



# Lineage



## Customer Profile

Customer: Lineage Logistics

Location: Colton, CA

Industry: Warehousing & Logistics

## Challenge

- Locate an industrial equipment enclosure that could house an access point and heater and support a single cable connection.

## Solution

- L-com's custom NEMA enclosure with insulation, heater and PoE interface that requires only a single cable connection.

## Results

- L-com was able to meet Lineage Logistics cost target and provide a solution that met all of their technical requirements. By kitting the access point, cabling and antennas in the enclosure, L-com was able to reduce installation time as well.

## Challenge

Lineage Logistics is the second largest cold storage third-party logistics (3PL) provider in the United States. They provide cold storage solutions for Fortune 100 retail, grocery and food manufacturing companies.

As part of a wireless network implementation for Lineage Logistics' warehouses, they required multiple access points to be located in -40 degree refrigeration units. Lineage Logistics engineers had specified a wireless access point for the project that met all the technical requirements except being able to function in -40 degree temperatures unprotected.

The access point manufacturer referred Lineage Logistics to one of L-com's competitors to see if they could offer an enclosure that would house the access point, provide PoE connectivity over a single cable and meet their cost targets.

Our competitor's enclosures were too small to house the access point and they were having trouble trying to design a system that required only one cable to power the access point and enclosure heater. Lineage Logistics requirement for this project was that each access point enclosure could only have one Ethernet cable connection per system.

## Solution

L-com's product management and engineering teams developed a comprehensive solution to address all of Lineage Logistics requirements. L-com's customized NEMA enclosure was able to house the access point while allowing ample room to make adjustments if needed. Additionally, L-com was able to design a system that could be powered off of a single Ethernet cable.

L-com's ultimate value add came when we informed Lineage Logistics that we could mount the access points in the enclosures as well as install all required cabling and antennas. By providing a complete solution, L-com was able to help Lineage Logistics save time and money on installation since all the installers needed to do now was mount the enclosure and plug in a single cable.

## Results

L-com was able to deliver a custom enclosure solution meeting all of Lineage Logistics technical requirements as well as meeting their cost targets.

