



**Piranha**  
TECHNOLOGIES



# Skanska USA

## SUCCESS STORY

You may say Piranha had something to prove. And, prove something they did. When Skanska USA first began renovating and expanding the jail in Seminole County, they were simply looking for a contractor to wire their job-site security trailers. By the end of the two-year project, Piranha's consistent quality, responsiveness and pricing had secured them the bulk of the project's technology infrastructure work.

### SNAPSHOT

**Company:** Skanska USA

**Headquarters:** Parisipienne, NJ

**Project Location:** Sanford, Fla.

**Industry:** Institutional

**Project Type:** Install

**Piranha Service Lines:** Structured Cabling, Security

**Real Estate:** New building and expansion of existing structure

**Square Footage:** 45,000

**Timeframe:** 2 years

**Project Challenges:** Existing equipment that was outdated, and working at an operating facility

**Takeaway:** Whether you win a job in its entirety out of the gate, or you have to earn each piece you get, quality and responsiveness make a difference.

### SUCCESS STORY

"Start from the ground, up." "The building blocks of success." "Begin

small, finish big." "Brick by brick."

"You've gotta start somewhere." Yes, all of these idioms are analogous for construction, or growth. But, they're also synonymous with Piranha Technologies.

"It's a perfect example of getting your best guys out there and showing people what you can do; and then, the work will come." - John Clark, Senior Project Manager

When Skanska USA first began renovating and expanding the John E. Polk Correctional Facility in Sanford, Florida, they were simply looking for a contractor to wire their job-site security trailers. By the end of the project, Piranha had become their go-to technology infrastructure partner.

### 1st Building Block – Job-Site Trailers

In late 2007, Piranha responded to a bid request for voice and data cabling, as well as security cameras, in Skanska's construction trailers on its newest job. Skanska had partnered with Wharton-Smith as general contractors for renovations and expansion to the correctional facility in Seminole County. They would be adding a building and adding three stories to the existing building. The \$33 million project would result in an additional 444 beds and a more efficient, up-to-date facility.

Piranha stood out through Skanska's rigorous pre-qualification process and was awarded the job based on a number of factors, including price, history, and low EMR ratings. It became Piranha's first time working with Skanska, one of the world's leading construction groups.

The job was completed without incident. But, during early construction, the underground wires for the voice and data network were repetitiously severed.

Piranha would rapidly respond to Skanska's service calls, which totaled as many as three in one week. After many repairs, the cables were essentially "band-aided" together. Piranha recommended digging a trench around the property to install new cable, thus removing the lines from the property's construction zone. Skanska heeded this advice and avoided further repair costs; however, they weren't through with Piranha.



"They did a very good job wiring trailers and securing them. They were easy to work with. They were very easy to adapt to change."

### 2nd Building Block – Security Package

After an unexpected job-site loss, and because of its focus on life safety, Skanska decided to beef up its monitoring of the construction site. Piranha was hired to install a DVR system with three cameras around the site; and then, once the walls were up, to add more cameras inside. John Clark, Skanska's senior project manager, said, "Based on that [the experience with Piranha on cabling], we had them install temporary CCTV within the actual project site to monitor construction. Our expectations [of Piranha] continued to rise." Later, Piranha would be

re-hired to move the cabling from the trailer offices to Skanska's temporary offices inside the building.

### 3rd Building Block – Structured Cabling

Piranha's quality workmanship, superior knowledge, and emergency responsiveness were already beginning to make a mark on the project and its contractors. Word had spread about the company's efforts; and, when it came time to solicit bids for structured cabling throughout the overall jail, Piranha's name was at the top of the list. The plans called for a Siemens solution, so the cabling vendor had to be certified by Siemens. And, Piranha was.

Piranha was hired by a subcontractor of Skanska and Wharton Smith (Sentry Electric, Inc.) to install a voice and data network in the newly added building. George Walters, Sentry's project manager, said, "Their numbers were competitive and they had a good reference from Skanska."

