



SUMMARY

Customer

Brazil-based bank

Challenge

- Fast approaching deadline for a large data center build
- Sourcing products from the United States and importing into Brazil
- Raceway placement in data center

Solution

- Infrastructure Solutions LabSM
- High-volume product sourcing
- International importing expertise
- Supply Chain Solutions

Results

- Met deadlines
- Minimized importing costs
- Minimized damage and waste at the job site



Data center and services expertise along with vast import experience helped us meet the challenges of this huge data center deployment head on.

Customer Challenge

One of the largest private banks in Brazil wanted to build one of the largest data centers in the southern hemisphere to handle all of its business needs. In the highly competitive banking world, having the latest technologies is essential to maintain clients and provide the latest financial tools. Any delay in providing these options to customers can mean lost market share and missed economic opportunity.

The high-profile project based in Sao Paulo had strict deadlines: roughly 90 percent of the project needed to be completed within 18 months including several major performance benchmarks along the way. However, standing in way of these benchmarks was one key challenge—importing products into Brazil. Supplier costs needed to be paid in the U.S., but duties and custom costs had to be paid upfront in Brazil. Expediting duties and taxes would be critical to meeting the deadline.

Anixter Solution

Anixter coordinated several trips with the suppliers to visit data centers around the world. The Brazil team also took the bank to the Infrastructure Solutions LabSM in Chicago to view and discuss options that helped formulate a plan that included:

- A unique raceway design for the data center that was supported by the racks instead of the ceiling
- Kitting all the materials needed for a specific part of the build out together and then delivering them only when needed, reducing waste and the risk of theft and damage at the site and speeding up deployment
- Coordinating deliveries to meet the timing of the project and restricting access to the bank to further reduce risk to the bank
- Regular site visits to check on progress
- Translating invoices as the material moved from Anixter to the technology integrator and then to the end-user.

Project Results

By leveraging Anixter's financial strength—credit, ability to place purchase orders in advance, importing expertise to Brazil, working in high volume—technical expertise and unique time saving services, the integrator was able to make sure the project proceeded as planned. Success came from understanding the customer challenges and the importance of the deadlines faced and matching our experience to those challenges.

Building Big in Brazil
 How do you help one of the largest private banks in Brazil build one of the largest data centers in the Southern Hemisphere?
This is how we did it.

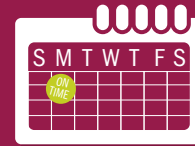


CHALLENGES



LARGEST DATA CENTER
 IN SOUTHERN HEMISPHERE

25,000
 SQUARE FEET
 OF WHITE SPACE



TIGHT
 DEADLINES



INTERNATIONAL
 SOURCING



IMPORTING TO BRAZIL
 CAN COST
 AS MUCH AS **2X**
 OTHER PLACES

SOLUTIONS

EXPERIENCED COMPLEX PROJECT MANAGEMENT



ACCESS TO THE RIGHT PRODUCTS IN THE RIGHT QUANTITIES



1,000S
 OF
 PATCH CORDS



1,500
 CABINETS



MILES
 OF
 UNDERGROUND FIBER

INTERNATIONAL
 SHIPPING AND
 IMPORT EXPERTISE



GLOBAL FOOTPRINT
 LOCAL BRAZIL TEAM



RESULTS



Data center and services expertise along with vast import experience helped us meet the challenges of this data center deployment head on.

About Anixter: anixter.com/aboutus
 Legal Statement: anixter.com/legalstatement

Anixter Inc. World Headquarters
 2301 Patriot Boulevard
 Glenview, Illinois 60026
 224.521.8000

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