



Purchase Justification Form

About the Product / Solution:

Visual Jacks is a hosted application designed for organizations that have challenges managing their network low voltage cabling, wiring closets, patch panels, and network connections. Visual Jacks works for new or existing facilities such as; Stadiums, Convention Centers, Hotels, Campus's, Schools, Manufacturing Plants, Casino's, and many other network infrastructure environments. Visual Jacks is ideal for implementation at the start of any new facility construction when the behind the scenes data is readily available.

Visual Jacks was originally designed for the St. Louis Cardinals new Busch Stadium in 2006, and is a cable management documentation tool that completes the missing element for managing your network infrastructure.

Benefits:

This tool gives you the following capabilities:

- ✓ Visually track your cabling end to end (i.e. computer, printer, phone, to wall jack, wiring closet, data center)
- ✓ Easily create work orders to communicate specific cabling requirements for Stadium Operations, Building & Grounds, Maintenance, Security, Third Party Vendors (i.e. Sportservice, Tickets.com, cabling vendors, etc.)
- ✓ Quickly identify who is affected, in the event a network failure occurs by using simple reporting tools
- ✓ Effortlessly view port count availability to assist with budgeting or known facility projects
- ✓ Expedite cabling changes for Special Events, Post Season Play, and day to day activities
- ✓ Simplify auditing process by printing out visual documentation that can be compared to actual
- ✓ Useful for Disaster Recovery planning
- ✓ No hardware cost or technical system support needed

ROI:

This solution pays for itself over and over by reducing costs related to:

- ✓ Hardware – Reduce costs associated with network switch by not having to purchase a switch port for each cable connection
 - Example: The St. Louis Cardinals were able to **save over \$80,000.00 on Cisco switches for their new stadium**, by having the capability to easily track connections that are required but not used on a consistent basis (i.e. press overflow areas, special event areas, suites & party rooms, vendor areas, etc.)
- ✓ Vendors – Reduce costs related to cabling vendors by having a tool that can easily communicate the specific cabling jobs (e.g. quadrant/stadium section, room/area, wiring closet, patch panel port, and switch port)
 - Example: Before this tool was created, the St. Louis Cardinals would contact the cabling vendor who would run a new cable to the required location from a wiring closet of their choosing. In some cases there would not be enough switch ports available and the I.T. Department would have to install an extra switch, when in reality, there were switch ports available from a different wiring closet. During the 2006 Season, the St. Louis Cardinals **saved an estimated \$30,000** on additional cabling (required through the season and for post season play), by cross connecting ports that were not being used. As recent as the 2008 Season, the St. Louis Cardinals saved on over 40 different cabling requests. At an average cost of \$600 per cable run (Midwest Rates), this amounted to a **savings of approximately \$24,000.**
- ✓ Management & Administration – Reduce costs associated with labeling and managing moves, adds, and changes related to cabling.
 - Example: The I.T. staff previously spent a minimum of 200 man-hours each season auditing the wiring closets and updating their labels and excel sheets. **The estimated cost savings in this area is 200 x \$30/hour = \$6,000**



Pro Sports Annual Pricing

Pro Sports Facility Package - \$14,995
(Includes All Affiliate Sites & Training)

Basic Package Only \$4,995

Pricing Includes:

- Licensing & Software Maintenance
- Full Use and Access to Your Data (24x7)
- Brief Introduction on How this Tool Works
- Off-Site "Visual Jacks Data" Storage and backup for Disaster Recovery Situations

* A onetime assessment and install cost is additional and is based on network size, location, etc.

Don't wait.

To learn more or schedule an online personal demo

Call 866-DATA-911

Or Contact us at sales@visualjacks.com

Or visit our Web Site at VisualJacks.com