COMMSCOPE®

CommScope Multi-Tenant Data Center Solutions:
A solid advantage from the critical infrastructure experts.

at work

Multi-tenant data centers are changing business for the better.

Businesses do better when they focus on what they do best.

For most companies, that doesn't include data center management. That's why multi-tenant data centers are a fast-growing trend in the industry. Service providers, co-location hosting companies, Real Estate Investment Trust (REIT) companies and systems integrators allow enterprises to outsource expensive, demanding data center infrastructure and operations.

This logical shift allows those enterprises to focus more clearly on their core businesses while enjoying superior data center availability, reliability and cost structure.

For these businesses, the benefits are many, including:

Flexibility. Multi-tenant data center infrastructure puts the power of advanced technology within reach of small and mid-sized businesses that would not otherwise be able to afford it. For these businesses, cloud computing, virtualized data centers and other future-proofing business advantages become possible with the right data center partner.

Performance. In our 24/7 world, network downtime is not an option. Many multi-tenant data centers provide their own highly trained specialists with the expertise to maintain infrastructure and react quickly to problems to ensure that hosted functions operate at peak efficiency at all times.

Planning or investing: your multi-tenant data center strategy

Whether you are planning a multi-tenant data center strategy or you are building or upgrading a multi-tenant data center with an eye toward attracting new business, it's imperative to choose the right partner with the right solutions. Perhaps the most important consideration is that multi-tenant data centers are – and must be – more than just a collection of network pieces and parts.

Successful multi-tenant data center operations require a fresh perspective on the network as a whole – from the design/build stage through maintenance and upgrade. It demands extensive network integration and technical planning expertise. And, equally important, it must be built with reliable, high-performing infrastructure solutions that perform today – and will stand the test of time. The right partner can help you achieve the most power, performance, future-proofing, security and savings, whether you are a multi-tenant data center customer or a provider.

1,900

THE NUMBER OF MULTI-TENANT DATA CENTERS NOW OPEN WORLDWIDE. THE NUMBER IS GROWING FAST, BUT NOT FAST ENOUGH TO KEEP UP WITH DEMAND

Security. One of the most important advantages is enhanced security against external threats and faster, more thorough recovery from disaster situations – events that could otherwise cost millions of dollars in lost revenue.

Savings. Multi-tenant data centers offer compelling economies of scale. By outsourcing services instead of hosting, maintaining and upgrading them internally, customers can realize significant OPEX savings in addition to not having to invest in building or upgrading their own data centers.

CommScope data center expertise makes the difference

Like their customers, multi-tenant data center providers have complex and diverse needs, and it takes a partner like CommScope to address them all. With a long history of innovation and leadership in all kinds of networking, CommScope offers more than just technology. We offer solutions that add value at every step of the process, for both multi-tenant data center providers and customers. It's an approach we call **LIVING INFRASTRUCTURE**.

Living Infrastructure is the long-term value found in both CommScope's expertise and our technology. It's a 360-degree approach to logical design, deployment and evolution that guides how we build solutions suited to today's challenges – and tomorrow's.

We DESIGN infrastructure built to seamlessly link across data centers and across the world, with seamless, end-to-end continuity.

We DEPLOY solutions that are easier to install, maintain and upgrade, with the best people in the business backing the best products in the business.

We EVOLVE with your needs with a carefully considered upgrade strategy that carries you into the next phase of technology with minimal disruption and lower upgrade cost.

Partnering with CommScope means access to an innovative, world-class manufacturer with over 600 data center related patents and 1600 BusinessPartners working to put our solutions into place worldwide. Plus, our global presence lets us offer local insight and responsive service that delivers the greatest advantage from each connection and each dollar spent

The CommScope Alliance Program

The CommScope Alliance Program is a close network of more than 120,000 CommScope customers from all over the business spectrum. The program connects supply with demand, linking multi-tenant data center providers to preferred CommScope customers for mutual benefit on a foundation of CommScope's expertise and partnership.

- For providers, CommScope offers comprehensive sales support that communicates the advantages of your CommScope solutions-based infrastructure to preferred customers.

- For customers, CommScope provides references to reliable data center providers that treat each customer's data as the critical asset that it is – with CommScope infrastructure backing up that promise.

