



CASE STUDY

ARONSON SECURITY GROUP UPGRADES AIRPORT SECURITY WITH ANIXTER DEPLOYMENT SERVICES

Customer Challenge

A federal agency that oversees the safety and security of the traveling public wanted to upgrade a video surveillance system at a regional airport to provide enhanced security and greater flexibility. The goal of the agency was to have a seamless transition to the new cameras without any noticeable downtime or disruption in its current security procedures. The airport sits on nearly 5,000 acres and serves around 3 million passengers and 50,000 tons of cargo each year.

The agency turned to Aronson Security Group (ASG) for the installation of the video surveillance cameras. ASG worked with the customer to specify the right cameras for its needs and then turned to Anixter for the supply of the cameras. The integrator only had three months to receive and install the cameras to the customer's specifications. It was imperative that the materials arrived on time and in a condition that allowed them to be installed immediately. With such a short deployment period, ASG required a material management solution that:

- Eliminated DOAs (dead on arrival products)
- Reduced on-site logistics and coordination
- Helped the project get completed on time and under budget.

Anixter Solution

With 124 IP cameras to install, Anixter suggested ASG use Anixter Deployment Services for the camera solution to minimize the on-site storage requirements while reducing the installation time. As part of Anixter's Deployment Services, the site-ready solution grouped all materials needed for a camera installation into one kit with one part number to reduce waste and delay at the job site.

Through this site-ready deployment solution, Anixter handled much of the preconfiguration of the cameras to allow ASG to focus on the actual integration of the system. Anixter conducted quality checks prior to shipping the project to the job site, which helped to eliminate risks of dead on arrivals (DOAs). With 13 camera kit variations, Anixter created a single finished good part number for each variation and preconfigured the cameras according to approved documentation:

- Captured and recorded the serial number and MAC address
- Labeled the cameras
- Powered the cameras using PoE
- Checked to see if the firmware on each device was the most current
- Assigned each unit an IP address from ASG

SUMMARY

Customer

Aronson Security Group (ASG), an enterprise security integrator

Challenge

Upgrade video surveillance system at regional airport

Solution

Anixter Deployment Services

Results

- Sped up installation at the job site
- Resulted in zero downtime for the airport's security system
- Reduced costs

“Anixter Deployment Services were a considerable time saver for this project. We saved half the time, resulting in very significant savings. We are extremely pleased with it.”

Kyle Kayler,
Account Executive for
Aronson Security Group



Anixter created a matrix that included the camera number, its IP address and its installation location at the airport to facilitate the delivery and distribution of cameras around the facility while preserving confidentiality of this sensitive information. Because each site-ready camera kit was labeled according to its installation site, the box only needed to be handed off to the integrator for immediate installation. The camera was ready out of the box to be connected and recognized by the video surveillance network.

In order to make the most efficient use of skilled labor on the job site, the camera kits arrived when the integrator was scheduled to install them, and Anixter consolidated all of the materials in a nearby distribution facility. With an extra supply of product to cover any last-minute changes, Anixter confirmed that the materials arrived on site when the contractor needed them.

Project Results

With an all new installation of cameras, Anixter Deployment Services helped to speed installation at the job site. All of the cameras were delivered on schedule and to their installation location. Anixter's kitted camera offering combined with ASG's installation and integration expertise resulted in zero downtime for the airport's security system.

"This was our first time using the Anixter Deployment Services," said Kyle Kayler, Account Executive for ASG. "When it was proposed, it was to reduce costs and eliminate issues of downtime. With this success, we have intentions to use it whenever we can."

Overall, Anixter Deployment Services camera kit offering helped to reduce nonproductive labor hours and save costs. "Anixter Deployment Services camera kit offering was a considerable time saver for this project," said Kayler. "We saved half the time, resulting in very significant savings. We are extremely pleased with it."

Anixter Deployment Services 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). Anixter Deployment Services 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:

Camera kits that include the camera, lens, housing and ancillary products to complete the installation.

About Anixter: anixter.com/aboutus
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