

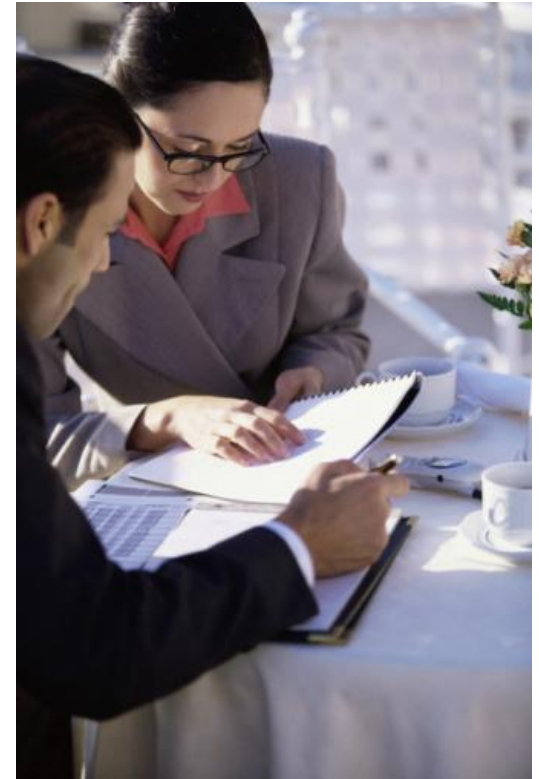


**ANIXTER**

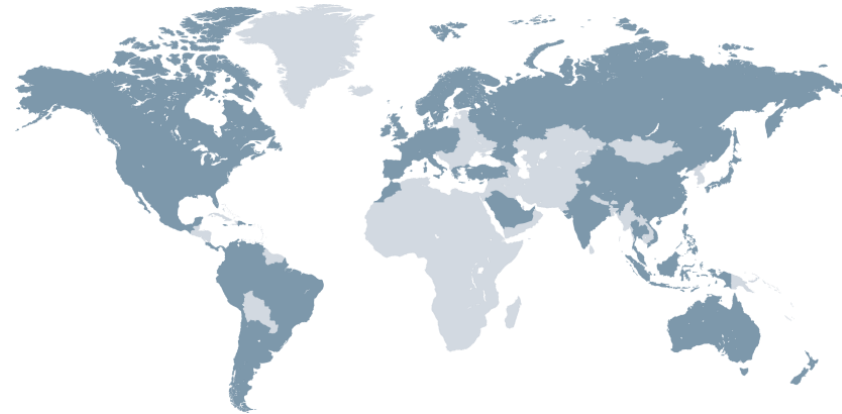
## EFFICIENT ROLL-OUT OF STANDARDS WITH ANIXTER'S GLOBAL CAPABILITIES

Products.  
Technology.  
Services.  
Delivered Globally.

- About Anixter
- Global Presence
- Global Structure
- Customer Needs
- Global Service Offering
- Questions



- Unmatched global capabilities and go-to-market strategy
- Dedicated focus on both end-user and channel-partner customers
- Superior technical expertise
- Largest breadth of network infrastructure and security products
- Close partnerships with market-leading suppliers
- Supply chain solution experts



## Enterprise Cabling & Security Solutions

- Network cabling solutions
- Wireless and networking
- Voice accessories
- Access control
- Video surveillance
- Sound and paging
- Security, burglar and fire alarm cabling
- Individual Supply Chain Solution



## Electrical and Electronic Wire & Cable

- Power cable
- Hook-up / lead wire
- Control cable
- Multiconductor cable
- Multipair cable
- Portable cable
- Audio/video
- Telecommunications
- Coaxial cable
- Accessories



