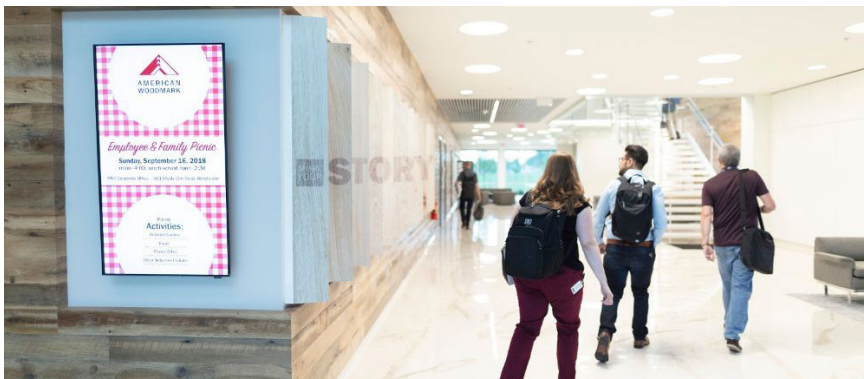




## Case Study:

# Design-Build in Enterprise

**American Woodmark**, a major manufacturer of quality home kitchen and bath cabinets, built a brand-new headquarters to consolidate multiple buildings serving as its current headquarters. The \$30 million dollar investment started with 17 acres of land just down the street from the current headquarters in Winchester, Maryland.



### CHALLENGE:

The goal of the new facility was not only to consolidate four other buildings, but it was to invest heavily in corporate operations with the aim to keep over 375 jobs intact but also to create 55 new positions.

### SOLUTION:

In order to help reach its goal, American Woodmark with its consulting firm, Orr Partners, hired **Vision Technologies** to design and build the technology that would help American Woodmark move into the future. Vision was hired to design and build Network Infrastructure, Security, and Audio-Visual Systems. American Woodmark embraced Vision's Integrated Technology Delivery (ITD®) methodology and took advantage of the efficiencies and cost savings it afforded.

#### SPECIALIZING IN

-  **Integrated Technology Delivery**
-  **Audio-Visual Systems**
-  **Internet of Things (IoT)**
-  **Network Infrastructure**
-  **Security Systems**
-  **Professional Services**
-  **Wireless**

#### AFFILIATIONS



GSA Schedule 70 Contract # GS-35F-0581R  
VA DCJS No. 11-5523

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866.746.1122



# Design-Build in Enterprise

## Benefits of the Design-Build Process

Throughout the iterative design process, American Woodmark really enjoyed Vision's good/better/best design philosophy allowing informed technology decisions to be made based on Vision's guidance and expertise.

The new, three-story 120,000 square foot facility would ultimately contain over 30 audio-visual enhanced spaces, including meeting rooms, divisible conference rooms, lounges, digital signage, sound masking, and a yoga studio. Vision presented three different designs with pricing for each type of space, allowing the end user to select which areas of the building received higher levels of technology and functionality. Vision's good/better/best designs really allowed American Woodmark to control the budget. The designs included wired presentation, wireless presentation, video conferencing, and audio-conferencing capabilities throughout an all Crestron-based system.

### Good/Better/Best Options

Vision's guidance through a design methodology that includes good/better/best options was apparent in the network infrastructure design as well. American Woodmark made a massive investment with this new building and the company wanted to protect the viability of the building by putting in a network infrastructure that was robust enough to stand the test of time. To support this decision, Vision completed designs for a Cat 6, Cat 6A, and a passive optical network (PON) infrastructure.

### Vision Proved the Best Option May Not be the Most Expensive

American Woodmark ultimately decided a PON infrastructure was not only the safest bet to make the facility as future proof as possible, but it also wasn't the most costly option. Vision deployed a Tellabs PON system servicing every two (2) cubes from a single optical network terminal (ONT), minimizing the number of end points within the system. The usage of PON within the new facility truly created an environment that was bandwidth agnostic pushing the future readiness to levels that could not have been achieved through traditional Cat 6 or Cat 6A infrastructure.

Finally, American Woodmark wanted a state-of-the-art security system that could properly protect its new building and the people working inside. Vision presented the American Woodmark team with options to do so. Ultimately the end user went with a system that allowed the team to remotely monitor and administer the CCTV and access control system. The system designed and installed was supported by PON and is ready for expansion as it is necessary.

American Woodmark truly took advantage of all the benefits of an ITD® project. The company allowed Vision to influence its decisions based on best practices and years of experience while at the same time, taking control of its own technology decisions. ITD® was specifically designed to do just that, as well as save on cost and time. The new American Woodmark headquarters is a shining example of the positive impact ITD® can have on large-scale corporate projects.

**Our ITD® process  
minimizes cost,  
accelerates the  
construction process,  
and delivers the  
desired results in less  
time.**



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