

# PHYSICAL SECURITY SOLUTIONS FOR INTEGRATORS, DEALERS AND LOCKSMITHS



**Anixter as  
a Partner**  
Physical Security

# THE ANIXTER DIFFERENCE

At Anixter, we help build, connect, power and protect valuable assets and critical infrastructures. From enterprise networks to industrial support and supplies to video surveillance applications and electric power transmission and distribution, we offer full-line solutions—and intelligence—that create reliable, resilient systems that can sustain your business and community. Through our unmatched global distribution network, supply chain management expertise and technical know-how, we drive efficiency and effectiveness to benefit your bottom line.

## ARE YOUR CAPABILITIES GROWING WITH THE SECURITY MARKET?

Security integrators, dealers and locksmiths must navigate a variety of logistical challenges in order to capitalize on the business opportunities that come with an expanding physical security market and new security technologies. These challenges include:

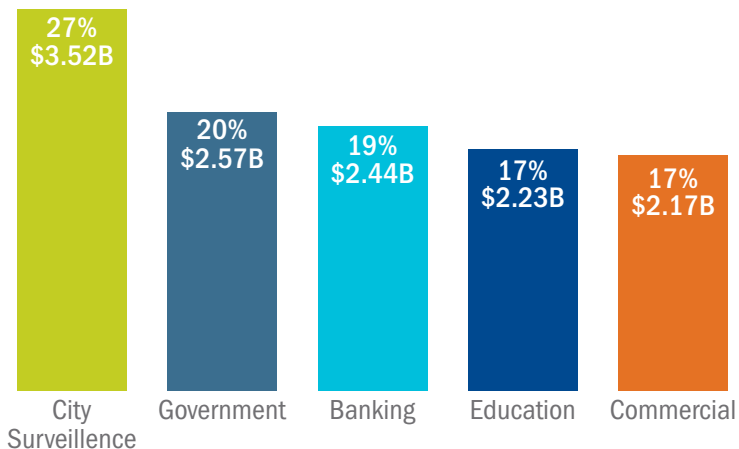
- Keeping up with changing technology standards and codes to help your customers maintain regulatory compliance
- Maintaining certifications and training employees and end users on the latest security technologies
- Creating a seamless, IP-based physical security framework for your customers' environments, from the enterprise campus to the Smart Home
- Taking on more complex deployments, such as multisite installations with tight deadlines and limited staging options, while minimizing costs, risks and on-site labor
- Diversifying your business with security-adjacent product lines such as professional audio/video, wireless and connected lighting systems
- Expanding your geographic reach by maintaining access to inventory, when and where you need it, and identifying qualified subcontractors to partner with you

### THE OPPORTUNITY IS HUGE

The global market for security services, including design, installation, programming and maintenance, are growing year by year.

THE TOTAL GLOBAL SECURITY MARKET IS EXPECTED TO REACH **\$24 BILLION BY 2022.**

### 2022 GLOBAL TOP VERTICAL MARKETS



Source: IHS Markit Technology

## PRODUCTS FOR EVERY SOLUTION

### Are you meeting the changing needs of your customers?

Developing the right security solution is about understanding the products and technologies involved and how they can drive innovation, create efficiencies and transform applications. From stand-alone products to fully integrated IP solutions, we have the right offering to cover your security needs regardless of the scope of work.

- Video surveillance
- Intrusion detection
- Fire and life safety
- Access control
- Professional A/V
- Wireless
- Power and thermal management
- Door locking and architectural hardware
- Network infrastructure
- Electronic and electrical wire and cable
- Switches, servers and storage
- Sound and mass notification
- Home automation
- Hardware, tools and accessories

## COMPLETE PHYSICAL SECURITY SOLUTIONS

The fragmented nature of the security equipment market and the shift from proprietary to integrated, interoperable systems makes security technology decisions a challenge. But to compete for the most profitable projects, you must be able not only to build systems that work but also be able to deploy them on time and under budget.



VIDEO SURVEILLANCE



ACCESS CONTROL



INTRUSION



FIRE AND LIFE SAFETY



INTEGRATED PHYSICAL SECURITY FRAMEWORK

Learn more at [anixter.com/security](http://anixter.com/security).

# WE DO BUSINESS HOW YOU WANT TO DO BUSINESS



PHONE, FAX, EMAIL WITH SALES REP



B2B INTEGRATION (E.G., EDI, JIT, ERP SYSTEMS)



ePROCUREMENT PUNCHOUT CATALOG (E.G., ARIBA, SCIQUEST) CUSTOM CATALOG (E.G., INTELLIBID, ACCUBID)



ANIXTER.COM (RETAIL AND CONTRACT PRICING)



PHYSICAL STORES AND WAREHOUSES



ELECTRONIC INVOICES AND PAYMENTS CONSOLIDATED INVOICE STATEMENTS



AUTOMATED ORDER CONFIRMATION AND SHIPMENT NOTIFICATION

## HOW WE CAN HELP

Anixter removes complexity and cost at every stage of your project—from technology selection, to systems interoperability testing, to deployment. Our supply chain solutions and technical resources can help you tackle any size project with confidence, and purchase products how you want—shipped to warehouse, shipped to site or available for pickup at a local branch.



