



CommScope solutions for multi tenant  
data center operators

The multi tenant data center (MTDC) arena is not for the faint of heart. Growth is explosive, the pace of change frenetic and competition fierce. The global MTDC market is expected to continue growing at a 16 percent CAGR through 2018.<sup>1</sup>

To compete successfully, you need to be quick to market, globally agile and able to scale on demand. In other words, you need an infrastructure partner you trust to support your every move. CommScope turns your network infrastructure into a competitive advantage.



## The connectivity customers want—the scalability and support you need

Inside their cages, retail and wholesale MTDC tenants have more choices regarding physical layer performance than ever before. Outside the cage, they look to you for the fiber-dense backbone and flexible connectivity needed to support them. That's why some of the world's largest MTDC providers look to CommScope—many of whom have tenants that already

rely on us to provide a sustainable path to today's higher link speeds and support for tomorrow's even more demanding applications.

At the same time, simply providing tenants reliable high-speed connections to their cloud and service providers isn't enough. You must be able to take advantage of your own revenue-generating growth opportunities, wherever

they are. That requires the ability to scale globally and add capacity on demand; access the expertise, training and support you need—when and where you need it; and manage the infrastructure at all your facilities for higher performance and lower costs.

CommScope can be the difference between contending in the market and dominating it.

<sup>1</sup> Data Center Outlook: Strong demand, smart growth; Jones Lang LaSalle IP Inc.; Feb 21, 2017

# Global support with regional response

More than innovative infrastructure solutions, CommScope has the global presence to support your every move. We provide ongoing individualized support—engineering, logistics, training, account and project management—to customers in more than 130 countries. Among them are some of the largest and fastest-growing MTDC providers in the world.

While not all our MTDC customers are global, they all need to be able to scale—even if that means adding capacity to an existing facility or opening a new facility within their existing market. At CommScope, we get it. By combining our global strength and strong regional relationships, we provide the level and type of support you need to remain agile and flexible, easily scalable and highly cost-effective. Just like our infrastructure solutions.



## Global account management

Wherever your MTDC opportunities take you, your CommScope account team is by your side. As a trusted partner, we understand your technical objectives and business vision. We work with you to develop and implement a cohesive strategy that takes advantage of negotiated pricing and agreements that remain consistent—no matter where the opportunity is.



## Project support and services

Having a familiar and experienced account team makes it easier and more cost-efficient to manage multiple projects. Joint demand planning enables you to leverage economies of scale and better coordinate delivery between our global supply chain and your local facilities. We also offer first priority manufacturing and priority escalation to help accelerate your time to market.



## Global engineering support

As a global CommScope partner, you have the technical and engineering support you need—when and where you need it. Our global engineering teams have insight and experience beyond the data center to help you understand how technologies and solutions are being applied elsewhere. With priority escalation and engineering support, you have timely answers to your pressing questions. We can also offer international peer support with global technical roundtables and on-site consulting.



## Regional relationships and support

While global in scope, CommScope has a strong regional presence around the globe. Regionally-based supply chains, engineering and service teams work with your global account team to deliver project resources quickly and efficiently. We provide the on-site training your operations and remote hands teams need to keep your physical layer optimized. Product and sales training enable your account teams to better understand and articulate the customer benefits of your infrastructure for improved tenant acquisition and retention.

# CommScope's MTDC infrastructure solutions

Over the years, CommScope has earned its reputation as a quality innovator of network infrastructure solutions. Our MTDC portfolio includes the connectivity solutions you need across your facility or campus: outside plant, facility entrance, customer meet-me rooms and customer cages.



## Outside Plant Solutions

For MTDC campus deployments involving multiple buildings, CommScope offers the OSP fiber cable and high-density fiber-optic splice closure solutions that deliver the reliability, flexibility and speed of deployment our customers need. As a leading supplier to the telecom service provider industry, CommScope provides high fiber-count ribbon and loose-tube cables in outdoor and indoor/outdoor constructions. Our OSP fiber-optic splice closures combine proven fiber management hardware with a highly reliable sealing system and are designed for a wide variety of installation environments.



