



Project In Brief

CLIENT

Confidential

VERTICAL MARKET

High-Tech

PRIMARY INTEGRATOR

Northland Controls | California

REGIONAL PARTNER

APL Access & Security, Inc. | Arizona

PROJECT VALUE

\$3.2 Million

OBJECTIVE

Install a complete system replacement for an Arizona-based high-tech company including the demo of existing equipment, design and installation, build, site access control, and IP video.

ISSUES

Develop a strong regional integrator partnership to overcome tight timelines, budgetary and manpower challenges that accompany large scale multimillion-dollar projects.

THE CHALLENGE

Northland Controls provides real-world solutions for the world's most demanding organizations and has successfully executed thousands of security integration projects. A high-tech company located in Arizona hired Northland Controls to complete a total system install, including the replacement of their existing system. Northland Controls is based in Silicon Valley, California and has offices throughout the world, but they do not have an office or dedicated staff in Arizona. Without a large, dedicated team onsite it would be nearly impossible to meet the strenuous demands for the large scale project, including:

- Fast track construction with demo, design, and installation happening simultaneously.
- Phased construction that has the potential to create many start/stops for the integrator.
- Client requests for the reuse of demoed equipment (risks associated with warranty, equipment functionality, and outdated equipment would require mitigation).
- Constant focus on quality control because re-work could have tremendous impact on project cost.
- Cash flow issues related to vendor payments for equipment/materials not installed for months.
- Material procurement schedules for on-time delivery and minimal materials storage.



THE SOLUTION

As a member of the National Deployment Program (NDP), Northland Controls identified APL Access & Security as a qualified partner for this project. Headquartered in Gilbert, Arizona, APL specializes in all aspects of security systems integration. Together, the companies addressed all major challenges and prevented significant project delays. They created a phased construction schedule that included material procurement milestones to help mitigate long-term storage and on-time delivery. For the reuse equipment, they developed a risk management plan to account for warranty issues, testing prior to install, clean slate for camera programming, and more. Northland Controls also created and implemented a Quality

Assurance/Quality Control program to advise all parties of expectations and assure the installation was of the highest industry standards. APL provided a diligent crew onsite to handle the various phases of the installation. Details, drawings, and scope of work were discussed daily with quality control to safeguard against any oversights. Further, APL advocated for monthly progress billings to avoid waiting until the project was complete to receive payments, which helped prevent major cash-flow issues.

“A network like the NDP helps us find partners who will work side-by-side with our team to provide a high quality end product to the client,” said Shad McPheters, General Manager - Americas, at Northland Controls. “Through the NDP, we have experienced great success working with top tier integrators, whom we consider our trusted partners. When we find a solid partner, like APL Access & Security, we continue to pull them into future projects.”

BENEFIT ANALYSIS

Primary Integrator

Northland Controls managed the overall project design, engineering, budget and project management. Without a local presence they did not have the bandwidth to support the manpower needed onsite to keep the job on schedule, maintain budget, and meet all customer demands. As NDP members, Northland Controls has unlimited access to qualified integrator partners across the country, allowing them to expand their business and secure multimillion-dollar projects with fellow NDP partners like APL Access & Security.

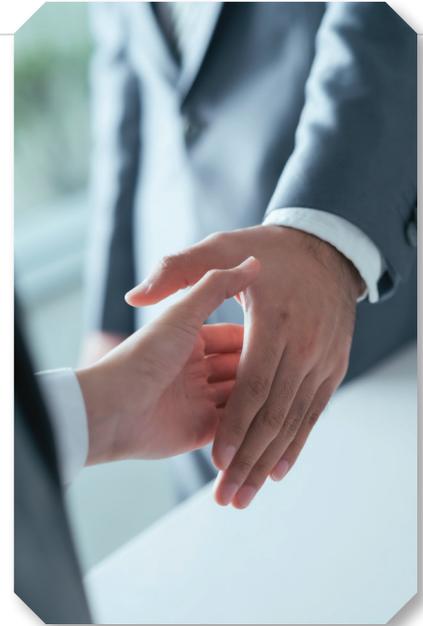
“We were focused on meeting all expectations that Northland promised the customer. When these goals are achieved, it leads to a continued customer relationship and future work with the primary integrator, which ultimately leads to more work for us. These projects and opportunities are why we have joined the NDP and its vast network of integrators,” said Henry Olivares, President of APL Access & Security.

Regional Partner

The expectation of the regional partner, APL Access & Security, was to procure material and provide a knowledgeable, skilled project team, including that understood Northland Controls’ core values and client expectations. One of the largest benefits for APL, as a regional partner, was the development of a new partnership with Northland Controls that resulted in future business and new profits.

Customer

The customer received an onsite team that was attentive, organized, and deadline driven throughout the installation. A partnership between Northland Controls and APL Access & Security offered the customer a one-stop-shop for all their project needs. With the additional manpower and support between the partnered organizations, Northland Controls completed all requests and stayed on schedule throughout the project, ensuring a successful installation and a happy customer.



NATIONAL DEPLOYMENT PROGRAM

The National Deployment Program allows PSA integrators to boost their competitive advantage in the security market by gaining an expanded installation footprint, additional service capabilities and comprehensive geographic coverage by partnering with other PSA integrators. NDP participants can grow their businesses by acquiring new projects, both nationally and locally, that they may not have previously had access to. With access to real-time information about other PSA integrators, the National Deployment Program lets integrators build profitable relationships with other security integrators they can trust.

MORE INFORMATION

www.psasecurity.com/ndp

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