

## Moving data seamlessly

Free flowing data is the life force of business. Data centres keep that information moving.

Whilst many data centres are run by the corporations they serve, others opt for the co-hosted solution, entrusting an outside firm to store, manage and dispatch data 24/7 to keep information flowing. Regardless of how they're structured, these facilities face ever-increasing challenges, from traditional needs like reliability, flexibility, growth and security, to new trials like power reduction, space maximisation and cooling. Cabling infrastructure and network management play a crucial role in addressing these issues.

### 100-PERCENT UPTIME GUARANTEE

When a major financial corporation\* designed a new, remote data centre to support its highly critical business systems, it realized its network cabling and support equipment, as well as the applications for which they provide an operating platform, were so vital to success that *only 100 percent uptime* would be acceptable.

\* Due to the sensitive nature of its business, this corporation cannot be identified.

Without this, the corporation was extremely vulnerable to significant financial loss even for a few minutes of interrupted data flow. Only the very best solutions were good enough.

Many firms claim their products perform perfectly over the long haul, though few can actually guarantee it. But Nexans felt it could meet this lofty challenge using highly reliable LANmark-6A 10G screened copper cabling to support fast, 10 Gigabit per second (Gbps)

line speeds, LANmark-OF3 fibre optic cabling, and LANsense Intelligent Infrastructure Management to automatically monitor and remotely control data network operations 24/7 to ensure fault-free performance, eliminating the need for expensive, on-site resident technicians.

Through a regional Nexans Certified Solution Partner (CSP) called Integrated Networked Solutions (INS), the firm designed and supplied the completed data centre with:

## Nexans and major financial corporation

### Challenges

- Complex set of requirements
- 100% reliability is essential
- Remote location
- Specific cable management needs

### Solutions

- LANmark-6 10G screened cabling system
- LANmark-OF3 fibre optic
- LANSense remote management

### Benefits

- Pre-termination for easier, and quick deployment
- High speed 10G Ethernet bandwidth support
- Shielded infrastructure for maximum data integrity
- Flexibility for future change and scalability
- Full remote management capability

**“Nexans provides all the elements you need, including pre-sales and on-site support, so you can’t go wrong.”**

INS’ PROJECT MANAGER

- Four rows of 14 cabinets – three rows each for servers, storage, and switches, and an extra row for expansion.
- One row of 12 dedicated patching cabinets connected to the servers, storage and switching cabinets.
- Patching cabinets connected to each of the four rows using LANmark-6A 10G cabling. LANmark-OF3 fibre optic cable can be quickly patched to any server requiring higher speed connections for optimal performance.
- Copper links running direct from the patching row into the 800 network switches.

In total, there are thousands of rack-to-rack and copper cross-connect connections that supplement a number of fibre backbone links. INS also installed Nexans single-mode fibre on the backbone to provide high-speed connections to multiple external communication lines.

This elaborate infrastructure gives the customer tremendous flexibility, with LANSense allowing all equipment to be optimised from the main IT centre to meet ever-changing requirements, as well as provide scalability.

## TRUSTED PARTNER AT EVERY STEP

Nexans was extremely helpful in all aspects of the project’s completion, from researching the customer’s needs, designing the solutions, and successfully managing its implementation, to training, cutover support and post-sales technical aid. Nexans has the ability to meet the extensive requirements INS and its huge financial customer had. “With some manufacturers, you get solutions but not always the support. Nexans provides all the elements you need, including pre-sales and on-site support, so you can’t go wrong,” says the corporation’s project manager.

## FLOWING DATA ACROSS EUROPE

These attributes apply to all data management configurations, including leased and co-hosting facilities.

Interxion is Europe’s leading provider of carrier-neutral data centres and managed services, operating 23 locations in eleven EU countries. As a Nexans Certified Solution Partner, the company has installed thousands of kilometers of LANmark Category 6 copper cabling that support 10 Gigabit line speeds in its data hosting facility in France.

These facilities serve customers who want to reduce their capital and operating costs, and associated risks, by outsourcing data storage, retrieval and management operations, whilst optimising their ability to meet their customers’ and staff demands for greater information processing capacity.

This has become one of Interxion’s key selling points as data centre operating requirements become more intricate. For example, large centres consume between 100 and 200 times more energy per m<sup>2</sup> compared to office buildings or residences. Yet, many governments today pass laws meant to reduce the carbon footprint of

## Did You Know?

- The average financial loss when business-critical systems fail is 90,000 EUR per hour.
- Today, more information is sent over a single cable in a second than in 1997 was sent over the entire Internet in a month.
- Many experts now predict the line speed standard will increase to 40G within five years.
- Nexans has introduced LANmark-7A that prepares the way for the 40G revolution.
- New LANmark-6A removes the need for over-length cabling thanks to its best in class short distance support.

businesses. New server processor technologies, including multicore processors, are compliant with this legislation but are expensive to acquire and maintain.

As a result, Interxion’s hosted clients benefit from the firm’s latest compact blade server equipment and cooling capabilities resulting in a ‘green’ data offering. Similarly, redundant power and multiple fire detection systems protect the client’s data, along with reinforced camera surveillance and security monitoring.

In addition to providing Interxion with cabling infrastructure protected by a 25 year warranty, Nexans regularly conducts three-day training programs for Interxion technicians covering theoretical and hands-on instruction about data networks and LANmark solutions.

Fabrice Coquio, Managing Director of Interxion France says: “This partnership with Nexans strengthens our quality approach. Our businesses complement each other and we’re proud to be the first hosting partner in France to offer Nexans’ warranty to all customers. Interxion also plans to gradually extend this certification to all our facilities across Europe.” •

## Other data centres that have called upon Nexans

- Municipality of Zaragoza (Spain)
- Belgacom (Belgium)
- Bouygues Telecom (France)
- Atos Origin (the Netherlands)