

C&W WORLDWIDE CUT ONE GLOBAL BANK'S TCO BY 40%

WHAT WE HELPED OUR CUSTOMER ACHIEVE

By acting as a strategic partner to this bank, we helped them extend their capabilities while reducing capital and operating costs.

Some of the key benefits we brought to the bank:

- **Reduced Total Cost of Ownership (TCO) by 40%**
- **Provided new tier 3 facilities, with cheaper yet better 24/7 engineering coverage**
- **Project managed their new high-specification data centre from start to finish, to avoid tying up their resources**
- **Achieved optimum value from contractors through competitive tendering**
- **Delivered on time and less than 1% over budget.**

THE CHALLENGES WE HAD TO OVERCOME

This bank had a number of ageing UK data centres, which they felt were restricting their operational capability and, as some were in central London, were also a business risk.

The bank needed to replace this legacy estate with two key tier 3 facilities. Both sites had to be always available to their IWAN (International Wide Area Network), and both needed high levels of physical and logical security, and required effective power and cooling design to ensure reliability. This customer also expected this exercise to reduce their capital, operating and staff costs.

In a separate exercise, the bank also wanted more data centre capacity, ready for the next generation of power-hungry servers, to support its High Powered Computing initiative.

HOW WE HELPED

Having identified two suitable sites for the bank, we commissioned an extensive due diligence programme to ensure they satisfied the bank's exacting standards. We then effectively addressed the staff cost issue by creating a dedicated team of engineers to work as a single unit across both sites, accommodating the bank's need for a 24/7 service.

We found a suitable building for our customer's high specification data centre, and organised a tender process to find the contractor offering the best value in terms of cost, delivery and reputation. Despite the size and complexity of the project, it was completed two weeks early and only 1% over the very tight budget.

Following these successes, this customer has commissioned Cable&Wireless Worldwide to create a second global network to run in parallel with their IWAN, providing replicated storage, and incorporating a completely new data centre.

To see how you can benefit by trusting us to manage your infrastructure, please contact us

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