



## Leading data centres need leading power protection

**Location:**

Europe and Asia-Pacific

**Segment:**

Data Centre

**Problem:**

Robust and resilient infrastructure is fundamental to operating a successful data centre business. A key aspect is the ability to provide uninterrupted power.

**Solution:**

The energy efficient Eaton 9395 helps Global Switch meet their energy saving objectives.

**Results:**

Global Switch uses Eaton's large-scale UPS systems in a number of their data centres.

**Contact Information**

To learn more about Eaton UPSs, visit [www.eaton.com/powerquality](http://www.eaton.com/powerquality)

*"We require power protection partners who can deliver high quality service levels and whom we can rely on to support us wherever we operate – Eaton is one of our preferred global suppliers in this area," says Global Switch's Patrick McCourt.*

**Background**

Global Switch, the leading wholesale data centre provider in Europe and Asia-Pacific, has utilised, among others, Eaton's power protection solutions since 1999. This long-term partnership has resulted in a number of data centres across Global Switch's portfolio using Eaton's large-scale UPS systems.

Data centres have evolved to become the foundation of many of today's businesses, and protecting these mission-critical centres has become crucial. In large data centre environments, such as those of wholesale providers, a robust and resilient infrastructure and a secure environment are even more important. Eaton has been tackling the challenges of data centre power infrastructure for decades and provides turnkey power quality solutions that meet the needs of large businesses.

"Our relationship with Global Switch started eleven years ago, when we supplied UPS systems for their first data centre in London. The project was a success and led to further UPS installations in Global Switch sites in Amsterdam,

Madrid, Paris and Singapore," says Derek Kirwan, sales director at Eaton's Power Quality Division in the UK.

Patrick McCourt, Global Switch's technical and construction director in Europe, emphasises that a key aspect of the data centre business is the ability to provide uninterrupted power.

"The need for resilient power is particularly important when providing data centre services," he explains. "In addition to providing 'no break' IT power, there is a growing requirement from our multi-site customers for us to provide greater standardisation and a consistent service delivery platform across our portfolio. In turn, we require power protection partners who can deliver high quality service levels and whom we can rely on to support us wherever we operate – Eaton is one of our preferred global suppliers in this area."

**Challenge**

Global Switch has eight world-class data centres in key business and connectivity hubs close to the main international fibre routes. With around 280,000 square metres



Powering Business Worldwide

Eaton Corporation is a diversified power management company with 2010 sales of \$13.7 billion. Celebrating its 100th anniversary in 2011, 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](http://www.eaton.com/powerquality)

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(3,000,000 square feet) of state-of-the-art technical space, they are able to provide private suites, cages and racks for a broad range of customers – global and national, large and small. These include government organisations, financial institutions and enterprises, global systems integrators, telecommunication carriers, managed service providers and other hosting businesses.

“Delivering the right solution for our customers is central to Global Switch’s service,” says McCourt. “Whether it is a single rack or a custom-designed private suite for outsourced IT or business continuity purposes, we will create and outfit the right space to their exact specifications and requirements. Robust and resilient infrastructure is fundamental to operating a successful data centre business, and the ability to provide uninterrupted power is one of the major components. Our performance in this area, together with optimised cooling, state-of-the-art monitoring and security systems, as well as our technical and customer teams, delivers a best-in-class service to our customers.”

### Solution

Global Switch uses Eaton’s large-scale UPS systems in a number of their data centres. The Eaton 9395, for example, provides double-conversion backup power up to 1100 kVAs. This energy efficient UPS, with its advanced technologies,

helps the company meet its energy saving objectives.

“At Global Switch we are committed to reducing the impact of our data centres on the environment through using energy efficiently, reducing our carbon emissions and providing green energy solutions,” explains McCourt. “Working with partners such as Eaton, we are able to continually enhance the energy efficiency of our centres.”

### Results

Global Switch demands absolute reliability and the highest standards of service from all its preferred worldwide suppliers. Eaton’s Derek Kirwan emphasises the importance of quick and reliable support at the local level. “In London, for example, our service professionals provide support within an hour of any identified discrepancy in the power. When it comes to a globally operating data centre provider, local people, who know the local conditions and language, are simply a must.”

“Another key factor for our customers is good project management, which ensures that everything from design through to product delivery and installation goes seamlessly,” Kirwan continues. “In addition to local teams around the globe, Eaton also has a Large Systems Group covering EMEA, who advise on the more sizeable installations.”



Eaton 9395 UPS

### Global Switch in a nutshell

- Founded in 1998
- The leading wholesale, carrier-neutral data centre provider in Europe and Asia-Pacific
- Customers include government organisations, financial institutions and enterprises, global system integrators, telecommunication carriers, managed service providers and other hosting businesses
- Provides around 280,000 sq m (3,000,000 sq ft) of space
- Operates eight data centres in key business and connectivity hubs: Amsterdam, Frankfurt, London (2), Madrid, Paris, Singapore and Sydney
- In Paris, a second data centre is being built adjacent to the existing one to create the city’s leading data centre campus of around 50,000 sq m (540,000 sq ft)
- Global Switch is seeking planning approval for new data centres in Amsterdam, Singapore and Sydney
- All data centres operate at a Tier III standard or higher