

CASE STUDY

Reliable Project Deliveries



Unique Deliveries that require **RELIABILITY** and **RESPONSIVENESS** for Success

Anixter is a leading global supplier of communications and security products and electrical and electronic wire and cable. Anixter helps its customers specify solutions and make informed purchasing decisions around technologies, applications and relevant standards.

Anixter enables the connected world. From securer facilities and communities, to more efficient networks and industrial environments, they deliver the infrastructure solutions—and intelligence—that sustain their customers' business.

Anixter works with integrators, end-users and contractors to enable a connected world that can handle future data demands and secure businesses, industries and communities. By investing in technical experts, global distribution network and supply chain management to quickly respond to customer demand, Anixter helps address industry challenges and maximize performance and value of assets throughout a project's lifecycle.

the **RAK** CHALLENGE

Anixter required a partner who could develop delivery solutions for each of their projects. This requires a great deal of flexibility and commitment to safety and security measures. Product must be delivered to construction sites, require delivery appointments, pre-calls to the site by the driver and adherence to PPE (personal protection equipment) requirements. In this case, Facebook is Anixter's customer. Anixter is providing the infrastructure solution for the new FB facility in Dallas, TX with a 5-year contract.



simply at your service™

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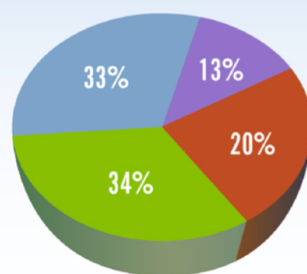
the **RAK** SOLUTION

RAK Logistics developed a network of drivers in Dallas with the specific equipment required, who are willing to adhere to the safety and security guidelines. Quickly the RAK Operations team began to ferret potential transport carriers who would fit well with this project. Other projects for Anixter, like in Houston, required flatbed equipment. The selection process for the Houston project was different than what was required for Dallas. The strict guidelines can reduce the carriers and drivers who are willing to partner with RAK on the project. Drivers are trained on the safety and security needs since these elements are the foundation to a successful partnership with Anixter AND customer satisfaction. Anixter has access to RAK Logistics 24/7/365 through emergency cell numbers of key contacts and a dedicated operational team.



the **RAK** RESULTS

Both Anixter and Facebook have been very happy with our service. While issues may come up, the key to resolution is quick access to the RAK team and the responsiveness in fixing the issue. The partnership that has been nurtured continues to support the requirements of Anixter and Facebook - reliability and responsiveness.



■ North America
■ Latin America
■ Europe
■ China and Asia Pacific

Worldwide wire and cable market is estimated \$185 billion¹
Accessible market available through distribution: \$75 billion²
2011 Anixter global Wire & Cable revenue: \$1.9 billion

Sources: 1. CRU Group 2011; 2. Anixter Market Research

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