the first phase was completed, the price of copper was 15 percent higher than when the project started. By holding materials in a local distribution center, Anixter helped to lower delivery costs and minimize delays in getting materials to the job site. By invoicing the EPC for the materials when they left the distribution center rather than charging the total cost at the onset of the project, Anixter helped to postpone the EPC's cost of ownership. Overall, Anixter's material management and delivery services helped to trim a month from the original construction plan, which resulted in the project being completed ahead of schedule and an incentive payment for the EPC. The EPC's outstanding performance on the first phase of the wind farm was a factor in it being awarded the second phase.



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!™ To Install is a customized full-service wire and cable management and delivery program.

OVER  
**8,300**  
employees

OVER  
**100,000**  
customers

MORE THAN  
**450,000**  
products

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