TECHLINK
THE PROFESSIONAL INSTALLERS NETWORK

CASE STUDY | IT SOLUTIONS

From Pilot Sites to Entire Construction Projects

A comparison pilot turned into a strategic partnership for nationwide deployments and new construction technology installs.

100%
Of pilot program work orders awarded to TechLink

530+
Work orders completed

40 States
Plus Canada reached by TechLink teams

The Client

A prominent provider of IT products and integration services, offering a product line from roughly 3,000 vendors and delivering mission-critical hardware, software, and cloud solutions across the United States.

The Challenge

Searching for a robust, reliable installation partner, the client ran a comparison pilot among select installation companies to find the best fit for nationwide technology deployments.

The TechLink Solution

- **Enterprise PM team.** TechLink's seasoned project managers and national installer network executed the pilot work orders.
- **Pilot execution.** Conduit, cable, terminations, and site upgrades, with each site completed in one to two weeks.
- **Design support.** TechLink advised on NEMA box equipment selection, internal configuration, and waterproof integrity.
- **New construction.** Security cameras, network cabling, and access control, starting in early build phases.

The Results

- **All pilot work** awarded to TechLink.
- **Primary vendor** for cameras, access control, and conduit.
- **Seamless integration** into building infrastructure.
- **Timelines and safety** upheld on dynamic job sites.

01 Pilot — 02 Design — 03 Install — 04 Integrate — 05 Expand

> **"Over the past year, their dedication and exceptional service have transformed TechLink into one of our primary vendors for these services. Their reliability and commitment to exceeding the standard level of customer service have truly set them apart."**
>
> SVP of Enterprise Sales | IT Solutions Provider

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