### DEPLOYMENT AND SUPPLY CHAIN SOLUTIONS

When it comes to deployment and supply chain logistics, Anixter understands that there are many challenges that can get in the way of a successful project. Reducing costs, saving time, improving productivity and mitigating risks are our goals on every project. With our customizable supply chain solutions, you can reduce labor and material handling costs, address sustainability requirements, enhance focus on your core competencies and stay competitive in the marketplace.

- Pre-configure IP addresses and label with designated site locations
- Create custom door, camera or access control kits that contain multiple components with one complete kit part number
- Phase material deployments based on your installation schedule to help increase cash flow and reduce wasted labor for go-backs
- Secure fragile and expensive cameras, hardware and devices on the job site to reduce risk
- Identify shipments of multiple systems with unique colors and descriptions to make it easy to locate material on a busy job site
- Pre-bundle and pre-label fiber and copper patch cords
- Pre-configure smart power devices with IP addresses

Leverage Anixter's unique capabilities to take on security projects of any size and complexity, from local installations to multi-site global deployments.

Learn more at [anixter.com/services](https://anixter.com/services).



SAVE TIME



REDUCE COSTS



INCREASE EFFICIENCY



MITIGATE RISK

## TECHNICAL EXPERTISE



### Technical Support

With numerous technical experts available on call, Anixter has the knowledge to help specify products and technologies for complete security solutions. We pioneered the specifications that became the Category standards, and we sit on industry standards committees, including ONVIF, TIA, ISO, IEEE, HDBaseT and SDVoE.



### Solutions Labs

Anixter's Infrastructure Solutions Lab™ provides product evaluations, interoperability testing and proof-of-concept demonstrations for your customers. With additional Solutions Briefing Centers in the U.S., U.K. and Brazil, you can always bring customers to an Anixter facility to validate their technology decisions before you close the sale.



### Training

With online courses through Anixter University™, numerous white papers and technical guides, and partnerships with leading manufacturers and standards organizations, we have the resources to help you educate end users on security systems and standards.

## ANIXTER UNIVERSITY

Anixter University online courses are provided at no cost to you and are tailored to suit your learning requirements, with standards-based instruction delivered in a straightforward, unbiased way.

Our curriculum includes material focused on physical security and structured cabling.

All of our courses are available on demand for individuals or via webcast or live seminars for groups, and includes a test to ensure comprehension and completion.

Plus, earn BICSI Continuing Education Credits online to help fulfill certification requirements for you and your employees.

### PHYSICAL SECURITY COLLEGE

The Anixter University's Physical Security College is designed to help you gain an understanding of the various types of solutions available for corporate physical security systems including video surveillance and access control systems. The courses aid in the development of comprehensive systems for a variety of corporate environments and applications by using the most recent hardware and software technologies.

Physical Security Systems: Fundamentals of Design | [ON-DEMAND](#)

Understanding the Components of an Access Control System | [ON-DEMAND](#)

Understanding the Components of a Video Surveillance System | [ON-DEMAND](#)

IP-Based Physical Security for the Data Center | [ON-DEMAND](#)



For more information about Anixter University, including additional course listings, visit [anixter.com/university](https://anixter.com/university).

## Anixter as a Partner

Physical Security

# ANIXTER AS A PARTNER

The individual people and departments that make up your business work toward a set of common goals that ultimately affect profitability and competitiveness. Whether these tasks are daily, time-consuming operational activities or bidding and implementing complex projects, Anixter understands the challenges you face in maximizing efficiencies and profitability in each step of the process.

As your partner, we aim to unite these five sectors of your business:



**EXECUTIVE MANAGEMENT:** Managing operations, staff and projects flowing through the organization can be challenging on time and resources. Having a **strategic business partnership** with Anixter can help target growing markets and build the right relationships to ensure consistent growth and profitability.



**PROJECT ESTIMATION:** Preparing an estimate means considering a multitude of factors, from selecting the right technology and components for interoperable subsystems to incorporating labor that will make the installation as efficient and profitable as possible. Anixter can help build a **consolidated cost and technology assessment** that will reduce the amount of time and resources required for sourcing and installation.



**PROJECT MANAGEMENT:** Managing the job site schedule and budget is one of the most challenging roles in the construction process. Anixter's **integrated project coordination** can customize solutions for procurement, material management, staging and deployment that can reduce costs and streamline the implementation process.



**BUSINESS DEVELOPMENT:** Strategic partnerships allow contractors and integrators to scale quickly and leverage resources for effective business diversification. Collaborating with Anixter's ecosystem of resources and technology alliance partners allows for ways to **define opportunities for mutual success.**



**FINANCIAL MANAGEMENT:** Managing the financial implications of project cycles, inventory and labor utilization can be time consuming and have a direct impact on cash flow and profitability. A **strategic financial engagement** with Anixter's experienced financial teams can help you navigate the financial options to minimize financial risk and maximize profitability for both projects and operations.

To learn more about how Anixter can help you optimize your business, visit [anixter.com/partner](https://anixter.com/partner).

