

ANIXTER HELPS LEADING IT COMPANY REALIZE CHANGE CAN BE GOOD



SUMMARY

Customer

Fortune 100 IT company

Challenge

- Consolidate 85 global data centers into six U.S. locations
- Condensed build-out schedule from 30 to 18 months

Solution

Intelligent Infrastructure Management
Dedicated program manager

Results

- Realized \$30-\$35 million in savings
- Simplified connection of system components
- Provided interactive, real-time control over copper and fiber connections



The primary reason we chose the SYSTIMAX iPatch solution involved cost, flexibility and the non-reliance on proprietary patch cords.

IT company's project leader

Customer Challenge

A Fortune 100 company and technology solutions provider to consumers, businesses and institutions globally with operations in more than 170 countries came to Anixter looking to consolidate its network of 85 data centers that were scattered around the world into six U.S. locations. While it was the customer's hope to develop a template solution for the six data centers, part of the challenge was that it wouldn't be possible as three of the data centers were being built inside existing facilities. Given the unique floor plans of each location, modifications had to be made to accommodate each location's own characteristics and nuances. One final piece of the puzzle was the customer's original build-out schedule went from 30 months to 18 months.

The customer encountered issues related to power, which created a scheduling bottleneck for the entire project. Design schedules were dramatically impacted because the data cables could not be installed until the power issue was addressed. Adding to the problem was the four-week lead time necessary for ordering cabling materials.

Nearly 9,000 fiber bundles needed to be installed for this project. The majority of the cabling configurations called for 144-, 72- and 48-strand fiber cables. In addition to the fiber cabling, Anixter procured all the infrastructure components necessary to get the data centers up and running including horizontal and vertical cabling management systems, racks, rack management systems, cabinets, and other ancillary devices necessary to facilitate a complete installation.

Anixter Solution

By introducing the customer to Intelligent Infrastructure Management (IIM), the Anixter and CommScope® technology team provided the customer an automated solution to comprehensively identify and manage all its physical layer connectivity issues within its data centers. The IIM system provides extensive information about the network while providing guidance for moves, adds, and changes as it detects and traces patch cord insertion and removal of existing connections. Additionally, IIM discovers and maps network devices to the physical layer, tracks IP devices in the network, and identifies necessary services needed.

After discussing several key considerations including long- and short-term goals, the Anixter and CommScope technology team suggested implementing the SYSTIMAX™ iPatch® solution. Once installed, the iPatch system offers data center managers interactive, real-time control over copper and fiber connections resulting in more responsive network administration with better security. By automating routine management tasks, the IIM system assists technicians in the completion of work orders and service provisioning while reducing running costs. Overall, productivity increases, and managers achieve a more efficient use of resources and cost control.

CASE STUDY

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"We looked at several competing products in the marketplace and decided on the SYSTIMAX iPatch solution," said a key project leader from the customer's company. "The primary reason we chose the SYSTIMAX iPatch solution involved cost, flexibility and the non-reliance on proprietary patch cords. The cross-connect design required a large number of patch cables in a variety of lengths that would be required in a very short time frame. We felt that it was not very likely that this huge volume could be obtained with other solutions in an acceptable time frame."

Service Expertise

Due to the size, scope and complexity of the assignment, Anixter assigned a dedicated program manager to help implement this project. Certified as a Project Management Professional (PMP)*, the Anixter program manager served as a single point-of-contact for the end-user, contractor and suppliers to help implement the project in a controlled fashion as planned during the pre-sales process. As part of their responsibilities, the program manager coordinated and communicated all mission critical tasks for material management and provided daily status reports to other team members that helped them effectively plan the product manufacturing, build out the schedule, assign work crews and deliver products to multiple job sites.

This project required sourcing, staging and shipment of over 2,400 seven-foot data network cabinets to multiple job sites in an accurate and timely fashion. The Anixter program

manager lead the effort to manage delivery of countless truckloads of material into two Anixter distribution centers. Once the materials were on hand, Anixter shipped an average of two 53-foot trailers per week to each of the six job sites.

*(PMP) is a special certification reserved for those who meet the standards established by the Project Management Institute.

Program Results

The customer realized a \$30-\$35 million savings as a result of consolidating from 85 data centers to six data centers. The SYSTIMAX IIM solution provides assurance that service levels can be maintained to meet the critical uptime required for this company's demanding network. The data centers are becoming a critical part of the customer's service offering to its own customers. It is dedicating approximately 100,000 square feet of each size data center to sell data center services to their own customers.

All of the upfront work and preparation paid off as the customer realized a variety of benefits including delayed cost of ownership, minimal on-site storage space, time-sensitive deliveries, improved productivity, minimized freight expense and minimized project delays.

Working with Anixter has helped the customer recognize the value of working with a technically astute, product knowledgeable, service-oriented provider. Upfront planning and collaboration will pay off immensely as these state-of-the-art data centers move from conception to completion.

SYSTIMAX iPatch Real-Time Infrastructure Management System SYSTIMAX® iPatch® integrates copper and fiber patching hardware with system control software to help you monitor, document and administer your complete communications network infrastructure.

Key Features and Benefits

- Accurately documents the physical layer of the network
- Discovers network devices and maps them to the physical layer
- Tracks IP devices in the network
- Provisions services for deployment in the data center or office environments
- Manages electronic work orders
- Integrates with external network management systems
- Tracks the location of emergency calls with E911 software



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