

Telematics Technology LLP immediately recognise the value in Rapid's enclosure modification service

- Manufacturer of number plate recognition system benefitted from reduced costs, no tooling, high quality workmanship and time savings
- Peter Billington, senior partner of Telematics Technology LLP, explains why he switched to buying from Rapid and using the company's enclosure modification service for Telematics' latest product

Telematics Technology consult, design and create prototypes for customers in telematics, telecommunications and informatics applications. They have proven expertise in the design, development and implementation of Automatic Number Plate Recognition (ANPR) systems, networks for ANPR-based Journey Time Measurement, and map-based Internet applications for routing and navigation, real-time automatic vehicle and asset location.

THE CHALLENGE

To design and source a smart comms box enabling ANPR cameras to interface with back-end systems.

Peter had always previously bought from RS Components and Farnell. Prices were higher but it wasn't a major problem with what were generally low volume orders. But for this new project Telematics Technology LLP would need to buy components in bulk, so looked elsewhere for a more cost effective solution. Peter started ordering products from Rapid online. After trying enclosures from brands such as Hammond and CamdenBoss he settled on one of Rapid's own brand enclosures that gave the product the appropriate IP rating and met their cost objectives.

There was another factor.

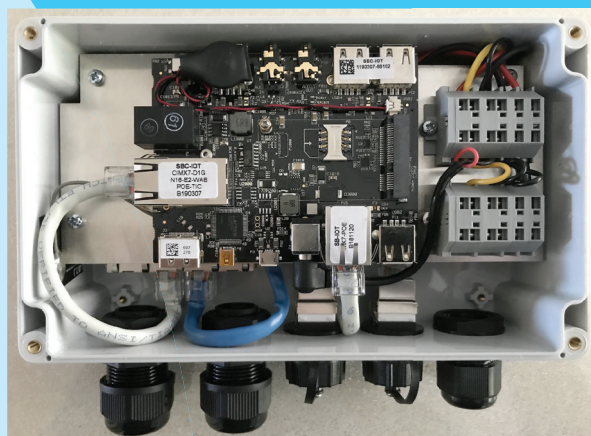
Where Telematics had previously used 3D printing to design bespoke enclosures, this came at a considerable cost in time, resource and tooling. Peter noticed that Rapid offered a service to modify any enclosure available on its website. 'I must say I was pleasantly surprised to find that the MOQ was only 25 pieces. I submitted a CAD drawing via the online form and received a drawing for approval within a matter of days. The sample box came through within a week with all the holes punched and finished cleanly. Once approved the rest of the order was fulfilled and sent directly to our assembly house to go onto our production line.

WHAT POSITIVE RESULTS HAVE TELEMATICS TECHNOLOGY SEEN?

- Large decrease in costs by using an off-the-shelf Rapid branded product
- No tooling costs
- Time savings through having the boxes modified at source
- High quality workmanship

WHAT DOES THE FUTURE HOLD?

"The product is currently in the testing & development phase", says Peter. "Production volumes will increase so we will be utilising the service once more on much higher volumes, using our unique product code. We have only been trading with Rapid for six months, but already we have opened a credit account. I'm very happy with the service levels and the product ranges Rapid stock."



“Communication between myself, Rapid and the enclosure modifiers was quick and easy”

10 STEPS TO MODIFYING ANY ENCLOSURE WITH RAPID

WHY ASK RAPID TO MODIFY YOUR ENCLOSURE?

Saving you time and money!

You could buy standard enclosures and then take time to rig up the equipment required to tap, drill and cut the modifications you need or deal with the logistics of having the work done off site. Alternatively, you could **get Rapid to do the job for you.**

Choose any enclosure from our website. Tell us what holes, cut-outs, recesses and artwork you need. We will take care of the machining and logistics for you. You will simply receive the quantity you ordered, finished and ready to use.

With our special modification service we can take the hard work out of enclosure customisation. You just come up with the design and we take care of the rest – saving you all the hassle. We can drill holes precisely and accurately to your individual template no matter what brand of enclosure you choose and in any material – aluminium, ABS or polycarbonate.

You may be surprised how much time and money we can save you.

CamdenBoss, Evatron, Fibox, Hammond, Rapid, Schneider, Hylec, Phoenix Contact, Retex

LONG TERM STOCK AGREEMENT

Enclosure modifications can be ordered through our long term stock agreements:

- Providing a fixed price up-front
- Volume pricing
- Guaranteed availability, we purchase and store all the stock up-front
- Scheduled delivery dates or just call-off when you require it
- We only invoice you when the goods are delivered
- We send a monthly update informing you of remaining stock and agreement end date.

1

Go to
[www.rapidonline.com/
enclosure-modifications](http://www.rapidonline.com/enclosure-modifications)

2

FILL IN THE
DETAILS AND UPLOAD
YOUR DRAWINGS

UPLOAD

This gets sent
direct to our
modification
partner

3

Receive
costings



4

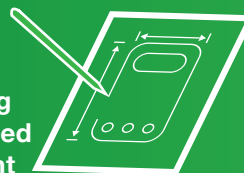
Costings
accepted



24 HOURS

5

Drawing
is created
and sent
to customer



6

Drawing
accepted



1 WEEK

7

Prototype
is created
and sent
to customer



8

Prototype
is accepted
and order created



1-2 WEEKS

9

Enclosure
made and
despatched



10

Rapid create a unique
part number for easy
re-ordering

00-0000R



4 WEEKS

www.rapidonline.com/enclosure-modifications

Rapid

helping you make it



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