



Legrand wins

INTERNAL SECURITY FORCES (ISF)

tender with local partner



PRODUCTS USED

The suggested products were:

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

A complete data center solution for ISF!

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.

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.

CUSTOMER CASE

PARTNERING

During 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

competition and very sophisticated specifications. DCS SAL and Legrand Data Center Solutions had to convince ISF to 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 offer. Thanks to the fast reply and support of the entire team – DCS SAL, Minkels, Raritan and Legrand – the requirements of ISF were met. ISF evaluated the bids of all main vendors and Legrand and DCS won the tender; the quality versus price ratio scored best.

IMPORTANT PLAYER

Remaining was the execution. DCS SAL 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 solutions. The challenge was to provide the best service and commissioning. This went smoothly and successfully – with a minimal need for technical support – resulting in an ongoing partnership with DCS SAL and a very satisfied customer.” ■