

## Eaton Norway delivers data centres



### Customer

Basefarm

### Markets Served

Telecom

*Eaton Norway has answered to the country's data centre building boom by offering turnkey solutions to data centre buildings. The operation will expand to other Nordic countries in 2008.*

### To learn more about data centre turnkey solutions, contact:

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### Eaton Norway's turnkey data centres include:

- Access control
- Comprehensive fire-detection
- Protection against sabotage and break-in
- Raised floors with antistatic surface
- Modifies rack-solutions
- Tailored infrastructure
- Cooling system

### Power quality for data centres:

- n + 1 redundancy as principle
- UPS
- 48V-DC
- Genset
- Access control
- Internal television
- Data centre monitoring

Eaton Norway offers a unique service for data centre customers, offering turnkey solutions for data centre construction – from walls to power supply. The complete data centre solution has been a part of Eaton Norway's services for the past few years and it already represents a third of the company's business.

The value for the customer is easiness. No more contracts with several suppliers, when one can manage the entire project, says Eaton Norway's Country Manager, Jørn Aalefjaer. Eaton's focus is in high-end data centre customers like IBM Norway, Basefarm and the largest bank in Norway, Den Norske Bank.

### Eaton built two data centres for Basefarm

Basefarm is one of Northern Europe's leaders in deliver-

ing operational services to businesses and organisations who rely on the Internet. As it is also the second largest telecom provider in Norway, it requires substantial server space. In recent years, Eaton has built two data centres for Basefarm's use. The first one, a building that Basefarm rents from a major Nordic data communication services provider, TDC Song, is 350 m<sup>2</sup>. The newest, Basefarm's own site is 400 m<sup>2</sup> at the present time with plans to expand the site to 2 000 m<sup>2</sup>. Eaton carried out an evaluation of Basefarm's need for a data centre and pinpointed all customers' requirements. TDC Song introduced us to Basefarm and as their wish was to have a reliable turnkey solution, the deal with Eaton was made, explains Jim Korsan, Account manager for the Basefarm project at Eaton Norway. During the first

project the rented area was upgraded to comply with the ever increasing demands for continuous power supply, cooling and physical protection. Today, Basefarm has a highly secured data centre, which accommodates all the requirements of its client.

#### **Top class security**

Basefarm's new data centre has fire cells, mechanical protection against burglary and sabotage, best-of-breed uninterruptible power supply, including two 500 kVA UPSs, two separate cooling systems, smoke and humidity detectors and access control. It also contains servers, communication tools and backup machines together with all software, operating systems and data. -We thought it was natural to choose Eaton Norway when upgrading Basefarm's data centre as they have all the safety qualifications we expect, says Stig Teige, project manager for cable based solutions and investments at TDC Song. -We expect that the request for



accessibility and uptime will increase for years to come, and this put the pressure on us as supplier and contractor. Competence, the ability to see the big picture, good quality products and service agreements will be important for Eaton Norway also in the future, Korsan says.

*“No more contracts with several suppliers, when one can manage the entire data center project”*

*says Eaton Norway's Country Manager, Jørn Aalefjaer.*

