

Redstone은 Versiv™ 제품군을 선택하여 경쟁력 우위를 점합니다

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요점 정리

고객 : 레드스톤(Redstone)

Industry: IT Infrastructure Services

Location: United Kingdom

도전 과제:

Redstone provides structured cabling and intelligent infrastructure management for IT data center design and implementation, and smart building deployments. 이 회사는 가장 뛰어난 서비스 품질 및 성능에 집중함으로써 우수하다는 명성을 쌓아 왔습니다. 명성이 점점 높아감에 따라, 더욱 적은 시간과 예산이 소요되기를 바라는 고객의 기대치도 따라서 증가했습니다. Redstone은 이러한 고객들의 요구를 충족함에 있어 가능한 모든 이점을 지속적으로 구하고 있습니다. 네트워크 테스트와 인증도 예외가 아닙니다.

결과:

Redstone은 자신들의 전체 테스트 장비를 새로운 Versiv 플랫폼으로 업그레이드했는데, 이에는 40개의 DSX-5000 CableAnalyzer™ 장치, CertiFiber® Pro Optical Loss 테스트 세트(OLTS) 모듈 및 광선로 검사 카메라가 장착된 많은 장치들이 포함됩니다. 또한 이 회사는 20개의 OneTouch™ AT Network Assistant 장치를 구입했습니다. Redstone은 이러한 새로운 시스템을 사용하여 매년 250,000개 이상의 구리선로 링크 및 25,000개 이상의 광선로 코어의 설치를 테스트할 것입니다. Versiv 플랫폼으로의 마이그레이션은 각 설치에 있어 많은 시간을 절약하며, 구리선로 및 광선로 테스트를 위한 상호 교환 가능한 모듈을 통해 추가된 유연성을 제공합니다.

제품:

Versiv, DSX-5000 CableAnalyzers and CertiFiber Pro Optical Loss Test Set (OLTS)

개요

Founded in 1996, Redstone provides structured cabling and intelligent infrastructure management for IT infrastructure, data center design and implementation, and smart building deployments. The company offers a full line of services, including consulting, engineering, project management, technical support, and site audits.

Redstone focuses each and every installation from a building management point of view. This holistic approach offers an integrated platform designed around customer requirements to deliver better economic, social, and environmental performance. Redstone customers span the United Kingdom, Europe, and Asia with a large concentration in the financial, legal, and petro-chemical markets.

당면 과제

Redstone spent years building a reputation for excellence by focusing on service quality and performance above all else. Customers began expecting more as the company's reputation grew, pushing Redstone to continually seek any advantage possible. Redstone now invests heavily in facilities, technologies, and training to ensure that its staff has the capabilities and expertise needed to exceed customer expectations.

The Redstone Logistics Centre is one such investment – a more than 25,000 square meter, purpose-built facility that combines pre-termination for copper and fiber and converged network staging with additional warehouse space. The Centre enables a higher level of service for Redstone customers by ensuring all solutions are thoroughly tested and technically assured before implementation within live environments.

“The Redstone Logistics Centre configures and tests each voice and data solution we deliver to ensure streamlined installation with optimized performance over the life of the deployment,” said Roger Stevenson, services director for Redstone. “This allows us to prove the integrity of the network solution prior to delivery, ensuring that each implementation starts a step ahead of the game.”

Stevenson is responsible for the delivery of all Redstone services. He has seen first-hand how customer project and specification demands have evolved to require more precision and shorter timeframes – all with shrinking budgets.

“It's all part of doing business in today's marketplace,” explained Stevenson. “Customers need to get more for their money and in less time, thanks to shrinking

margins across the board. We feel the pain in almost every project. Any minute saved is cherished.”

While the Redstone Logistics Centre eliminates a majority of the network installation issues, problems still do arise. In addition, each link must be tested and certified after installation. Stevenson began evaluating technologies to see if the company could extend its competitive advantage.

솔루션

Redstone purchased the Versiv Family of Cable Certification testers to boost its structured cabling and intelligent infrastructure offerings. With interchangeable modules for copper and fiber testing, Versiv gives Redstone the ability to more quickly, accurately, and profitably achieve system acceptance on cabling and maintenance projects for customers.

“The speed, flexibility, and project management features of the Versiv platform kicks our performance up to a new level,” said Stevenson. “As a leader in the marketplace, we need to use the latest and greatest technologies available to deliver the best outcomes possible for our customers. Versiv does just that.”

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결과

Redstone installs and certifies more than 250,000 copper links and 25,000 fiber cores each year. Migrating to the Versiv platform saves significant time with each installation while providing added flexibility through its interchangeable modules for copper and fiber testing.

Versiv's ProjX™ software also adds better project management capabilities to accelerate planning and deployment across multiple jobs. The software allows project teams to fully load an entire project onto a USB device and take it out into the field. From there, the project can be placed on several devices and testers across multiple floors, buildings, or project sites.

ProjX further enhances project management by giving engineers all information they need in a central tool. This centralized information enables up-to-the-minute project analysis and oversight for nimble project management and execution.

“ProjX lets our engineers know exactly where projects stand and what needs to be done next,” said Stevenson. “If data needs to be analyzed, ProjX tells them what they need to compile and bring back to the office for analysis. Knowing that our engineers have the right tools for the job provides me with a lot of peace of mind, which is reassurance that I can pass on to our customers.”

The Redstone services team will use the OneTouch AT Network Assistants to support more than 45,000 users and carry out more than 70,000 channel installations and 19,000 fault rectifications this year alone. The solution adds to the time and cost savings of the Versiv platform. The team will have access to all diagnostic information on a single screen with an intuitive, touchscreen interface. There are fewer applications to page through and no menus to drive. All of the information is front and center, ready for use.

“Over time, the Versiv platform and OneTouch AT Network Assistants are going to reduce the man-hours we spend on projects to a very significant level, which we'll be able to factor into cost savings for both Redstone and our customers,” said Stevenson. “The systems seem to be uniting our project teams to make better fixes in less time. There is no question that Fluke Networks is making us more competitive.”

Fluke Networks에 대하여

Fluke Networks는 중요한 네트워크 배선 인프라의 설치 및 정비를 하는 전문가를 위한 인증, 문제 해결 및 설치 도구 분야에서 세계적인 선도 기업입니다. 최고급 데이터 센터를 위한 설치부터 혹독한 기후 하의 복구 서비스에 이르기까지, 당사의 전설적 신뢰성 및 독보적 성과의 결합은 고객의 모든 작업이 효율적으로 달성되는 것을 보장합니다. 기업의 주력 제품은 현재까지 1,400백만 이상의 결과가 업로드된 혁신적인 세계 제일의 클라우드 연결 케이블 인증 솔루션인 LinkWare™ Live를 포함하고 있습니다.

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Descriptions, information, and viability of the information contained in this document are subject to change without notice.

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