

Case Study

Tullow Oil

Customer	Tullow Oil Plc
Location	London
Requirements	Flexible infrastructure for the brand new Tullow Oil Headquarters
Equipment	Excel Cat6 _A F/FTP, Excel Fibre and Excel Server Cabinets

Customer's View

"Being an Excel Cabling Partner, we could not only competently install this great range of products, but we are also able to provide a 25 year warranty on the infrastructure, providing Tullow Oil with the futureproofed solution they required. Through Excel we were able to use a pre-terminated solution meaning that we were able to complete this massive installation in a very short period of time and we could stay within Tullow's short timescale."

Mike Coakley, Director, Systemax Communications Ltd



A brand new multi-million pound headquarters was being built in London for Tullow Oil Plc, a leading independent oil and gas, exploration and production group. The Group was founded in 1985 just outside of Dublin and now has interests in over 85 exploration and production licences across 22 countries and focuses on four core areas: Africa, Europe, South Asia and South America.

The building of the new headquarters was a large project and one that needed completing within strict timescales. As with any functional building, a key aspect of the new build was the IT infrastructure and Tullow Oil required a solution that would expand with them and keep working with them well into the future.



Peldon Rose was the Main Contractor for the new premises, overseeing the project. Peldon Rose needed to work with infrastructure experts to complete that part of the project and they chose to work with Systemax Communications Ltd. Systemax, based in Kent, is a specialist in Voice and Data integration products and services.

After understanding the requirements of the new building, Mike Coakley, Director of Systemax, proposed that the Excel product range be used. Having worked with Excel for a number of years, Mike felt confident that the Excel range would be the best solution. "Copper and Fibre Optic cable would be needed for the project, as well as Cabinets, and Excel offers all of those products and they are of excellent quality. We were very confident in the product range and knew that it would be ideal for the project," Mike said.

Systemax had previously installed Excel Cat6 for two previous buildings for Tullow Oil, so when they suggested using Excel Cat6_A for the new building, Alan Lee, Tullow Oil's IT Manager, considered it a sensible option, and was more than happy to continue using the Excel product range. "Having previously installed Excel at our other building," Alan explained, "and never experiencing any network issues, Excel was the natural choice for the new building."

The initial installation design was carried out by Systemax, and they had to make sure, with Tullow Oil's vast growth and constant development, that the design was flexible. It was a key requirement that the infrastructure could evolve with the Group. Even as the project was being carried out, significant changes needed to be factored in as the company grew by 30% in just a short space

of time. The initial proposal of 4000 outlets quickly grew to 5200 outlets, with the company taking on approximately 60 new employees every month.

This was a major challenge for Systemax, as not only did the design of the system constantly need changing, but they had to ensure that it could be constantly changed afterwards, and over time, with the growth of the Group.

Excel Cat6_A F/FTP, Excel Fibre and Excel Server Cabinets were all used as part of the install, which took place between September and December 2010. Given the size of the project and such a tight required installation time, a pre-terminated solution was chosen as the best option.

Working with Excel, Systemax could be provided with a pre-terminated solution. Pre-terminated cabling systems are ideal for installations that allow for very limited time on site. The Excel offering allows the installer or user to retain control, choosing from any of the products in standard range. The customer selects the product, pays the same price per component as a standard install, and Excel provides the termination and labelling service at a very competitive cost.

The Excel pre-terminated solution provides a fully traceable and warranted system.

Mike commented, "The pre-terminated solution meant that we completed both '1st and 2nd fix' in the one process saving as much as 75% of the usual on site installation time and meeting Tullow Oil's challenging timescale."

Excel Cat6_A was the chosen cabling solutions as it takes the performance capabilities of copper infrastructure to new levels. With independent approval from Delta, as with all Excel cabling products, and full compliance with the ISO11801 Class E_A specification, this compact cable is designed to handle the latest LAN and Datacentre applications including 10 Gigabit Ethernet. A futureproofed solution such as this was perfect to meet Tullow Oil's requirements.

To house the cable, Excel Server Cabinets were chosen. These cabinets have been designed for the safe and secure housing of network and server equipment and are ideal for mid-size server rooms through to multi rack datacentre installations. The welded frame construction creates an extremely strong, yet versatile cabinet.

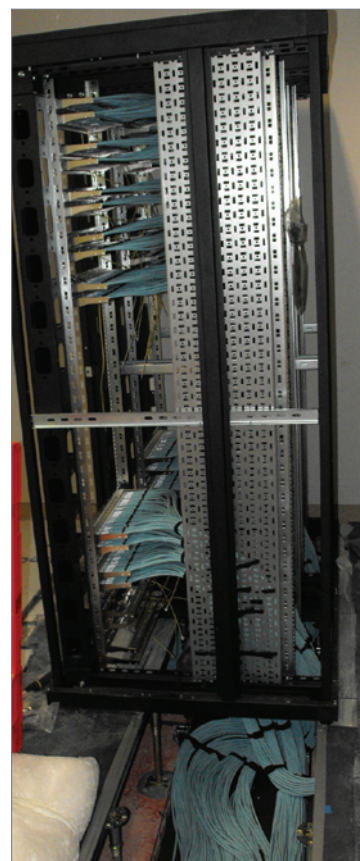
The key features of the Cabinets allow for ease of use and are aesthetically pleasing, and include strength and air flow / ventilation management. Access to equipment is also easily assured due to quick release side panels and front and rear doors mounted with quick release spring loaded hinge pins.

Paul Cave, Excel Technical Manager, was confident from the start about Tullow Oil using the Excel product range. "By using the Excel range Tullow Oil has been able to really optimise on the great advantages of the products," Paul commented. "The high quality range has so many benefits and although suitable for any sized project, the scope of the Tullow Oil installation has meant that the many assets of the range have been maximised."

Paul worked closely with Systemax throughout the whole project and was very impressed with how the installation was completed. "I visited the site on several occasions to view the progress," Paul explained, "and I was very impressed with Systemax's quality and speed of installation. They were ideal partners for the project."

The completed project has given Tullow Oil a futureproofed network that will continue with the life of the building. Its flexibility will mean that it can grow and change as Tullow Oil does and no major disruptions need to take place no matter how many more outlets are needed.

"Being an Excel Cabling Partner, we could not only competently install this great range of products, but we are also able to provide a 25 year warranty on the infrastructure, providing Tullow Oil with the futureproofed solution they required." Mike concluded.



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