



BLACK BOX[®]

NETWORK SERVICES

Industry: Healthcare

Banner Pharmacaps[®], Inc.

Project: Structured cabling and MAC work

Major Challenge: Business campus installations/ environmental constraints

The background.

Banner Pharmacaps, one of the world's leading producers of encapsulated pharmaceutical and nutritional products, is headquartered in High Point, North Carolina. Its business campus includes the company's global office building, its U.S. operations headquarters, and a manufacturing facility. Black Box played a big role in the structured cabling infrastructure for all these facilities.

Black Box has a long-standing relationship with Banner Pharmacaps going back to the early 1990s. At that time, the company was smaller and did not have the large business campus it does now.

Rapid expansion.

When the rapidly growing company decided to build a new office building and manufacturing facility, it called Black Box. The manufacturing building would be 250,000 square feet and would house the sterile pharmaceutical operations and laboratories.

Black Box started by installing the structured cabling and paging systems in both buildings. The systems included CAT5e horizontal cabling and a fiber backbone within and between each building. Black Box worked with the company to plan and coordinate the installations according to the construction schedules. The time frames were crucial.

After the buildings were completed, Black Box continued to provide MAC work for Banner Pharmacaps.

More growth.

In the late 1990s as Banner Pharmacaps continued to grow, the company occupied a new building next to its campus. This building housed temporary offices. Once again, Banner Pharmacaps relied on Black Box, a company it trusted, for the



Trust, years of experience, and some creative thinking produced great results for Banner Pharmacaps in the structured cabling installation of its corporate headquarters. The project included installing cable across the bottom of a lake.

structured cabling and paging systems. Not only did Black Box help plan and install the infrastructure, we also provided the cabling and necessary hardware, including cabinets for the data centers.

During this time, Black Box continued to provide MAC work for the company at its existing buildings. Because people were moving from building to building, this required detailed coordination. Changes were also required in the manufacturing facility. To comply with all regulations, the Black Box team actually had to scrub up and don sterile clothing to work in the laboratory areas.

The challenge.

As cabling for offices and cubicles was completed in 2002, Banner Pharmacaps continued to grow. Part of the plan for the newest office building was to connect the data networks between the three buildings on the campus. The first two buildings were already connected via fiber lines. Now the third building needed to be connected to the other two. This posed quite a challenge since there was a lake between the buildings, and the lake could not be drained.

Once again, Banner Pharmacaps trusted Black Box to do the job. Although the problem was unusual, it was not insurmountable. With careful planning and consultation, and some creative thinking, the fiber was installed across the bottom of the lake, and the buildings were connected.

Whether it's scrubbing up or digging down, Black Box does what it takes to get the job done.

"We've worked with the Black Box people for years. They know what we need, whether the job is big or small, and we trust them to do the job right."

Charles Cain, Senior Vice President, Banner Pharmacaps