

Reducing Security Gate Install Cost Over 600%?!

Brand

Global Security Group

Business Type

OEM

Energy & Utilities

Services

Design & Engineering

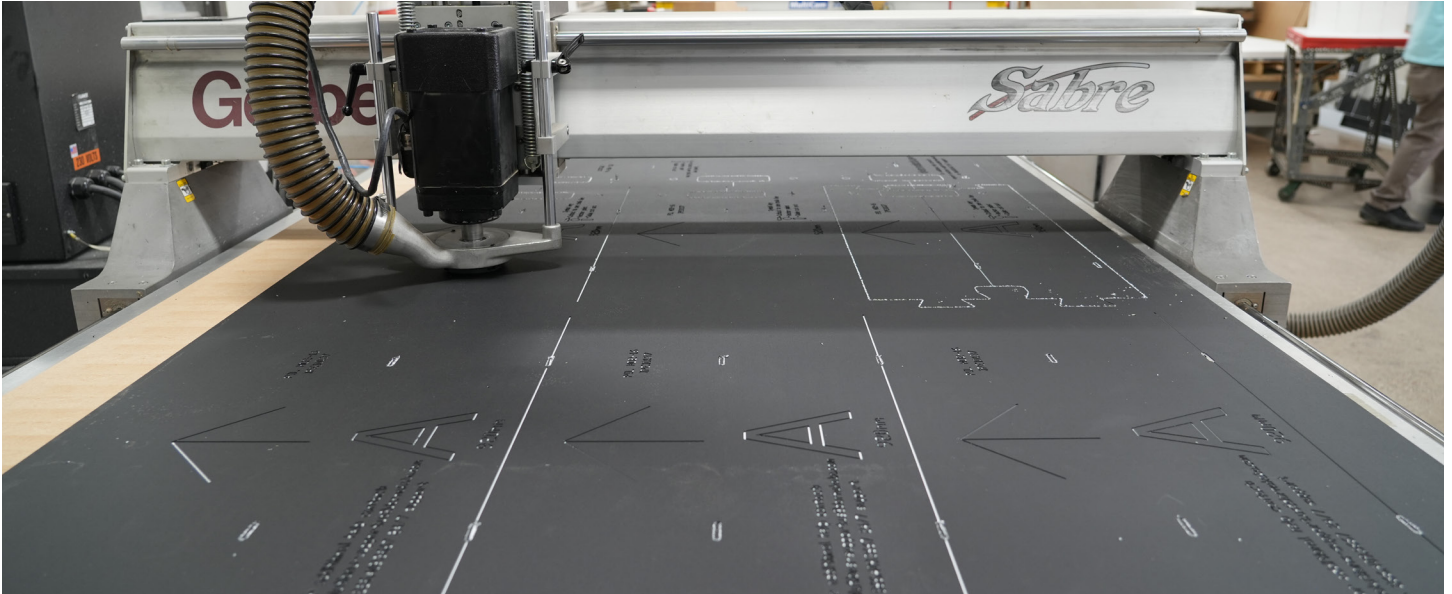
Precision Cutting [Routing]

Concept

A global security group was experiencing difficulty sourcing metals for templates used to install their security terminals. Due to the intricacy of these security terminals, install was complex and required a modular system of parts that could be connected and placed onto the floor showing the footprint of their security gates. This would help installers visualize where they needed to drill anchor points, put conduits, rig up electrical, before the equipment could be installed. They came to us for help and we provided a solution...

Challenge

Design security terminal floor templates to be lighter, printable, easier to understand, and cost effective for global installation.



Solution

1600+

Lane Installs Supported

Instead of using heavy metal (difficult to source and costly). We first provided them with an alternate material that is durable, cost effective, light (better for shipping, cost, and emissions), and could be printed or routed for artwork.

7x

Reduced Former Templates Cost By

We also helped revise the design, making the templates more modular (similar to puzzle pieces). This helped eliminate terminal install time, confusion, and helped reduce construction rework. Overall savings were remarkably significant and our customer was paying over 7 times more for the former metal templates (per set).