



Pin Point

Vol. 17

## Make the Connection

Connectivity Point designs and installs reliable, scalable, and affordable structured cabling infrastructure that serves as the backbone for your low-voltage technology systems.



### To Save Money, Begin with the End in Mind

Steven Covey, in his wildly successful book of the 90's "The Seven Habits of Highly Effective People", identified the behaviors that could be employed by anyone to achieve desired results. Habit #2 is "Begin with the end in mind", and if you are responsible for a project and interested in being cost conscious (who isn't?) then you should take these words to heart.

It is well known that the cost of changes **INCREASES** through the duration of a project and the ability to influence these costs **DECREASES** over the same time period. In other words, Change Orders can be a costly way to accomplish a project. It's not that Change Orders



themselves are evil - a fact of reality is that things change and plans need to be adapted. But a lack of planning shouldn't be the excuse offered when a project goes over budget. Large structured cabling installations or PBX implementations are complicated and can be affected by many things outside the control of the project manager. In order to be cost effective, the PM should develop a specific plan that tries to anticipate as many variables as possible and minimize the need for changes once the project is underway.

Connectivity Point is fortunate to have two Registered Communications Distribution Designers (RCDD) on staff as well as an electrical engineer and CAD designer. This talent is in addition to our experienced field technicians and project managers. The combination of experience and expertise enables Connectivity Point to provide

### CPI Passive Cooling® Solutions

As the innovator of passive cooling technology, CPI established the use of airflow management strategies to isolate hot and cold air in cabinet spaces. CPI Passive Cooling® Solutions utilize this technology to maximize cooling unit efficiency, reduce energy costs up to 40% and minimize environmental impact, making them your Simply Efficient™ choice. By achieving complete airflow isolation and maximizing the flow of cool air to equipment, CPI Passive Cooling Solutions increase HVAC efficiency, allow for higher supply air temperatures and decreased energy consumption. Whether managing 2 or 30 kW per cabinet, CPI Passive Cooling provides advanced thermal control with zero points of failure. For more information visit:

[www.chatsworth.com/passivecooling](http://www.chatsworth.com/passivecooling).

valuable insights, recommendations, and cost-conscious suggestions. The intent is to help you preserve performance and not compromise on quality while accomplishing the project in a smooth and efficient manner.

If our recommendations fall on deaf ears however, we find ourselves faced with situations that could have been avoided. The most common cabling issue that we encounter is adding cable locations after the rough-in takes place. Adding a drop here or there is hard to avoid. But we've seen cable counts increase 20% or more which affects space in cable pathways, equipment racks, port counts, and other associated costs. And when the additions are identified after ceilings and carpets are installed, the cost to add these cables goes up.

Another common issue related to this is a telecom room that is too small. Usually this is simple math. If you have three equipment racks worth of patch panels, wire managers, and equipment but you only built a room large enough for two, then you're going to have an issue. This sounds simple, but we see this over and over again. We've seen a new telecom room be dismantled and a wall removed to allow for a UPS to be delivered. We've seen a data center design change mid-project and double in size because an accurate inventory of equipment wasn't performed up front and the cooling requirements identified. On several occasions we've seen telecom rooms expand to occupy an adjoining closet or office because the needs of the business weren't fully identified up front. Working with a company like Connectivity Point can help minimize these costly mistakes.

One of the challenges of any complicated project is how to communicate accurate information to the people who need to know. In the past, facilities managers gave little heed to the needs of the IT department. This isn't the case any longer. The significance of the structured cabling infrastructure and the critical role it plays in the business's operations has brought the IT department to the planning table. In order to take advantage of this opportunity, IT managers need to articulate their needs in a manner that the rest of the (construction) project can understand. And this requires that they have a good plan and "begin with the end in mind".

Connectivity Point is both a "design" and "installation" company. Our background is in structured cabling and telecommunications, so we bring a real-world approach to our designs. Our experience in the field gives us firsthand knowledge of the realities of construction that some architects and engineers fail to grasp. This design and installation knowledge lends itself to a better final result. Would you like your voice cabling on patch panels rather than wall mounted cross-connect blocks? How will the cold temperatures affect the cable installation? What is the cable path design under the raised floor? No power poles is nice but without them how are we going to get cables down these window-walls? We help customers think through their projects and we ask good questions up front so that an effective design and implementation plan can be created.

Mr. Covey's second habit is "begin with the end in mind". But the FIRST habit of highly successful people is "Be Proactive". So, if you have a structured cabling or telecom related project in 2009, be proactive and contact [Connectivity Point](#). We can help make it - and you - successful.

**Connectivity Point**  
is now an Authorized  
Dealer of



Ever-changing technology requires you to think about current needs and prepare for the future. It is important to maximize resources and make sure that every installation is executed on time and without error. RapidRun's revolutionary system makes it easy to maximize the time spent on a job site and save both the installer and end-user effort and money.



**Don't forget to  
check out the  
22nd Annual MTUG  
Telecommunications and  
Computer Networking  
Conference will be held  
on  
Thursday,  
May 28, 2009  
7:30 am - 4 pm  
Holiday Inn by the Bay  
Portland**

## InterMed - Portland, ME

The new InterMed building in Portland, Maine is completed and now open for business.

The ten story 100,000 s.f. building is the cornerstone in a series of new developments either in design or under construction in the revamped "Bayside" area of Portland. The glass and brick building has four stories of parking under six floors of Class A medical/office space. Connectivity Point installed a Category 6 structured cabling system with more than 1,400 outlet locations on InterMed's four floors. Multi-mode 50 micron fiber serves as the primary backbone between the MDF on the 7th floor and the IDFs located on each floor above. Some thought and creativity had to go into the configuration of equipment and patch panels within the equipment racks since space was limited. Moving equipment and opening an extremely busy medical office was a challenging task for the staff of InterMed who rallied to get the new space ready for patients. As with any project of this size, things got intense as opening day drew closer. Connectivity Point provided a number of support functions including installing the Cisco wireless access points, installing patch cords, and performing weekend cutover support. "Connectivity Point was definitely a bright spot for us" said Chris Lee of InterMed, upon completion of the project. "It was great knowing that even in the middle of the night on a Saturday someone was there to pick up our call to address our concerns during a crucial weekend move. Working with the highly skilled techs you had on the site made things run very smoothly and managing that project from our end was seamless."



### Quick Links

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