

# Data Center Provider Improves Availability



## Cisco Unified Computing System (UCS) and Cisco Nexus switching instrumental in Tier 3 accreditation for ADN Datacenters

### EXECUTIVE SUMMARY

**Customer Name:** ADN Datacenters

**Industry:** IT services

**Location:** Costa Rica

**Number of Employees:** 40

#### Challenge

- Achieve Tier 3 certification from the Uptime Institute, guaranteeing 99.98 percent availability
- Deliver better value for money by improving data center reliability and cost effectiveness
- Offer customers services and equipment that meet international standards

#### Solution

- Cisco integrated data center infrastructure with Nexus switching and UCS compute

#### Results

- Guaranteed 99.98 percent uptime, as required by the governing body
- Lessened server downtime from hours to minutes
- Cut cabling from 40 to four cables per chassis
- Reduced hardware costs

#### Challenge

Foremost among the players aiming to dominate the vibrant Costa Rican data center market is [ADN Datacenters](#). Having literally started in a garage, the company's been growing in size and reputation ever since. A core challenge is providing a quality service to increasingly demanding national and international customers. Luis Carlos Rojas Kruse, chief executive of ADN Datacenters, says: "Our vision is to be the best data center provider from Mexico to Colombia. We decided we needed a world-class infrastructure to achieve that."

#### Solution

That vision implied moving to a Tier 3 infrastructure, so an ADN Datacenters team reviewed best-in-class data center deployments worldwide that could act as possible models. A year-plus selection process led ADN Datacenters to choose Cisco Nexus® platforms for its data center switching, with a compute platform based on Cisco Unified Computing System™ (UCS®) Blade Server technology.

ADN Datacenters now has a data center infrastructure equipped with Cisco® Nexus 7000, 5000, and 3000 Series Switches, Cisco Nexus 2000 Series Fabric Extenders, Cisco UCS B220 M3 Series Blade Servers, and Cisco Intrusion Prevention System 4200 Series Sensors for security. The switching and server technologies are integrated with EMC storage in what is effectively a stripped-down VCE Vblock architecture.

To optimize cash flow management and return on investment, the Nexus elements of the solution were purchased with financing from Cisco Capital®.

#### Results

The infrastructure has helped ADN Datacenters achieve Tier 3 certification, offering physical and virtual servers on a dedicated basis and recently also launching a shared multi-tenant offering. The Cisco brand is an important sales asset for the company. "We saw that Cisco was the clear technology leader. Nexus and UCS are excellent marketing tools for us," Rojas says.



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Luis Carlos Rojas Kruse  
Chief Executive  
ADN Datacenters

Perhaps more significantly, the Cisco technologies help ADN Datacenters comply with critical industry benchmarks such as the Payment Card Industry Data Security Standard (PCI), while at the same time improving uptime. Says Rojas: “If a non-Cisco blade got damaged, we had to start configuring a new one from zero, which could take hours. In the case of UCS, we pull out a spare, and we can configure it using a service profile in minutes.”

As part of its bid process, ADN Datacenters carried out a direct comparison of Cisco hardware costs against those of other leading vendors, and was able to show that the Cisco solution was the most competitive. The amount of cabling needed also dropped significantly, from around 40 to just four cables per blade chassis.

### For More Information

To learn more about the Cisco architectures and solutions featured in this case study go to:

[www.cisco.com/go/nexus](http://www.cisco.com/go/nexus)

[www.cisco.com/go/ucs](http://www.cisco.com/go/ucs)

### Product List

#### Data Center

- Cisco Unified Computing System (UCS)
  - Cisco UCS B220 M3 Series Blade Servers

#### Routing and Switching

- Cisco Nexus 7000 Series Switches
- Cisco Nexus 5000 Series Switches
- Cisco Nexus 3000 Series Switches
- Cisco Nexus 2000 Series Fabric Extenders

#### Security

- Cisco Intrusion Prevention System 4200 Series Sensors



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