

Report



**Norman
Disney &
Young**

FIBRE STUDY

**Units 1-2 Perivale Industrial Park
GCE Data Centres**

**PERIVALE
PARK**

CONFIDENTIAL

Revision: P02 - Final
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1. EXECUTIVE SUMMARY

Norman Disney & Young have been engaged to investigate the existing telecommunications infrastructure at Units 1-2, Perivale Industrial Park, Perivale, UB6 7RL. This site is being considered for mirrored services from the Bank of England in Central London.

Carriers have been approached as part of this review to provide information on the proximity of the site to the carriers' fibre network, and budgetary pricing for diverse high capacity links and dark fibre. The site currently has diverse connections from BT and very good proximity to Virgin.

The provision of a fully diverse 10Gb service from two (2) providers to the site over dedicated fibre is estimated at:

- £73k installation (including estimated Civils) and
- £64k annually.

This will provide a level of separation and diversity of service to satisfy most end users. Other providers can utilise the last mile from BT or Virgin for site connectivity with no civil works cost.

Installation costs can be reduced with some carriers by paying a larger reoccurring cost, which may suit the collocation model rather than the costs for a main tenant.

Costs for civil works vary, and for several providers this work may not be required.

Link latency across the dual links is estimated at:

- Typically 5ms.

The site has good existing infrastructure and is within an enviable proximity to central London resulting in low latency which is capable of supporting many demanding IT applications.

To develop a finer resolution of costs and connectivity information it is considered that site surveys by the respective carriers would need to be completed. The minimum period to obtain this information is considered to be in the order of 30 working days to complete. Lead times for provision of service vary; a minimum of six (6) weeks can be expected depending on the nature of the Civils works required to complete the routes



2. INTRODUCTION

2.1. Purpose

The purpose of this report is a Desktop Telco fibre review of site connectivity to aid in the review of potential sites for technical space.

2.2. Objectives

The purpose of this report is to provide a Desktop Telco Fibre report for Unit 1-3, Perivale Industrial Park, Perivale, UB6 7RL.

This report is based upon diverse Dual 10G links and dark fibre from London to the nominated site. The following locations have been identified as the points of presentation:

- Unit 1-3, Perivale Industrial Park, Perivale, UB6 7RL and
- The Bank of England, London EC2R 8AH.

The following report identifies the following:

- Nearest Telco Exchanges to site including the services available.
- Primary Carriers and service distance to site.
- Provision of Optical Fibre Infrastructure topological mapping for each Primary carrier in the vicinity of the destinations
- Potential primary and secondary Telco routes to site.
- Budget costs for installation, connection and annual of primary and secondary services; including dark fibre where available.
- Provision lead times for connection.
- Provision of latency of service information for links.

2.3. Authority

Authority to undertake this report was provided by Jenny Brown of GCE Data Centres on the 18 February 2011.

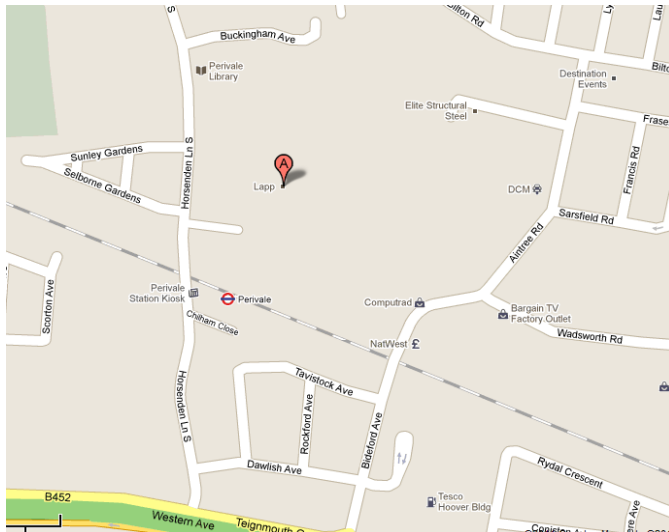
3. NEW SITE DETAILS

3.1. Location

The site under consideration is an existing data centre facility with current diverse links to London for a current principal tenant.

