



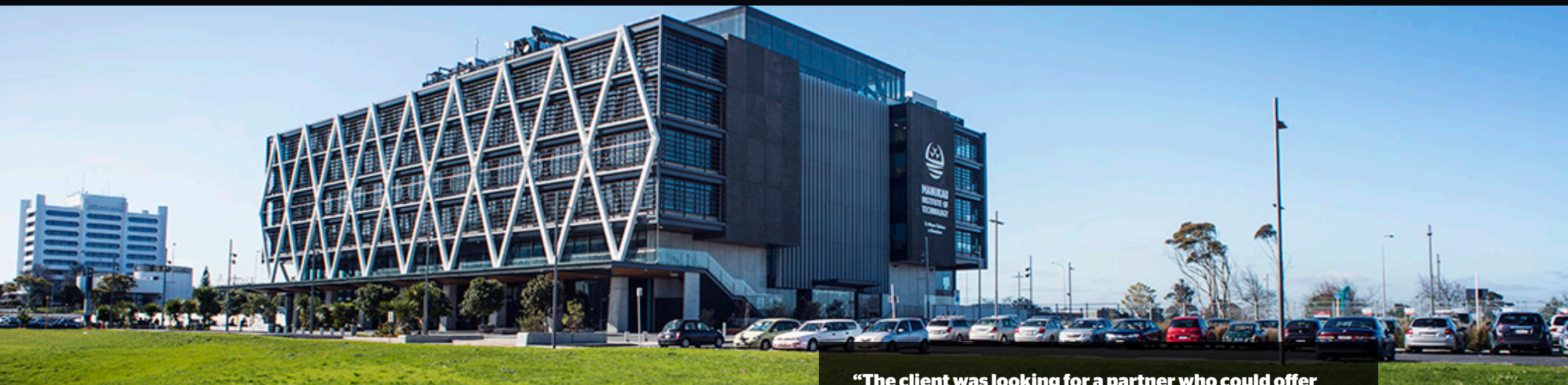
**MANUKAU  
INSTITUTE OF  
TECHNOLOGY**  
Te Whare Takiura o Manukau



**Te Pūkenga**

## **Strategic partnership helps MIT deliver a state-of-the-art campus**

**“Noel Leeming has a network of partners specialised in different areas which clients can tap into. They share information about new technology, which we haven’t thought about. They bring new solutions to the table. They are a large New Zealand owned company, so we know they are here for the long run.”** Gerald Masters, Head of Technology, Manukau Institute of Technology (MIT), TechPark.



Manukau Institute of Technology's TechPark campus is the first time in 50 years for the Institute to bring all trades under one roof. It provides an end-to-end solution for trade and engineering education and enables a more collaborative, active learning environment. Aging buildings in the existing campus and classes spread across various locations, prompted MIT to build a new centre of excellence with the latest technology and innovation. The new campus houses multi-use teaching spaces which enables a more flexible and agile response to learning.

In 2019 the institute opened a rigorous procurement process, looking for a number of partners to work with them in developing TechPark.

**"We were not looking for any transactional partners, instead we wanted to work with a partner who is invested in us, in what we do, focused on what our future looks like and committed to working with us to support us on this journey",** Gerald Masters, Head of Technology at MIT explains.

Caroline Dewstow-Blanch, who was the Education Business Development Manager working with MIT, explains that it was more than just supply,

**"The client was looking for a partner who could offer a greater partnership model, leveraging affiliations or programmes they were involved in. We were able to demonstrate this through our partner connections and expertise which other providers couldn't deliver on, like our nationwide network support and our 'Pathways in Technology' (P-Tech) programme. With our P-Tech programme, we've partnered up with IBM and now Manukau Institute of Technology to help prepare their students for technology-related roles, giving them the best start to their career."**

As Gerald Masters adds, there are benefits of partnering with an organisation like Noel Leeming, **"their partner network and connections brings knowledge and experience which they can share. We can tap into this knowledge and find out what's new or areas we haven't thought about before."**



# Networking

## Collaborative partnership a key driver to delivering a seamless network

From the outset, MIT's internal networking team knew what they wanted from an architectural and technical perspective for their state-of-the-art faculty. Noel Leeming was brought in to assist with the supply and to look at solutions and requirements, providing recommendations.

Gerald Masters, Head of Technology at TechPark explains, **"We didn't want any new technology introduced that would require additional staff training, increase costs and add complexity. So we needed the network to conform with our existing network across other campuses. Plus, we were conscious of our technology footprint, so keeping to the same technology was important."**

Part of Noel Leeming's role was to work collaboratively alongside MIT's engineering team, senior architect and support their networking partner - Extreme Networks. Vernon Chetty, Noel Leeming's Technical Account Manager adds **"Extreme Network is the 'fabric' of the institute, they provide the end to end network in all campuses. So it was critical for our team to build a relationship with Extreme and become certified to sell and install their products. This involved online courses on technical and sales, an online exam, and a commercial agreement. A team of our guys undertook the training and were certified as part of this partnership."**

The total networking business worth almost \$500K, included Wifi access points and networking gear, supply and install of network cabinets, install of wifi, and the install & set up of partner devices, excluding the configuration which MIT's internal team completed.

