



A Challenging Project, Solved By Banner Solutions

AT A GLANCE

At Banner Solutions, we work closely with an extensive mix of manufacturers in order to provide our clients with exactly what they need on even the most complex projects.

Learn how the right product combined with excellent support made this project a success.



The Banner Solutions team was "pivotal" in helping achieve success.

Michael Macartney
Project Manager & Estimator
Genco Hardware

When Michael Macartney came to Roland Cooper, Regional Sales Manager at Banner Solutions, he had a very complex problem that needed to be solved. The project manager and estimator for Genco Hardware had been presented with a building that required three very specific features to meet their ingress and egress needs. In the installation and set-up of the smoke evacuation system, Macartney was responsible for configuring a system that could accommodate three separate entrances and provide:

1. System confirmation when any door hit 90-degrees open
2. Battery backup capabilities in case of power failure
3. Accommodation of multiple door sizes, ranging from 29" to 72"

At Banner Solutions, there's no challenge too big and no goal too lofty. In every engagement, we strive to be more than just a partner in distribution. Rather, our intention is to be a partner in success. We achieve this by facilitating an environment with our customers where the Banner Solutions team extends far beyond Banner representatives on their own. Our sales representatives and product experts work tirelessly to build relationships with our manufacturers so that we have an extensive library of resources that we can lean on when our customers need support.

Those relationships that are such an integral part of Banner Solutions' operations were put to work with this project in Morristown, New Jersey. When Macartney called on Cooper to find the right solution for this building's needs, MICOM Americas was a no-brainer.

MICOM: A Manufacturer With Vision

After more than 30 years in the industry, the designer who created the Smart Swing Automatic Door Operator for MICOM Americas had seen the good, the bad, and the ugly in door hardware. Leveraging this expertise, MICOM was able to bring an innovative product to the marketplace in the form of a strategically-engineered, low-energy door operator that maximizes versatility for extensive applications.

With more than forty features that can support the needs of a wide variety of construction and infrastructure projects, the MICOM Smart Swing auto-operator is a universal solution. For the sake of the Morristown building, the Smart Swing operator provided a few essential features:

1. A sensor that would notify the system when a door was closed. This functionality could also be reversed to notify the system when a door hits 90-degrees open.
2. The product design had a battery back-up built in.



If you recall there was a third requirement that Macartney needed to fulfill: application that spanned doors 29-inches wide to 72-inches wide. While the MICOM auto-operators could accommodate doors of all sizes within that range, there was a minor concern that the battery back-ups would have to be stored elsewhere on the more narrow doors in the building. In fact, with the support of Banner Solutions' and MICOM's technical resources, Macartney and his team were able to keep the battery back-ups within the auto-operators, even on the 29-inch openings.

When asked about his experience with the auto-operators that were recommended for this project, Macartney said "I think it's an absolutely excellent product," noting that in his experience with other projects, the "problems with [other] operators would not have appeared if [they] had used the MICOM operators."

Macartney worked closely with Banner Solutions to confirm that he had a solution that would fulfill all three requirements of the auto-operator, but this project was much more complex than just one robust hardware solution. In addition to the functionality required from the auto-operator, the doors also needed to be integrated with EAC devices and mag locks, as well as hardware that had electronic retraction devices. All of these components led to a successful installation and actually made the entrances easier to manage because it was all integrated directly to the operator and could be managed by the MICOM controller. There was no need for extra relays or hubs which reduced the potential room for error.

While the Smart Swing operators met and even exceeded the unique requirements for this particular project, there are a few standout elements that make these auto-operators a market leader. The smoke evacuation system functionality is a key differentiator for this piece of hardware. Many others in the industry are moving in this direction, but MICOM's solutions are among the first to have perfected this functionality. Additionally, the power assist is essential for customers who are looking for a truly universal solution. Last, but certainly not least, the battery-operated functionality comes equipped with system notifications when new batteries are needed, so you're never caught without power.

It's undeniable, MICOM produced an excellent product.



Products From True Partners

Any salesperson worth their salt can sell an exceptional product, but a product without a partner wasn't what Macartney was looking for. With a project as complex as multiple safety requirements across multiple entry points, he needed someone who could not only offer said exceptional product but also provide the support and expertise needed to troubleshoot installation.



In the case of this project, Banner Solutions was able to connect Macartney directly with not only Banner and MICOM product experts, but also the product designer himself, and the engineer of the control board. There was no shortage of supporting resources for this project that helped everyone working on the implementation of this system bring the complex functionality of a single product to fruition.

With nearly unlimited resources to help him execute on this project, Macartney described the process as "a very easy installation." The self-described "auto-operator novice," found the installation instructions, expert technical support, and intuitive nature of the product itself made the process simple and straightforward from start to finish.

Moreover, Macartney noted that the Banner Solutions team was "pivotal" in helping him achieve success.

A Different Kind of Wholesaler

Banner Solutions is proud to provide end-to-end service and solutions for customers with a wide variety of needs. Selling more than just products, our partnership provides you with a one-stop-shop for problem solving. Innovative resolutions are at the core of our business. When you call Banner Solutions, your questions get answered, your needs get met, and your problems get solved through an expansive network of professionals who know how to get creative.



When you work with Banner Solutions, you can rest easy knowing that everything is in order for you to not just meet, but exceed expectations on any project.

Contact Banner Solutions today to meet with our experts regarding your upcoming projects and let us introduce you to the most innovative solutions on the market.



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