As a longtime industry leader, CommScope has built valuable relationships over the decades, and we freely offer the expertise to help connect providers and customers in the multi-tenant data center space. The program extends from coast to coast, and it's growing fast.

As a provider or customer, you can count on solutions and support from CommScope

The value of using CommScope solutions extends to every part of the business and makes a positive difference in everyone's bottom line – particularly for multi-tenant data center providers and customers.

Multi-tenant data center **providers**

The global migration toward multi-tenant data centers has introduced tough challenges:

- How to manage increased demand?
- How to assure reliable service in a competitive field?
- How to map a cost-effective upgrade path?

CommScope offers solutions that cover every dimension of your operation, from shell to cage to our suite of managed services. Our solutions deliver superior value on both performance and price, bringing balance to your budget analysis and a boost to performance.

By combining big-picture thinking with meticulous attention to detail, CommScope delivers end-to-end value that covers every inch of cable and every angle of opportunity. And because we're building the networks of tomorrow today, we can guide you through a more predictable, affordable upgrade path.

With the explosive growth in multi-tenant data center demand, reliability and performance are more critical now than ever. Ad-hoc upgrades and piecemeal solutions are no longer adequate.

The comprehensive solutions and support of an experienced and trusted partner like CommScope can help your data center thrive in these fast-changing times.

Multi-tenant data center **customers**

Not all multi-tenant data centers are created equal. When you choose your partner, you're placing the future of your business into someone else's hands – so make sure the partner you choose uses CommScope solutions.

With full infrastructure deployment, our unified architecture covers every step of every connection. Every component is engineered for seamless integration, maximum performance and the highest reliability.

You're not outsourcing your data center operations because it isn't important enough to manage yourself. The truth of it is that you're outsourcing because it's TOO important to handle yourself. That's why you should insist on a provider who offers these critical CommScope advantages:

- More profitable uptime
- Better performance
- Greater reliability
- Smoother upgrades
- Lower overall costs

As demand for multi-tenant data center space grows, infrastructure will have to work harder and harder to keep up. To ensure the best reliability and performance for your data center, insist on a provider that uses CommScope solutions.