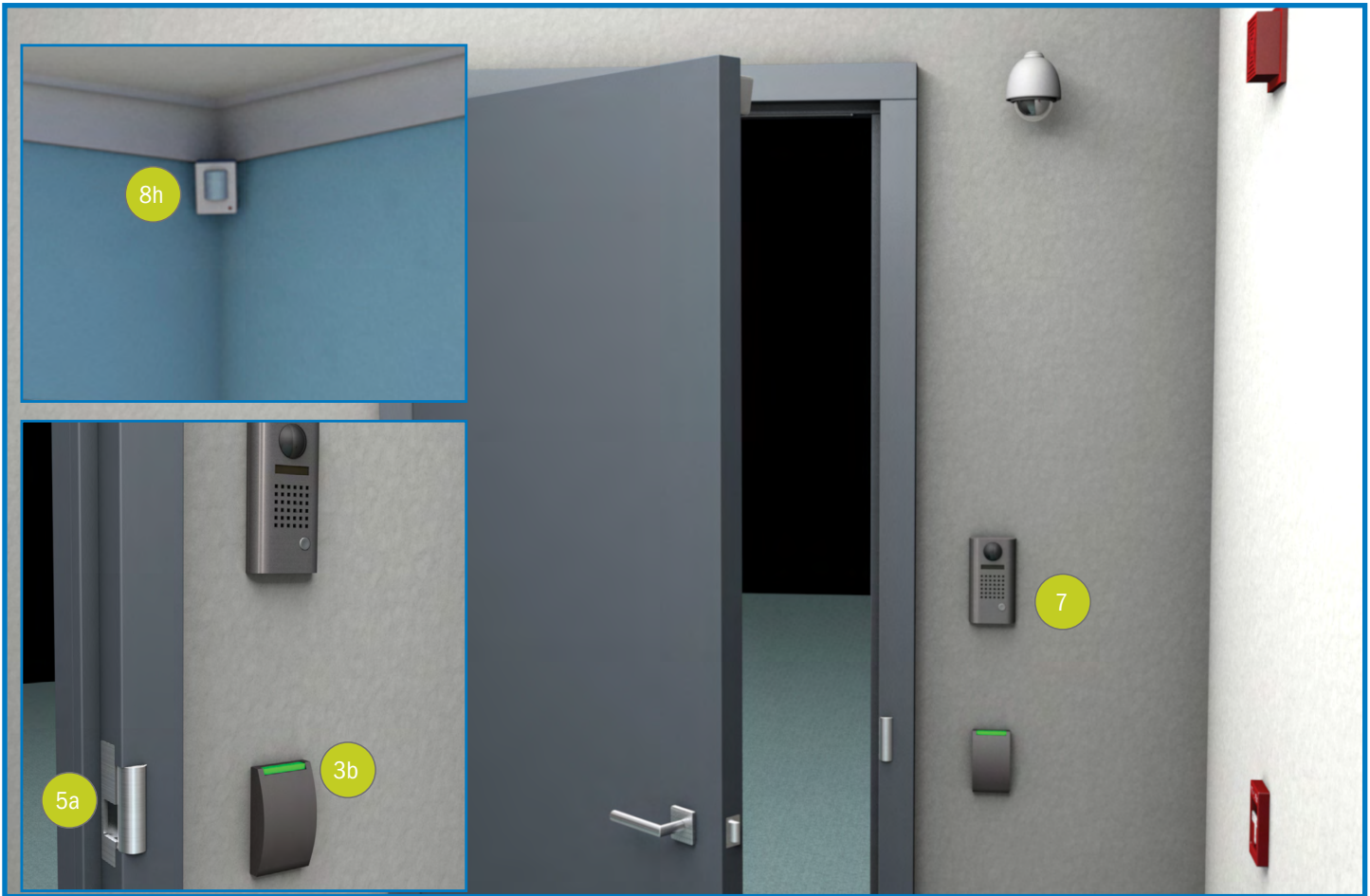
# VIDEO SURVEILLANCE



## WHAT WE SELL

- |                                 |                           |                          |                                |
|---------------------------------|---------------------------|--------------------------|--------------------------------|
| 1 Cameras                       | 8 Low-voltage cabling     | 17 Computer accessories  | 26 PDU                         |
| 2 Edge storage                  | 9 PoE injectors           | 18 Analytics             | 27 UPS                         |
| 3 Emergency notification horns  | 10 Power cabling          | 19 VMS                   | 28 KVM switches                |
| 4 Enclosures                    | 11 Strobes                | 20 Tower                 | 29 Media converters            |
| 5 Fiber and copper cabling      | 12 Surge protection       | 21 Access control reader | 30 SaaS (not shown)            |
| 6 Fiber and copper connectivity | 13 Switches               | 22 Video wall            | 31 Thin client                 |
| 7 LED lighting                  | 14 Wireless access points | 23 DVR/NVR/HVR           | 32 Server                      |
|                                 | 15 Cabinets               | 24 Storage               | 33 Data cabinet access control |
|                                 | 16 Monitors               | 25 NAS/SAN               |                                |

