



















WMI Enterprise **Cabling Group** Lone Hansen 13.12.2011



Data Centre Study Scope





GOVERNMENT
- FEDERAL, MILITARY, STATE, &
LOCAL

FINANCE & INSURANCE

HEALTHCARE (& PHARMACEUTICAL)

EDUCATION
- PRIMARY, SECONDARY & UNIVERSITIES

PROFESSIONAL SERVICES & INFORMATION SERVICES

CO-LOCATION, CO-HOSTING & CARRIER HOTELS

The Six Countries Covered

- > U.S.A
- > U.K.
- Germany
- > France
- > India
- China



Data Centre Study Methodology





End-user survey:

- 335 interviews conducted online with sole or joint decision-makers for the data centre cabling. (Sole decision makers = 53%)
- 89% Enterprise data centres (DCs) and 11% said they are co-location, co-hosting or carrier hotels
- 53% had 5 50 stand-alone and rack-mountable servers and 39% 51 – 500 servers
- 57% with 5 50 blade servers and 31% 51 500

Country specific information

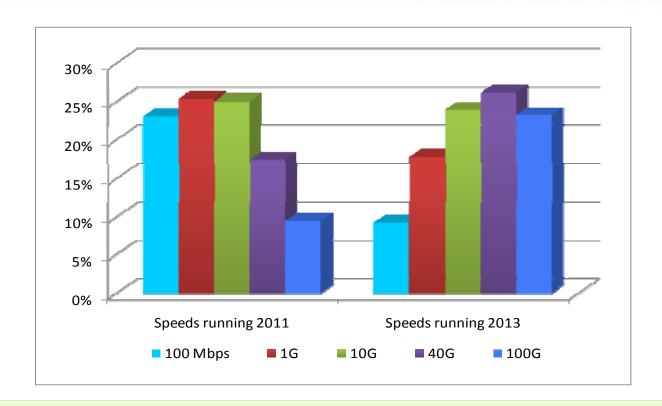
Desk research and interviews with suppliers and the channel

- Number of Data centres (sq. meters, large projects, co-los)
- Trends



Data Centre Study Speeds – Percent Links 1





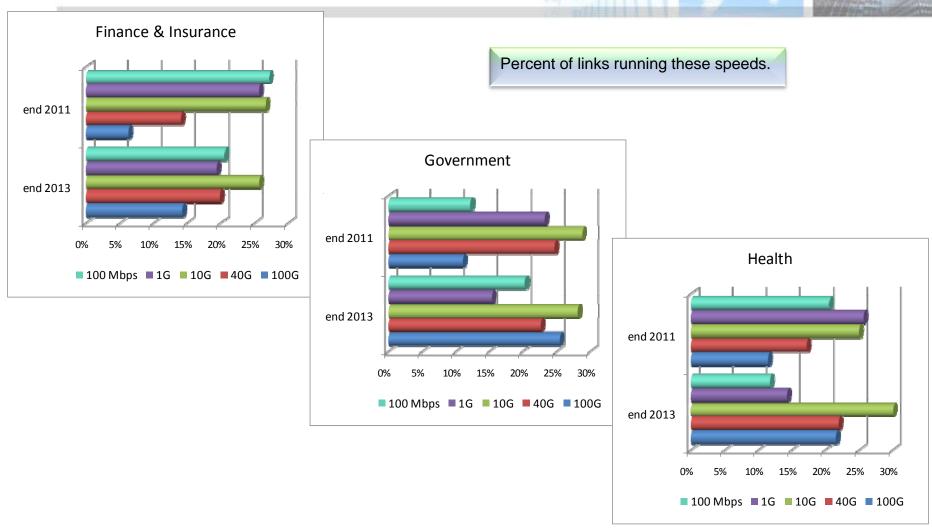
When looking at the average percent of links running the different speeds, the differences between the speeds being run by the end of 2011 and the end of 2013 is noticeable.

The differences are also pronounced when looking at individual countries and individual sectors.



Data Centre Study Speeds – 2011 and 2012 by Sector 1

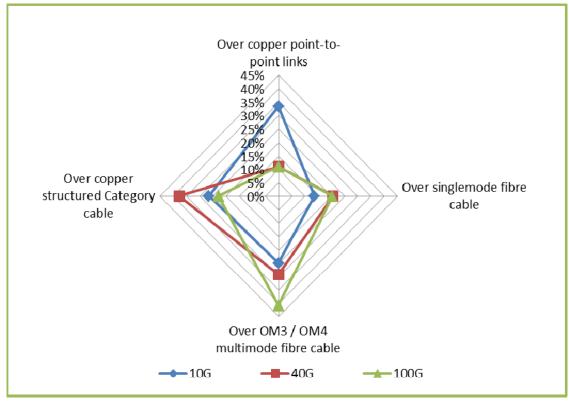






Data Centre Study 10G, 40G & 100G Over Which Media





Mean	10G	40G	100G
Over copper point-to-point links	33%	11%	11%
Over copper structured Category cable	26%	38%	23%
Over OM3 / OM4 multimode fibre cable	25%	29%	41%
Over singlemode fibre cable	13%	21%	20%



UK Data Centres Structured Cabling Projects 2010/11



Pinanca	Prof. Services	Health	@overnment	Education	Co-lection DC
	Large IT supplier		Large project		Cap Gemini,
RBS (2009-2012)	(2009 - 2011)		(2010)		Swindon (2011)
Nomura (2009-2010)	Fujitsu (2010)				Bunker, Newbury (2011)
Nationwide (2010)	Del I (2011)				Computacenter
Deutche Bank (2010)	Cis co (2011)				
Barclays (2010)					
Mann Group					
(2010-2011)					
Bank of Canada (2011)					
Goldman Sachs					
(2011-2012)					
HSBC					
PWC (2011)					
Amex (2011)					
BGC (2011)					

The UK projects listed are typically the very large projects, which accounts for 50-60% of the total cabling installed in data centres by value.

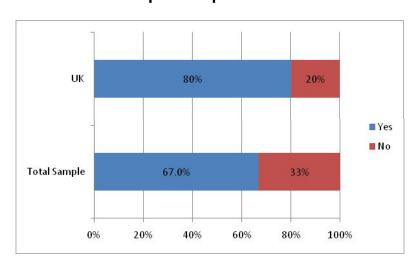
The total value of cabling in data centres includes all installations with more than 50 servers.



UK Data Centre Trends Point-to-point Links



Use of point to point links



Q14. Are you already using point-to-point links with CX4/twin-ax/Infiniband/SFP+ cabling?

Types of Point to Point installed

	Total Sample	UK
CX4	19%	21%
Other twin-ax	10%	13%
Infiniband	18%	21%
SFP+(copper)	19%	16%
SFP+ (fiber multimode)	24%	21%
SFP+ (fiber singlemode)	10%	8%

Q16. What type are these point-to-point links currently installed?

80% in the UK sample compared to 67% of the total sample of end-users surveyed stated that they use point to point links. A wide range are using CX4, Infiniband and SFP+ MM and STP+ copper.

The main reasons for the use of Point – Point links are:

- Higher density port count
- The ability to reduce cabling
- The ability to use fibre only
- No requirement for changes
- Cisco's recommendations
- The lower price than 10G Base-T