Site Details:

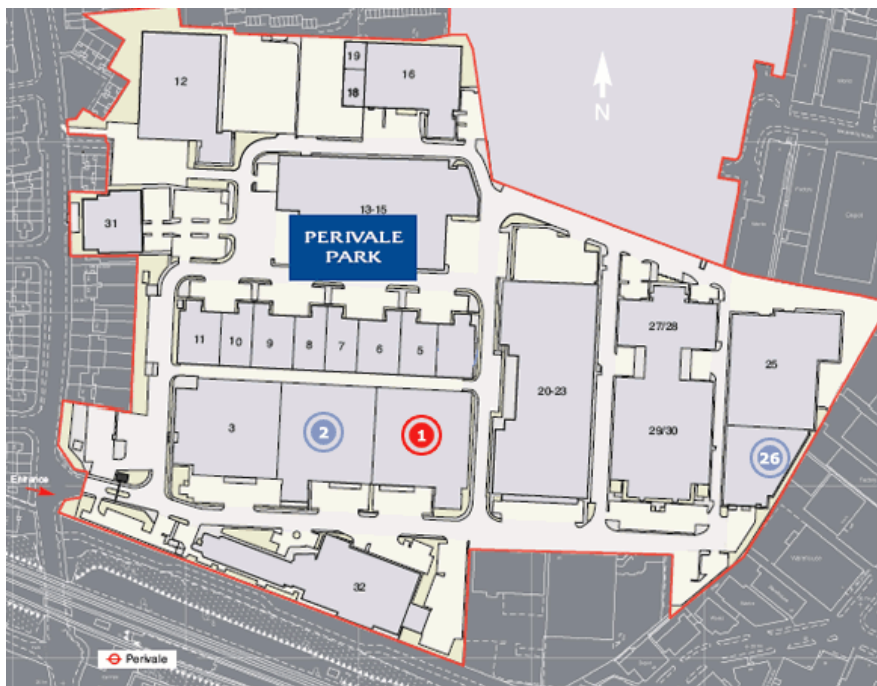
Site and Service Details	
Postcode	UB6 7RL
Name	Perivale Industrial Park
Address	Units 1-2, Perivale Industrial Park, Horsenden Lane South, Perivale, UB6 7RL
OS Grid Ref	05164909,01833446
Site Description	Industrial



Road Map of Site & Aerial View and Surrounding Area



London Location Map



Perivale Site Map

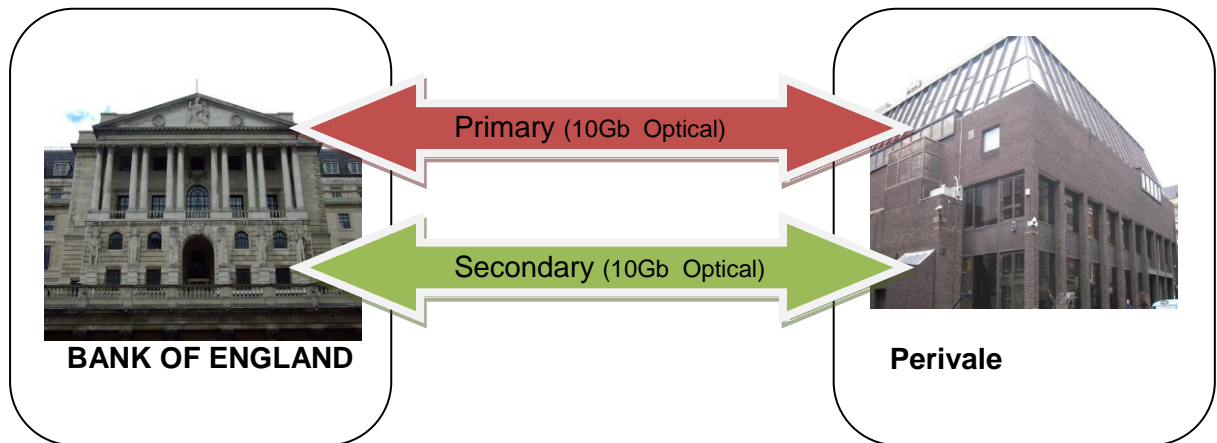
3.2. Proposed Connectivity

Detailed service requirements are not known at this stage; however the links are expected to provide full replication of services from a primary London site. The following assumptions have been made for budget purposes:

Two (2) Diverse 10 Gigabit Optical Fibre links connecting the two nominated sites, namely:

- Units 1-2 Perivale Industrial Park, Perivale, London, UB6 7RL and
- The Bank Of England EC2R 8AH

Availability of dark fibre is also to be considered provided.