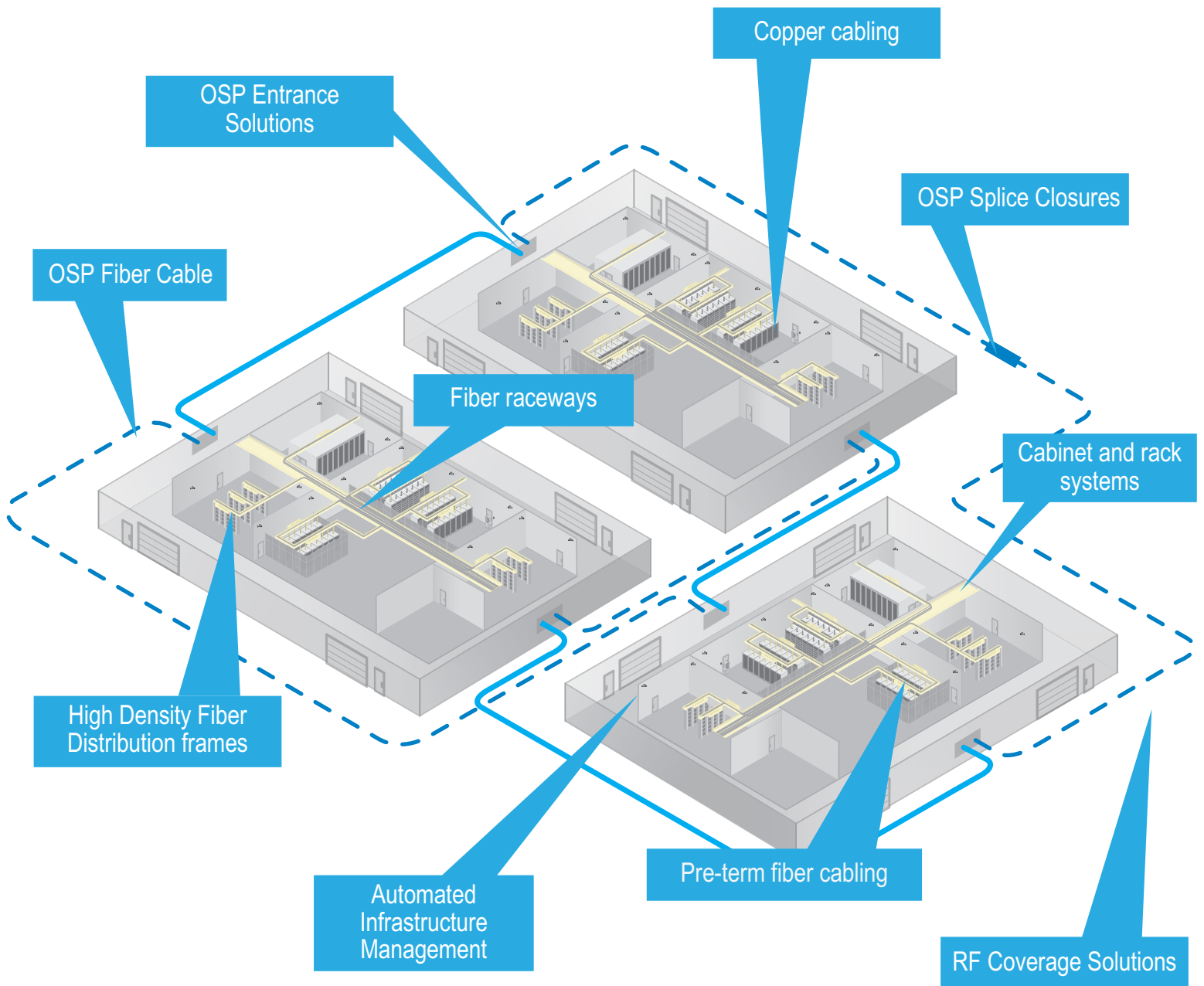
## Entrance facility

CommScope provides a complete line of building entrance solutions that provides seamless transition between service providers' outside plant fibers and your MTDC. High-density optical distribution frames (ODFs) provide easy access to all cables and connectors for rapid routing and connection, turn-ups, and maintenance. Innovative and highly flexible fiber raceway systems protect and help manage your increasingly complex and dense fiber network. Its tool-less design reduces installation time and expense while maintaining the proper fiber bend radius.



## Meet-me room (MMR)

Inside the meet-me room, CommScope enables increased fiber density and automated infrastructure management (AIM) while protecting your customer's critical cross connects. Our high-density ODFs, modular fiber panels and preterminated fiber solutions maximize your patching capacity without sacrificing scalability or ease of use. As the fiber density and complexity in the MMR grow, our AIM solutions let you track and document every connection in real time. Our modular fiber raceway solutions ensure the fiber network remains contained, orderly and protected—even in tight spaces.



# Planning and communication support

With our breadth of experience and depth of solutions, CommScope can also provide the tools to help you plan and manage your infrastructure for better performance and ensure seamless communication for your IT staff and customers.

**Network planning and design tools:** Powerful online design tools include CommScope's Application Support Guidelines, Cabling and Pathway Estimator, Fiber Raceway Design Tool, and Applications Assurance Guide. They ensure your new links operate as planned, support your current and future applications and protect your fiber investment with CommScope's 25-year product and application warranty.

**Indoor wireless coverage:** CommScope is also the world leader in distributed antenna solutions (DAS) for indoor wireless coverage. Our scalable, multi-operator DAS platforms enable your remote hands team to communicate anywhere in the data center and provide your customers the reliable, wireless performance they need to stay on top of their IT operations.

**Facility-wide fiber management:** Finally, CommScope is a leading provider of comprehensive fiber routing and management solutions. Our flexible raceway solutions protect and route fiber-optic patch cords and multifiber cable assemblies to and from fiber splice enclosures, fiber distribution frames and fiber-optic terminal devices. Our flexible solutions include software-based design tools to help you stay in control of your growing fiber inventory.



## Turn your MTDC infrastructure into a competitive advantage with CommScope

In a global market that is evolving at frenetic speed, MTDCs everywhere are looking for a point of differentiation. Being able to provide enough ping, power and pipe for your customers' current and future needs is key. But it only gets you a seat at the table.

To separate yourself from the pack, you need to be able to scale up and out without hesitation—whether that means adding another facility in Baltimore or bringing your first one online in Bangladesh. Either way, you need an infrastructure partner who has the range of solutions and the global strength to support your next move. Your network infrastructure is more than you think. Partner with CommScope and we'll show you how it can be a competitive advantage.

**To learn more about CommScope's full range of solutions and global support for your MTDC operation, contact your CommScope account representative.**

Everyone communicates. It's the essence of the human experience. *How* we communicate is evolving. Technology is reshaping the way we live, learn and thrive. The epicenter of this transformation is the network—our passion. Our experts are rethinking the purpose, role and usage of networks to help our customers increase bandwidth, expand capacity, enhance efficiency, speed deployment and simplify migration. From remote cell sites to massive sports arenas, from busy airports to state-of-the-art data centers—we provide the essential expertise and vital infrastructure your business needs to succeed. The world's most advanced networks rely on CommScope connectivity.



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