



## SUMMARY

### Customer

Network integrator

### Challenge

Construct two Tier 3 data centers for European bank

### Solution

Data Center College<sup>SM</sup>

READY!<sup>SM</sup> Deployment Services

### Results

- Installed future-proof infrastructure that will perform longer than original solution
- Minimized waste on site while freeing up installation space
- Helped position Anixter as technical partner for future projects with locally based integrator



During the course of the project, the open communication and on-site training sessions helped to build the relationship with the integrator and present a strong technical and solution partnership to the end-user.

### Customer Challenge

The local team of a global integrator was helping to design two 200-square-meter Tier 3 data centers for a leading European bank. A major concern for the end-user was the limited amount of space. Because of this, the end-user required high-density cabling due to rack space limitations. Along with the physical concerns of constructing a new building for a data center, the bank had concerns about data growth, system performance, network congestion and connectivity architecture, cost of power, cooling and space, fiber availability and power availability.

The integrator didn't have resources that were familiar enough with the latest cabling designs and best practices. This is where Anixter stepped in. The integrator knew Anixter was a reliable provider of copper and fiber cabling and related infrastructure, but it was not aware of the value Anixter could provide in data center design and product selection. Through its technical and supply chain expertise, Anixter was able to provide the best cabling infrastructure design and products to confirm the integrator could provide the end-user with the most future-proof and high-capacity solution available.

### Anixter Solution

Anixter scheduled an unrelated meeting with the integrator to host Data Center College<sup>SM</sup> which is a free and unique educational institution and curriculum designed to create awareness and to provide general solutions for current and future data center infrastructure issues. During the Data Center College, Anixter covered 10 Gigabit, wireless, Power over Ethernet and thermal management in relation to building a data center.

However, Anixter was only able to get about an hour into the presentation before the integrator wanted to see how these topics matched with the new bank data center. After talking with the integrator, Anixter started to show various cabling design options, including top of rack, end of row and middle of row cabling and rack concepts as well as OM3 and OM4 multimode fiber. "We went over the pros and cons of the legacy system versus the new systems in the market," said a senior sales manager at Anixter. "We conducted several face-to-face meetings and recommended the solution to meet their need for a high-density, future-proof cabling solution, which can provide over parallel optics 40 and 100 Gigabit Ethernet." By being able to put more ports on less rack space, the end-user will be able to save a considerable amount of rack space in the data center.

## CASE STUDY

# INTEGRATOR RELIES ON ANIXTER'S TECHNICAL AND SUPPLY CHAIN EXPERTISE TO BUILD TWO DATA CENTERS FOR A EUROPEAN BANK



After finalizing the cabling design, Anixter supported the integrator in getting the bill of materials for the project. This included OM4 fiber and Category 6A copper cabling and patch cords and patch panels.

Once the first aspects of the technical specifications were completed, Anixter suggested its READY!<sup>SM</sup> Deployment Services to the integrator. "We recommended the integrator use READY! Floor and READY! Cabinet, which grouped all of the materials required per floor and per main cabinet, including the fiber trunks and preconfigured copper cabling trunks, the patch cords and panels. All parts were kitted into color-coded single shipments for easy identification at the job site," the senior sales manager said. "We received a scheme from the integrator to identify which trunk went to each connection and labeled them accordingly."

With READY! Floor, Anixter labeled and kitted all the products needed to complete the cabling infrastructure installation. By removing the OEM packaging before delivery, Anixter helped to minimize waste at the job site. This also reduced the number of pieces shipped to the job site as well as simplified ordering by reducing the overall part numbers associated with the project.

## Project Results

By relying on Anixter's technical expertise when it came to the cabling design and product procurement, the integrator was able to provide the end-user with an investment that will meet capacity for the next several years. The legacy system would have run into capacity issues within two or three years. Anixter helped to save the end-user eventual costs while also adding more sustainability into the data center's design.

Through its READY! Floor service, the integrator saved installation time and avoided wrong labeling of the cabling on site. READY! Floor also reduced overall packaging waste on site, which helped to increase useable floor space for the deployment. With single part number ordering, whole order delivery and product enhancements, READY! Floor simplified material management at the job site by linking deliveries to the build-out schedule.

During the course of the project, the excellent and transparent communication between Anixter and the integrator helped to position Anixter as a true partner rather than just a provider of patch panels. "Over the last months, we had several workshops with end-users and the integrator," the senior sales manager said. "These on-site training sessions help confirm the installers are familiar with the handling and installation of the products." By building trust with Anixter, the integrator is more confident in approaching large projects. Anixter addresses future projects and new technologies, such as Power Distribution Units (PDUs) and asset tracking solutions, and finds success by building up the relationship with the integrator and bringing it to the end-user.

## Data Center College

Data Center College<sup>TM</sup>(DCC) is a free and unique educational institution and curriculum designed to create awareness and to provide general solutions for current and future data center infrastructure issues. Topics covered include 10 Gigabit, wireless, Power over Ethernet, thermal management, access control and video surveillance, just to name a few. The format for DCC brings a comprehensive array of technical and informational courses directly to the customers' sites.

Our courses include:

- Cabling Infrastructure Design
- Data Center Design
- Designing a Telecom Grounding System for Network Reliability
- Infrastructure Management and Monitoring Solutions
- Power Distribution
- Thermal Management
- Anixter ipAssured<sup>SM</sup> for Data Centers.

Register for a local course by visiting [anixter.com/au](http://anixter.com/au).



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