# ACCESS CONTROL



\*Not shown

## WHAT WE SELL

- 1 Access control software\*
- 2 Control Panels
  - a. 1-, 2-, 4- and 8-door controllers\*
  - b. PoE door controllers\*
  - c. Elevator controllers\*
  - d. Input/output boards\*
- 3 Readers
  - a. Smart card/proximity\*
  - b. Multi-technology
  - c. Biometric\*
  - d. Keypads\*
- 4 Credentials
  - a. Proximity\*
  - b. Smart card\*
  - c. Multi-technology\*
- 5 Locking hardware
  - a. Electric strikes
  - b. Electromagnetic locks\*
  - c. Exit devices and trim\*
- 6 Computer hardware
  - a. Monitoring workstation\*
  - b. Server\*
  - c. Storage\*
- 7 Video intercom
- 8 Accessories
  - a. Electric transfer devices\*
  - b. Door position switches\*
  - c. Request-to-exit controls\*
  - d. Pushbuttons, egress controls\*
  - e. Key switches\*
  - f. Boxed power supplies\*
  - g. Batteries\*
  - h. Motion egress
- 9 Cabling\*
- 10 Wireless\*
- 11 Power protection\*



## LOCKING SOLUTIONS



Take on any locking project, large or small, with logistical support from the largest distributor of locking solutions in the world. With access to the widest product array in the industry, backed by Anixter's national distribution network and team of experienced product specialists, you can design and specify the best solution for your customers and find the products you need, quickly and at the right price.

We provide locksmiths with the same world-class, time-saving services that national and global security integrators rely on to get the job done on time and under budget. From kitting and IP addressing services to just-in-time delivery and inventory management solutions, we can help you optimize your labor, reduce delays and risk, and increase the profitability of any locking opportunity.

### WHAT WE SELL

#### Door Hardware

- Locks
- Exit devices
- Door closers
- Hinges
- Keys and cylinders
- Builders hardware
- Desk, drawer and cam locks

#### Safes

- Burglary and fire safes
- Gun safes
- Wall safes
- Depository safes
- Safe locks
- Vault locks

#### Electronic and Electromechanical Locks

- Online and stand-alone locks
- Stand-alone electronic locks
- Electrified door locks
- High security and electronic locking key cylinders
- Automatic door openers
- Magnetic locks
- Switches and push-buttons
- Power supplies and transfers

#### Locksmith Supplies

- Tools
- Key machines
- Pins and pin kits
- Lubricants

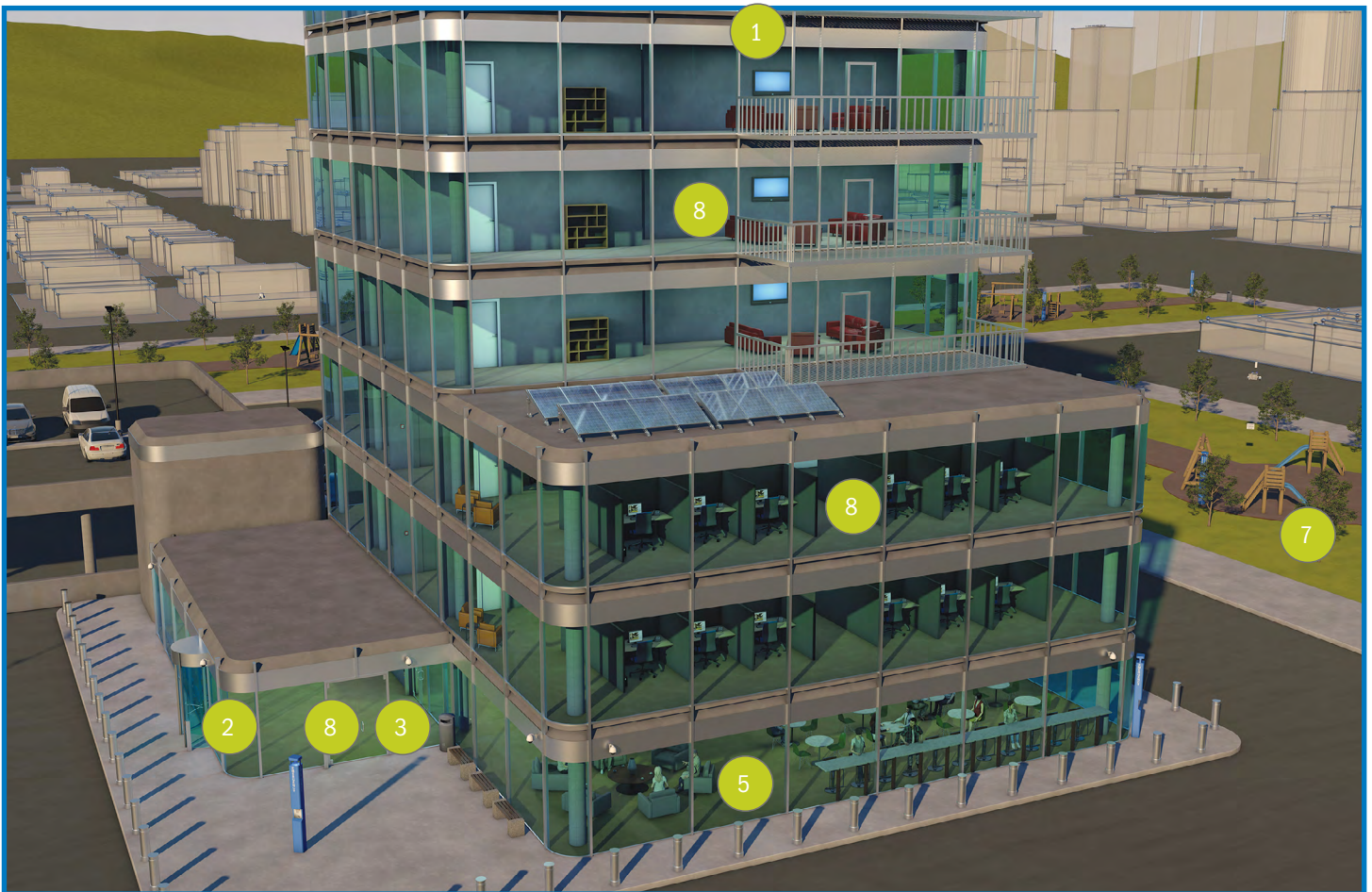
For more information on locking solutions, visit [anixter.com/locksmith](https://anixter.com/locksmith).