# ANIXTER'S NORTH AMERICA PRESENCE



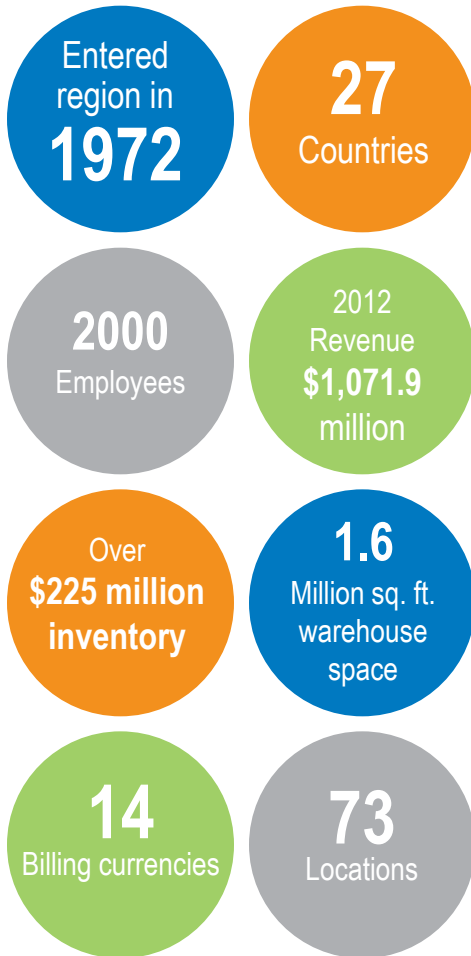
- Founded in **1957**
- 2** countries
- 4,500** US Employees
- 730** Canada Employees
- Over **\$700 million** Inventory
- 2012** Revenue **\$4,424.7** million
- 2** billing currencies
- 6** Million sq. ft. warehouse space
- Over **165** Locations



# ANIXTER'S PRESENCE: CENTRAL & LATIN AMERICA (CALA)



# ANIXTER'S EMEA PRESENCE



# ANIXTER'S ASIA PACIFIC PRESENCE





# MANY DIFFERENT NEEDS AND TOPICS IN MULTINATIONAL ROLL-OUTS (1)



# MANY DIFFERENT NEEDS AND TOPICS IN MULTINATIONAL ROLL-OUTS (2)



- Maintaining Your Corporate Standards
  - Are local installers staying within the stated guidelines?
  - Lack of local sales and tech support: do you get the face time you need?
- Working with Quality Contractors/Installers at Every Site
  - Are they well trained and certified?
  - Do you know who they are in country?
- Avoiding Stock-Outs and Project Delays
  - Is there regional or local stock in every continent?
- Leveraging Your Global Spend
  - Are you getting the most competitive prices in every geography?
- Language, Cultural Barriers & Time Zone Challenges
  - Can you get someone on the phone you can effectively communicate with during regular business hours?
- Cost, Currency and Duty Issues
  - Can you conduct business in the local currency?
- Ease of Doing Business
  - Can we improve our process costs in the deployment?



- **Duties: 5% to 30% Additional Cost**

- Are you taking advantage of all available free trade zones and duty deferment programs to avoid this?
  - ANIXTER SOLUTION:
    - ✓ Determine if preferential duty opportunities are available
    - ✓ Assess proper tariff classifications

- **Value Added Taxes: 8% to 25% Additional Cost**

- Are you procuring your material correctly in order to recoup this tax?
  - ANIXTER SOLUTION:
    - ✓ Design deployment model to optimize VAT recovery

- **Freight: up to 30% Additional Cost**

- Are you minimizing your freight costs?
  - ANIXTER SOLUTION:
    - ✓ Forward deploy product based on forecasting
    - ✓ Perform regular reviews of price and service with international carriers

- **Local Customs: Additional Border Fees and Associated Paperwork**

- Are you effectively managing your importation processes to avoid this?
- Do you have the internal resources to manage this process?
  - ANIXTER SOLUTION:
    - ✓ Employ import specialists by country to move product across borders efficiently



- ...understand the local business climate, culture and challenges
- ...communicate in local languages
- ...support you in the local time zone
- ...offer local stock in local units of measure
- ...conduct business in the local currency (31 currencies supported)
- ...facilitate local manufacturer support while leveraging global spend
- ...build strong local contractor/integrator relationships
- ...all managed in a globally coordinated and centralized approach
- ...reinforce the implementation of your standards
- ...reduce process cost in the deployment



# RACK/ CABINET BUILDS AND KITTING



- Rack unpacked and built
- Panels, PDU's and cable management installed



Items kitted per zone, room or floor



**848997375**

KIT METRO CHANNEL EXPEDITE KIT  
WITH ADTRON-23 ITEMS  
ISSUE 1104  
MASTER PACKING LIST IN CARTON  
ANIXTER 10/11/2006 4:20:34 PM

READY  
BY ANIXTER  
DEPLOYMENT SERVICES



Reduce storage need on site  
Reduce time spent on  
material handling



Ensures: your specification,  
standards, layouts and ease of ordering

# SPACE REQUIREMENT FOR MATERIAL PREPARATION



**Cabinets pictured represent 10% of total project**



**Materials prepared and Ready!  
For installation before shipping**



Unpacking and cleaning up...  
Such a “waste” of time and money!



