



Case Study

Client Profile: Pivot3

Leading Provider of Clustered High Definition Storage.

Challenges:

Pivot3 needed a Partner to Design, Prototype, and Manufacture High Density Storage Platforms that were reliable and scalable. Pivot3 also required a Partner that had the logistics capabilities to drop-ship their systems around the world and also provide full worldwide UL/FCC/CE compliance certifications.

Got Storage? Providing High Definition Clustered Storage

Solutions

AMAX's Contract Manufacturing Services, Compliance Certification, and Global Logistics. AMAX successfully designed a reliable, scalable, and long life cycle platform that enabled Pivot3 to expand its Product offerings and drop ship their systems globally.

Benefits

- AMAX had successfully incorporate Pivot3 Requirements from Design to Prototyping to Full-Scale Production Manufacturing
- AMAX successfully completed safety, immunity, and emissions (UL/FCC/CE) Compliance Certification on all platforms for Pivot3
- Pivot3 leveraged AMAX Global Logistics Expertise to Drop Ship their systems directly to their End User Customers
- AMAX implemented Eval Refurbishing Process, allowing Pivot3 to save time and money on evaluation units
- Pivot3 was able to have full hardware and software revision control and evaluate next generation technology on their own desired time frame.



When Pivot3, one of the world's leading providers of high definition clustered storage and surveillance needed a storage platform to offer its clients, the company turned to AMAX and its cadre of product development and manufacturing professionals after an extensive selection process.

Pivot3 worked closely with AMAX's Contract Manufacturing team to design, prototype, and manufacture a scalable platform for Clustered Storage. Working closely with Pivot3, AMAX's Design Team manufactured several prototype systems for Pivot3 to qualify based on their Hardware and Software Requirements. After a successful prototyping phase, AMAX Compliance Team successfully certified the systems to be fully UL/FCC/CE compliant. AMAX Contract Manufacturing Division went into full scale Production Manufacturing and successfully drop-shipped storage systems around the world, from Canada to Israel.

“I have worked many years with Contract Manufacturers and have to say that AMAX is the *best* company I worked with.”

- Glen Palis, VP of Operations at Pivot3

These storage cluster devices have 12 Enterprise SATA disk drives to enable modular capacity expansion, as well as dual or quad gigabit Ethernet ports for higher networking capacity. The design also includes enhanced redundancy with hot-swap drives, fans and power supplies to enable continuous data access. “The AMAX team worked tirelessly to make sure all our needs were met, and made recommendations and suggestions that improved the end product,” said Glen Palis, VP of Operations at Pivot3. **“Working with AMAX reduced our costs, improved our product and enabled us to better serve our customers with high-end products and competitive prices.”**

In just a few months, AMAX had already built more than 600 systems for Pivot3, all of which were thoroughly tested and passed the rigorous safety and emissions certification – UL/FCC/CE. Throughout the process, AMAX performed quarterly business reviews (QBRs) and pricing reviews, and compared them with industry pricing and component trends to ensure Pivot3's costs are kept competitive.

To better meet Pivot3's needs, AMAX provided turnkey drop-shipping of product, cutting Pivot3's distribution costs and speedily supplying product where it was needed. “AMAX has multiple warehouse locations throughout North America and internationally, giving our customers the flexibility to store their systems or unique components as consignment items at any one of our warehouse locations,” said Jean Shih, President of AMAX.

“Our Oracle Database and ERP system gave them access to real time inventory tracking for their consignment items so the client let us know what to ship and where.”

Utilizing AMAX's Eval Refurbishing Program for its OEM customers, Pivot3 saved costs by having AMAX aesthetically refurbish and recondition the unit, ready to ship again whenever and wherever the client requested.

““We have been delighted with the quality of AMAX's work,” Glen Palis said, “and look forward to continuing our relationship. Based on our experience with AMAX, we are delighted to work with them on future products and projects.”

About AMAX

Founded in 1979 in Silicon Valley, AMAX is the leader in Custom Servers and Storage solutions in North America, and is comprised of three key divisions that deliver customized solutions to a wide array of industries. AMAX's Contract Manufacturing Division provides comprehensive custom manufacturing and logistics services to OEM customers. AMAX's Corporate Solutions Division leads the custom server and storage manufacturing industries in North America, with products ranging from high-performance computing clusters, enterprise servers, and blades to graphic workstations. Finally, AMAX's Distribution Division furnishes resellers with quality component pricing, streamlined inventory, and unequaled service as a leading national IT distributor. AMAX has expanded its products, services, and offices globally. Our manufacturing facilities hold ISO 9001 certification to ensure the highest quality. For more information on AMAX's new products and solutions, visit www.amax.com.