## DO BUSINESS MORE EFFICIENTLY

Manage orders online, 24/7, with your [anixter.com](https://anixter.com) account.

- Search 350,000 products, most with manufacturer spec sheets
- Log in to view your specific contract pricing
- See real-time inventory levels by location
- Place orders and request quotes
- Ship products to your location or select in-store pickup
- Track order status and shipments
- Download invoices
- Manage your users and account access

# COMMERCIAL INTRUSION

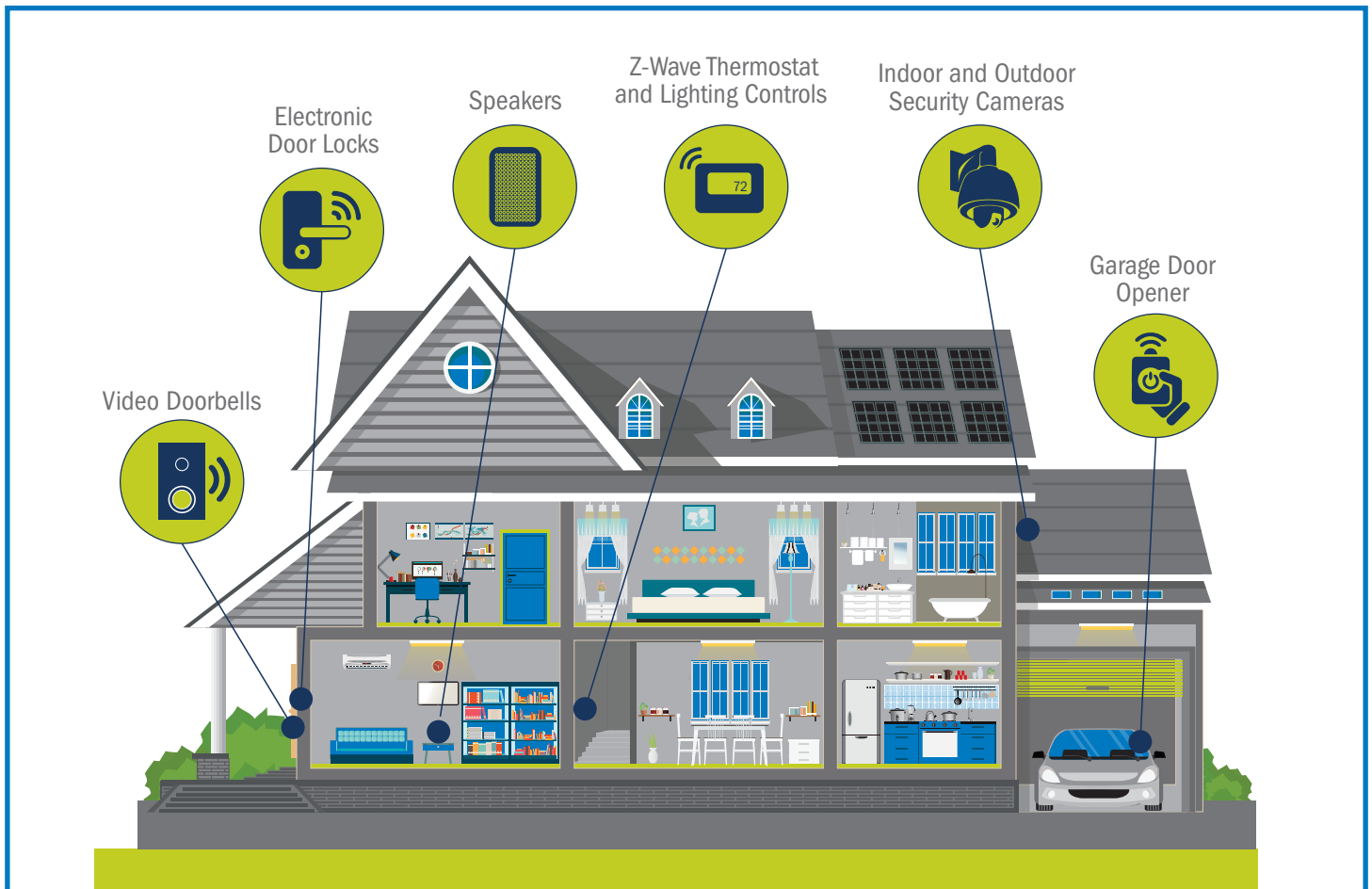


\*Not shown

## WHAT WE SELL

- 1 Rooftop security
  - Rooftop PIR motion sensor for HVAC
- 2 Windows and doors
  - Glass break sensors
  - Door contacts
  - Balanced and high-security door contacts
- 3 Interior security
  - PIR motion detectors
  - Curtain PIR motion detectors
  - Mirror Optic PIR motion detectors
  - Dual-technology microwave and PIR detectors
  - Indoor and outdoor PIRs with integrated cameras
- 4 Cabling\*
- 5 Environmental sensors
  - Smoke and heat detectors
  - Temperature sensors
  - Flood/water detectors
- 6 Specialized security\*
  - Metal shock/impact sensors
- 7 Perimeter security
  - Coaxial fencing intrusion detection
  - Fiber optic fencing intrusion detection
  - Perimeter microwave intrusion detection
  - Buried perimeter intrusion detection
- 8 Control, communication and notification
  - LCD keypads
  - Touchscreen keypads
  - Wireless button four-button remotes - arm/disarm
  - Wireless panic buttons
  - Prox tag - arm/disarm
  - Indoor and outdoor sirens
  - Dual path - cellular and internet communicator
  - 16-, 32-, 64- and 128-zone control panels
  - Remote system administration software
  - Wireless host transceivers
  - Wireless signal repeaters
- 9 Power protection\*

