RAEDEN SOURCES AND BUILDS OUT A POINT-OF-PRESENCE FOR MULTI-BILLION DOLLAR TELECOM FIRM IN 6 MONTHS

ABOUT THE COMPANY

A multi-billion dollar telecommunications firm, referred to in this case study as "The Company," operates shared communications infrastructure in the United States. With 100 offices across the country, its network includes approximately **85,000+ miles of fiber** supporting telecommunications fiber systems.

THE CHALLENGE

The Company was looking for a building where they could **establish a new point-of-presence (POP) in Los Angeles county within a six-month time frame**. They were seeking a location within a half-mile radius of access to their fiber line. Any location that was further than a half mile would result in additional construction work, surpassing their desired budget for the build-out. They had consulted with several real estate teams prior to contacting Raeden, but they were unable to find a viable option in several months of searching.

THE SOLUTION

Raeden's real estate team committed to providing site options within a week and came back to The Company with **three viable sites for their POP within 48 hours**. To find the right sites, Raeden's team leveraged their proprietary software that includes specifications for more than 30,000 properties. The team also leveraged their resources and relationships to understand infrastructure capacity for potential sites. Raeden examines all commercial property types from shopping centers to medical complexes and office buildings to find locations that meet client requirements for time, budget, and location.

Raeden's solutions engineering and data center operations teams agreed to build out the location according to The Company's specifications, including fiber conduits, custom cooling, power panels, a back-up generator, and fire suppression system.

THE SOLUTION CONTINUED...

The Company's team toured all three sites presented by Raeden's team and selected the site closest to their fiber cable. The site was a pre-existing telco space in a shopping center that Raeden's solutions engineering team would adapt to their use case. The Company would not have to budget for any demolition work or pull back plumbing prior to deployment.

THE RESULTS

In less than six months, Raeden's data center operations team managed the build-out of two diverse conduits to support The Company's fiber infrastructure, running north and south of the POP. Raeden sourced and installed the required data center equipment, including a back-up diesel generator, redundant HVAC units, and a fire suppression system. Raeden's solutions engineering team sourced the power panels and managed the installation to split critical power from overview power (lighting, building cooling, etc.). In addition to sourcing the back-up generator, Raeden's team built a secure enclosure around it and arranged for a roll-up generator with an SLA that met The Company's requirements until the permanent generator arrived. Raeden's team also managed and acquired the necessary permits for California's Air Quality Management District (AQMD) required for operating a generator near a residential area.

Raeden's teams managed all design, construction, equipment sourcing, and permitting, and the operations team continues to manage the site's operations.

Rather than trying to anticipate companies' needs and building colocation data centers speculatively, Raeden learns a company's IT, AI, and/or telecommunications data center strategy and modernizes existing sites to meet those demands faster than any company can build a new site. With teams of real estate experts, engineers, and data center designers and operators, **Raeden manages the entire process of deployment from site acquisition to ongoing operations.**

Are digital infrastructure limits hampering your growth?

Email us at SALES@RAEDEN.COM or visit raeden.com for options you didn't know you had.

CUSTOMER QUOTE

"*Raeden's team found not only one site, but three that could meet our requirements faster than anyone else could. They also built out the chosen site to meet our specifications faster than we thought possible.*

I recommend Raeden to any company looking for a digital infrastructure solution where they think there is no viable space available."

SALES@RAEDEN.COM