

Telecom provider in Qatar



Constructing Tier II data center

Increased capacity, efficiency and customer capabilities



ANIXTER

CASE STUDY

HELPING A QATARI TELECOM PROVIDER MEET CUSTOMER DEMAND ... FAST

Short on Time. Short on Integrators.

A local telecom provider in the Middle East wanted to construct a large Tier II data center to keep up with current and future demand. However, the company didn't have a reliable integrator in the area to construct the data center. With experience in deploying data centers in the Middle East, Anixter was able to step in and meet the company's infrastructure needs.

From the initial engagement, there were only 10 weeks to deploy the infrastructure for up to 80 cabinets and make the data center operational. The timeline was a key factor as the local government had a hard deadline for an inspection of the data center. Anixter responded by using its sales support, supply chain and technical expertise to help the provider meet its aggressive deadline.

Working with Suppliers to Work on Schedule

Prior to planning the new data center, Anixter conducted Data Center HealthCheckSM evaluations at some of the provider's other facilities to determine what aspects of the new data center should be consistent with existing facilities and where alternative approaches would be more beneficial.

The Data Center HealthCheck evaluations also helped to review data center procedures and installations against industry standards and best practices and made recommendations to improve efficiency.

Anixter worked with the suppliers to get the products on time to make sure that it could meet the deployment schedule. Anixter provided details of reliable data center integrators that Anixter had worked with previously to the company so it could select an integrator partner to help deliver the data center on time. To speed installation on site, Anixter mounted patch panels into the cabinets and staged these in Dubai before shipping them to the data center in Qatar.

Meeting Demand without Sacrificing Quality

Coordinated deployment services and local staging meant the aggressive timeline was met. By having access to the best-in-class cabinets and intelligent lighting solutions in the region, the data center passed government inspection on the required date, helping the telecom provider meet its growing customer demand without compromising on quality.

SUMMARY

Customer

Middle East telecom provider

Challenge

Tier II data center deployment in 10 weeks with no integrator

Solution

- Data Center HealthCheckSM
- Local inventory
- Time-saving deployment services

Results

- Met aggressive deadline
- Enhanced efficiencies in existing data centers
- Kept up with demand and maintained service quality


Anixter's data center expertise along with its experience and presence in the Middle East enabled a quick, but well-planned, data center deployment and improved the efficiency of the company's existing data centers.

HOW DO YOU DEPLOY A TIER II DATA CENTER IN 10 WEEKS? THIS IS HOW WE DID IT.

CHALLENGE




Telecom provider in Qatar



Needed to keep up with demand




Constructing Tier II data center




Reliable integrator partner



10 weeks to deploy

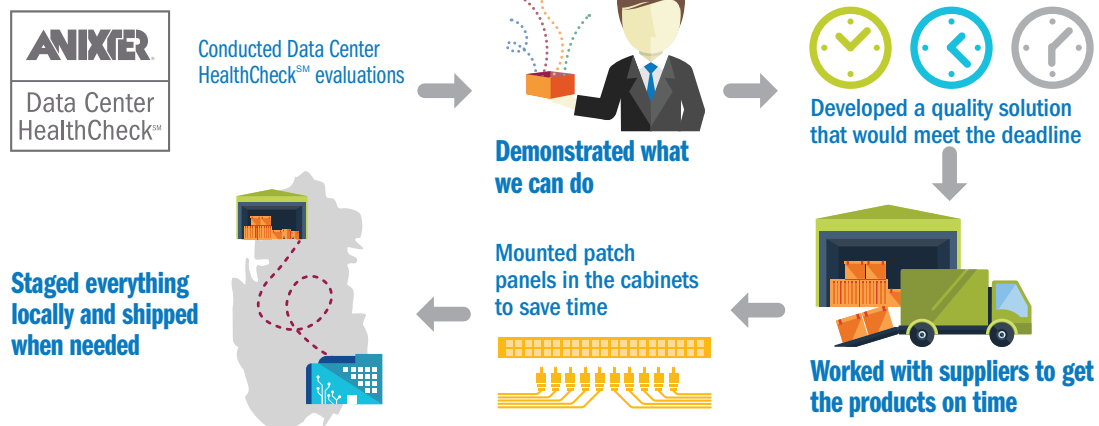


80 cabinets



Government inspectors were waiting

SOLUTIONS



RESULTS



DEADLINE MET

Better options on cabinets and lighting

- Greater capacity with new data center
- Enhanced efficiency in existing data centers
- Can meet customer demand



Anixter's ability to deliver quality data center solutions from local inventory helped the telecom company meet its growing customer demand on time, on budget and to government standards.