Proposed Site Connectivity to Bank of England

4. FIBRE CARRIERS

4.1. Summary

The following carriers have been approached for this review:

- BT
- Cable and Wireless / Thus
- COLT Telecom
- EasyNet
- Geo
- Global Crossing
- Virgin Media (NTL)
- Scottish and Southern Energy (Neos)
- Verizon Business

The following carriers have existing connections to these sites, from available information:

- BT

The following carriers, additionally, have a presence within 50m of the site:

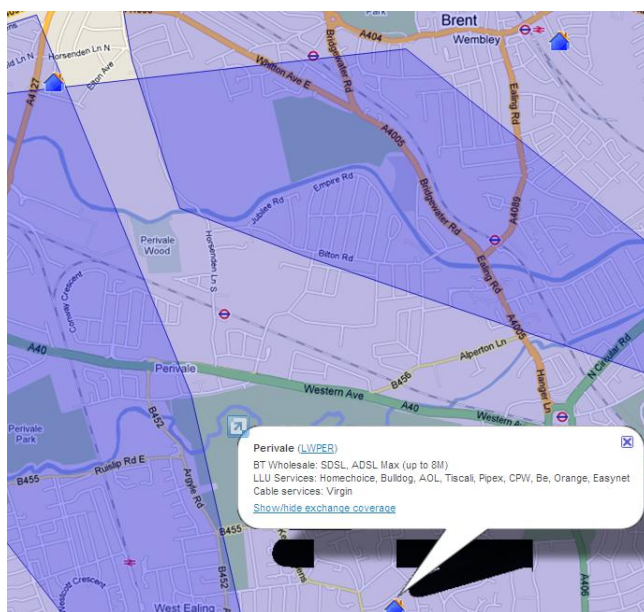
- Virgin Media

4.2. Individual Carriers

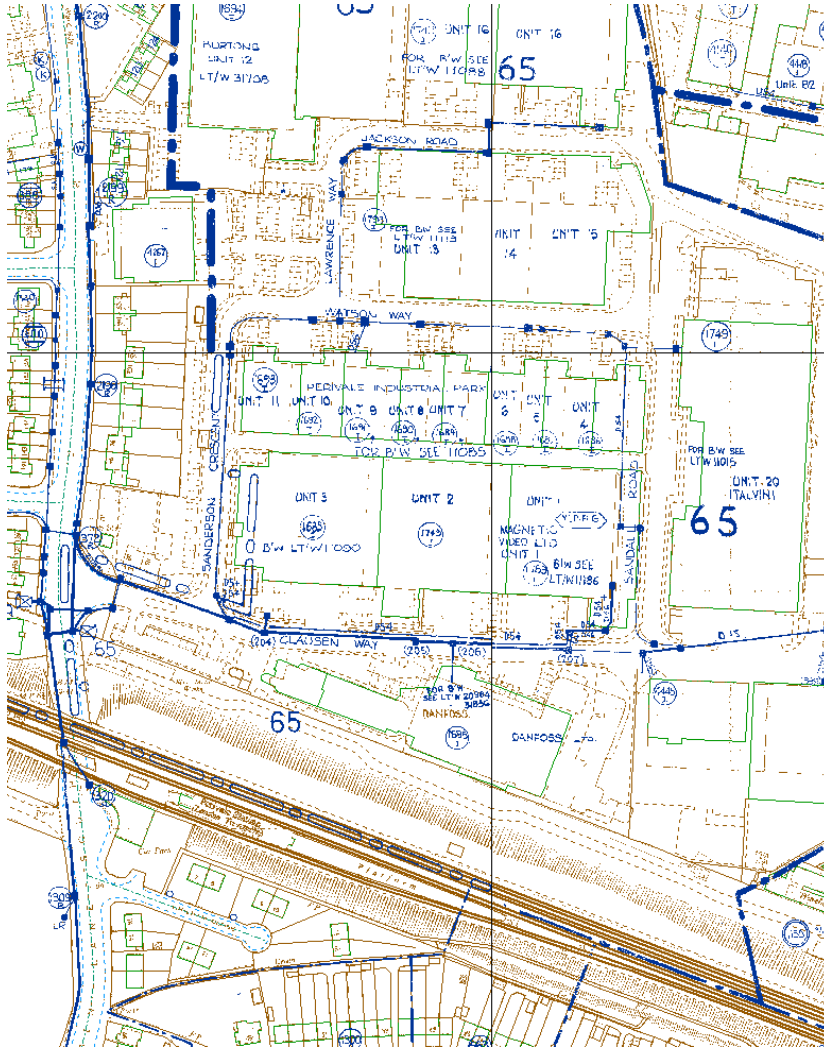
4.2.1. BT

BT's Perivale (LWPER) exchange is a little over 2km away from site with existing routes and connectivity to the Perivale Industrial site.