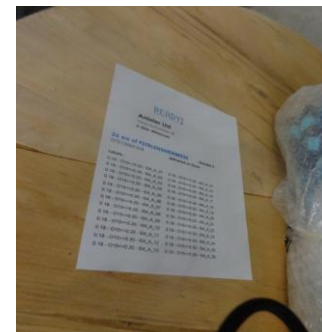
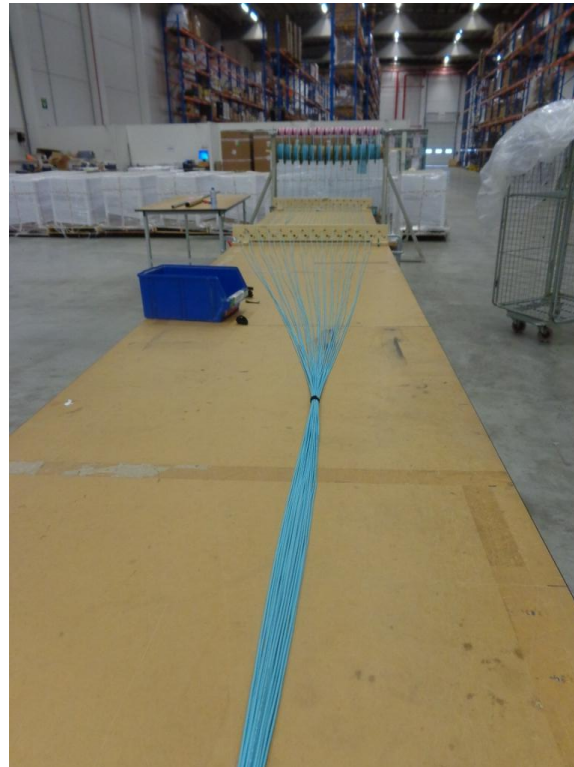
Waste that comes with a  
Project rollout.



# CAGES WILL ELIMINATE WASTE AND OPTIMISE FLEXIBILITY



# MPO TRUNK – BUNDLE RAPID DEPLOYMENT



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*READY!<sup>SM</sup> Camera includes cameras, housings, mounts, lenses and accessories packaged together as one solution ready-to-install.*

## 1: Kit or preassemble material

- Camera
- Lens
- Housing
- Mounts
- IR Illuminator
- Ethernet switch
- Accessories (surge protection, baluns, etc.)

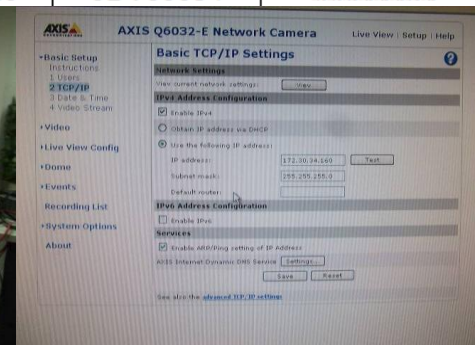
**2: Bundle with DOA check, IP addressing, and serial number capture for IP equipment**



