Field Deployment Benchmarks 2026

Operational data from 500+ multi-site deployments across 5,000+ sites since 1996 — the numbers that decide whether a national rollout lands clean or turns into a callback list.

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How to read these. SRS Networks' own field observations from multi-site deployments since 1996 — directional operational benchmarks from tracked work, not a third-party academic study. Your numbers vary with site density, vertical, and access windows. We publish them because the patterns hold across 500+ deployments.

≈ 1 in 6

Drop-ship first-attempt failure rate

Across a few hundred direct-to-site shipments tracked over a year, roughly one in six (~17%) failed on first delivery — wrong address, locked dock, no signature.

> **Takeaway:** Pre-staging gear through a configuration center, labeled and shipped to a named recipient, drops that to under 1 in 50. Drop-ship is fine under 5 sites; it breaks at 200.

$5K–$40K

Cost of one failed COI check on a major jobsite

A failed Certificate of Insurance check at a Fortune 500 jobsite is a multi-day stop-work order. The margin hit on the affected rollout runs $5,000 to $40,000.

> **Takeaway:** Auditing every subcontractor's COI before dispatch costs roughly $40 per site — the cheapest insurance on the project.

≈ 25 sites

The economic floor for a national rollout

Coordination overhead is roughly fixed per project. Below about 25 spread-out sites, per-site coordination eats the labor margin.

> **Takeaway:** Under ~25 sites, a national partner loses money and a local installer wins on cost — unless the sites are clustered enough for one tech to roll in a week.

Dispatch > drive

What actually drives P1 response

A tech 200 miles out with a 15-minute dispatch desk beats a tech 20 miles out with a 90-minute dispatch latency on actual onsite time — the far tech is already rolling.

> **Takeaway:** Evaluate a partner's SLA on dispatch latency, not truck proximity. 'Local presence' is overrated above a 50-mile radius.

≈ 30%

Overhead added when the GC runs the field schedule

On a 52-drop, 33-camera job, a GC's plan to split the crew into staggered shifts would have cost ~30% more in coordination overhead than the overtime it was meant to avoid.

> **Takeaway:** Let the deployment crew own its schedule. A concentrated extended shift with simultaneous lifts beats a GC-imposed rotation.

$360 vs $600–$1,400

Hardware markup vs install margin, per switch

A 30% markup on a $1,200 switch is $360. The install at a mid-complexity site is 4–8 billable hours plus dispatch and PM — priced right, $600 to $1,400 of margin.

> **Takeaway:** VARs over-index on loud hardware markup and under-price the bigger install margin. White-labeled at cost terms, that install margin survives intact.

The benchmarks at a glance

Metric	Field benchmark	What it means
Drop-ship first-attempt failure	**≈ 1 in 6 (~17%)**	< 1 in 50 pre-staged
Failed-COI stop-work cost	**$5K–$40K / incident**	≈ $40/site audit prevents it
National-rollout economic floor	**≈ 25 sites**	Below it, hire local

Metric	Field benchmark	What it means
P1 response driver	**Dispatch latency**	Not truck proximity
GC-run schedule overhead	**≈ +30%**	Crew owns the schedule
Install margin / switch	**$600–$1,400**	vs $360 hardware markup

Source: SRS Networks field operations · 500+ deployments · 5,000+ sites · 48 states · since 1996.

About SRS Networks. Nationwide enterprise infrastructure deployment firm headquartered in Salinas, California, deploying cabling, network, POS, signage, security, and low-voltage systems for multi-site businesses and channel partners across all 48 contiguous states since 1996. In-house W-2 leads + a vetted W-9 subcontractor bench · West and East Coast staging · COI audited before every dispatch. srsnetworks.com · partners@srsnetworks.com · (866) 224-3636