If secondary exchange links are required, Greenford (LWGRE) is 2km Wembley 2.5km from the proposed site. Multiple connections exist to the site from the BT Openreach network.



BT Exchange Coverage



BT Site Infrastructure

BT propose their Ethernet Extension product for Inland Private Circuits.

	Site Access	Distance	Latency	Install	Annual
Primary Route	Existing BT ducting	15.3 km	5ms	18,480	37,980
Secondary Route		16.3 km	5 ms	18,480	47,679

BT will not provide information on routing until a site survey takes place. As such, the quotation is not based on diverse routes to the site.

Delivery of service is a minimum of 33 working days, subject to survey.

4.2.2. Cable and Wireless / Thus

Cable and Wireless have been unable to respond within the timeframe.

4.2.3. COLT Telecom

COLT Telecom has declined to respond, due to the speculative nature of the enquiry. When an end user is identified, their account manager will be at liberty to respond.

4.2.4. EasyNet

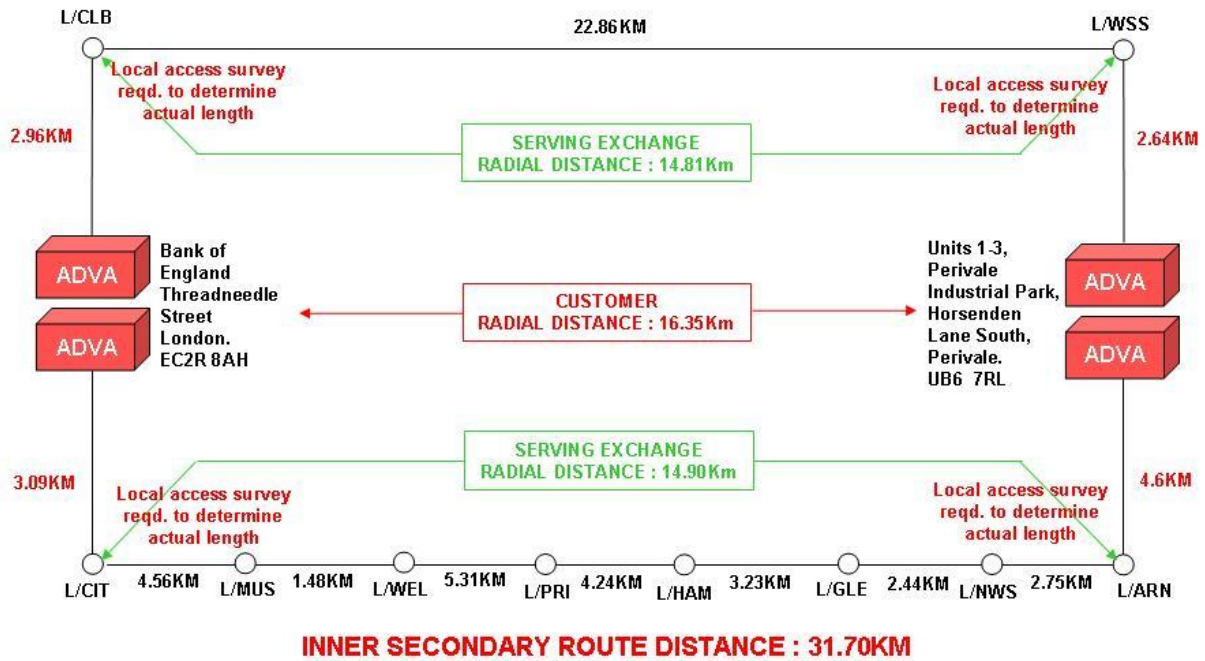
EasyNet have confirmed they are able to offer a fully diverse route of low latency back to central London. Subject to survey they anticipate no civil work required to deliver the service.

Dark fibre is available if required, though is not likely to be required with the distances involved to central London.

OSA Pre-order Design

EASYNET

INNER PRIMARY ROUTE DISTANCE : 28.46KM



Standard Caveats: All access fibres are subject to survey, core fibres are dependent on accuracy of databases. Fibres are spare at time of feasibility only and have not been reserved on Database.

