BMW of Minnetonka had outgrown its facility and embarked on a project to build a new, state-of-the-art dealership. Described by the BMW Facility and IT Manager as “a spaghetti network of wiring,” the old data center overheated constantly, which caused service disruptions and added downtime. Room for growth was limited and as a result, the cabling had become extremely disorganized, which made changes difficult and time-consuming to manage.

The Solution

BMW of Minnetonka requested Black Box Resale Services to manage the installation. A Black Box Resale Services RCDD (Registered Communications Distribution Designer) worked with BMW to offer expert design recommendations and long-range planning for data center growth. Black Box also provided oversight during installation to verify industry-standard deployment techniques. Because reliability was an important factor, Black Box® branded equipment was used, ensuring lifetime guarantee of equipment and applications via its Double Diamond™ warranty. Throughout the project, more than 17 miles of voice and data cabling were installed and more than 300 jacks were cabled, tested, and turned live.

A Satisfied Client

Since the dealership opened in the winter of 2009, there have been no issues with the voice and data cabling. “As the dealership opened its doors, Black Box Resale Services was the only contractor that had no outstanding issues. This really shows their commitment to quality. They handed me an organized network closet that helps ease ongoing maintenance of my network. I continue to rely upon their guidance and expertise for day-to-day operations”, said Mark Spanagel, Facility and IT Manager for BMW of Minnetonka.