



SUMMARY

Customer

Midsized healthcare provider

Challenge

New 5,000-square-foot data center

Solution

Value engineering capabilities

Results

- Met project schedule with streamlined deployment of preterminated cables
- Saved time and reduced costs through bundled, installation-ready cables
- Reduced project costs through value engineering



Anixter's recommendation for the network integrator to opt for bundled preterminated cables that were installation-ready saved time and money and was instrumental in the project being completed within the four-month deployment schedule.

Customer Challenge

Formed in 1995, a large not-for-profit, community-based health system provides comprehensive medical care for a regional population of 820,000 people. With nearly 7,000 employees and eight hospitals, the health system is the region's largest employer with a vast network of primary care and specialty physicians.

To achieve this mission, the health system began construction on an over \$500 million regional medical center on one of its hospital's campuses. When completed, the nine-story facility will include a 430-bed hospital and multiple specialty centers including heart, cancer and neurology. At the center of the expansion is a data center that ties together all of the communications and data networks. Because of its commitment to a technologically advanced medical center, many of the facilities rely on advanced networks to coordinate and carry out medical operations.

The health provider hired a network integrator to help convert an existing 5,000-square-foot warehouse into the new facility's data center. The health provider tasked the integrator with the design and installation of the data center infrastructure, including the cabinets, racks and high-bandwidth cabling. Due to significant constraints on capital funding, the network integrator needed to tightly manage costs throughout the duration of the project while still meeting the original project specifications and operational goals. With design specifications for 27 racks, 40 cabinets, 2,000 drops, 11,000 feet of copper cabling and 4,500 feet of fiber cabling, the network integrator needed a material management solution that provided the right products and technologies to meet specification while helping to rein in deployment costs.

CASE STUDY

HEALTHCARE PROVIDER IMPROVES PERFORMANCE WITH NEW DATA CENTER



Anixter Solution

Anixter worked with the integrator and healthcare provider to review the technologies and products needed for the modern facility. Because of the significant investment in the new data center facility, the health provider needed a solution that offered immediate benefits and long-term value. By using its system engineering capabilities, Anixter presented the two parties with possible options for products and technologies to use in the data center. Anixter then arranged for the health provider's representatives to visit a selected manufacturer's laboratory for a product presentation and review. Anixter coordinated a value engineering process with the manufacturer, which was essential to meeting the health provider's budget. Value engineering is an analytical and evaluative process aimed at removing cost from a product while retaining its desired functionality and operating characteristics.

To help meet the four-month deployment schedule and help speed installation at the job site, Anixter recommended the network integrator use preterminated cable assemblies for the fiber and the Category 6 copper cables. The assemblies arrived at the job site with factory-terminated connectors at each end, which were labeled and tested before shipment. The copper and fiber assemblies, which were capable of quick installation into the basket tray and fiber runner, were snapped into the patch panels at both ends, which saved time during the installation. Anixter coordinated the delivery of the materials with the network integrator to minimize on-site staging space and reduce the chance of lost, stolen or damaged products.

Project Results

The project was completed on time and on budget, and equally important, it met the health provider's precise specifications for performance. The value engineering process was essential in meeting the greatly reduced project budget. Anixter's recommendation for the network integrator to opt for bundled preterminated cables that were installation-ready saved time and money and was instrumental in the project being completed within the four-month deployment schedule. The process and standards developed for this data center deployment were ultimately implemented in the health provider's construction of two new hospitals.

Technology Deployment Experience and Expertise

Anixter's expert systems engineers receive ongoing, extensive training about new products, technologies, applications and market trends. In addition, our systems engineers participate in local standards and industry committees and associations, which keeps them current on the latest standards being introduced into the market. By coupling this knowledge with an extensive product offering, Anixter can help you select the right product for your data center deployment:

- Racks, cabinets and shelving
- Cable management
- Twisted-pair copper and fiber optic cabling
- Intelligent infrastructure solutions
- UPS and power protection
- Environmental monitoring and management products
- Power cabling and accessories
- Power over Ethernet
- Access control and video surveillance

OVER
8,300
employees

OVER
100,000
customers

MORE THAN
450,000
products

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