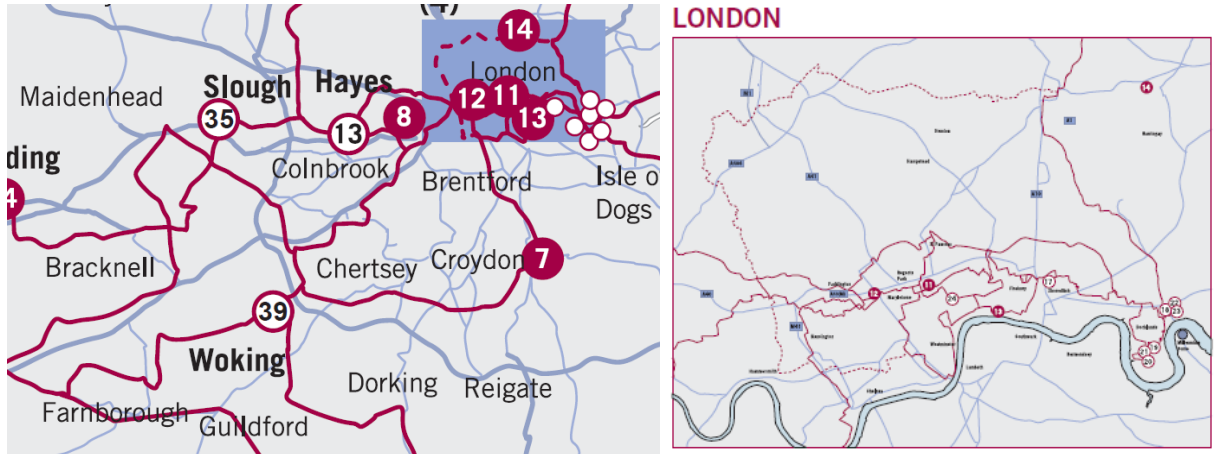
EasyNet Proposed Routes

	Site Access	Distance	Latency	Install	Annual
Primary Route	Existing BT ducting	28.46 km	5ms	42,780	28,319
Secondary Route		31.70 km	5 ms	42,780	28,319

Delivery of service is a minimum of 33 working days, subject to survey.

EasyNet have provided budget estimates based on provision of service from their own network, using BT or Virgin (NTL) for the final connection to the site.

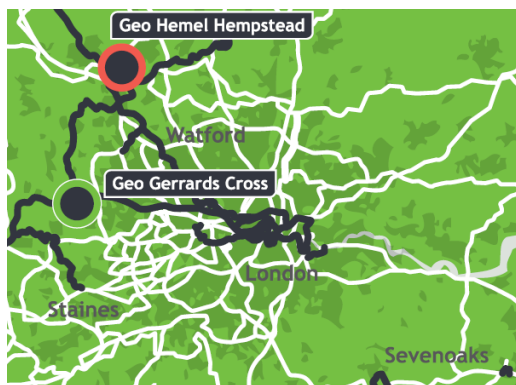
Fibre is estimated at 50 working day lead time for both sites, but can be less if fibre is already present at the buildings. This can be determined during site survey.



EasyNet POP Locations, Greater London

4.2.5. Geo

Geo have advised they do not have fibre asset in the vicinity of this site and have declined to respond further at this time.



Geo London Network Outline

4.2.6. Global Crossing

Global Crossing have stated they are unable to respond to this enquiry.

Global Crossing's network predominantly runs along highways and rail networks as they utilise some of this infrastructure.

4.2.7. Virgin Media

Virgin has confirmed that they have fibre surrounding this area.

Virgin Media now offer a range of data centre specific services which range from very low install costs to a standard install and reoccurring cost model. Civil works for the install include a 50 to 200 meter dig. Dig cost is estimated at £20,000 which will be factored into any services provided.

Virgin has advised that they will need to carry out a full planning activity once precise requirements are known.

The new standard data centre offering is to equip new data centres with a master Virgin "Hub" and effectively make the DC part of this network.



	Site Access	Distance	Latency	Install	Annual
Primary Route	Existing & New NTL ducting	16 km	5ms	34,375	25,900
Secondary Route		16 km	5 ms	34,375	25,900

4.2.8. **Scottish and Southern Energy**

SSE has declined to return proposals on the basis of the distance from their network.

4.2.9. **Verizon Business**

Verizon have not responded to the enquiry. When an end user is identified, their account manager should be at liberty to respond.



5. ESTIMATIONS AND FINDINGS

5.1. Civil Works/Access Connection

BT have existing connections to the site and Virgin (NTL) estimate £20k to provide access for this network to the site.

All providers will be required to undertake a site survey to determine detailed budget estimates. The costs and provision of way leaves is not able to be considered.

5.2. Provision of Service

The following tables summarise the overall routes and latency over the proposed links, and well as install and service pricing as quoted by each provider.

