

## HP Embraces InfraStruXure™ for Expansion of HP-Intel® Solution Center

At the HP-Intel® Solution Center, 24x7 availability is a must. APC's new InfraStruXure™ power protection architecture optimizes HP's capital investment by introducing a brand new integrated, modular approach. For the first time, UPS, PDU, environment monitoring, cabling and management are all integrated into a standardized set of racks.

"The HP-Intel® Solution Center, located in Grenoble, France and part of the world-wide HP-Intel® Solution Center partnership is a 1,200 square meter facility designed for global enterprise and telecom customers who need to test critical applications and infrastructure in a secure true-to-life data center environment. A second joint facility is based in Cupertino, California and further facilities are planned. We opened for business 18 months ago, and now we have added a premiere facility for HP-Itanium®-based solutions."

"From a pure systems point of view, our Grenoble facility houses over 1,700 LAN connections, 500 Gigabit fiber optic communications, 60 racks of computing power and 20 Terabytes of storage capacity. This significant investment in the latest best-of-breed technologies enables us to host numerous clients concurrently with complete confidentiality and security.

In addition, we offer our clients instant access to our HP and Intel consulting staff who are on hand to assist and advise, organize and plan. Customers come in for an initial meeting to review a proof of concept. We then determine together how the solution will be validated and the hardware and software configuration needed. When the customer arrives, the equipment, including the power protection, is all ready and work can begin. Our global customers spend anywhere from days to several weeks validating the viability of their critical applications. They leave our facility confident that their applications have been validated in a robust environment and tuned for optimum performance.



"To manage HP-Intel® Itanium® processor-based solutions for our key customers, now and in the future, APC's InfraStruXure™ provides a 3-phase data center solution giving us the high availability we need, a modular design for flexible growth, rapid deployment and an easy, attractive cabling scheme"

**Neil Dallison**  
Program Manager Itanium®,  
HP-Intel® Solution Center - France



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**InfraStruXure™ Channel Programs**

## Demanding Requirements for Speedy Implementation

We required a high quality power protection solution to assure the security and uptime of the center. This was absolutely essential. Our customers demand 24x7 availability. Any interruption to systems could potentially mean days of work lost for our clients. That would be unacceptable.

When evaluating which power infrastructure to implement in the HP-Intel® Solution Center, we identified three key requirements. One was to optimize our capital investment and to efficiently utilize our available space. We needed to identify a scalable architecture which would allow us to 'pay as we grow', instead of paying up front for a significant amount of over capacity.

The second priority was to install an adaptable solution capable of keeping pace with the ever changing requirements of our customers. We needed assurance that the higher power densities of our new IT equipment did not require a large, unwieldy power infrastructure to support it.

Thirdly, we required an accelerated deployment schedule. We couldn't afford to face delays when implementing this very visible, state of the art equipment.

## APC InfraStruXure™: a One-Stop-Shop Architecture

We were hard pressed for rapid deployment of a solution. We discovered that APC has in place a dedicated InfraStruXure™ configuration team. Within a 24-hour period they were able to build, assemble and configure an optimal solution that met our requirements. APC's Configure To Order (CTO) process

allows this to happen quickly and efficiently. Once our decision was made, it took only 10 days before the PSX components were shipped and delivered to our location.

Then came the installation in the Solution Center. The APC Global Services organization took only 4 hours to install and deploy the full data center architecture. This included the 30 kVA Uninterruptible Power Supply (UPS), the Power Distribution Units (PDU), and all of the power and data cable routing. We were very impressed.

One of the biggest benefits of the InfraStruXure™ architecture is the mobility of the components. Since we are constantly building and adapting our infrastructure to suit our clients' needs, it is a huge convenience for us to be able to easily pick up and move our InfraStruXure™. The integrated UPS, PDU, environmental monitoring, racks and cabling components allow us to move without having to recable each time. This represents significant savings for us in both man-hours and overall cost.

To manage HP-Intel® Itanium® processor-based solutions for our key customers, now and in the future, APC's InfraStruXure™ provides a 3-phase data center solution giving us the high availability we need, a modular design for flexible growth, rapid deployment and an easy, attractive cabling scheme.

## Professional Partnership Pays Dividends

We consider APC as a premier partner for the HP-Intel® Solution Center, we have been working together for a long time. We've always had great success with APC as a company and the APC technology has always been reliable. Therefore, it was a logical conclusion for us to select APC's InfraStruXure™ architecture for maximum investment protection."

Contact your local APC Representative today to learn how APC can help in your particular vertical specialty, or call 0805 110 053

