

WESCO | Anixter Helps Standardize Physical Security for Nationwide Real Estate Developer



CHALLENGES

A leading nonprofit real estate developer that manages thousands of properties in multiple U.S. regions was grappling with disparate security systems throughout its enterprise. The customer was renovating several properties across the country, but had no framework in place for security design. Each property had its own physical security system with an array of technological platforms. Frustrating the situation further was the lack of manufacturer support on existing installations. The customer realized they needed a physical security standard that would include CCTV, access control and tenant intercoms.

SOLUTIONS

The WESCO | Anixter Technology & Support Services (TSS) team worked with the customer's senior stakeholders and project managers to define security levels and determine solutions that best fit the needs of each property. We offered them a solution that included cameras on the building's exterior, interior cameras in public spaces, such as stairwells and elevators, access control on all perimeter doors with interior shared spaces, and wireless locksets on tenant doors that also had an audio/video intercom for each tenant.

TSS provided an end-to-end bill of materials list and wrote the RFP that was distributed to integrators chosen by WESCO | Anixter for bidding. The document also contained a supply chain services component the integrators must follow to ensure the solutions were deployed efficiently.

RESULTS

The customer now has a process that provides continuity and consistency for each property and a solution that allows for their distinctive needs. Working with the TSS team not only simplified the process, but saved the customer design time. Now, each project manager chooses the security level that best meets their property's specific needs, ranging from just exterior cameras to an entire security system complete with access control and tenant intercoms.

This project was completed under the name of Anixter.

SUMMARY

CUSTOMER

A nonprofit real estate developer

CHALLENGES

The customer's properties across the U.S. had multiple, disparate physical security systems that were difficult to manage

SOLUTIONS

- TSS engineers worked with customer to develop physical security standards and specifications
- Defined security levels that each project manager would choose that best fit their specific property needs

RESULTS

- Reduced design time
- Achieved process and solution consistency across all properties