

Executive Summary

Customer	Screwfix Direct
Location	Yeovil, Somerset
Requirement	To kit out a new Headquarters and refurbishment of existing offices
Equipment	Brand-Rex Cat6 Plus, Brand-Rex Fibre products and Excel Cabinets
Customer's View	"Spectrum Electrical were the obvious choice for us, their professionalism and attention to detail was outstanding, couple that with a reputable supplier such as Mayflex, ensured that the installation was a trouble free process to undertake." <i>Simon Trowbridge, Technical Projects Manager, Screwfix Direct</i>

Screwfix Direct is the UK's largest direct and online supplier of trade tools and hardware products. They have over 30 years experience in the industry and despatch tens of thousands of parcels every week to tradesmen, handymen, maintenance professionals and corporate customers throughout the UK.

Their Somerset head office and contact centre, employ's close to 1000 people. They also operate a new state of the art distribution centre in Stoke-on-Trent which now ensures that they deliver their promise of next day delivery service UK Wide, employing over 500 people.

Spectrum Electrical Group, the contractor chosen to carry out the installation, formed 24 years ago and have grown substantially in the last 5 years by embarking on a policy of providing high quality electrical installations resulting in an enhanced reputation for customer satisfaction. A large proportion of their work now comes from repeat business with established customers. This has resulted in the company being awarded a long-term contract to carry out specialist work in Canada, Germany, Cyprus, Brunei & the Falklands.



Twelve months ago the company expanded its operations in the structured cabling sector by setting up a specialist structured cabling solutions division. The division quickly formed trading agreements with Mayflex and became a Brand-Rex Millennium authorised installer.





Spectrum, were consequently chosen to carry out the contract, which was worth a total in excess of £1.7 million pounds, based on these strengths. Spectrum's decision to use Mayflex as their supplier was due to the excellent levels of service they had received in the past. This particular installation was further assisted due to the involvement of the Mayflex Project Team.

The purpose of the project team is to set up a dedicated account for a project and oversee the implementation of the project terms and conditions. By doing this Mayflex could ensure a trouble free solution. Mayflex registered the Screwfix Direct project with Brand-Rex to gain price support and project exclusivity. This was then followed by the management of stock availability, ensuring that both Spectrum and Screwfix Direct's deadlines were met.

The contract time frame given to complete the installation was extremely short. Close on site co-ordination was needed between Spectrum's engineers and the other tradesmen who were on site at the same time. This was essential to ensure that the completed systems were delivered to Screwfix Direct as scheduled.

Simon Trowbridge, Technical Projects Manager at Screwfix Direct was delighted: *"We have been really pleased with the support that we have received from Spectrum and Mayflex. The dedication and responsiveness of both teams, was key to meeting our needs."*

Neil Webb, Spectrum's, Data Projects Engineer commented, *"We chose Mayflex as our partner on this installation, as we have always found the service they offered us by far surpassed our expectations. With the help of John Twidell our Sales Representative and the Projects Team we managed to comfortably achieve all of the deadlines that had been imposed by Screwfix Direct."*

The product set of Brand-Rex Cat 6 plus and fibre cable and Excel cabinets were recommended to Screwfix Direct by Spectrum Electrical themselves. The recently redesigned Excel floor standing cabinets were chosen due to their new enhanced aesthetics which include a metal framed smoked safety glass front door.

World-leading structured cabling manufacturer, Brand-Rex, who have been confirmed as the number one vendor in the UK based on sales of structured cabling products in 2004, according to the latest BSRIA report, were chosen for their product quality and proven track record in the industry.

The actual network itself needed to be designed to take into consideration the different phases of the installation. The 2000 Cat 6 plus outlets in phase 1 had to be worked back to 3 separate comms locations. These were interconnected via an extensive fibre backbone, which linked adjacent buildings by incorporating diverse routing, which provided resilience to the actual connection.

Phase 2 was to install a further 500 Cat 6 plus outlets into the adjacent refurbished existing premises & extend the existing data centre to include a further 10 cabinets incorporating 480 Cat 6 plus & extensive fibre inter cabinet links.



Result

By installing the future proof network which was requested, Spectrum have given Screwfix Direct the capacity to maintain their reputation as the largest direct and online supplier of trade tools and hardware products and to further grow their business as they move into the future.



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