CommScope means comprehensive

What does a comprehensive solution mean to your multi-tenant data center relationship? It means a single source for the technology and expertise you need to ensure superior performance, reliability and cost efficiency.
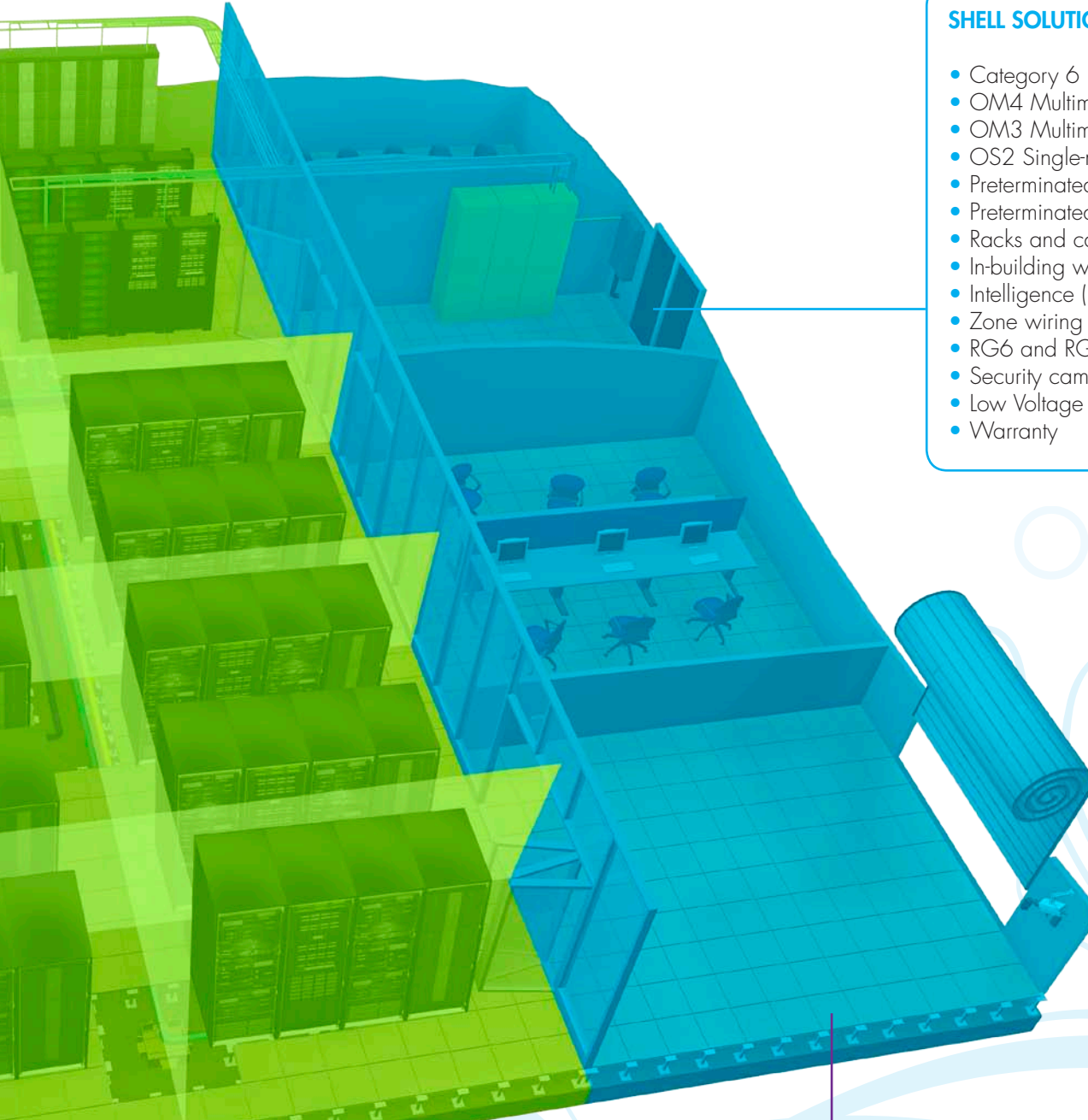
Rapid industry growth makes it tempting to address expansion challenges and upgrade needs reactively. But with CommScope, you can enjoy a more complete solution without straining your budget because CommScope and our select BusinessPartners cover every angle:

CAGE SOLUTIONS

- Category 6A UTP/FTP
- OM4 Multimode
- OM3 Multimode
- OS2 Single-mode
- Preterminated fiber
- High Density Preterminated Patching
- Preterminated copper
- Preterminated server cabinets
- Racks and Cabinets
- In-building wireless
- Intelligence (iPatch)
- Security cameras
- Low Voltage Lighting
- Warranty

solutions at every stage

SHELL SOLUTIONS

- Category 6 UTP/FTP
- OM4 Multimode
- OM3 Multimode
- OS2 Single-mode
- Preterminated fiber
- Preterminated copper
- Racks and cabinets
- In-building wireless
- Intelligence (iPatch)
- Zone wiring
- RG6 and RG59 coaxial
- Security cameras
- Low Voltage Lighting
- Warranty

MANAGED SERVICES

- Sales as a service (SAAS)
- Hosting
- Storage
- Cloud
- Virtualization
- Disaster recovery

- Monitoring
- Security
- In-building wireless
- iPatch
- IBS
- Deployment
- Freight/transportation
- LEED

- Design/project management
- Training
- Warranty
- 24/7
- Rollouts
- Equipment refresh

We're proud to be a part of your network's story.

For multi-tenant data centers and all our network partners, CommScope embraces our role as a trusted resource, partner, and facilitator. We create the infrastructure that connects the world in new and better ways. By investing all of our capabilities, resources, relationships, and products into your toughest challenges, we continue our long history of solving problems together – paving the way for new ideas and fresh ways of thinking.

We're a trusted resource and partner around the world because we're invested in your people, your networks and your success. It inspires us to build relationships and infrastructure that interconnect, spanning protocols, oceans, and time zones – and sharing what we learn along the way. We'll never stop connecting and evolving networks for the business of life at home, at work, and on the go.

**This is our promise to you.
This is CommScope.**

COMMSC⦿PE®

www.commscope.com

Visit our Web site or contact your local CommScope representative for more information.