# Case Study:

## How Panduit Helped a Healthcare Organization Successfully Migrate to a Multi-Tenant Data Center Provider

# A Solid Foundation for MTDC Migration

## How Panduit Helped a Healthcare Organization Confidently Embrace a Multi-Tenant Data Center in Order to Allocate Capital for Growth

Panduit infrastructure solutions and service expertise helped a healthcare organization confidently migrate from an on-premises data center to a multi-tenant data center (MTDC) provider to increase capacity without increasing IT capital expenditures.

### Industry
Healthcare

### Country
United States

### Strategic Objectives
Quickly and confidently migrate from an on-premises data center to a multi-tenant data center facility in order to support continued growth without incurring extensive IT capital expenditures.

### Panduit Solution
- SmartZone™ G5 iPDU
- SmartZone™ G5 Temperature and Humidity Sensors
- HD Flex™ Cabling System
- QuickNet™ Copper Cabling
- Cabinets
- Cable Tray Routing System

### Business Benefits
- Fully integrated, best-in-class infrastructure solutions ready for implementation in record time.
- The peace of mind that comes from working with a trusted advisor focused on solving problems rather than selling products.

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## Strategic Objectives

With more than 90 years of compassionate caregiving under its belt, they were committed to developing an ever-stronger healthcare system that brings out the very best of its staff, physicians, services, and partners. So, when the IT team determined that their current data center simply couldn't scale to meet the organization's aggressive growth goals, they had to make a decision: Build a new data center or shift operations to an MTDC facility.

They already owned land where they could build a new data center, but construction would be a costly and time-consuming endeavor. As an organization, they were committed to striving to remain financially strong in order to continue to bring excellent care to the people of Kentucky and surrounding states. Thus, they were hesitant to make the investment that building a new data center would require.

While they could have leased a portion of it to tenants in order to help defray costs, moving operations to an MTDC facility would enable them to avoid much of the upfront capital expenditures related to construction. It would also allow them to "get out of the data center business" and reap well-known benefits of MTDCs such as greater flexibility and agility.

Working already with Flexential as their disaster recovery solution, it made sense to approach them about becoming an MTDC tenant. With direct connections to hyperscale public clouds, a broad portfolio of managed services, and rich and diverse connectivity options, Flexential would enable them to future-proof their IT solution and have the ability to easily change course when the IT landscape shifts.

## Embracing MTDC with Confidence

Networks are only as strong as their physical foundations, which is why it is critical that data centers — whether on-premises, at a multi-tenant data center facility, or at the edge — are purpose-built from the ground up to support and quickly react to changing business demands. Thus, leading IT teams rely on Panduit for deployment expertise, data center visibility, and customer supply chain solutions.

Panduit has been providing this healthcare organization with a copper cabling provider and technical support services for several years. When the Panduit team learned that they were leasing 1,800 square feet of space at Flexential and planned to design the layout as well as source and integrate the infrastructure themselves, they suggested a visit to the Panduit Experience Center to see first-hand the latest infrastructure solutions.

### Key Benefits of an MTDC

- Opex approach to data center resources
- Flexible and consistent global configurations
- Extensive security and compliance controls
- Local and global interconnection
- Global ecosystem of cloud and networks

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Panduit engineers showed them the SmartZone™ G5 PDU, which is a power distribution unit and energy meter that monitors the data center's power and environment by continuously scanning for electrical circuit overloads and physical environmental conditions that place critical IT equipment at risk. They also saw Panduit Cabinets, which are ideal for a high-density network, compute, and storage applications, and maximum design flexibility. They discussed how when it came to connectivity, HD Flex™, and QuickNet™ Cabling Systems could be used for fiber and copper distribution. Also, Panduit's Cable Tray Routing System solution would be ideal for over-cabinet routing between cabinets and cabinet rows.

Impressed by what the products could do, they explained that their layout would include six rows of cabinets with two PDUs in each, and that they wanted one PDU chassis in red and the other in blue. They also told Panduit that they had a super aggressive timeline to move operations from their existing data enter to the multi-tenant data center facility and were worried about being able to raise purchase orders quickly enough to allow for enough time to order and take delivery of the necessary infrastructure.

## Meeting the Need for Speed

Customer service is key, and supply chain management is central to the Panduit commitment. We pride ourselves on our ability to anticipate needs and ensure that infrastructure solutions are always available when needed. As trusted advisors to our clients, our focus is on helping them solve problems. By working through Panduit's dedicated supply chain, they were able to procure the full build of materials in time for installation without worry about the cumbersome purchase order process.

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# Panduit Solution

## Intelligent Infrastructure

### SmartZone™ G5 iPDU

The SmartZone™ G5 iPDU is more than a power distribution unit and energy meter. It monitors the data center's power and environment by continuously scanning for electrical circuit overloads and physical environmental conditions that place critical IT equipment at risk. It also maintains cabinet security as it monitors the physical access point.

SmartZone™ G5 PDUs and accessories:

- Provide reliable power to rack-mounted IT equipment

- Are available in wide input plug ranges

- Feature a high-density outlet design

- Operate at 60°C (140°F) at full load

- Include digital environmental sensors to help raise the temperature to safe levels and save in the end customer energy

- Control and log cabinet access via Electronic Rack Access (directly with PDU)

- Eliminate accidental disconnects via dual locking power cords

## High Speed Data Transport - Copper/Fiber Systems

### HD Flex™ Fiber Cabling System

The HD Flex™ Fiber Cabling System addresses today's requirements for increasingly higher density levels by delivering simplified management while helping to maximize return on assets and minimize downtime. This fiber optic cabling system is purposely engineered to accommodate the dynamic lifecycle of today's high-performance data centers.

### QuickNet™ Copper Cabling System

With the benefits of quick network deployment, assured performance, quality, and easy redeployment, the QuickNet™ Copper Cabling System is the perfect infrastructure solution for today's data centers.

## Cabinets/Racks/Cable Management

### Cabinets

Cabinets are the first choice for data center managers and systems integrators specifying a high-density network, and compute and storage applications that require optimal thermal management and the capacity to manage high cable densities.

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## Conveyance Solutions

**Cable Tray Routing System**

The Cable Tray Routing System contributes to effective real estate usage and network performance. It provides speed of deployment, structural integrity, cable protection, and ease of use.

# Business Benefits

Migrating from their on-premises data center to the Flexential facility both saved dollars and made sense. From an IT perspective, they were able to support growth without incurring extensive up-front capital expenditures.

By working with Panduit, they benefited from best-in-class infrastructure solutions, service, and support, along with a dedicated supply chain to meet even the most challenging deadlines. These are just a few of the reasons why they opted to implement SmartZone™ G5 PDUs in its existing disaster recovery environment at Flexential, and also specified their usage in all expansion initiatives moving forward.

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## Learn More

Partnering with the right physical infrastructure provider with depth and breadth of product offerings is no longer a casual need, it is the new reality.

Learn more about Panduit Multi-Tenant Data Center solutions at https://www.panduit.com/mtdc.