



Case Study

Project: New high-density optical rack
Sector: Hyperscale Cloud Operator



Background:

A global leader in cloud computing operator needs to continually invest in high capacity high density optical switch/router equipment to stay ahead of customer demand for bandwidth. To reduce operational complexity there was a desire to move towards a standardised peering point build model across the world.

The Challenge:

They did not find a suitable rack available in the market to accommodate extremely high fibre count in a 600 x 600 footprint for lowest cost CoLocation fees, which also had the flexibility to accommodate likely future changes.

Like many of our clients this customer liked some aspects of other vendors' solutions but not their whole package. Many come to us saying they find it difficult to configure the solution they really want from a huge catalogue.

Our Approach:

Rainford Solutions' high touch approach to creating the perfect solution, without the usual cost of bespoke development, allowed the customer to get exactly what they wanted.

Rainford Solutions has completed almost 4,000 customer projects to date, which gives us a huge library of building blocks from previous designs and experience to draw upon. It means that unique solutions do not begin from a completely blank piece of paper, so development costs and crucially time to market are not inhibitors to a highly tailored product.

The Solution:

The final racks combine extended 'Pandora' type wardrobe style doors to accommodate deep equipment profile as well as the hedgehog of fibre optics and power cabling, large managed entry/exit apertures to allow for very high fibre count, and special innovations to cater for unknown future requirements.

Customer Outcome:

The new racks are now being deployed worldwide so that sites are built to a consistent specification everywhere, troubleshooting is simplified, errors reduced, and future upgrades will be much more straightforward to implement.

When operating at global scale, these benefits translate to significant operational efficiencies.

For further information on this project or to discuss your project requirements please visit
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