

International Data Centre Estate

Reducing the complexity and operational cost through system standardisation

“After a thorough review of the technical comparisons, the client was able to confidently select new corporate standard systems and equipment. Through CornerStone negotiating global equipment and support contracts, the client managed to consolidate and reduce the complexity and operational expenditure over a 5 year period”.

Client: **Confidential**

Sector: **Data Centres**

Services: **Reviews & Audits**
Operational Requirement
Design Services
Project Support
Project Handover

Location: **Amsterdam**
Frankfurt
London
Madrid
Paris
Singapore
Sydney

Status: **Complete**

www.cornerstonegrg.co.uk



Project

Our client is a large data centre owner/operator who was planning a major security upgrade program to standardise all security systems and equipment across its European and Asia Pacific estate. The client also wanted to complete a review of the market to select new corporate standard security platforms to provide the company with up to date integrated software and hardware to improve their efficiency in detecting, monitoring and responding to incidents.

About CornerStone

CornerStone is an award winning, independent, international Security Consultancy and Risk Management firm. We help organisations protect their people, assets, intellectual property and profits by identifying security threats and mitigating the risks that face today's global businesses. We work with clients in various parts of the supply chain to provide objective, un-biased advice, acting as their trusted advisor. What makes us different is the quality of our people, our highly developed process, problem solving approach and our innovative solutions.

Outcome

Security surveys of all sites informed the new designs and provided a status report from which the site's priority in the program could be decided. Shortlisted systems were budgeted against a baseline technical design. CornerStone then attended live demonstrations of all systems and met existing customers to review the levels of customer support provided. Full technical designs for agreed solutions were then provided for each site, and collated into tender packages. RFP responses were technically evaluated against the specification to allow Integrator selection for each project. As a result of this systematic approach and by using the information provided, our client was able to make informed investment decisions that delivered a high quality outcome.