SITE TO BANK OF ENGLAND

Telco	Primary DC Link Install	Annual Fee	Secondary DC Link Install	Annual Fee
BT	18,480	37,980	18,480	47,679
EasyNet	42,780	28,319	42,780	28,319
Virgin Media	34,375	25,900	34,375	25,900
Lowest annual	-	25,900	-	25,900
Total (both links)	-	-	-	51,800
<i>BT & Virgin (incl 20k civils)</i>	<i>72,855</i>	<i>63,880</i>		

Budgetary Costing and Quotations

All costing are provided on the basis of diverse routed 10Gb connections with a managed service, unless noted. Dark fibre can also be provided by some carriers where the Client intends to connect their own active fibre transmission equipment.

All carriers that took part in this report were keen to stress that the prices quoted in the above table are budgetary figures and all would be willing to make formal quotes where commercial consideration would be made on a case by case basis.

Carriers that did not supply pricing were keen to stress they operate a strict pricing process and in the current commercial market would prefer to price the client direct and ensure a best price strategy.

6. CONCLUSION

Norman Disney & Young have been engaged to investigate the existing telecommunications infrastructure at Units 1-2, Perivale Industrial Park, Perivale, UB6 7RL. This site is being considered for mirrored services from the Bank of England in Central London.

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To develop a finer resolution of costs and connectivity information it is considered that site surveys by the respective carriers would need to be completed. The minimum period to obtain this information is considered to be in the order of 30 working days to complete. Lead times for provision of service vary; a minimum of six (6) weeks can be expected depending on the nature of the Civils works required to complete the routes



7. APPENDIX A: CARRIER CONTACT DETAILS

Carrier	Contact Name	Contact Details	
		Email	Phone
BT	James Illington	james.r.illingworth@bt.com	0800 1218642
Easynet	Andrew Parsons	andrew.parsons@easynet.com	Tel: 0207 032 5953
Virgin Media	Trevor Goddard	Trevor.Goddard@virginmedia.co.uk	Mob: 07785 387068



8. APPENDIX B CARRIER PRODUCT INFORMATION



*Data centre
connectivity.*
Join the revolution.



Don't just join the network, be the network.

We truly understand the challenges you face connecting customers to the applications and services you provide. So that's why we've gone and turned the approach to data centre connectivity on its head.

By bringing our network into your data centre, you'll get connectivity on a scale like never before. You'll also enjoy the flexibility and scalability to help transform your business, not to mention the carrier-grade performance. And it all comes in one single solution – our Data Centre Module.

Performance that's second to none.

Here's what you'll get from our Data Centre Module – carrier-grade performance that's capacity managed by us so you can always rapidly connect more customers:

Lightening speeds

Once you're up and running all you'll need us to do is plug your customers in. Data centre provisioning is a software change that can be made quickly. So, you'll be flying on speeds of up to 10Gbit/s with very low latency and jitter – crucial for the ultra-low latency applications your customers need.

The right tool for the job

A wide choice of connectivity options means that you can support whatever requirements your business or your customers have. We also provide a wide range of network services from IPVPN, to Ethernet and High Capacity Services.

A greener outlook

We like to keep things simple. That's why we'll provide you with less hardware, which means less space, up to 80% less power*, less cooling and ultimately less cost – as well as less impact on the environment. Yes, less is certainly more.

True value for money

We're very confident of our pricing. With over 8,000 ports available, you'll be surprised by the difference between us and any other provider connecting you to your customers. Our Data Centre Module gives you true economies of scale and really gets the most for your business.

A very long reach

Our fibre-optic network is unique in the UK, giving high-speed connections between your customers' outlying sites and your data centre.

A partner you can rely on

We have over 15 years experience, a nationwide access network that gives you true network resilience and a solution that your business can count on.

We've been listening.

And we're hearing what's important to you:

Performance: A network that's resilient and fast – essential for data backup and the increasing demand in cloud computing.

Business agility: The ability to quickly and easily add multiple customers, along with installation and bandwidth options to optimise your business performance, and that of your customers.

Customer reach: Coverage to connect your customers to your services right across the UK and international gateways.

Cost management and environment: Meeting the ever increasing budget and cost restraints of today, while reducing your carbon footprint at the same time.

What it's all about.

No matter where you are in the UK, we'll put a Data Centre Module straight into your data centre and give you access to speeds of up to 10Gbit/s.

Our scalable Data Centre Module provides access to over 8,000 ports, all of which can be quickly configured to connect customer tails into your data centre. We will deliver this on the back of multi-port Network Termination Units (NTUs) at speeds of 10/100Mbit/s or 1Gbit/s or on separate High Capacity Services ports at speeds up to 10Gbit/s.

