

Nationwide Manufacturer Enterprise Infrastructure Standardization

Project Overview:

Customer Industry: Manufacturing of Construction Materials
Project Name: Enterprise Infrastructure Standardization
Project Size: Varies per site, typically 5-10 projects per year

Customer Business Requirement:

This client, a manufacturer of products for the residential construction industry, has approximately 30 manufacturing plants throughout the USA. While each plant operates as its own profit and loss center, certain aspects of LAN and WAN communications are supported on a corporate level. To that end, this client requires an I.T. partner with Bailiwick's technical expertise and field resources across the USA.

Bailiwick Differentiator:

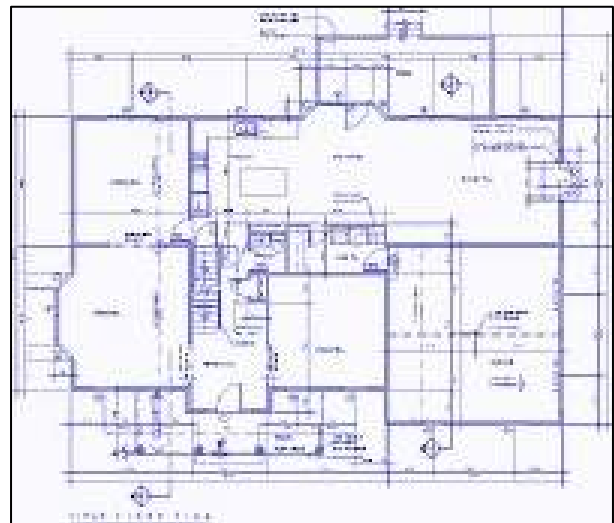
Manufacturing facilities present unique challenges to the design and installation of communications cabling. The sheer size of each facility, coupled with the electrical static generated from the machinery, dictate that careful attention be paid to the routing and quality of the cable to ensure it will perform as desired. Bailiwick's staff of RCDD engineers reviews each floor plan and presents various options to each plant to ensure the most cost-effective measures are taken. Each plant receives a new or updated cabling infrastructure that is conforms to corporate directives and industry standards. Installations are

performed by Bailiwick's field resources that are local to the manufacturing plant.

Project Services Overview:

Existing Plant Infrastructure

Over the past couple of years, several plants have received updates and additions to their existing communications infrastructure. Often times the cabling projects are needed as the result of other initiatives, such as a new voice switch or data networking hardware. Due to a lack of documentation, overall quality or organization of the existing cabling and/or communications closets, Bailiwick has been retained to design and implement new and/or updated cabling infrastructure in certain plants to ensure that not only the



original initiatives are met without a hitch, but also to provide a growth path for future initiatives as well. Since many plants operate continuously, careful planning and

preparation is provided to ensure that disruption of communication resources is kept to an absolute minimum.

New Plant Cabling and Expansion

Due to growth of the residential construction industry, this client has been opening new plants as well as expanding existing plants. Bailiwick assists the facility design and building teams on these projects to identify the communications needs for each project, set budgets, and coordinate the work with other trades. Once a project is underway, Bailiwick monitors the construction progress and schedules the selected contractor partners to be onsite at the appropriate time in the project to perform the installation.



The coordination of labor and tasks is a great benefit to those involved with the project since the complexity of the

machinery and the rest of the building project demands so much of their time. The end result for the client is that they get a well-designed communications infrastructure, built with quality components and installation practices and guaranteed for the lifetime of the plant.

Customer Contacts:

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

Bailiwick 1-800-935-8840

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