



# Enabling Exceptional Datacenter Connectivity

CASE STUDY | A LEADING GLOBAL DATACENTER PROVIDER

## HUDSON FIBER NETWORK PROVIDES SHORT-RANGE DARK FIBER SOLUTION FOR UNMATCHED 100 GB CONNECTION

### Meeting the Need for Bandwidth and Interconnectedness

As customers transmit increasing amounts of data every year<sup>1</sup>, datacenters must keep pace with the accelerating need for bandwidth. At the same time, datacenters need to provide greater interconnectedness between their distributed facilities within geographic regions, to provide customers with a unified regional offering.

This case study examines a leading global datacenter provider with operations in the New York/New Jersey metropolitan area to illustrate the role a purpose-built fiber network can play in helping datacenters meet these challenges—allowing datacenters, in turn, to provide their customers a higher level of service.

<sup>1</sup> "The Zettabyte Era: Trends and Analysis", Cisco white paper, June 2017.

### CUSTOMER TYPE

- Datacenter provider

### CUSTOMER CHALLENGE

- Create greater interconnectivity between six (6) distributed datacenters
- Support 100 GB connection between New York and New Jersey
- Capture greater share of business in a crowded metropolitan datacenter market

### HFN SOLUTION

- Hudson Fiber Network short-range dark fiber solution, designed and built using the highest industry standards and specs

## CHALLENGE

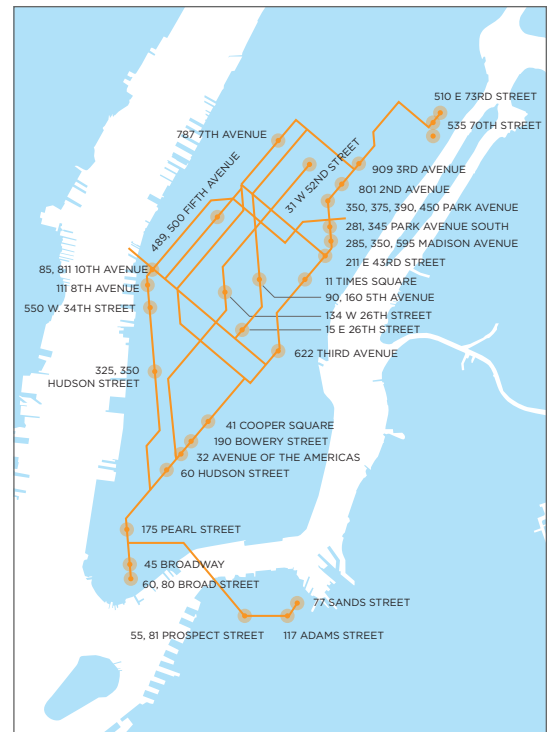
One leading global Datacenter Provider felt it could attract more business by creating a tight, mesh connectivity between its distributed locations within the New York metropolitan area. This approach would allow customers to take space in multiple facilities, but experience a unified, single-campus feel. A fast, high-quality connection between facilities was essential, as the Datacenter Provider had a financial services customer seeking a 100 GB connection between locations in New York and New Jersey.

Partnering with just any fiber provider wouldn't have provided the Datacenter Provider with the results it was seeking, since many carriers in the region relied on fiber that had been laid in the ground years—or even decades—earlier, when 10 GB was the industry standard.

## SOLUTION

During a comprehensive evaluation process, the Datacenter Provider met with multiple fiber providers in the area. Hudson Fiber Network (HFN) took a consultative approach to understanding the Datacenter Provider's needs, and came up with a short-range solution that would provide the high-quality connectivity it was seeking for its datacenter facilities.

As part of this solution, HFN provided a dark fiber connection between a facility in Manhattan and a facility in Secaucus, NJ—a distance of nearly 13 kilometers. In tests involving other carriers, HFN was the only provider able to successfully support a 100 GB connection between these two facilities. The ability to perform at such high speeds—with no dispersion loss or other performance issues—is a testament to the high quality of the fiber used in HFN's purpose-built network, and the high standard of excellence HFN applies to splicing tolerances.



METRO NY/NJ AREA  
POP LOCATIONS

## BENEFITS

- Produce tight, mesh connectivity among multiple geographically dispersed datacenter facilities
- Sustain speeds of 100 GB over 10 kilometers, with no errors or performance issues
- Create a differentiated service offering that can draw more customers and generate more sales

## OUTCOME

HFN's purpose-built network solution with the newest available optical fiber has enabled the Datacenter Provider to transmit at 100 GB speeds, even at distances greater than 10 kilometers. The Datacenter Provider has the potential to move data even faster as HFN moves towards terabit private metro connections.

Just as importantly, greater interconnectedness among its facilities has allowed the Datacenter Provider to create a differentiated offering that has been enthusiastically received by the marketplace. The Datacenter Provider already sold out the first block of fiber that HFN built for it and requested a second block, to continue successfully meeting the needs of its customers, now and into the future.

## LEARN MORE

To learn more about how a purpose-built network can benefit your organization, visit us at [www.hudsonfiber.com](http://www.hudsonfiber.com), email us at [sales@hudsonfiber.com](mailto:sales@hudsonfiber.com), or call us at **1.888.HFN.4759**.