Data Centre Module details:

- **Transport technology:** Wave Division Multiplexing.
- **Description:** Multiple 10Gbit/s wavelengths providing 1Gbit/s Ethernet access.
- **Connectivity capacity:** Initial deployment is 1x 10Gbit/s providing 9x 1Gbit/s access circuits. Each 1Gbit/s circuit can support x24 individual 10/100Mbit/s Ethernet ports.
- **Size:** The 10U, 17 slot chassis is deployed in a ETSI standard 19 inch rack**.
- **Power AC/DC options:** The module chassis has a maximum power consumption of 750W when fully equipped – initial deployment will be significantly lower.

But it doesn't end there. Our solution comes in three different options, to suit your needs:

Point to Point: With no nasty surprises – order circuits as required, but pay no upfront installation cost.



Backhaul & Tails: The way you plan it – invest in a Data Centre Module upfront, but benefit from economies of scale for each tail circuit you order.



VPN: Just sit back – let us supply and manage multi-site networks for you. That way you'll enjoy cost efficiencies and high performance, and all managed by the experts in multi-site networking.



Our solution also lets you enjoy huge flexibility in terms of network services that you can run across it. We can provide:

- IPVPN
- National Ethernet
- Managed Internet Access
- Ethernet VPN
- Ethernet Extensions+
- High Capacity Services.

* Our solution uses equipment that offers approximate energy savings of up to 80% as compared to similar solutions.

** Supports the connectivity for the first 3,000 ports, this does not include the NTU ports. Full specification available on enquiry.

So why come to us?

There's an easy answer to that. It's because we own the UK's largest national fibre-optic network, independently certified by MEF to deliver the high performance required for massive data transfer.

Thanks to our next-generation core network and nationwide access network, we can confidently provide connections from desktop to data centre entirely on our own network. We are one of only two providers that can do this, giving you a completely carrier diverse alternative.

All in all, we offer a truly comprehensive range of connectivity solutions to meet your specific needs, enabling you to get much more out of your data centre.

**Call 0800 052 0845 now or visit
www.virginmediabusiness.co.uk
for more information.**

Virgin Media Business Media House Bartley Wood Business Park Bartley Way Hook Hampshire RG27 9UP.
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Global Services

ETHERSTREAM: SPEED, FLEXIBILITY & AVAILABILITY, WITHOUT THE COST

National coverage. A competitive price.

Easynet Global Services' EtherStream is a high speed Ethernet access service designed to deliver the quality and flexibility your business demands. EtherStream offers scalable bandwidth required for businesses consolidating applications and cloud computing, for which a reliable access method is fundamental.


EtherStream brings a range of business benefits; efficiencies through increased network performance and lower costs, continuity with reliable high speed access and accelerated business communication through improved access to critical applications.

Offering a cost-effective way to connect multiple sites via Easynet's secure, dedicated network infrastructure, EtherStream provides a fast access option that enables video conferencing, hosting and internet connectivity, as well as MPLS services.

EtherStream offers benefits your business can depend on:

- ▶ **Availability:** Innovative network design delivers EtherStream throughout the UK
- ▶ **Cost Containment:** Fixed pricing resulting in significant cost savings
- ▶ **Scalability:** Easily increase capacity when the need justifies it with 2Mbps-1Gb high-speed, scalable connectivity
- ▶ **Reliability:** Proven technology from an industry leader

FAST, FLEXIBLE, SECURE INNOVATION.



Easynet delivers the Ethernet access services you need, when and where you need them - with **99% coverage** across the UK and competitive pricing.

ETHERSTREAM

ETHERSTREAM FIBRE

When business needs demand bandwidths up to 1GB, EtherStream (fibre) access circuits delivers the choice for resilient access, nationwide. Easynet can deliver fibre access services from any of our 39 Points of Presence or via the largest enterprise local loop unbundled network in the UK, from up to 1200 Easynet LLU exchanges.

ETHERSTREAM COPPER

The first to market with 'Ethernet in the first mile' (EFM) technology means you can put trust in Easynet's experience to deliver an access solution designed for your needs. Easynet's ultra-reliable LLU network offers bandwidths up to 40Mb with EtherStream (copper) services. EtherStream (copper) offers businesses a low-cost and efficient way to connect to core business solutions from all 1200 Easynet LLU exchanges.

