

CASE STUDY

Chatsworth Products' Quality, Fit and Function Result in Showcase IT Room

When a small California company was ready to leap into growth and move into a bigger office, it assembled a project team that would best translate the company's vision into a state-of-the-art showroom and command center. Known for its top quality IT infrastructure products and services, Chatsworth Products (CPI) was the clear choice for the new IT room.

Great Impressions for Almost 20 Years

Founded in 1998, South Coast Copy Systems (SCCS) provides high-tech print management solutions, office and computer equipment and software support services to clients in the San Diego area. SCCS offers the best in brands when it comes to printer and copier solutions, bundled IT support, installation and service contracts, ensuring maximum uptime and quality. Additionally, to provide a high level of customer support, the company has a highly responsive command center team that is promptly notified when problems arise.

Growth often follows success, so in order to expand business without compromising quality, the company needed to relocate to a bigger building to support the growing demands of the business. With double the space of its previous location, the new office now offers a showroom and command center like no other.

Teamwork

The company's leader and CEO, David Mann, is passionate about service, and you can feel it the minute you walk into the building. Mann wanted the best for his team members and customers, so he sought out experts that would help SCCS remain Southern California's premier digital printer, copier and service dealer.

When SCCS was ready to scale the business, Mann knew exactly who to contact.



CPI Evolution® Vertical and Horizontal cable managers are a reliable solution for high-density cabling. SCCS has the IT infrastructure support it needs to continue growing its business..

Mann enlisted IT integrator Skyward Technical Solutions for the IT network and integration portion of the project, as well as DIVAD Network Solutions, a contractor specialized in structured cabling, wireless and security systems based in Southern California.

DIVAD met with the SCCS team before starting the project to fully understand the importance behind the company's technology needs, thus allowing DIVAD to design a state-of-the-art solution that would not only enhance SCCS's customer experience, but also meet the budget limitations of a growing business.

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A Superior and Dependable Solution That Supports Growth

DIVAD implemented a Cat 6 structured cabling system that delivers high speeds for the network, IP phones, security, wireless access points and monitoring for SCCS's command center. DIVAD knew that this technology had to be protected by the best, so it called upon CPI to deliver a solution that could provide superior cable management for maximum network performance.

The main IT room is a masterpiece in itself. Enclosed by a glass wall and secured with an access control reader on the door, the technology equipment is protected and optimized using CPI's Four-Post QuadraRack with Evolution® Vertical and Horizontal Cable Managers and Universal Cable Runway.

Four-Post Racks offer the strength and stability of a free-standing cabinet in a cost-effective, open architecture. CPI's Evolution Cable Managers allow management of high-density copper cabling applications on open two- and four-post rack systems. The interior features maximize cable capacity and

function, making cabling infrastructure easy and efficient. Completing the solution is the Universal Cable Runway, which provides a pathway to the cables between the point of entry and exit of the room into the cable manager.

"I can always count on CPI's quality, fit and function when it comes to managing the different systems that make up today's business technology systems," Bryan Watts, DIVAD's General Manager says.

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Bryan Watts, DIVAD's General Manager



The network is supported by CPI's Four-Post QuadraRack with Evolution Vertical and Horizontal Cable Managers and Universal Cable Runway.

The Result

The careful thought process that was designed and engineered up front, aside from a few additions here and there, started to take shape almost immediately with no setbacks. With CPI's wide range of product offerings, DIVAD was able to quickly design and deliver a solution that would protect SCCS's business IT systems.

"After understanding how this project unfolded and learning of the project obstacles, which included tight timeframes, and in seeing the end result, it reminded me of a quote by Howard Newton: 'People forget how fast you did the job, but they remember how well you did it,'" said Sal Perez, CPI Regional Sales Manager. "Congratulations to DIVAD, Skyward Technical Solutions and the SCCS team for being leaders in their space and striving to always be the best!" 



CPI Universal Runway provides reliable support for cables that enter and exit the cable manager.

About South Coast Copy Systems

SCCS is proud to be an authorized Canon dealer and ATSP-Certified Service Center, located in beautiful San Diego, California! For almost 15 years, we have had one goal: customer service! Our focus is serving local businesses through personalized service. Our interactive web site, www.goSCCS.com, makes it easy to view the latest in Canon equipment & software, order supplies or schedule service. As one of Canon's premier ATSP-Certified dealers, you are partnering with the best!

About DIVAD Network Solutions

We provide Wireless Design, Predictive Modeling, and Surveys along with turn-key Structured Cabling, Data Center, RF, and LED Lighting Solutions. Our team of Engineer and Design Specialists have over 60 years combined experience along with the most current Industry Standard Certifications.

About Skyward Technical Solutions

We are a small business comprised of decades of IT support services. We develop personal relationships with our clients. Some companies are so large that each time you call you have to deal with someone new that has to "learn" your environment – costing you time and money. With Skyward, you will be assigned a primary point of contact who will know your network inside and out and have the ability to quickly escalate issues to the appropriate staff member by communicating your needs in an efficient manner.

About Chatsworth Products

At Chatsworth Products (CPI), it is our mission to address today's critical IT infrastructure needs with products and services that protect your ever-growing investment in information and communication technology. We act as your business partner and are uniquely prepared to respond to your specific requirements with global availability and rapid product customisation that will give you a competitive advantage. At CPI, our passion works for you. With over two decades of engineering innovative IT physical layer solutions for the Fortune 500 and multinational corporations, CPI can respond to your business requirements with unequalled application expertise, customer service and technical support, as well as a global network of industry-leading distributors. Headquartered in the United States, CPI operates from multiple sites worldwide, including offices in Mexico, Canada, China, the United Arab Emirates and the United Kingdom. CPI's manufacturing facilities are located in the United States, Asia and Europe.