# IP ADDRESS AND SERIAL NUMBER CAPTURE



Location	Device Manufacturer	Device Model	IP Address	MAC Address	Gateway	Subnet	Serial No.	Bar Code
Home Site 1	Panasonic	NF284	192.168.x.x	00-80-45-59-A3-C1	192.168.1.254	255.255.0.0	JBV03024	
Home Site 1	Panasonic	NW964	192.168.x.x	00-80-45-59-DB-8C	192.168.1.254	255.255.0.0	JDV00075	
Home Site 1	Panasonic	NW964	192.168.x.x	00-80-45-59-DD-03	192.168.1.254	255.255.0.0	JDV00088	
Home Site 1	Panasonic	NW964	192.168.x.x	00-80-45-59-DD-06	192.168.1.254	255.255.0.0	JDV00091	
Home Site 1	Panasonic	NW964	192.168.x.x	00-80-45-59-DE-00	192.168.1.254	255.255.0.0	JDV00108	
Home Site 1	Panasonic	NW964	192.168.x.x	00-80-45-59-DE-0F	192.168.1.254	255.255.0.0	JDV00104	
Home Site 1	Panasonic	NW964	192.168.x.x	00-80-45-59-DE-10	192.168.1.254	255.255.0.0	JDV00105	
Home Site 1	Panasonic	NW964	192.168.x.x	00-80-45-59-DD-04	192.168.1.254	255.255.0.0	JDV00089	
Home Site 1	Panasonic	NW964	192.168.x.x	00-80-45-59-DE-05	192.168.1.254	255.255.0.0	JDV00113	
Remote Site 1	Panasonic	NW964	192.168.x.x	00-80-45-59-DE-0A	192.168.1.254	255.255.0.0	JDV00099	
Remote Site 1	Panasonic	NW964	192.168.x.x	00-80-45-59-DD-07	192.168.1.254	255.255.0.0	JDC00092	
Remote Site 1	Panasonic	NW964	192.168.x.x	00-80-45-59-DD-05	192.168.1.254	255.255.0.0	JDV00090	
Remote Site 1	Panasonic	NW964	192.168.x.x	00-80-45-59-DD-09	192.168.1.254	255.255.0.0	JDV00094	



# SERVER AND VMS PREPARATION



## **READY!<sup>SM</sup> Server**

- Updating Windows
- Uploading VMS
- Uploading IP addresses
- User names and passwords

**READY**<sup>SM</sup>  
DEPLOYMENT SERVICES

BY ANIXTER





## **READY!<sup>SM</sup> To Go**

- Complete solution (edge to core)
- Cabinet assembled and loaded
- VMS on server
- Cameras DOA tested and firmware upgraded
- Customizable
- One part number



