

## CASE STUDY

# SAVING BIG ON SYNCHRONIZED COMMUNICATIONS DEPLOYMENT



## SUMMARY

### Customer

Medical software company

### Challenge

Deploy network and wireless infrastructure for campus buildings and amphitheater on a tight deadline

### Solution

- Infrastructure Solutions Lab<sup>SM</sup>
- Single source supply
- Supply Chain Solutions

### Results

- The customer was able to select the right copper and fiber cabling to meet their specific needs
- Streamlined deployment with fewer returns and urgent orders
- Deadlines were met and costs reduced



Due to Anixter's supply chain services, the contractor estimated savings of \$9,750 in unproductive labor for just one phase of the project. Our technical and supply chain expertise is continuing to help this customer with their ongoing campus construction.

### Customer Challenge

A privately owned company that specializes in medical software was rapidly expanding its customer base, and as a result, needed to hire more employees to help meet demand. To alleviate this crowding and prepare for future growth, the company purchased 500 acres of land to create a campus environment with 10 total office buildings filling the campus.

Faced with pressures to maintain support for its current offerings while growing market share, the company had to meet tight deadlines with its construction of its office campus. The company needed a supply partner that could carefully match product deployments to the build out schedule while streamlining the point of contacts throughout the supply chain.

### Anixter Solution

Anixter looked at the overall project and found several places where it could create great supply chain and technical efficiencies:

- Consolidate suppliers, creating a one-stop shop for the company
- Reduce overall spend by leveraging larger volumes
- Discuss differences in Category 5e and 6 cabling at Anixter's Infrastructure Solutions Lab
- Compare OM3 and OM4 fiber specifications
- Palletize shipments by floor and deliver all materials in one shipment

### Project Results

Anixter's Supply Chain Solutions helped to minimize waste and returns as well as minimize hours needed unpacking orders and determining where the products needed to be installed. Through a streamlined process, the integrator knew where the products needed to be installed and could do it quickly. This gave the end-user and integrator a stability that allowed it to meet deadlines.

## Cost Saving Deployment Strategies

A medical software company needed a partner to help them meet rapid growth demands placed on office and meeting space in a methodical and cost-effective way.

**This is how we did it.**



### CHALLENGE



A new 15 Building Campus and Underground Amphitheater with wireless coverage & capacity

For 4,000 Employees and 10,000 Convention Attendees



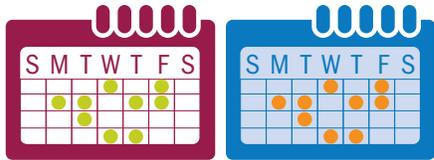
Over 10 Years

10

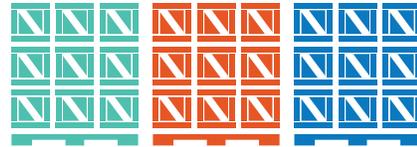
### SOLUTIONS



**Single procurement source**  
to streamline processing



**Synchronized deployment**  
to customer's building schedule



**Color coded kits**  
aided on-site project management and large product volumes reduced costs

### RESULTS



65 pallets

x



2 hours

x



\$75/hour in labor

=

\$9,750

saved on locating materials for a single project phase.



- Minimized waste
- Streamlined processes
- Fewer returns
- Reduced urgent orders

**MET**

DEADLINE ✓

BUDGET ✓

EXPECTATIONS ✓

Anixter's technical and supply chain expertise is continuing to help this customer over the life of its campus construction.

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