**"It was mandatory that Noel Leeming could be certified with our partner, Extreme Network. The team was able to step up and in a short space of time they got nine of their technicians to be Extreme certified for this project."**

Gerald Masters, Head of Technology, Manukau Institute of Technology (MIT)





# Digital Display

## Achieving the wow-factor with smart digital solutions.

**“The new 16-panel video wall allows us to do so much with it. It’s impressive and provides a wow-factor on entering TechPark.”** Gerald Masters, Head of Technology, Manukau Institute of Technology.

Making a big impression on visitors and new students was key to the new centre of excellence campus. The idea behind the video wall in the main entrance area of TechPark was to do just that; showcase MIT’s new state-of-the-art campus,

**“This was new technology for us. No other campus has one. We relied on Noel Leeming to provide us with the information and advice around the video walls which helped us decide on the best solution and we chose LG as the brand partner.”** Gerald Masters, Head of Technology explains.

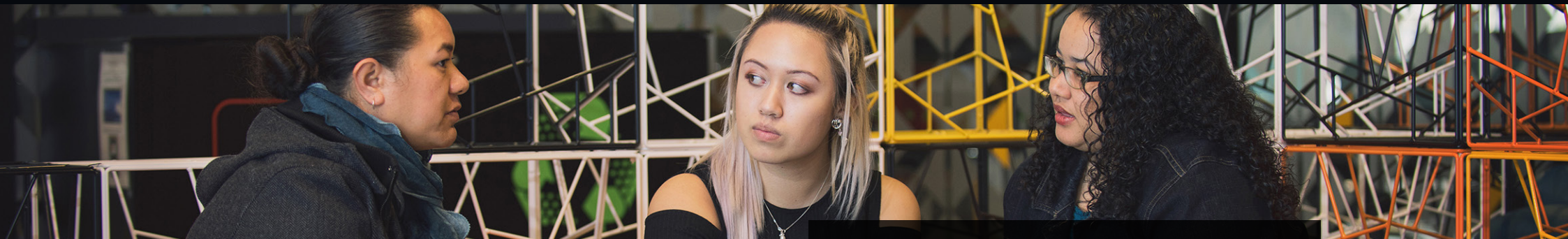
To manage the content and the 16-panels, Noel Leeming recommended two software options – Supersign and Smartsign. The team arranged the software to be trialed by MIT’s internal team.

**“This was a valuable exercise. We were able to use the software and find out the pitfalls and gain an understanding on how to use the two different systems. Being able to trial both and look across the costs of the two options gave us the confidence to make the decision”**

Gerald Masters, Head of Technology at Manukau Institute of Technology.

As well as the video wall, Noel Leeming supplied and installed TVs for the new campus classrooms, workshops and common areas. Classroom TVs were permanently installed in some rooms and were mobile on TV trolleys in other rooms to provide a more flexible teaching environment. Digital signage was also required for informational purposes around the campus.





# Tech Solution Services

## The need to adapt quickly in a pandemic

Noel Leeming's Tech Solutions team worked on the install of equipment delivering an end to end solution. This included unboxing, installing, setting up ready to use, and removal of rubbish for sixty-five new hot desks for staff, one-hundred and thirty PCs (desktops and monitors) across the campus, and five desktops and monitors installed into project rooms. The set up of desktops across the new TechPark, also included moving existing desktops from other locations to the new campus. The team was also required to orchestrate outsourcing part of the install work for some of the TVs that required an install higher than Noel Leeming's standard capabilities.

Nine technicians from Noel Leeming became an extension of MIT's existing team of three, working rapidly to get things done. As Gerald Masters explains, **"They were able to work in and out of business hours, arranged for a team of their engineers to be on site and get the work done. This was a major benefit - to be able to draw upon their skill base and resources."**

Due to the country going into lockdown, the project experienced build delays and one of the biggest hurdles which COVID contributed towards was stock supply issues which impacted the supply. Janie Brown from Noel Leeming Technical Solutions Team explains,

**"We were very impressed by the Noel Leeming team. They were proactive, positive, very on to it, and they quickly adapted to restrictions and the situation we were faced with during 2020."**

Gerald Masters, Head of Technology,  
Manukau Institute of Technology (MIT)

**"After the first lockdown, we had to assess, navigate and rescope the work required. We had to be more flexible and agile in our work, removing boundaries in order to get the work done as efficiently as possible."**

**The stock shortage impacted costs. The Technician's team were impacted by how many could work on the project at one-time, ensuring social distancing and the use of PPE gear was adhered to. With the COVID restrictions only seven people could work on the site at one time.**

**Managing and navigating around site access times and when technicians could go on site. This all had to be effectively managed across the teams and we had to be transparent on what the challenges were, continually keeping the client informed as changes occurred."**

Despite the challenges, the team successfully delivered on the project, **"While we had a constrained budget we managed all required supply aspects. We really appreciated the work completed and the capacity of work completed by Noel Leeming's Tech Solutions Team."** Gerald Masters, Head of Technology.