# SMART HOME SOLUTIONS



The Internet of Things (IoT) is connecting the world and changing the face of residential security and automation. Consumers are demanding connectivity of all security and automated devices, inside and outside their homes. These solutions must satisfy consumer expectations for interoperability, plug-and-play usability and reliability of their devices—from lighting, A/V and thermostat controls to remote surveillance and access control.

The U.S. market has seen a 31% compounded annual growth rate in the number of connected homes since 2015, and substantial growth is expected to continue. Among today's consumers, smart home technology purchase decisions are driven by solving simple problems.

Source: McKinsey & Company, "There's No Place Like a Connected Home"

## SMART HOME TECHNOLOGIES

Build seamless Smart Home systems that meet the most current wireless technology standards. We supply both Zigbee and Z-Wave-supported residential solutions.



Safer. Smarter. 

## RESIDENTIAL INTRUSION



\*Not shown

### WHAT WE SELL

- 1 Intrusion keypad/touchscreen
- 2 PIR motion detector
- 3 Wireless door/window contact
- 4 Temperature sensor\*
- 5 Flood/water detector\*
- 6 Smoke and or heat detectors
- 7 Shock/impact sensor\*
- 8 Camera\*
- 9 Multiple zone control panels optional with system design\*
- 10 Wireless panic button\*
- 11 Dual path cellular and internet communicator\*
- 12 Doorbell camera\*
- 13 Outdoor motion sensor with lighting\*
- 14 Keyless smart door lock\*
- 15 Smart home application via apps and software\*
- 16 Smart lighting modules\*
- 17 Remote control/automation/notification
- 18 Carbon monoxide detector\*
- 19 Photobeam detector\*



# FIRE AND LIFE SAFETY



\*Not shown

## WHAT WE SELL

### 1 Detection

- a. Control panels
- b. Fire detectors
- c. CO/smoke detectors
- d. Pull stations
- e. Communicators
- f. Strobes
- g. Annunciators

### 2 Suppression

- a. Gaseous suppression
- b. Portable extinguishers
- c. Sprinkler heads
- d. Water mist systems
- e. Waterflow detectors\*
- f. Supervisory switches\*
- g. Pressure switches\*
- h. Alarm bells\*

