

APC POWERS NPS' SMART DATACENTER

APC's InfraStruXure architecture helps India's first global Managed Service Provider build a smart datacenter in a small footprint.

Net Proactive Services (NPS) is India's first global Managed Service Provider (MSP). Started in 1998 as the Bangalore Lab Pvt Ltd, it was acquired by Planet One Group and renamed as Net Proactive Services in 2002. The NPS support strategy revolves around providing uninterrupted availability of skilled resources, technology infrastructure optimization and world class operational and support processes. NPS serves customers from different verticals such as finance and banking, manufacturing, hospitality, telecom, public sector, etc. In order to provide the best-in-class services, the company was expanding its services and thus needed a new datacenter.

When Future Businesstech India Pvt Ltd, a Bangalore-based Systems Integrator (SI) approached Net ProActive Services to service their server and storage, they saw an opportunity to take on more business and offered to help NPS build their new datacenter.

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ASHOK R
Associate Vice President
Solutions Future Businesstech.

CHALLENGES

As a Managed Services Provider, NPS provides its customers with real operational and business benefits. Its service offerings are designed to provide enterprise customers end-to-end solutions to manage their increasingly complex network computing environments. Hence it was important that their own data center should have the best-in-class technology which can help NPS scale to meet future growth.

When Future Businesstech studied NPS's requirements, they understood that there were several key requirements – the new datacenter should be able to scale effortlessly without straining the IT budget. NPS also needed appropriate controls for physical threat monitoring.

"Having a single vendor would keep things simple," said Ashok R, Associate Vice President – Solutions, Future Businesstech.

SOLUTION

NPS had initially allotted 900 sq feet for the datacenter. However, Future Businesstech redesigned the datacenter keeping in mind APC's InfraStruXure architecture. The architecture provided a power, cooling, and rack solution at a very economical price point, as well as the ability to install the system in a small footprint. Its modular design was much more efficient than the company's old approach, and Future Businesstech was able to reduce the space to 324 sq feet, leaving the rest for expansion when required.

Instead of a CRAC-based solution, the SI opted for the in-row-based one as it offered better delivery of cooling to critical equipment and greater redundancy, not to mention the ability to quickly expand. For the UPS requirement, they calculated a load of 24 KW (including a future load of 3 KW). This calculation was based on 45 desk top computers at 250 watts, twelve 42" plasma panels at 250 watts, five printers at 450 watts and three EPABX at 800 watts. The SI selected APC Smart UPS

AT A GLANCE

Customer

Net ProActive Services

Solution Provider

Future Businesstech India Pvt Ltd

Offering

APC power, cooling, and rack solution

VT rack mounted, 32 KW /40 KVA with 30 minutes backup.

BENEFITS

"APC was the single vendor we preferred for the power, cooling and other core infrastructure. We saved significant time and money because we didn't have to coordinate multiple vendors and get them all to communicate with each other," said Ashok. "Presentation of the datacenter is also very important to Net Proactive Services. They do a lot of walk-throughs and demos, and InfraStruXure is a very attractive, sleek system that inspires confidence," he added.

"Oversizing a data center is a common error. Keeping in mind the heavy real estate costs, we have developed aesthetic infrastructure solutions with smaller footprints and higher efficiencies.

Our modular and scalable architecture allows customers to right-size their data centers with the flexibility to easily scale up as and when the business demands it," says Shrinivas Chebbi, CGM & VP, APC by Schneider Electric, India. ■

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