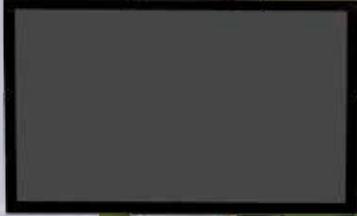


## CASE STUDY

# DUPONT CORPORATE HEADQUARTERS



## PARTNER PROFILE

- DuPont is a world leader in market-driven innovation & science
- Corporate Headquarters: Chestnut Run Plaza Campus in New Castle County, DE
- Facility incorporates sustainability into the building design and uses more than 20 DuPont innovations

## VISTA ARCHITECTURAL™ COLUMNS LEND CONTEMPORARY STYLE & FUNCTIONALITY TO DUPONT INNOVATION CENTER

“When you talk about Vista columns, most people assume you’re talking about power poles. Once they see Vista, they don’t call it a power pole anymore, said Bradshaw.”

## BUSINESS NEED

The Innovation Center for Biotechnology on the main DuPont Campus in Wilmington, DE was saddled with dated tabletop projectors, leading to workplace inefficiencies and mounting frustrations among associates. The IT Faculty Department sought an open-space solution for nine conference rooms that could accommodate newer technology, including critical power, voice and data and A/V services while staying true to the center’s clean, contemporary aesthetic.

Structurally, the solution needed to support 70” flat-screen TVs at nearly 90 lbs. each, but mostly pre-fabricated cement walls and two rooms surrounded entirely by glass posed major installation challenges.

## THE CHALLENGE

Ron Moretti, A/V supervisor of communication services at DuPont scoured the Internet for a solution.

“I wasn’t seeing anything that I was particularly happy with. It was key that whatever solution we went with encompass all the required services. I wanted one structure and I didn’t want to deal with conduit. Plus, aesthetically, it needed to look good at the end of the day,” said Moretti.

With no good options to choose from, anxieties around the project began setting in.

## KEY BENEFITS

- Vista Architectural Columns are fully customizable vertical wire and cable management solutions
- Seamlessly integrate power, communications and A/V, turning virtually any open space into a smart, high-functioning area
- Install in less time and are more aesthetically appealing than an average power pole

## KEY PLAYERS

- Ron Moretti, DuPont A/V supervisor of communication services with DiSabatini Maintenance
- Kevin Deluca, technical advisor with CC Tech Group (Ortronics)
- Dave Bradshaw, Legrand senior specification consultant

## THE SOLUTION

Around that same time, Moretti got some promising news. A co-worker shared a brochure from a previous job where Legrand's Vista Architectural Columns were installed. "It was totally new to me—I had never even heard of it. I saw a photo of one of the columns with a TV suspended to it, and that's how the idea to use Vista in the Innovation Center came about."

Moretti reached out to Kevin Deluca, technical advisor at CC Tech Group with whom he had previously worked. In turn, Deluca connected Moretti with Dave Bradshaw, Legrand senior spec consultant and Vista product expert who presented a Vista sample to Moretti on their first meeting. He was so impressed with what he saw that he sent photos of the sample to his customer at DuPont. "I've got to tell you, the sample made all the difference," said Moretti.

Equally appealing to Moretti and the customer were the many design options available with Vista. Maple Fusion was selected from several customizable colors and finishes, as it was coincidentally an exact match to the particular wood grain trim prevalent in the conference rooms.

"The aesthetics, services and strength [of Vista] were all huge factors in the customer's decision to use," Deluca added.

The team forged ahead with the project until a new set of challenges was discovered above the ceiling level.

"A couple of poles had to be slightly different sizes because of steel that was above the ceiling. Our goal was to have the sizes exactly right—we didn't want Ron to have to do any cutting when the products arrived. He took the extra effort to take measurements up front, so Kevin and I knew exactly how high each pole needed to be. He even gave us all the info on the exact model of the TVs. We used Pass & Seymour® surge protectors for the monitors. Ron certainly made our job a lot easier," said Bradshaw.

## THE LEGRAND ADVANTAGE

As is true with most projects, time was of the essence. "This was a big challenge for us. We estimated one week per conference room [for the install.] The first one we did took us three days to get it up and going. The other columns have all gone up in a 1.5 days. It went a whole lot better than we expected. These things are awesome. I couldn't think of anything better to put in there."

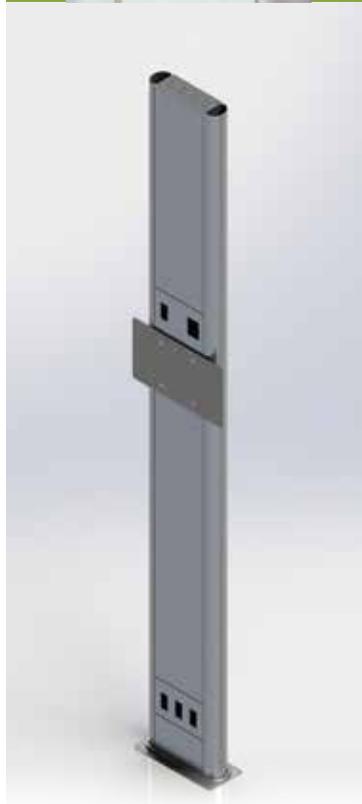
With DuPont's global presence, many of their meetings are held via video conferencing, so the team made sure to mount the TVs at a height that could accommodate cameras in the future. Moretti says the Vista columns are now serving as a conduit to feed key power, communication and A/V services to tables in the conference rooms. As a result, DuPont associates have more access to these critical services, helping to improve overall productivity.



“

I haven't seen anything else out there that compares. I'm extremely happy with the product, and I can say so as a customer. The folks at DuPont are also a lot happier with the setup and experience in these conference rooms since the columns have gone in. – Moretti

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### ABOUT LEGRAND

Legrand is a global specialist in electrical and network infrastructure solutions.

Legrand transforms spaces where people live and work and delivers access to power, light and data to millions of spaces around the world.



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