### 3 Accessories

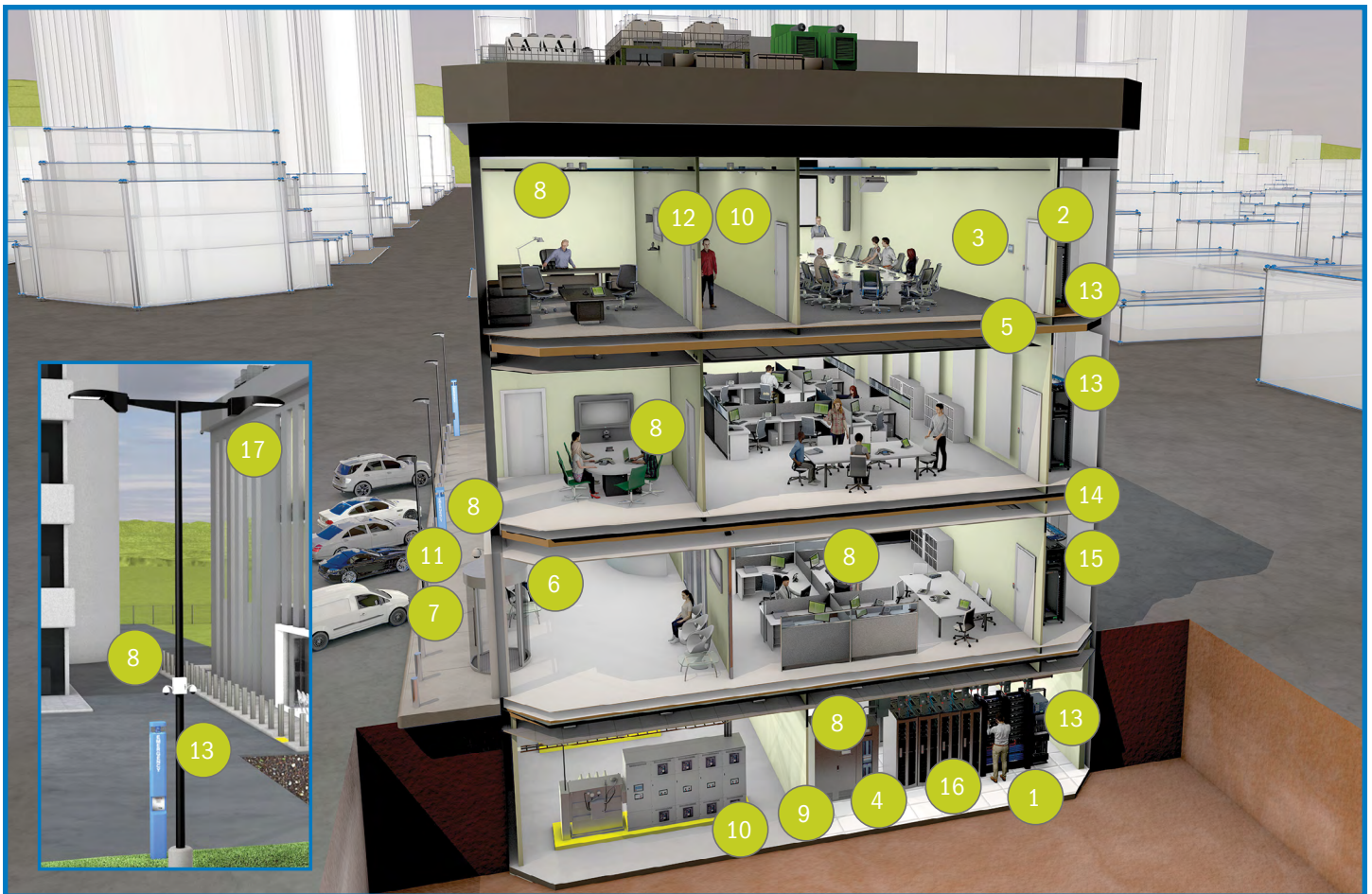
- a. Power supplies
- b. Battery chargers
- c. Surge protection
- d. Multi-voltage relays

### 4 Audio

- a. Audio control panels
- b. Speakers

### 5 Fire alarm cable

# INTEGRATED PHYSICAL SECURITY FRAMEWORK



\* Placement of fire products will vary by local codes and regulations

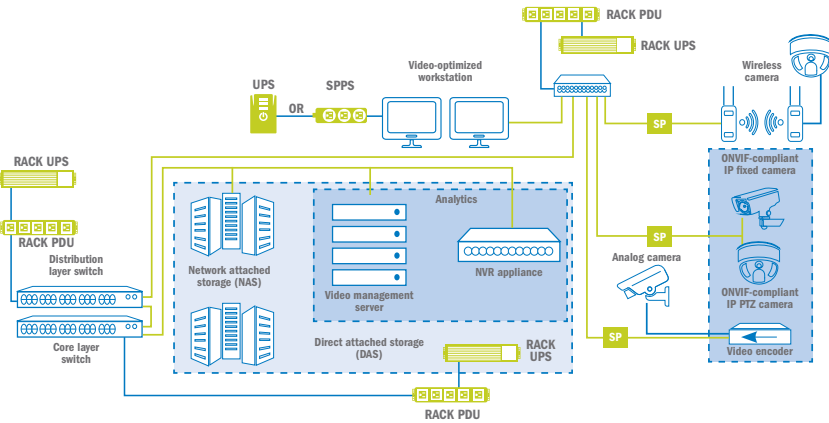
## WHAT WE SELL

- |   |   |   |
|---|---|---|
| <p><b>1</b> Open platform management software</p> <ul style="list-style-type: none"> <li>- Open SDK</li> </ul>  | <p><b>5</b> Other door hardware</p> <ul style="list-style-type: none"> <li>- Electric strikes</li> <li>- Electromagnets</li> <li>- Electrified exit devices and trim</li> </ul> | <p><b>9</b> Optimized servers, storage and workstations</p> |
| <p><b>2</b> Open architecture door controllers</p> <ul style="list-style-type: none"> <li>- ONVIF Profile C and Profile A compliant</li> <li>- OSDP communication protocol</li> <li>- Open API</li> </ul> | <p><b>6</b> Door sensors</p> <ul style="list-style-type: none"> <li>- Door position switches</li> <li>- Motion request-to-exit</li> </ul>                                       | <p><b>10</b> Fire detection</p>                             |
| <p><b>3</b> Readers and credential technology</p> <ul style="list-style-type: none"> <li>- Smart cards</li> <li>- Biometrics</li> <li>- NFC/BLE</li> <li>- OSDP</li> </ul>                                | <p><b>7</b> Door controls and push buttons</p>  | <p><b>11</b> Intrusion detection</p>                        |
| <p><b>4</b> Integrated door hardware</p> <ul style="list-style-type: none"> <li>- Wireless (900mHz, Wi-Fi, Aperiio)</li> <li>- Wired</li> <li>- PoE</li> </ul>  | <p><b>8</b> Video surveillance</p> <ul style="list-style-type: none"> <li>- Overt surveillance rapid deployment unit</li> <li>- Video content analytics</li> </ul>              | <p><b>12</b> Building and environment sensors</p>           |
|   |   | <p><b>13</b> Emergency communication and address</p>        |
|   |   | <p><b>14</b> Cabling and wireless infrastructure</p>        |
|   |   | <p><b>15</b> Power and protection</p>                       |
|   |   | <p><b>16</b> Enclosures</p>                                 |
|   |   | <p><b>17</b> Security lighting (LED)</p>                    |

