

SYSTIMAX®

SOLUTIONS

TNT Powers its Global Vision with SYSTIMAX® Solutions

Worldwide connectivity standard gives delivery services in every country the communications they need to succeed

High-speed communications play a vital role in keeping a global logistics business working at peak efficiency. Transport hubs, depots and sorting centers must all have fast, reliable LAN infrastructures forming part of a global network that coordinates their operations and tracks deliveries.

At TNT, providing the right connectivity at all its facilities is a challenge on a grand scale. As one of the world's leading business-to-business express delivery companies, it handles 3.3 million items every week in more than 200 countries. This involves more than 43,000 people, 42 aircraft and 19,000 road vehicles based at nearly 900 locations.

To meet the LAN connectivity challenge, TNT has become a Global Corporate Partner of SYSTIMAX Solutions™. SYSTIMAX® structured cabling systems are already installed at 130 TNT sites and are the infrastructure of choice for all new LANs within TNT. In addition to its Express and Logistics businesses, TNT is also the publicly traded holding company of Royal TPG Post, the national postal operator in The Netherlands.

TNT's global logistics networks depend on fast communications to ensure deliveries are routed correctly and arrive in the right place at the right time. Information from across the organization must be quickly available to all employees, and must give customers immediate updates on progress of their deliveries.

"High quality infrastructure is essential at sites in every country, so it makes sense to use one world-leading supplier to serve all of them," said Herman Hoekzema, Infrastructure Manager at TNT. "Because SYSTIMAX Solutions' performance and support are



always of the same high quality, we avoid unexpected connectivity issues. We can be sure there will be no costly performance shortfalls or disruption, either when we are building local networks or when using them."

TNT offers its customers worldwide, real-time direct access to internal computer systems so fast reliable LANs are critical to avoid keeping people waiting for information. Any communications bottleneck will damage both business productivity and customer relations.

"Our mission is simply to be the fastest, most reliable express delivery company in the world," said Herman Hoekzema. "We are offering round-the-clock personal response to customers on Europe-wide same-day, in-night and overnight door-to-door delivery. To extend this level of service to other parts of the world, we need a global infrastructure supplier that can deliver the same products, warranties and support through its installer network everywhere."

Integrated end-to-end LAN connectivity plays a key part in TNT's fully integrated air and road door-to-door delivery network. SYSTIMAX Solutions meets the need with a range of copper and fiber cabling, and a

SYSTIMAX® Structured Connectivity Solutions

choice of patching systems. These advanced products were all developed at the world renowned SYSTIMAX Labs, who have consistently originated significant advances in structured cabling for the last 20 years.

Solutions used at TNT include the SYSTIMAX GigaSPEED® XL Solution that offers performance well beyond the Category 6 cabling specification. For network backbones, the company specifies 10 Gb/s SYSTIMAX LazrSPEED® multimode fiber for most installations. To connect these cables in computer rooms and satellite communications rooms, it uses SYSTIMAX PATCHMAX® patch panels.

These solutions are installed and supported worldwide by approximately 2,000 certified SYSTIMAX BusinessPartners. All of these BusinessPartners are highly trained in design, engineering, installation and maintenance to ensure SYSTIMAX installations always deliver their full performance. When extra expertise is needed, BusinessPartners can call on all the technical resources of SYSTIMAX Solutions, including its world-leading SYSTIMAX Labs.

TNT is served by a global network that delivers cabling and components manufactured at plants in America, Asia and Europe. For fast delivery, stock is held at SYSTIMAX Solutions distribution centers on five continents.

The worldwide inventory management and logistics network of SYSTIMAX Distributor, Anixter, further enhances this capability. SYSTIMAX Solutions and Anixter together ensure that BusinessPartners serving any TNT site can quickly get the materials they need to build new networks or extend existing ones.

Every completed TNT installation is certified by SYSTIMAX Solutions and given its industry-leading 20-year Extended Warranty and Applications Assurance. The terms and conditions of this warranty are the same in every country, so Herman Hoekzema can have equal confidence in all his cabling installations - from Australia to Zambia.

"As far as LAN connections are concerned, our global operation is one consistent environment throughout," he said. "I know that SYSTIMAX Solutions will handle any national or regional issues as well as standards compliance. Whatever the local



language, culture or technical regulations, these will make no difference to the procurement, installation or operation of our cabling. We have one supplier to contract for all our network infrastructure needs everywhere - which is much simpler and less expensive than dealing with multiple vendors."

To support its customers and BusinessPartners, SYSTIMAX Solutions has four regional headquarters and numerous sales offices deployed around the world. Account managers are always available to help local BusinessPartners provide the right skills, expertise and infrastructure solutions for each TNT facility.

TNT's IT departments worldwide can also check product availability and order direct from Anixter's on-line catalog. This allows them to choose from a selection of cable and components specified by Herman Hoekzema at TNT in The Netherlands.

Anixter is a \$2bn company with 140 locations and 82 warehouses. Working with SYSTIMAX Solutions it provides consistent pricing, delivery and terms worldwide. Anixter can also stage deliveries to project timescales and locations, allowing TNT managers to track the status of their orders in real-time.

Herman Hoekzema himself works with a dedicated SYSTIMAX Global Customer Solutions team who can support him wherever in the world his next installation project occurs.

"To be the best in the world, we must work with the best suppliers," he said. "In driving the business forward, we must be sure we have a communications infrastructure that always delivers peak performance. As a SYSTIMAX Global Corporate Partner we can rely on that - both now and in the future."

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Herman Hoekzema, Infrastructure Manager at TNT

As the next step in its global strategy, TNT plans to open more offices in China over the next three years. SYSTIMAX Solutions has a successful, well-established business in this region and is ready to deliver LAN infrastructures for these new facilities as soon as they are needed.

At SYSTIMAX Labs, the next generation of cabling is also being developed to meet TNT's future requirements for higher bandwidth and even less downtime. These advanced solutions will underpin TNT's continuing quest to offer faster delivery to more places than any of its competitors.

"As TNT needs even higher connectivity speed and quality to maintain its market leadership, we're ready and able to deliver this anywhere in the world," said Ernest Pickens, Vice President of Global Customer Solutions, SYSTIMAX Solutions. "TNT and SYSTIMAX Solutions share the same view on how to succeed in global markets. As partners, we can stay ahead of the ever-growing demand for better communications and logistics."



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