



SUMMARY

Customer

International grocer and retailer

Challenge

Enter the U.S. market with over 200 neighborhood-style grocery stores in the U.S.

Solution

READY!™ Site

Results

- Made sure the right quantity of materials arrived on time
- Combined parts into two palletized kits, reducing deliveries and waste for each site
- Mapped deliveries to the installer's deployment schedule



I didn't have to worry about a whole lot. The material was there when we were ready to work. We didn't have to go pick it up from the distribution center or order a laundry list of part numbers.

Tom Schuman, Project Manager
Choice Electrical Construction

Customer Challenge

Wanting to enter the U.S. market, one of the largest retailers in the world announced its plan to open more than 200 neighborhood-style grocery stores in the U.S. The U.K.-based retailer targeted 100 of the small 10,000-square-foot stores to open within the first year. Even though each store would be nearly a third the size of an average U.S. supermarket, each location would employ the latest technology to enhance the customer's shopping experience, such as self-checkout kiosks. Because the retailer would be relying on automated store processes, it needed a reliable communications and data network to provide its customers with a seamless, efficient shopping experience, as well as generate useful data about the buying habits of its customers.

The retailer's aggressive schedule of opening two stores a week required careful coordination and adherence to deadlines in order to coincide with grand opening promotions and announcements. To meet the targeted openings and to make sure all the stores followed build-out specifications, the retailer partnered with a large network integrator to coordinate the design, deployment and construction of the stores. To guarantee all the products arrived on time and as specified, the integrator turned to Anixter to provide a deployment solution that would drive the project's success.

Project Scope

Anixter, the network integrator and the local installer, Choice Electrical Construction, worked together to specify and deliver the bill of materials for each store. Because each store worked off the same basic premise, Anixter sourced and procured products to keep in its inventory, making sure the right quantity of materials arrived on time to each location. This enabled the installers to continue building out stores without having to worry about out-of-stock materials or late arrivals. Anixter then mapped out the deployment to future build-outs, utilizing the repeatable solution. To meet the first stores' opening dates, the installer needed to build four sites a week during a six-week period. According to Tom Schuman, the project manager with Choice Electrical, this deployment predictability helped to make the entire installation process easier. "Because the material was there when we're ready to work, we didn't have to go pick it up from the distribution center. I didn't have to worry about the materials."

CASE STUDY

PREDICTABILITY COMES TO THE NEIGHBORHOOD MARKET



Anixter Solution

Anixter needed to provide scalable and repeatable solutions that were easy to handle, clearly identified and ready to install at the job site. By providing a solution that would maximize installation time, Anixter could help the installers quickly build out each store on time. Anixter's READY!™ Site deployment service, which combines all the materials needed for a site installation into a single delivery, achieved this by consolidating 40 separate items into two kits, each with its own unique part number, to be delivered to each job site in time for the installers to work.

Each READY! Site solution was carefully kitted and rigorously reviewed for accuracy by Anixter's quality team. To make sure there was enough on-hand material to meet the multiple site deployment schedule, Anixter maintained an inventory of products to supply 25 READY! Site kits at any given time. Anixter sourced all the required components for the project, including racks, cable management, patch cords, rack covers, face plates, color-coded jacks and color-coded patch panels. By reducing all of these parts and pieces to two palletized kits, the installer easily ordered materials, made sure all the installation materials were present and met specification, and greatly reduced the amount of deliveries to each store. Anixter was able to map out deliveries to the installer's deployment schedule, ensuring that all the required products arrived at the time they were needed to avoid project delays.

Program Results

Through the first six months, 63 stores were opened, meeting the retailer's target completion dates. By ensuring that all materials arrived at the site on time and when they were needed, READY! Site helped meet the integrator's, the installer's and the retailer's deadlines. According to Schuman, READY! Site made the entire installation process easier with increased predictability. "I would provide Anixter with an updated bill of materials for each store, and then from the supply side, everything was taken care of."

Because of Anixter's READY! Site offering, the installer saved significant time and allowed its teams to focus on making sure everything was installed and operational by the target dates. READY! Site cut administration and purchasing time by reducing a long list of parts to two kitted part numbers. Schuman said that Anixter's whole order delivery of READY! Site helped from the management perspective. "I didn't have to worry about anything. I could just focus my efforts on getting a quality installation done on time."



READY!™ Deployment Services by Anixter map our distribution

and Supply Chain Services 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). READY! Deployment Services by Anixter will help you improve the speed to deployment, lower your total cost of deployment and deliver your product specifications as planned.

The project called for:



READY! Site includes a whole infrastructure order for a complete building delivered directly to multiple customer sites (multi-site rollout).



Instead of having to put everything together myself, all of the materials were kitted and delivered on time, which helped me a lot from a management perspective. I didn't have to worry about anything.

Tom Schuman, Project Manager
Choice Electrical Construction

OVER
8,300
employees

OVER
100,000
customers

MORE THAN
450,000
products

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