



Global Switch chooses Eaton for its Paris data centre

France's leading IT hosting company has established one of the biggest operational data centres in France with the help of Eaton's power management expertise and technology.

British company Global Switch owns and operates IT hosting centres in Europe, Singapore and Australia. Established in 1998, the company provides data storage solutions globally. In France Global Switch serves several major CAC 40-listed companies. These companies require high-quality data storage centres with optimum resilience, security and flexibility.

At Clichy-Levallois, in the Paris suburbs, Global Switch has established one of the biggest operational data centres in France. And to guarantee power supply for the centre, Global Switch has installed Eaton three-phase UPS systems. Eaton delivered the last of the UPS units in February 2008.

A Single UPS Supplier

Global Switch and its clients had been operating UPS systems provided by a variety of suppliers on the Clichy site since 1999, when the "Global Switch Paris 1" centre was originally designed. In 2005, of the 16,000m² of floor space available, only 6,000m² had been developed – the remaining 10,000m² was still available for rental.

After the company decided to target CAC 40 companies – the 40 biggest companies listed on the French stock exchange – and system integrators, demand for its solutions took off. To meet its requirements, Global Switch began the search for UPS solutions to cover its entire Paris data centre.

Testing of Mission-Critical Equipment

"We wanted to harmonise our installations and create a consistent management process," recalls **Tim Bailey**, Managing Director of Global Switch France. "We offer our clients a high-security building with a clean, ultra-secure system. For example, our electrical systems have an N+1 rated architecture for mission-critical services. And we needed a testing system for our equipment that would meet the most stringent requirements. This was a pivotal factor in the choice of UPS solution, since UPS systems are vital to the quality of our installations."

To learn more about Eaton UPSs, visit www.eaton.com/powerquality



Powering Business Worldwide

Eaton Corporation is a diversified power management company with 2008 sales of \$15.4 billion. Eaton is a global technology leader in electrical components and systems for power quality, distribution and control; hydraulics components, systems and services for industrial and mobile equipment; aerospace fuel, hydraulics and pneumatic systems for commercial and military use, and truck and automotive drivetrain and powertrain systems for performance, fuel economy and safety. Eaton has approximately 70,000 employees and sells products to customers in more than 150 countries. For more information, visit www.eaton.com/powerquality

Flexible, High-Quality Systems and Service

Global Switch had previously purchased Eaton's Powerware units, most recently for its data centre facility in Singapore.

"For the Paris site, the company opted for 400 kVA UPS systems with 1200 kVA centralised bypass, equivalent to more than 12 MVA backup power capability," explains **Franck Moquadam**, Sales Manager in charge of the Global Switch project at Eaton. "The flexibility of our systems and the high-performance technology, with a power factor of 0.9, coupled with the service quality, were all determining factors." Global Switch agreed a Premium Care overall service contract for the equipment. "What really made

us go for Eaton was the quality of the offer as well as their high-quality engineering, testing laboratory and aftersales service," Bailey adds.

A Question of Teamwork

Tim Bailey continues: "In 24 months, from the end of 2005 to the end of 2007, we fitted out the remaining 10,000m² of available floor space. Today, the Clichy data centre is filled to capacity. We are very happy, and our loyal clients readily acknowledge the quality of our installations. Indeed, some of them are ready to follow us to our second operational building in Paris, scheduled to open in 2010." Furthermore, Global Switch professionals participated in setting up an Eaton

supervision tool, Powervision, in October 2008. One of the key features of this tool is that it allows maintenance teams to monitor all UPS units from a single platform and display event logs and a real-time value analysis. "This adventure was a real challenge, and success was possible only through the excellent teamwork and close collaboration between the participating personnel on both sides. We are proud to have been able to meet the stringent installation quality and faultless service requirements that Global Switch so rightly demands," Franck Moquadam concludes.



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