

## SafeAuto® Ensures Network Success with CommScope Enterprise Global Services

Ohio auto insurer eliminates risk in building network  
infrastructure at its new HQ with outsourced planning,  
design and project management



Its complex connectivity project demanded high levels of expertise and experience, so SafeAuto turned to a world leader that could handle everything from start to finish. CommScope Global Services and BusinessPartner, Tri-M Network Services, met all the challenges including space planning and heat issues in a showpiece datacenter.



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— Matthew Coy, Director of IT Infrastructure  
at SafeAuto Insurance Company

SafeAuto Insurance Company is a direct-to-consumer auto insurance business founded in Ohio, USA during 1993. The company pioneered direct sales, cutting out intermediaries to offer its customers high quality state-required insurance at low cost. The success of this approach has driven expansion from its Ohio base into other states including Indiana, Kentucky, Georgia, Pennsylvania, South Carolina, Tennessee, Louisiana, Mississippi, Illinois, Arizona, Oklahoma, Texas, and Missouri.

To handle its growing business, SafeAuto planned a new headquarters, housing a call center and data center, located in Columbus Ohio. A key feature of plans for the new facility was a high quality network infrastructure able to support advanced systems and ensure fast information flow. This was vital to the continuing success of the enterprise in the long-term.

Design and specification of the network infrastructure was entrusted to CommScope's Enterprise Global Services team. Leveraging CommScope's infrastructure solutions expertise, the team focused on understanding SafeAuto's specific needs and specifying a network for its requirements. It then capitalized on CommScope's rich portfolio of copper and fiber solutions to design the optimum solution.

Matthew Coy, Director of IT Infrastructure at Safe Auto Insurance Company said, "We wanted a strong partner to ensure we got the network we needed to take the business forward. CommScope has decades of experience in producing advanced, high quality communications products, so we were confident they could deliver. Equally important, we knew they had all the necessary resources to handle a complex project and cooperate with us in a way that minimized demands on our own resources."

Having completed the planning and design phases, the Global Services team worked with CommScope BusinessPartner, Tri-M Network Services, to install the structured cabling system. As the new HQ was built, the team closely monitored the network infrastructure installation, assisting with the coordination and fit-out of other systems and equipment. Through each stage, from initial planning and design to installation and certification, the Global Services team was there to help ensure success of the project.

One of the challenges faced by the design team was the design of the data center. The requirement was for the data center to become a showcase for technology. To this end, two of the walls were constructed of glass so that people walking by could see the data center in action. To fit with the showcase approach, changes to the data center space were needed.

CommScope Global Services re-designed the data center layout to meet the showcase requirements. Additionally, the anticipated heat load of the data center was greater than could be accommodated by the initial space planning. Using the latest airflow control methods and products the Global Services Team was able to design a system with over 16kW heat dissipation capacity per cabinet in a passive environment. The redesigned data center successfully passed all commissioning tests and has remained operational since.

The end result for SafeAuto is a network infrastructure that makes best use of advanced technology to satisfy its present and future business needs. The infrastructure also meets international communications standards and applies best practice to all aspects of the installation.

Horizontal cabling connecting the new headquarters' four telecommunications rooms to workstations throughout the building exceeds TIA/ISO Category 5e and 6 standards. Performance of backbone cabling that connects the telecommunications rooms and data center also exceeds specifications of the ANSI/ISO/IEC OM3 standard for fiber connections.

Commenting on the completed project, Joe Harris, P.E. and Director of Engineering for CommScope Global Services said: "Insurance businesses depend on moving information quickly and efficiently, so high quality network infrastructure is a foundation for their success. At SafeAuto, we were able to take on the infrastructure provision from start to finish. At all times, we worked closely with company management to ensure the installation delivered the competitive advantage they were looking for. In the end, we helped ensure Safe Auto was provided with a highly responsive, reliable network infrastructure while helping to minimize the total cost of ownership."



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