

# Case Study

## LANDMARK

South West Communications Group provides Landmark with failsafe Data Centre hosting for its additional, yet vital, IT equipment.

**Landmark** is based in Exeter and Henley-on-Thames and is the UK's leading supplier of digital mapping, property and environmental risk information. Landmark has an unrivalled source of large scale current and historic digital maps, together with high quality environmental risk and planning information.

Landmark has developed a comprehensive database, built around agreements with statutory and non-statutory organisations, to take information and assemble Britain's leading database of property and land search information.

### The challenge

Faced with a need for further expansion in the IT infrastructure at its Exeter office, Landmark had to decide where to locate the additional equipment as sufficient electrical power was not available without the need for significant investment in a new power feed, an electrical substation and the associated environmental and cooling systems.

In addition, they needed to address the requirement to locate a complete duplicate of their server and storage area network (SAN) infrastructure at an off-site location to ensure that their information services would be available to customers in the event of a disaster at the Exeter office.

### The solution

South West Communications Group had already worked with Landmark previously to provide 26 servers, switches and firewalls together with one Storage Area Network so Landmark turned to them again on this occasion.

The recommended and deployed solution comprised the provision of co-location rack space in South West Communications Group's Exeter Data Centre to house Landmark's additional server equipment and the creation of a duplicate SAN that in a single solution included the following:

**Co-location rack space** – for an additional 140 servers, switches and firewalls, spread across 15 cabinets and four SAN enclosures together with a fire safe for backup tape storage.

**Built-in superior electrical capacity** – meant Landmark was able to implement its new system far quicker than would have been achieved by waiting for its own power supply and for its environmental systems to be upgraded and also far more cost effectively.

**Real-time off-site data synchronisation** – was made possible with the installation of eight 1Gbps circuits between the Data Centre and the Landmark Exeter office to connect the SANs at both sites. These circuits were carried over two diversely routed cable ducts for maximum separation to allow the Data Centre SANs to always be available should a disaster occur in the Exeter office.

**Leased lines** – provided a wide area network (WAN) between the Data Centre and Landmark's Henley-on-Thames office, so that the latter could access the Data Centre network should there be problems with Landmark's Exeter office network.

**Additional resilience** – was built in with the installation of multiple Internet connections onto the Landmark networks hosted in the South West Communications Group's Data Centre to ensure that information was always available to its users and customers.

#### The result

The new co-located network was connected to the existing SAN and server network enabling both systems to communicate with each other at high speed, maintaining fast efficient use of data on each system.

The knowledge that all of Landmark's precious data was also being held at the Data Centre gave them complete peace of mind that none of it would be lost in the event of a disaster at either of their offices. In addition, as their equipment in the Data Centre is connected to multiple Internet connections, Landmark's customers will always be able to access its property and land search information, further enhancing Landmark's status as the leader in its field.

South West Communications Group remains in regular contact with Landmark through a dedicated account manager to deal with any queries or concerns, and to offer advice on any system updates that may be of benefit. This professional relationship has built up through the last 13 years, in line with South West Communications Group's committed loyalty to its customers.