

Craft and Hobbies Retailer New Store Opening Project

Project Overview:

Industry: Retail / Crafts & Hobbies
Project Name: New Store Opening Rollout
Project Size: Equipment and Cabling installed initially in 30 stores throughout North America, and the project expanded each year.

Customer Business Requirement:

This craft and hobbies retail store chain planned on opening approximately 30 stores throughout the USA. For this project, they needed a partner who could deliver not only a locally supported communications cabling installation, but also consistent, replicated equipment installations at each site. Additional stores were added to the project each succeeding year.

Bailiwick Differentiator:

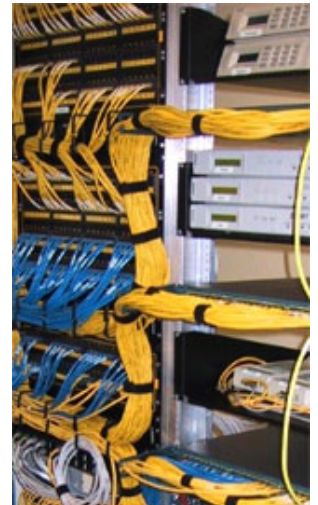
In order to effectively respond to this request, Bailiwick utilized its “combination” labor model for the deployment. The ability to perform cabling installations with qualified local resources complimented by a dedicated traveling team of equipment deployment specialists became the key component to delivering a successful IT rollout.

Project Services Overview:

Cabling Installation

Bailiwick installed a Cat5e cable infrastructure to support POS, PC, Phone, Modem, and Facsimile locations. In addition, a demarcation extension and cabling for the paging system were provided. Bailiwick partnered with local contractors across the nation to perform these

cabling runs. The Bailiwick Project manager closely managed the challenging “safe” times for installation work, deploying the cabling crews at the most advantageous times without any significant cost increase.



Equipment Installation

The need for consistency and replicated quality demanded the use of dedicated teams who travel from store to store to complete the equipment installations. These teams installed POS Registers, Back Office Equipment, Telxon Equipment, Printers, and PC's in a phased and orderly deployment. The experience gained at each new store was retained and allowed Bailiwick to be for effective and efficient with each successive store's deployment.

Project Management

Combining both local resources and dedicated teams allowed the client to enjoy the benefits of both approaches. Bailiwick Project Managers seamlessly integrated all aspects of the overall New Store Opening installation into one manageable process that maximized value for this client.

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's phone number is 800-935-8840.