

Nationwide Grocery Chain Store WAN/WLAN Project

Project Overview:

Customer Industry: Retail Grocery Chain
Project Name: Store WAN/WLAN
Implementation Project
Project Timeframe: 3 Months
Project Size: 260 Stores

Customer Business Requirement:

This client, with several hundred stores located throughout the nation, wished to expand its Wide Area Network (WAN) and Wireless Local Area Network (WLAN) capabilities in 260 of its stores.

Bailiwick Differentiator:

Having completed previous similar projects for this client, Bailiwick was well positioned to understand the true objectives that needed to be met in this engagement. Our response to their RFP was exceptional in its definition of scope and our previous work with this client demonstrated our dedication to providing a quality experience for our clients. Bailiwick's abilities to utilize local resources for the installation portions of the project significantly reduced any travel costs incurred, thereby maximizing value for the client.

Project Services Overview:

Project Management Services

The project management services for this major project included the following:

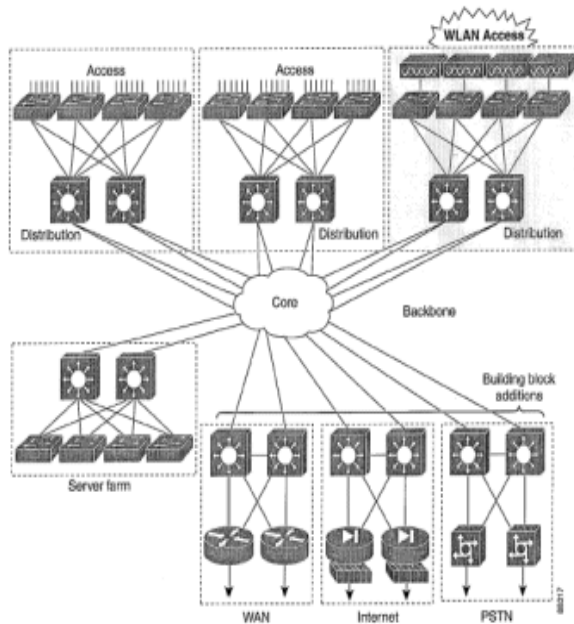
- Designation of a Project Manager with overall responsibility for project execution

- Documentation and management of project and escalation issues in relation to the defined scope of work
- Preparation of change order requests for client's approval
- Scheduling and execution of all status meetings and conference calls
- Providing weekly status reports
- Coordinating and procuring all materials needed for the project

Consolidation Center Services

Bailiwick provided staging and configuration services for this project, which included the following activities, performed at our configuration center located in Minnesota:

- Receipt of all equipment and materials
- Inspection for any damage
- Resolution of product RMA issues
- Configuration of the router per the client provided configuration template
- Configuration of a Wireless Access Point based on a client provided configuration template modified to each particular store's scheme
- Packaging and coordination of all pre-configured equipment to each store by the required date



Equipment Installation Services

Bailiwick's equipment installation services for this project consisted of installing one each of a router, switch, and wireless access point. Each traveling deployment team performed numerous installations during the course of the project, and their experience improved the speed and efficiency of the rollout, which saved the client time and money.

Cabling Services

The cabling portion of this project consisted of installing a demarc extension and one or two Cat5e cables in the store. Bailiwick's staff of RCDD's ensured that all standards and codes were met and that all testing and documentation were completed as per the client's request.

Customer Contacts:

If you have a question about a specific project, please call Bailiwick for more information. We will be happy to provide you with references and more details.

Bailiwick Data Systems 1-800-935-8840