

# SYSTIMAX®

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## SOLUTIONS

## SYSTIMAX® Solutions' Cabling Keeps OptiGlobe Ahead

### World-class Internet Data Centers cabled using the SYSTIMAX® GigaSPEED® Solution

**OptiGlobe, Latin America's premier provider of enterprise and Internet Data Center (IDC) services, aims to offer best of breed infrastructure, connectivity, management and support services in Latin America. It's facility in Sao Paulo, Brazil, is already the largest IDC in Latin America, with new enterprise customers joining every week.**

When OptiGlobe set out to offer leading-edge services, it realized the first step was to install the most advanced structured cabling solution available, and to satisfy commercial needs, this had to be done as fast as possible. SYSTIMAX® Structured Connectivity Solutions (SCS), incorporating the GigaSPEED® Solution and OptiSPEED® fiber backbones, met the requirements perfectly. This solution is specified to 250MHz and has end-to-end performance meeting the proposed Category 6/Class E standard. As a result, it will comfortably support Gigabit Ethernet and other networking applications operating in the gigabit range. Equally important is that SYSTIMAX BusinessPartners were able to install the system against a tight timescale.

#### Support for Special Service

A special service offered by OptiGlobe is Carrier-neutral Enabling, which allows each customer to select their preferred telecommunications service from multiple providers. The 17,500 square meter Sao Paulo OptiGlobe center, located near the high-tech Berrini and Vila Olympia districts, offers the largest variety

of Internet service providers in any IDC in Latin America. These include AT&T, Compugraf, D3, Diveo, Eletropaulo Telecom, Embratel, Engeredes, Genuity (GTE), Global Crossing, Global One, Globo Cabo, Impsat, MetroRED, Pégasus, Telefônica, Teleglobe and Vésper.

Carrier-neutral Enabling requires a cabling solution that is well organized and flexible enough to allow quick changes in the existing fiber and copper network to fulfill customers' requests with a short response time. To enable fast, reliable re-patching of network connections, SYSTIMAX PATCHMAX® patching hardware was installed in the center.

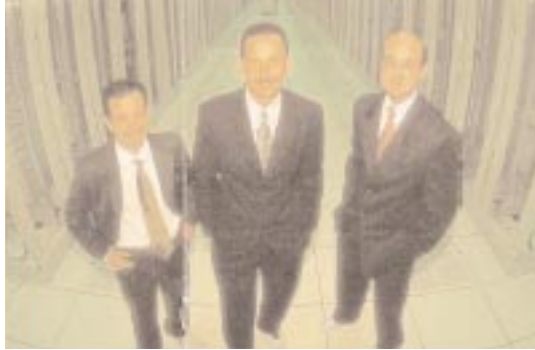
"Thanks to the features of the installed solution, changes can be implemented within hours," explained Rance Hesketh, President of Global Sales for OptiGlobe. "For instance, we can go from one hosting configuration to another where physical non-IDC space for servers and IT equipment is a priority. Without a flexible infrastructure, the time required to make these changes would have been several weeks."

**Right L-R**

**Amri Tarsis Olivera**, Account Executive, SYSTIMAX Solutions, Brazil

**Paulo Berrella**, General Manager, Anixter, Brazil

**Ricardo Mattiello**, Sales Manager SYSTIMAX Solutions, Brazil



### High Availability

Another of OptiGlobe's requirements for the Sao Paulo IDC was full equipment redundancy to give higher levels of availability than most corporate networks need. This is also a requirement of the additional centers now being constructed or planned.

"It was necessary to guarantee alternative routes in order to provide a specialized architecture with the highest availability," said Ricardo Mattiello, Sales Manager, SYSTIMAX Solutions™, Brazil. "The GigaSPEED and OptiSPEED product families offer a state-of-the-art cabling solution that is necessary to meet the high performance requirements of this project."

Ricardo Mattiello emphasizes that the success of the Sao Paulo project is due not only to the advanced technology of SYSTIMAX SCS, but also to SYSTIMAX Solutions' and Anixter's relationship with both its BusinessPartners and with OptiGlobe. "To implement the project, which is one of the largest structured

cabling installations in Brazil, we worked with one of our distributors – Anixter, and DMI and TeleInfo, which are System Integrators," he said. "The IDC was located in a new building so there were no major obstacles to laying the cable underfloor trays, but the deadline for finishing the job was demanding."

The Sao Paulo building has two levels. The lower level is used for Web hosting and collocation, while the upper level is divided into private equipment rooms for individual customers. Both floors are flood wired to give maximum flexibility in designing the equipment configuration.

The fast completion of the work was helped by the fact that most of the cabling and components could be delivered from stocks held by Anixter in Brazil. The finished center now has almost 10,000 GigaSPEED outlets served by more than 750 PATCHMAX panels.

"Delivery time was a record for us," said Paulo Barrella, Anixter's General Manager for Brazil, who acted as coordinator for the project. "The installation of 1300 boxes of GigaSPEED cable, which is 390 kilometers, and 3,338 reels of fiber optic cable was completed in just two and a half months."

### International Roll-out

"The success of the Sao Paulo project was such that we repeated it in our Rio de Janeiro and Buenos Aires centers," said Bruno Pagliaricci, OptiGlobe Infrastructure Director. "In addition, the Internet data centers in Mexico City, Mexico and Santiago, Chile will also be installed with a SYSTIMAX GigaSPEED Solution."

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