

Nexans provides the connectivity for Interxion's data centres



Interxion provide their data centre services
using Nexans cabling for reliability and efficiency

Interxion™ has established itself as one of Europe's leading operators of carrier-neutral data centres and managed services. Established in 1998 in The Netherlands, Interxion today operates 24 data centres in 13 cities across 11 European countries from which they deliver a full range of equipment housing, connectivity and managed services to over 1,100 customers. Their client base includes business enterprises, systems integrators, content providers, mobile service providers and hosting and telecommunications companies.

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Executive Summary

CUSTOMER • Interxion

LOCATION • HQ in the Netherlands,
Data Centres across Europe

REQUIREMENTS • Need for high-tech cabling
solutions for its data centres to serve as a solid
backbone that will consistently guarantee high
quality connectivity to its large customer base

EQUIPMENT • Nexans LANmark-6A cabling



Interxion – Managing Europe’s Data

Interxion’s 220 employees service over 40,000 m² of equipped space in Amsterdam, Brussels, Copenhagen, Dublin, Düsseldorf, Frankfurt, Hilversum, London, Madrid, Paris, Stockholm, Vienna and Zurich. The team is backed up by the Interxion European Customer Service Centre (ECSC), based in London, from which they provide round the clock support to Interxion customers in multiple European languages. The ECSC also monitors the performance of all Interxion data centres to ensure maximum service quality for all Interxion customers.

Equipment housing: Interxion customers can house their equipment in Shared Rooms, Cages or Private Suites in a highly secure managed environment with up to 99.999% availability of power. On-site “hands and eyes” engineering and maintenance services include pre-scheduled and rapid response installation or maintenance work on customer equipment.

Interxion also offers a wide choice of connectivity services including cross connects, multi-homing and peering. In Interxion data centres customers enjoy a connectivity-rich environment, with access to over 500 ISP/Carrier networks including 13 of Europe’s leading Internet Exchanges.

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Robbie McGhie, Project Manager at Interxion

At the solutions end of their service spectrum Interxion’s Managed Services include a state-of-the-art Secure Monitoring Service (SMS) and a Total Performance Management (TPM) package for servers, routers, operating systems, databases, and other mission-critical applications. In addition Interxion’s Secure Data Service (SDS) is an easy to use, ultra-secure data backup and restore solution.

All Interxion facilities provide multiple layers of redundancy for power, cooling, connectivity and fire-suppression, as well as multiple layers of physical security including 24/7 onsite security, CCTV, mantraps and biometrics. Their energy efficient modular architecture features free cooling and maximum-efficiency components as standard. For additional customer peace of mind all of the company’s Information Management Systems are ISO 27001-accredited. With the entire world increasingly moving towards outsourcing of non-core business and securing their information assets optimally off-site, Interxion is well positioned to see further expansion.

Robbie McGhie, Project Manager at Interxion in Amsterdam, has seen the company’s growth and expansion and has personally driven several of the projects over the years. Robbie does not believe in mediocrity. Like the company he works for, only top quality, complete reliability and optimal efficiency can ever be good enough. Those are the traits that brought Interxion to where they are today and the same characteristics will ensure its future success.

Interxion relies on Nexans reliability

Robbie McGhie met Michael van Boheemen of NCS two years ago when he required new cabling for their data centre in Amsterdam to solve problems with power supply and cooling. He wanted the best quality products to ensure the longevity of the project and in hindsight he saw his meeting with Michael as “just in time”. From that meeting a strong and lasting relationship with Nexans was forged.

That first pioneering project entailed the cabling for four customers of their data centres in Amsterdam. They chose to go with Nexans’ LANmark-6A cabling solutions as well as fibre cabling and the project was signed off as a significant success. Much of this was thanks to the professional approach and technical know-how of the Nexans staff on the project who assisted Robbie. Their versatility and responsiveness to changing customer demands was impressive and gave Robbie and his

Challenges

- Upgrading and replacement of outdated cabling
- Longevity and reliability of cabling backbone and reliability

Solutions

- Nexans LANmark-6A copper cabling
- Nexans' advisory and support services and expertise

Benefits

- Future-proof

colleagues' peace of mind. Interxion data centres in Brussels, Paris, Madrid and London then followed suit, all using Nexans cabling as their backbone.

Robbie later became responsible for the project management of a completely new fifth data centre for Interxion Netherlands in Amsterdam; the Interxion AMS5 data centre. In this instance Nexans also took responsibility for the complete infrastructure of their Building Management Systems (BMS) monitoring which is a new addition to the Interxion portfolio. Once again the cabling needs were largely met with LANmark-6A screened cables with LSZH jacket. This ensures the highest level of protection against flames and smoke. This project also required a substantial amount of fibre cabling.

An interesting spin-off was that many of Interxion's customers now turn to Nexans for their own cabling solutions as well, mainly due to its excellent reputation for quality, reliability and efficiency. Robbie explains: "In our business and in the world of electronic data management, we cannot afford to take any risks with the security and connectivity of mission-critical customer data. Nexans has impressed us with the way in which they respond to challenges. They are not only highly proficient in their fields of expertise, but they also respond swiftly on every request from customers. These are often totally unexpected needs, but Nexans' specialists haven't yet let a customer down."

The future includes copper

For a man who knows the business of data centre maintenance and management, Robbie is not sold on the idea that the days of copper cabling are numbered. "In our business I still see a future with more and more copper cabling being used. We are not so much driven by expanding bandwidth; our business is in the provision of square metres of space to accommodate customers' increasing demands for more private racks and the security that will protect their data. To them the emphasis is on availability, fire resistance, security, uninterrupted power supply and cost efficiencies."

Robbie believes that the customer of the future will increasingly demand outsourced data management services to allow operational managers to get on with their core functions. It is also very seldom cost-effective to build dedicated data centres for non-IT businesses. Even 50m² storage facilities are prohibitively expensive and specialists like Interxion can provide all these services along with specialists in the field at a fraction of the cost of an in-house facility.

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LANmark-6A has so far performed its role in the data centre business admirably and it seems set to continue doing so for some time into the future. Interxion is currently expanding in London and they see more data centres opening up in Europe by the end of 2009.

A last word on service excellence ...

Interxion offers exceptionally high service levels to its customers. This, in turn, helps them develop a healthy base of loyal, satisfied customers who know that their infrastructure, data and applications are secure, well managed and always available. It is all about a good reputation for professional service, built on trust and confidence. That is exactly what best describes the relationship between Interxion and Nexans. Robbie concludes: "I can only use suppliers who can deliver the best quality at a good price on time, every time. These are the very things that with Nexans and their installation team. To Nexans their excellent working partnership with their installers is built on the same high levels of competence and trust. And the same quality of relationship is what keeps Interxion working with Nexans."



With energy as the basis of its development, Nexans, the worldwide leader in the cable industry, offers an extensive range of cables and cabling systems. The Group is a global player in the infrastructure, industry, building and Local Area Network markets. Nexans addresses a series of market segments from energy, transport and telecom networks to shipbuilding, oil and gas, nuclear power, automotive, electronics, aeronautics, handling and automation.

With an industrial presence in more than 30 countries and commercial activities worldwide, Nexans employs 22,800 people and had sales in 2007 of 7.4 billion euros. Nexans is listed on NYSE Euronext Paris, compartment A. More information on <http://www.nexans.com/>



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