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EFFICIENCIES THROUGH HIGH BANDWIDTH ETHERSTREAM

Customers need high-speed access solutions to satisfy their growing bandwidth requirements. EtherStream can be deployed nationwide as an ideal way to overcome the bottleneck of traditional access connectivity. Delivering highly reliable and secure access bandwidth, EtherStream supports high volumes of critical traffic, reliably and easily.

Flexible Costing

Cost flexibility has always been one of the key benefits of Ethernet, delivering a lower cost per megabit than legacy leased line access. With EtherStream, you pay for only what you need, when you need it.

Scalable for your Needs

Greater efficiency is generated with the ability to seamlessly scale upwards with growth and changing needs. EtherStream meets changing business priorities and demands with easy upgrades and minimal disruption.

High-Speed Application Access

Ethernet provides low-cost, high bandwidth to support large scale consolidation and high capacity applications like managed hosting, videoconferencing, VoIP and more.

ETHERSTREAM WITH MANAGED MPLS

Easynet provides fully outsourced managed services, delivering converged network solutions for your data, voice and video. With Ethernet fast becoming the standard access method as an alternative to traditional leased lines, EtherStream links locations together quickly and efficiently over MPLS, enabling a continuous and secure flow of data with seamless integration.

EtherStream is ideal for sites running high volumes of mission-critical traffic, reducing problems sometimes experienced with network services such as high costs and reliability.

RELIABLE ETHERSTREAM ACCESS FOR BUSINESS CONTINUITY

Network performance is consistently a top priority for businesses. With Easynet's network reliability, requirements for hosting and telepresence are fully supported allowing for uninterrupted productivity and business continuity.

Supporting Business Change

Business change and growth are seamlessly supported. Your business can rely on a flexible and innovative network design that evolves with your business.

High-Availability

Mission-critical applications when you need them. Our proactively managed Ethernet services let you focus on supporting your key business priorities; reliably and securely.

Reliability for Success

With EtherStream, you can expect a reliable service with an outstanding 24x7 support backed by a comprehensive set of Service Level Agreements (SLAs).

ETHERSTREAM WITH MANAGED HOSTING

Easynet provides market-leading managed hosting and virtualisation services which are rapidly scalable, resilient, high bandwidth environments. Easynet's data centre facilities combined with EtherStream access is perfect for Storage Area Networking and bandwidth intensive centralisation.



EtherStream makes it possible to deploy cost-effective solutions by enabling business-critical applications and data to be managed over a high-speed, low-cost networked locations.

ACHIEVE CONSISTENT COMMUNICATIONS WITH ETHERSTREAM

Business performance is driven by the need to support central and branch access to hosted applications and content. Easynet's proactively managed and innovatively-designed EtherStream access lets you focus on the important part of business today: effective communication.

Dependability for your Business

Reliable access keeps your business better connected. EtherStream is a robust access technology and an efficient and cost-effective way to support your hosting, WAN optimisation, CRM, ERP, and resource sharing needs, as well as enhanced Internet and MPLS requirements.

Drive Effectiveness

High-bandwidth services improve communications, allowing organisations to concentrate on critical priorities and objectives.

Prioritise your Communications

What's most important to your business gets highest priority. We connect your sites via high-speed access and support you with Quality of Service (QoS) levels to ensure that your key applications, such as hosting, VoIP and Telepresence are prioritised and accelerated across the network.

ETHERSTREAM WITH MANAGED TELEPRESENCE

EtherStream makes videoconferencing possible. Managed Virtual Meeting (MVM) is Easynet's fully managed global telepresence solution. MVM provides high quality and reliable video collaboration between locations, reducing travel costs and improving business productivity and effectiveness.



Managed Virtual Meeting combined with EtherStream delivers a return on your investment by increasing utilisation of your video and telepresence facilities through ease of use and reliability.

ENJOY HIGH QUALITY CONNECTIVITY, CONFIDENTLY, EVERYWHERE **WITH ETHERSTREAM**

Easynet has the experience and portfolio to deliver industry-leading solutions. And EtherStream, built on the power and reliability of Ethernet, is another example of how we do it.

Easynet Global Services develops and provides tools to promote and enable the collaboration today's organisations demand.

With EtherStream, your organisation can benefit from a comprehensive Easynet toolset that enables even greater levels of collaboration - including Managed Telepresence (MVM), Managed Hosting, WAN Optimisation, IP applications, back-up, storage, disaster recovery services and more.

Call us today to discuss your changing business requirements - and learn how our innovative, reliable high-speed EtherStream services can help your organisation.

0800 053 0671

etherstream@easynet.com

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Easynet Spain

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