# POWER FOR PHYSICAL SECURITY

When designing a physical security system, keep in mind that, power is an essential business utility in supporting physical security technologies. Anixter's power quality and protection components address system uptime and availability across all physical security applications.

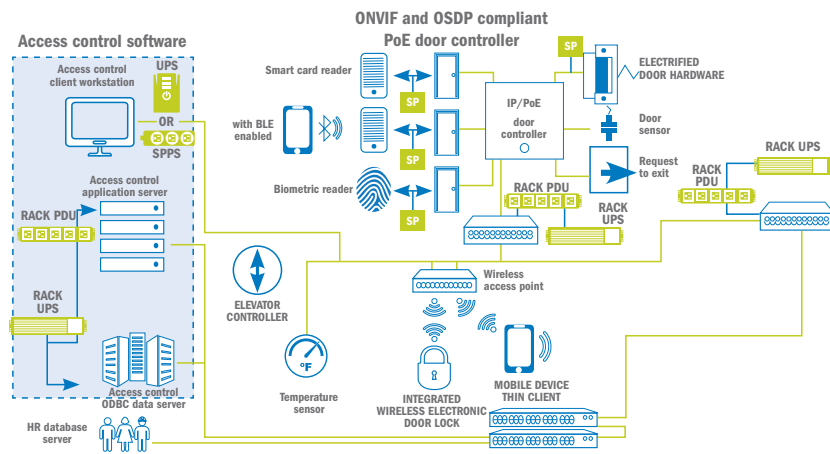
## VIDEO SURVEILLANCE SOLUTIONS POWER ATTACHMENT



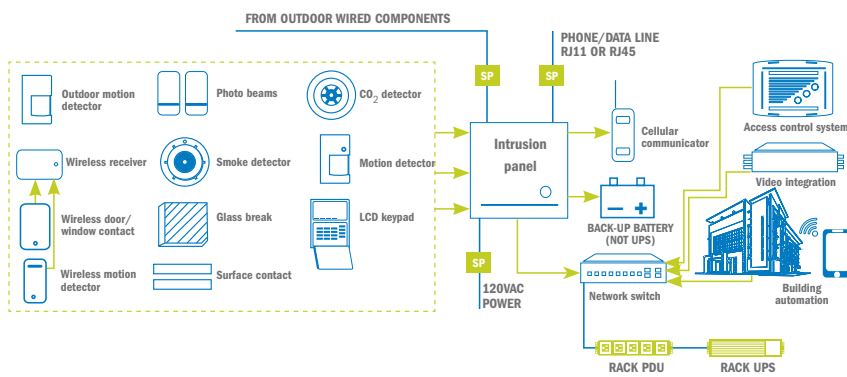
"In addition to providing emergency power to critical devices, an energy-efficient UPS can cut energy losses by 30-55% while protecting against power surges, voltage drops and frequency distortions."

Source: Energystar.gov

## ACCESS CONTROL SOLUTIONS POWER ATTACHMENT



## INTRUSION SOLUTIONS POWER ATTACHMENT



### Power Icon Legend

UPS = Tower uninterruptible power supply

Rack UPS = Rack-mounted uninterruptible power supply

Rack PDU = Rack-mounted power distribution unit

SPPS = Surge protecting power strip (power bars)

SP = Surge protection, MOV and in-line



**TECHNOLOGY ALLIANCE PARTNERS<sup>SM</sup>:** Anixter's Technology Alliance Partners provide solutions designed to connect the world's most important systems. Our partners help organizations operate more efficiently and securely while maximizing value.



**TECHNOLOGY SOLUTION PARTNERS:** Anixter's Technology Solutions Partners provide new business opportunities that enable us to deliver comprehensive and proven technology solutions to our customers.



## GLOBAL REACH. LOCAL ADVANTAGE.

With Anixter, you get a true local partner around the world. No other distributor of our kind can claim an in-country presence in approximately 50 countries and in over 300 cities.

We do business in more than 35 currencies and 30 languages, which means we are uniquely positioned to help facilitate your project in the local environment, reduce risks and keep costs down.



For more information on security solutions, please contact your Anixter representative or visit [anixter.com](http://anixter.com).

About Anixter: [anixter.com/aboutus](http://anixter.com/aboutus)  
Legal Statement: [anixter.com/legalstatement](http://anixter.com/legalstatement)

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Build. Connect. Power. Protect. Services. Worldwide.