



Datacom NZ enjoys instant ROI from PBE Solution

CASE STUDY

CHALLENGE

Datacom NZ (DNZ) service large multinational clients with outsourced data centre services. The task for their new data centre was to build the very best infrastructure giving security, reliability and flexibility.

STRATEGY

DNZ chose to move away from the current system of patch panels sourced from a variety of vendors. They sought a simpler solution which would save time in adds, moves and changes. ADC KRONE's Patch-by-Exception solution was selected, the whole data centre was flood wired and is pre-terminated on Ultim8® disconnection modules on the data centre wall.

RESULTS

Adds moves and changes are now taking a quarter of the time that they used to. The PBE solution has boosted the efficiency by 250 per cent. The new system has saved DNZ approximately \$45,000 per year since the facility was completed.



Construction is nearing completion with the majority of Category 6 cables being installed and loomed.

When New Zealand's largest information and communications technologies (ICT) services firm, Datacom NZ (DNZ) installed ADC KRONE's Patch-by-Exception (PBE) solution in its new Auckland data centre, it saw an instant return on its investment.

Acknowledged as a leader in the NZ systems and outsourcing market, DNZ's clients are high profile multinational companies and Government Departments, who utilise its five robust data centres located in New Zealand and Australia.

Uptime is key to DNZ's business and that of its clients. When the company's Datacom Systems Limited Division decided to build a new data centre at its Auckland headquarters from scratch, it was imperative customers were provided with an improved infrastructure which continued to deliver security, reliability and, above all, the agility to deploy systems.

DNZ wanted to move away from its current system of patch panels sourced from a variety of vendors and alleviate the time-consuming difficulty of under-floor access to cables.

A project team consisting of Datacom personnel and Mark Leonard, Managing Director of installation and design consultant, Structured Cabling Solutions Limited (SCS), set the criteria of cost effectiveness, manageability, ease of maintenance and performance. After reviewing tenders from three vendors, ADC KRONE's Patch-by-Exception Solution was selected.

ADC KRONE NZ Northern Regional Manager, Peter Kaad worked closely with the DNZ project team to design an optimised data centre, which more than delivered the set criteria.

Since the data centre went live, DNZ has seen an immediate return on its investment. It enjoys:

- greater efficiency for the installer resulting in time saved in service visits;
- increased staff productivity because moves, adds and changes to the network take moments instead of hours;
- data centre customer network uptime is secured;
- the opportunity exists for more sales in data centre;
- easy, cost-effective upgradeability to Gigabit Ethernet in the future;
- a 20-year guarantee of the PBE solution components.

DNZ outsources the management of its cabling system to Mark Leonard and the team at SCS. Mark is certified as both a Master Installer and a Network Designer.

Return on Investment

In Mark's estimation, the PBE solution at this data centre has boosted his team's efficiency by 250 per cent. A visit that would have taken two hours, now only takes half an hour; a relocation move add or change that would have taken two hours can now be done in minutes. In maintenance time alone, it has saved DNZ approximately \$45,000 per year since the facility was completed.

Because a data centre is a live facility, permission has to be sought to work on the system. The window for entry for the maintenance team is set



Construction is underway with a false wall for the Profil frames mounted and cable trays installed.

between 7pm and 7am to minimise any possible disruptions to service for DNZ's customers.

The reason is that when an installer has to remove multiple rows of tiles to access a myriad of cables belonging to different customers housed under the floor of the data centre, there is always a chance infrastructure can be damaged and service disrupted. It's obviously better to conduct any works after business hours.

Ensured Continuity of Service

The new Auckland data centre can be accessed at any time of day with security of service ensured.

With the PBE solution, the whole data centre was flood wired and is pre-terminated on the Ultim8® disconnection modules on the data centre wall. The installer then simply removes one floor tile outside the customer cabinet and terminates a series of Category 6 cables to the appropriate rack and then connects the necessary jumper cable at the cross-connect frame to link the rack outlet to the correct switch port. As each customer is allocated an individual cabinet, there is no chance of interrupting another client's service. So, new work does not impact existing customers and the time saved in maintenance is significant.

Opportunity for more sales in Data Centre

Data centre real estate is precious. The compact PBE solution delivered the opportunity for the DNZ project team to design a data centre to maximise the number of customer cabinets able to be accommodated. The Ultim8 disconnect modules are mounted on the wall rather than taking valuable floor space; cables are contained within racks and cabinets for neat, vertical and horizontal cable management.

DNZ also has increased the environmental safety and security of the data centre. Anti-static tiles usually are installed in these facilities to reduce the electrical charges that can occur when working with live equipment. DNZ has gone one step further and installed an anti-static, flame-retardant linoleum tile floor to minimise the chance of a workplace accident.

Another advantage is the PBE solution makes the data centre aesthetically more pleasing. As the flagship of the DNZ facilities, existing and

prospective customers often visit the site and are reassured by its neat and efficient appearance.

Success of the Project

Mark Leonard said: "I believe the success of this project was due to the fact that the client, the installer and the supplier were involved from day one. This ensured the correct solution was delivered on time and within budget."

Datacom agreed with this observation and added: "Datacom New Zealand's customers are impressed with the speed at which we can deliver their requirements. We have never missed a deadline installing a network for our customers and this PBE solution ensures we never will. We are extremely satisfied with the result"

The Solution

The estimated value of the project is \$150,000, encompassing 960 outlets and 30 kilometres of cable. It consists of a TrueNet Patch-by-Exception solution comprising:

- Highband Ultim8 disconnect modules
- TrueNet Category 6 cable
- KM8 Category 6 RJ45 outlets



Storage Cabinet

CASE STUDY

CASE STUDY



KRONE



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