## **Benefit:**

- Easy to order
- Quick installation
- Lower deployment cost

# OUTDOOR CABINETS AND BOXES



Configuration



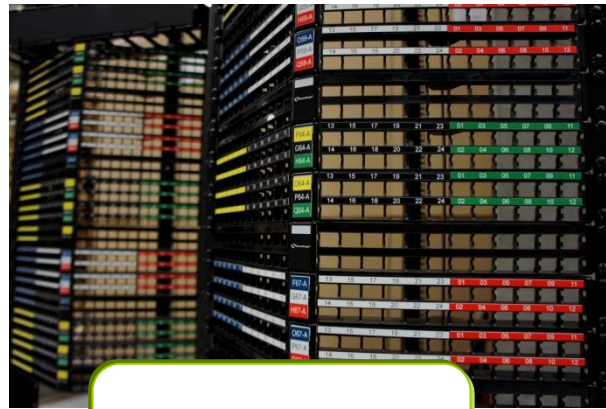
Wiring



# CUSTOM LABELING AND PACKAGING



Patch cord labeling



Panel labeling



Coloured shrink-wrap

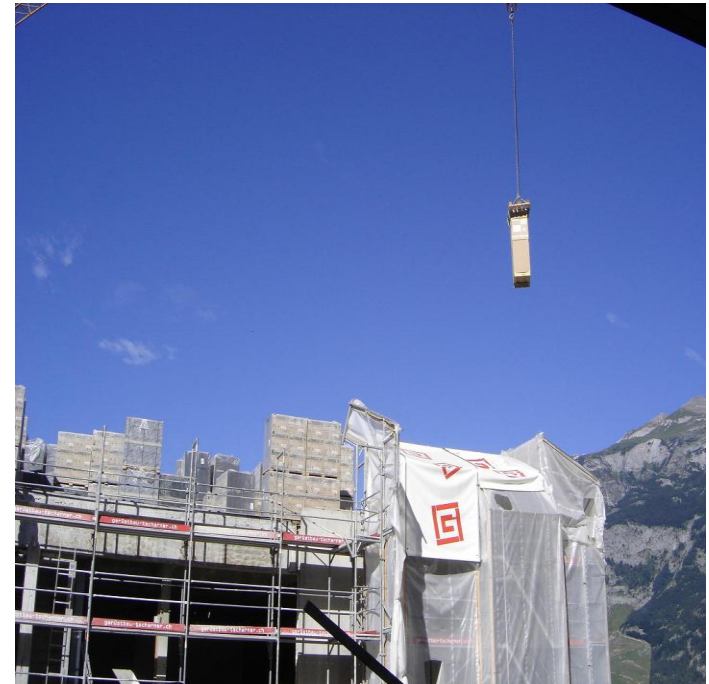
Box labeling





## Ready Deployment Delivery Process

- Last Mile delivery
  - Anixter's specialist couriers perform last mile services to deliver the cabinets within a building/ floor/ room / zone / row.
- Cabinet Site Survey
  - Address's Building restrictions
  - Door , Lift , Stairs dimensions/ restrictions
  - Access complexities
  - Vehicle Restrictions
  - Waste Removal
  - Manpower Required
  - Additional Equipment needed





## Anixter Sustainable Deployment

This certificate acknowledges that ABC achieved an Anixter Green Deployment award.

By using Anixter's READY!™ Services, ABC was able to demonstrate a carbon-friendly approach to the technology deployment in the United Kingdom, which resulted in:

- 1400 kilograms of cardboard (88 percent of the total) being diverted from the job site and recycled
- 2 kilograms of plastic (55 percent of the total) eliminated from job site
- 5,466 kilograms of wood products (100 percent) collected from site and recycled (mostly pallets)
- Eliminated 2 x 17.5 ton vehicles needed for delivery



ANIXTER LEED for New Construction (LEED-NIC)	
<b>MR Credit 2.1/2.2: Construction Waste Management Waste Calculation</b>	
<small>Identification: (Enter Information)</small>	
Customer Name:	
Project Name:	New generation DC Business/In/Frankfurt
Date of Submittal:	2/14/13
<small>Quantities/Recycled Materials Description</small> <small>Quantity of Quantities/Recycled Waste</small>	
Total Weight of Cardboard Recycled:	11329 Kilograms
Total Weight in Tons of Cardboard Recycled:	11,15 Imperial Tons
<small>Destination/Recycling/Reuser Destination: (Enter Information)</small>	
Name:	SITA BELGIUM RECYCLING CENTRE
Address:	Vloorsdendestraat 218
Postal Code:	1120 Brussels
Notes:	* Plastic is not recycled at facility
Approved By: <u>Bryan Caldwell</u>	(Print Name)
Signature: <u>Herman Vermeers</u>	(Sign Name)
<small>Products. Technology. Services. Delivered Globally.</small>	

Total Weight of Cardboard Recycled: 11329 Kilograms  
 Total Weight in Tons of Cardboard Recycled: 11,15 Imperial Tons

Total Weight of Wood Recycled: 9000 Kilograms  
 Total Weight in Tons of Wood Recycled: 8,86 Imperial Tons


ANIXTER LEED for New Construction (LEED-NIC)	
<b>MR Credit 2.1/2.2: Construction Waste Management Waste Calculation</b>	
<small>Identification: (Enter Information)</small>	
Customer Name:	1207016 & 1207011
Project Name:	New generation DC Business/In/Frankfurt
Date of Submittal:	2/14/13
<small>Quantities/Recycled Materials Description</small> <small>Quantity of Quantities/Recycled Waste</small>	
Total Weight of Wood Recycled:	9000 Kilograms
Total Weight in Tons of Wood Recycled:	8,86 Imperial Tons
<small>Destination/Recycling/Reuser Destination: (Enter Information)</small>	
Name:	SITA BELGIUM RECYCLING CENTRE
Address:	Vloorsdendestraat 218
Postal Code:	1120 Brussels
Notes:	
Approved By: <u>Bryan Caldwell</u>	(Print Name)
Signature: <u>Herman Vermeers</u>	(Sign Name)
<small>Products. Technology. Services. Delivered Globally.</small>	





## Products That Save Time

- Simplify material management at the job or production site
- Simplify on-site storage requirements
- Ensure product specification
- Increase speed of deployment
- Improve the accuracy of replenishment
- Reduce damaged, lost/stolen material at the job site
- Reduce packaging waste at the construction site
- Simplify project management
- Minimize will calls, go backs and set-up time
- Save time so you allocate labour to other revenue producing projects
- Helps you address your sustainability goals



## Programs That Save Time and Increase Profit

**READY** BY ANIXTER  
DEPLOYMENT SERVICES ●

**READY** BY ANIXTER  
MATERIAL MANAGEMENT SERVICES ●

## Thank you!

