



Rack and Stack Implementation Solution Saves Carrier Significant Costs on Operational Expenditures, Shortens Time to Market

A nationwide carrier of high-speed Internet services planned a nationwide wireless network deployment. As part of the expansion, thousands of multi-component network cabinets needed to be built and shipped to over 25 major markets. Due to the size and scope of the project the carrier found it necessary to select a partner that was capable of quickly scaling to meet the required volumes. After assessing their needs of assembly, configuration, wiring and testing alongside their implementation schedule, they realized the most effective solution was an outsourced partner with both logistic and technical expertise. A review was made of several candidates on the criteria base of technical equipment competency, inventory management controls, and speed of delivery. American Communications was chosen.

The Implementation Solution

American Communications received the cabinets and the cabinet's eight internal components separately and incrementally. Employing a customized inventory control and asset management process, along with bar code scanning and serialization, each piece received was recorded, categorized and reported back to the customer for receipt confirmation. Assembly began immediately on each unit following the parameters of a master installation guide. Each unit was then configured, wired, and thoroughly tested to ensure it met strict ETL certification guidelines. The units were then boxed and banded to individual pallets and shipped.

The Benefits Realized

Significantly Reduced OPEX and Time to Market – The carrier's capabilities allowed them to build a cabinet in four hours. American Communications process and skill set allowed for a decrease in turnaround time. As a result, the customer incurred less labor time and costs and received the cabinets in far less time than was originally anticipated.

Engineering Improvements Lowered Costs and Improved Delivery Time – The carrier pursued over 50 suggestions American Communications' technicians made on assembly operations, materials, as well as on redesign as it related to wiring, cabling, and the implementation of new components installed in the cabinet. The carrier saved on time and budget while improving the final product.

A Cohesive, Turnkey Solution – American Communications provided the complete solution including the facility and equipment, technical knowledge, labor, and a single point-of-contact to manage and communicate back to the carrier on asset management, assembly, and shipping progress.

About American Communications

American Communications is a leading supplier of new, surplus and used telecommunications hardware, supporting carriers, service providers, enterprise clients, end users, and resellers around the world. We provide turnkey solutions for data, wireless, and wireline networks, including buying and selling equipment, tower and field services, equipment test and repair, site acquisition services, technology migration solutions, asset recovery, site consultation and renegotiation, and network rationalization solutions.

American Communications maintains an extensive equipment inventory and an established customer base nationwide and abroad. Founded in 2001, American Communications is headquartered in Santa Barbara, California with sales and technical operations in Dallas, Texas, a Latin American headquarters in Buenos Aires, Argentina, and an Asian Pacific headquarters in Taipei, Taiwan.

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