

APC InfraStruXure® Enhances Canadian IT Integrator's Flexibility

“No other company offered a solution that could fit the dimensions of the room while offering the amount of useable rack spaces required as well as the rack power and cooling density requirements.”

*Ron Stewart
Executive Vice President
FlexITy
Richmond Hill, Ontario*



“A large IT Integrator, FlexITy employs 100+ people at its head office in Richmond Hill, Ontario, and across Canada. FlexITy enables our clients to achieve a flexible and secure business-focused IT Infrastructure by architecting, integrating, and managing IT solutions and services. We also maintain close ties with leading technology vendors; however, being unfettered by proprietary solutions and relationships allows us to choose the most appropriate technology solutions and partners based solely on our clients' business needs.

“The equipment used in our FlexTel offering and located at a separate International Telecom carrier hotel includes Cisco routers and switches and SUN Solaris servers. Due to the expected high density of 22 servers per rack and data center space, precision cooling was required, along with a row-based UPS and distribution panel. Regulations dictated a highly secure facility; cameras and a card access reader were installed per rack. This was also designated as a lights-out facility, and temp and humidity sensors were installed in each rack. The equipment was required to grow with the offering and not be part of the building infrastructure, so all equipment, including power and cooling, could be moved if we outgrew the floor space.

“There was an internal need to build a redundant data centre to support the unique Cisco IP application. Space was at a premium, and the need was to get as many racks in a very small footprint while accommodating the need for redundant power and cooling systems.

“FlexITy has sold APC products for many years. There was a natural fit between the two organizations, although there was still an overall evaluation done of what was available in the market. FlexITy choose InfraStruXure® for redundancy, scalability, modularity, efficiency, speed of deployment, overall project cost analysis, internal understanding of the APC offering, and the existing FlexITy and APC partnership. No other company offered a solution that could fit the dimensions of the room while offering the amount of useable rack spaces required as well as the rack power and cooling density requirements.

“FlexITy runs tours through the facility to showcase both the Unified Communication offering and our ability to build, integrate, and manage an infrastructure from environmental facilities to application.”

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