



## SUMMARY

### Customer

Major public school system

### Challenge

Upgrade of video surveillance system

### Solution

Technical expertise  
Government contract negotiation  
Supply Chain Solutions  
Sourcing and material management

### Results

- Reduced supplier base
- Lowered inventory management costs
- Reduced distribution costs
- Met monthly benchmarks for performance



With just-in-time deliveries to the job site, the school district was able to lower overall operating costs and meet monthly benchmarks for performance. By successfully managing lead times and ensuring 60 million feet of cable and 6,000 cameras were stored in a nearby distribution center, there were no delays in deploying the upgraded security system.

### Customer Challenge

One of the largest school systems in America received federal funding to implement a systemwide upgrade of its security system, especially at high-risk schools. With more than 1,500 schools and thousands of students, the school system encompasses millions of square feet of space spread out over a large geographic area. Many of the schools had already installed data cabling and the updated video surveillance system was designed to take advantage of these enhancements.

The school district contacted a technology consulting firm that it previously worked with on its data cabling installation for help on its new video surveillance system. The firm worked on the technical specifications for the upgrade, which included an IP-based solution that networked the cameras throughout the facility, but needed assistance in selecting and sourcing the right products to meet its technical design. With more than 20 integrators working for the consulting firm and thousands of products needed, the firm looked for a partner that could help recommend the right products, successfully manage materials, reduce overall costs and improve the speed of deployment.

### Anixter Solution

Anixter worked with the school district and consulting firm on specifying the products for the system deployment. During the initial design phase, product specifications frequently changed. By aligning with manufacturers, Anixter was able to demonstrate and recommend products that fit the integrator's technical specifications for the rollout. This included sourcing different products and managing lead times to make sure enough product was available when the integrators needed it. By working with select manufacturers and presenting multiple solutions, Anixter was able to manage more than 10 different manufacturers to supply the cameras, headend gear and data cabling.

Anixter held two major contracts with the state government: one for infrastructure products and one for security. This allowed the school district to buy directly from Anixter's dealers without having to go through a lengthy bid process. It also helped the school district to solidify the technical specifications and work with the integrator to select the manufacturer solutions that met the requirements. With long-term experience in dealing with these types of contracts, Anixter is able to help many organizations do more business with government entities.

## CASE STUDY

# ANIXTER HELPS TO ROLL OUT VIDEO SURVEILLANCE UPGRADE AT METROPOLITAN SCHOOL DISTRICT



Anixter implemented a phased deployment of products. As the integrators moved from school to school, Anixter shipped the product as needed, which helped to make sure only the right products for a particular facility arrived on site. By keeping products in a nearby distribution center, Anixter was able to manage lead times with manufacturers and ship products to the integrators when an order came in. Also, as part of Anixter's standard operating procedures, a quality group checked all the products at the distribution facility before they were delivered to the job site to minimize failures and returns. Subsequently, the products were labeled with their appropriate destination and double checked so that the deliveries matched the purchase orders.

## Project Results

Through Anixter's technical expertise, manufacturer partnerships and supply chain capabilities, the technology consulting firm reduced its supplier base, lowered its cost of managing inventory levels and saved on distribution costs. With just-in-time deliveries to the job site, overall operating costs were lowered and the project was able to meet monthly benchmarks for performance.

Overall, Anixter provided 60 million feet of cable and 6,000 cameras and combined these with a solution that was ready to install to help increase the speed of deployment. By successfully managing lead times and ensuring product was stored in a nearby distribution center, there were no delays in deploying the upgraded security system. With millions of dollars coming through the state contract, Anixter helped to reduce the overall supplier base and lower distribution costs by consolidating manufacturers through a single channel. With Anixter, the technology consulting firm and the school system working together, the project continues to move along smoothly.

## Technical Expertise

Anixter has a variety of resources dedicated to keeping its customers current on the latest products, applications, standards and emerging technologies:

- Anixter Infrastructure Solutions Lab<sup>SM</sup> with end-to-end testing and performance reports
- Compatibility testing to confirm interoperability of products
- Technical knowledge of complete systems for surveillance and access control
- Deep understanding of IT and telecommunications standards
- Technical support with regional security managers and local networking and security experts
- Training and educational opportunities through Anixter University<sup>SM</sup>
- Technical Committee Chair at ONVIF to keep abreast of the latest developments and provide input into ONVIF specifications



OVER  
**8,300**  
employees

OVER  
**100,000**  
customers

MORE THAN  
**450,000**  
products

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