



Partnership with UK Service Provider Accelerates Delivery of Full Fibre Network

Challenge

AllPoints Fibre Networks (APFN) was formed by merging four companies (Giganet, Swish, Jurassic and AllPoints) into one wholesale full fibre business, responsible for managing the overall network, physical structure and internet service delivery.

Historically, the four businesses operated independently, with three out of the four entities managing their own supply chain operations internally. Management decided to look for ways to streamline their operations to find efficiencies and cut costs, including looking at outsourcing models.

Solution

Having collaborated with Wesco Anixter on past projects when trading as Giganet, APFN was already familiar with their proficiency in managing large-scale fibre initiatives globally. So, in October 2023, APFN and Wesco Anixter signed a multi-year agreement to outsource APFN's supply chain, warehousing and logistics.

Under the terms of the agreement, Wesco Anixter will be providing APFN with a fully outsourced model that delivers end-to-end supply chain expertise, warehousing and inventory management, cost-effective deployment strategies, passive infrastructure provisioning, strategic sourcing, logistical expertise and other customisable supply chain solutions. Wesco Anixter will be fully integrating their supply chain expertise and processes as an extension of the APFN team.

Summary

- Following the consolidation of 4 FTTP service providers into one company, UK-based APFN management sought ways to streamline the combined operations to find efficiencies and cut costs.
- Wesco Anixter formed a strategic collaboration with APFN to manage the company's warehousing and operations, allowing them to pursue their ambitious plans for growth.
- One year into a multi-year agreement, the collaboration is already providing significant cost savings, service improvements and operational efficiencies.



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Result

The strategic collaboration between Wesco Anixter and APFN has yielded substantial business benefits for both parties.

For APFN, outsourcing the supply chain has achieved:

- Cost reduction: achieved significant reductions in both procurement materials and install items costs and logistics expenses
- Service improvement: by optimising stock levels and minimising stockouts, resulting in stronger customer retention and considerable boost in repeat business
- Operational efficiencies: resulting in a 15% reduction in transportation delays and a 25% improvement in on-time delivery performance

For Wesco Anixter, the partnership underscored their expertise in supply chain solutions and opened avenues to extend their services to other providers across the UK and beyond.



Future Forward

APFN is poised for significant growth in the next few years. Having Wesco Anixter manage the day-to-day warehousing and operations allows APFN to focus on running their business while Wesco Anixter supports their ongoing growth objectives with:

- Collaborative approach to project management
- Efficient and seamless solutions
- End-to-end visibility
- Improving performance through optimising efficiencies

“ Collaborative relationships with our suppliers and partners has helped us feed into the success of the business to date. Ultimately, by building and sustaining these relationships, we can grow the business together and we are delighted to have secured this partnership with Wesco Anixter. ”

Stuart Farrell

Chief Procurement Officer for AllPoints Fibre

Let Wesco Anixter help improve efficiencies and deliver unique supply chain solutions for your next project. Contact your Wesco Anixter sales representative or visit [Wesco.com/broadband-emea](https://www.wesco.com/broadband-emea).



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