It was an open architecture framework that would allow the prison staff to connect to both Internet and/or phone at each drop point. Piranha installed 120,000 feet of CAT 6, totaling almost 23 miles of cabling, to wire the intake booking area, pay phones, medical exam area, and the day rooms. The job also required four new IDFs to feed cable back to the main server and equipment room.



Piranha also installed a closed circuit television system, and connected the new building to the old, for optimum communication throughout the facility.



This portion of Piranha's work made up the majority of their time spent at the jail. It would also prove to be the most challenging, as it was an existing, active campus with 24/7 operations. Piranha took it in stride and their work continued to shine on their behalf. The organization and neatness of their cables, racks and rooms were often noted by other members of the project team.

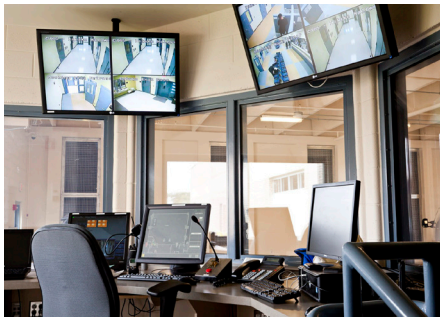
"For a first major job together, it was certainly a good challenge for them. It was an active campus and required weekend and night work. It was not a Greenfield site. It was a tricky job. It shows something about them," mentioned John.

George added, "Their performance on the project was excellent and they did their work in a timely and professional manner. They were on schedule. Their inside people were very easy to work with. They did everything they said they were going to do. If any problems arose, they brought it to our attention so that we could rectify anything that was in their way."

“It was a fairly complex system and I had very little response from the owners or end users about any problems. We’re talking about several hundred strands of phone wires that could easily be crossed or terminated the wrong way. Standard practice is that there are loose ends, but we saw very little.”

#### 4th Building Block – Upgrades

Near the completion of the project, it was determined that increasing the speed and security of the existing CCTV system was essential. It was not set up properly, was analog rather than digital; and, because it was outdated, it could not be integrated with the system in the new building. Piranha was called in to consult.



They spent time on the old site studying the system and its capabilities, and then worked with other team members to develop the best plan for using the system to its fullest. In the end, the jail’s staff could log-on to any work station and see any camera, regardless of which building they were in or which building they were trying to see.

“Piranha jumped right in and got it knocked out quickly.”

#### It All Adds Up to Success

When construction ended in August of 2010, Piranha left the job site with a successful, large-scale infrastructure project on the books. They were

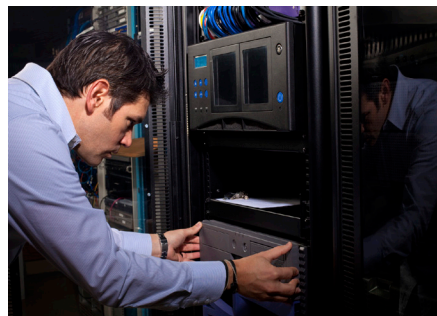
proud of the work they did and the way they built a strong relationship from scratch, based on performance, professionalism and dedication.

Clark agreed with this overall satisfaction. He said, “The project was on time and on budget. They [Piranha] were a big part of that.” He added, “I could call them almost anytime and I’d always get someone on the other end. They had quick response times and seamless coordination with other contractors. They were right there every step of the way.”

Piranha was also instrumental in providing solutions on a dynamic project. Clark noted, “They were straightforward and told it like it was. Never once did they come to me with a problem without also providing a solution to save time.”

Piranha stood out from other cabling vendors, even when it came to winning the next job. “They’re response time is the main thing that differentiates them,” said Clark. He added, “They didn’t take it for granted that they were already out there. They backed it up with their work and continued pricing. It never changed.”

George from Sentry said, “I would be ecstatic to use them again on another project. In fact, we recently hired them for the Tampa airport job and at least one other.”



Piranha’s involvement with the jail allowed them to prove their value and expertise from the ground up. Literally.

“I will definitely be using them in the future. I know that if I get in a pinch on a project that I’ll have a cabling partner to call on.”





**Piranha**  
TECHNOLOGIES

[www.GetPiranha.com](http://www.GetPiranha.com)  
407.299.8246