

# NORTHWESTERN OHIO SECURITY SYSTEMS EXPANDS DEPLOYMENT CAPABILITIES WITH SUPPORT FROM ANIXTER



For more than 30 years, Northwestern Ohio Security Systems (NWOSS) in Lima, Ohio, has provided intrusion detection, fire alarm, video surveillance, monitoring and other custom solutions and system design services to residential, small business, commercial and government customers. Founded in 1981 by Jim Kostelac and Trel Yocum, the family-owned business has grown to multiple offices throughout Ohio with 50 employees, many of whom have been with the company for more than 10 years.

NWOSS has developed a close partnership with Anixter over the past decade. With a strong understanding of the challenges facing security integrators, Anixter has worked collaboratively with NWOSS to improve cash flow so the Ohio company can take on larger projects and customers.

“As a small business, cash is king. Among many valuable services Anixter has provided, they have really helped with cash flow and their flexibility on longer terms for projects,” says John Kostelac, operations manager at NWOSS and Jim Kostelac’s son.

Anixter’s ability to quickly provide pricing for quotes while handling multiple projects at the same time has also helped NWOSS close deals and expand into the Columbus, Ohio, market, where NWOSS opened a branch in 2004.

Backed by an extensive distribution network and supply chain capabilities, Anixter is able to assist NWOSS with their large-scale deployments. “We worked with Anixter on a big K-12 city school project that required installing 400 cameras and providing access control,” says John Kostelac. Anixter’s product configuration services, such as IP addressing the cameras prior to delivery, helped to streamline installation and keep the deployment on schedule.

“Another time, we worked with Anixter for a state project that included six sites,” says John Kostelac.



Photo provided by NWOSS.

“Anixter has become an extension of the NWOSS team. Having Anixter available for large projects, and being able to purchase and register products at great prices, has proven very valuable to us.”

Through their relationship with Anixter, NWOSS also has access to the 4,000-square-foot UL-certified Infrastructure Solutions Lab<sup>SM</sup> at Anixter’s headquarters in Glenview, Ill. The NWOSS team recently visited this world-class demonstration lab to examine the latest security technologies and exchange knowledge with Anixter’s technology experts. In order to offer their customers the very best solutions, they make a point of staying ahead of the curve when it comes to new technology and changes in the security industry.

Beyond the financial flexibility, supply chain support and technical resources made available through Anixter, dedicated customer service has been integral to the decade-long partnership between Anixter and NWOSS. “Service is key,” John Kostelac says.



“We enjoy working with Anixter because they take care of their customers. It’s the same mission we follow.”

