



CASE STUDY

## SUMMARY

### Customer

Baltimore Technology Park (BTP) is the premier data center for colocation in the U.S. mid-Atlantic region, serving clients in Baltimore, Maryland, Washington, D.C. and northern Virginia. The company's state-of-the-art 30,000 square-foot facility offers a complete colocation solution: rack storage, security, connectivity, power distribution and backup, and environmental controls.

### Goal

As part of a major facility expansion, provide secure, customizable rack storage, power distribution and power management for hosted customer equipment.

### Solution

42U SmartRack™ Enclosures

- SR42UB Metered and Switched/Metered PDUs
- Various Models

### Results

SmartRack Enclosures and PDUs (various models) were delivered and installed in a timely manner to help meet the current and future needs of BTP's customers.

# Baltimore Technology Park Relies on Tripp Lite to Meet the Needs of a Growing Customer Base



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### Goal

A growing customer base inspired BTP to embark on a major facility expansion project. Senior IT Project Manager Michael J. Mummert and his team faced the challenge of providing an estimated 100 new rack enclosures with power distribution capability for new and existing customers. Depending on individual customer requirements, power distribution units with advanced power monitoring and management features could be required. "Secure rack storage and reliable power distribution are important pieces of the service we provide to our customers," Mummert said. "We needed to find a solution that was cost-effective for us, but without sacrificing quality." On the recommendation of his CDW representative, Tom McHugh, Mummert decided to contact Tripp Lite.

Responding to BTP's requirement, the Tripp Lite team (Rachel Wright, Chris Varsek and Seth Foley) presented a solution based on the SR42UB 42U SmartRack Enclosure. With its premium features and ease of configurability for a wide range of applications, the SR42UB fully met BTP's specifications. For power distribution, the team recommended Tripp Lite's line of metered and switched/metered PDUs. Because BTP's customers have diverse needs, Tripp Lite's extensive selection of PDU formats, features and capabilities made an attractive choice. Best of all, the proposed Tripp Lite solution was priced about 20% lower than the racks and PDUs that BTP was currently using.

"The most important factors that drove our decision were cost and product quality," Mummert explained. "Availability was also a concern, given the demands of our ongoing expansion. After considering all our options, we decided that Tripp Lite offered the best solution, with quality products at an excellent price point, plus the ability to fulfill our requirement quickly."

### Solution

#### SR42UB 42U SmartRack Premium Enclosure

- Premium, cost-effective rackmount solution for high-density servers and all network equipment
- 3000-lb. stationary/2250-lb. rolling load capacity
- Locking, reversible, removable front door; locking, removable split rear doors;



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ISO 9001  
CERTIFIED QUALITY SYSTEMS



continued

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locking, removable side panels

- Designed for easy integration of cooling, power distribution and cable management options
- Full range of rackmount accessories available

### Metered and Switched/Metered Power Distribution Units

- Provide IT managers with a range of a variety of advanced monitoring and network control functions
- Digital current meter displays total power consumption, permitting maximum PDU utilization
- Switched models enable individual PDU outlets to be remotely monitored, turned on and off, recycled or locked out
- Wide selection of cabinet configurations suitable for 1U (horizontal) and 0U (vertical) rack installation
- Rugged all-metal cabinets and high-quality plugs/outlets for reliable service in demanding environments

### Results

Tripp Lite's ability to provide the right products at the best price in a timely manner enabled Baltimore Technology Park to meet the demands of its expanding customer base in a cost-effective manner. "Thanks to Tripp Lite we achieved our key objective," Mummert said. "We were able to maximize our purchasing power and cut costs without compromising the high standard of service that our customers demand."

Mummert added that he was also impressed by Tripp Lite's high standard of service. "When a few rack enclosures arrived in a damaged condition, the Tripp Lite team addressed the issue immediately and replaced them for us quickly," he noted. "Overall, it's been a very positive experience for Baltimore Technology Park. When we needed a high-quality, cost-effective solution, Tripp Lite got the job done for us."



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