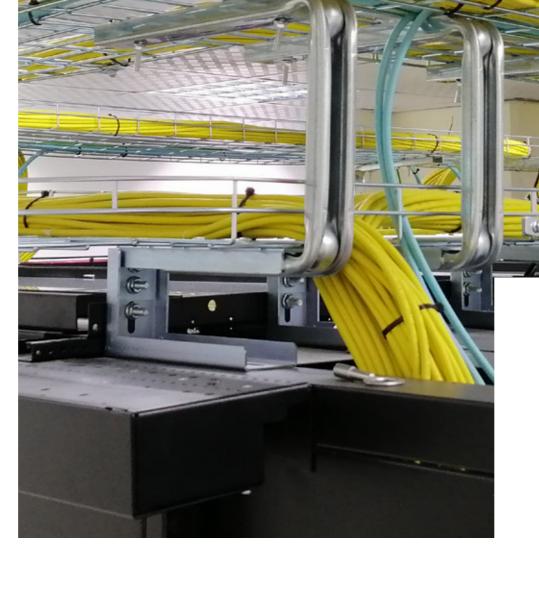


Legrand wins

INTERNAL **SECURITY FORCES** (ISF)

tender with local partner

The Lebanese Internal Security Forces (ISF) wanted to update their data center and centralize the servers in their headquarters. They launched a public tender inviting all main vendors to bid. DCS SAL was one of the main vendors. With many references across Lebanon and the region, DCS SAL has become a leading solution provider in the areas of electrical and mechanical engineering. Legrand Data Center Solutions and DCS SAL decided to partner together - aiming to fulfil the requirements of ISF.





PRODUCTS USED

The suggested products were:

- Legrand structured cabling
- Minkels racks & containment
- Raritan smart PDUs
- Legrand UPS

A complete data center solution for ISF!

ABOUT ISF

The Internal Security Forces Directorate (abbreviated ISF) is the national police and security force of Lebanon. The Internal Security Forces are general armed forces whose prerogatives cover all the Lebanese territory and its regional waters and airspace.

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PARTNERING

uring different roadshows, DCS SAL got to know Legrand Data Center Solutions. After some additional site visits, DCS SAL became convinced that the Legrand data center products would be a great asset to the company - resulting in a partnership. This partnership led to winning the ISF tender!

GREEN LIGHT

The procedure to be approved as a data center supplier of the Internal Security Forces was not easy, because of fierce ratio scored best.

competition and very sophisticated specifications. DCS SAL and Legrand Data approve their products. Since Legrand has a premium quality image in Lebanon, ISF gave the green light to submit a bid. The partners worked together closely on this Raritan and Legrand – the requirements of ISF were met. ISF evaluated the bids of all main vendors and Legrand and DCS

IMPORTANT PLAYER

Remaining was the execution. DCS SAL Center Solutions had to convince ISF to and ISF praise the ease of installation of the Legrand Data Center Solutions products compared to other brands: "Legrand has become an important player in the field of complete data center offer. Thanks to the fast reply and support solutions. The challenge was to provide of the entire team - DCS SAL, Minkels, the best service and commissioning. This went smoothly and successfully - with a minimal need for technical support resulting in an ongoing partnership with won the tender; the quality versus price DCS SAL and a very satisfied customer." ■