

## *Nationwide Coffeehouse New Store Opening Project*

### Project Overview:

Industry: Retail / Specialty Eatery  
Project Name: New Store Opening  
Communications Installation  
Project Size: 50-70 stores annually

### Customer Business Requirement:

This nationwide coffeehouse opened 50-70 stores throughout the USA on an annual basis. The time and expense to send corporate personnel to perform the technical communications installations for this number of stores became too great. They made a business decision to outsource the new store opening communications installations to a professional services organization to allow them to focus on their core competencies.



### Bailiwick Differentiator:

Bailiwick's ability to perform both the cabling and equipment installations for each new store opening with local labor sources has resulted in a significant cost savings for this client. In addition, the consistency in both the quality of the installation and the documentation of each

site has been helpful in the ongoing management of those remote site communications resources.

### Project Services Overview:

#### **Cabling Installation**

The scope of work called for the installation of Cat5e cabling to support both circuit demarcation extensions and POS location cabling. The demarcation extension cabling was installed from the point of entry to the store's router. The POS cabling was installed from the router to the hub located under the service counter. Patch cords were also installed for each unit of networked hardware.

#### **Equipment Installation**

A pre-configured router and hub were sent from the client's corporate IT department to each new store. Bailiwick placed these units in their appropriate location and made all necessary connections. Ping tests were performed to ensure that the router and hub were functioning properly.

#### **Project Management**

Bailiwick's Project Managers efficiently scheduled resources, managed timelines, assembled and sent all documentation, and solved issues as they arose for each site. The client had a single point of contact for all activity and was able to view status reports in real time via NIKU, our online collaboration tool.



#### **Customer Contacts:**

For more information call (800) 935-8840