



Case Study

One of the nation's largest MSOs needed turnkey solution to replicate data center in new regional location

Client:

A Leading Provider of Cable, Entertainment, and Communications Products and Services

Industry:

Communications

Service Offering:

Global Services

- EF&I Solutions
- Multiple System Operator (MSO) Services



The Situation: A leading provider of cable, entertainment, and communications products and services was building a new data center facility in its Salt Lake City market. The client is one of the nation's largest Multiple System Operators (MSOs) and has more than 23 million nationwide subscribers. The client is mainly involved in developing, managing, and operating broadband cable systems and in delivering programming content. In collaboration with its joint venture partner company – another large MSO – the client had recently acquired an additional, smaller MSO. This acquisition will increase each company's market share and provide for a more strategic and valuable geographical area footprint.

The Challenge: The client and its joint venture partner company agreed to exchange some currently owned cable systems in order to better organize each company's holdings. As part of this initiative, the client was turning over one of its 12 regional data centers to its joint venture partner company and therefore had a need to replicate this facility in another regional location. Salt Lake City was chosen and the client decided that its best course of action for a timely turnaround was to outsource the infrastructure construction for this project.

The Response: Since the client's internal telecommunications team focuses mainly on routine and day-to-day system maintenance, the client was looking for an outsourcing partner with the ability to offer a turnkey solution to its data center build-out needs. TEKsystems® EF&I Solutions, LLC®, a subsidiary of TEKsystems, a premier provider of technology staffing and services, had completed several successful and similar projects for the client in other geographical areas, and was thus considered a knowledgeable and trustworthy resource. TEKsystems EF&I's ability to provide managed services that focus on custom engineering, drafting, installation, testing and turn-up, and furnishing – including staging and delivery – for communications and related networks and infrastructure was a significant asset. After a competitive bidding situation with two other vendors, TEKsystems EF&I was selected to complete the client's provisioning data center project.



TEKsystems EF&I's custom solution included the installation and furnishing of equipment to build out the client's new data center in Salt Lake City. Working with an internal project supervisor, TEKsystems EF&I provided three additional resources with CATV/MSO experience.

The Result: TEKsystems EF&I's ability to take the scope of the project and customize it to fit the client's precise needs saved the client valuable time and helped to ensure that its business objectives were met. TEKsystems EF&I successfully completed the provisioning data center build-out in the four week timeframe outlined in the original project plan. As a result, the client and its joint venture partner company were able to quickly and efficiently organize their strategic holdings and significantly increase their geographical footprint.

The Technology: Basic Engineering Furnishing and Installation (EF&I) Infrastructure