

## Redstone gagne un avantage compétitif grâce à l'adoption de la gamme de produits Versiv™

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## Aperçu général

**Client :** Redstone

**Industry:** IT Infrastructure Services

**Location:** United Kingdom

### Défi :

Redstone provides structured cabling and intelligent infrastructure management for IT data center design and implementation, and smart building deployments. La société a établi une réputation d'excellence en se concentrant sur la qualité de ses services et ses performances avant tout. Sa réputation grandissant, les attentes des clients se sont également multipliées, ceux-ci veulent obtenir toujours plus, et ce, plus rapidement et à moindre coût. Redstone est constamment à la recherche de tout éventuel avantage qui l'aiderait à répondre aux demandes de ses clients. Les tests de réseau et la certification ne font pas exception.

### Résultat :

Redstone a mis à niveau leur gamme complète d'appareils de test et a opté pour la nouvelle plate-forme Versiv, de même que 40 unités DSX-5000 CableAnalyzer™, nombre d'entre elles sont équipées d'instruments de test de la perte optique (OLTS) CertiFiber® Pro et de caméras d'inspection de la fibre optique. La société a également acheté 20 unités de l'assistant réseau OneTouch™ AT. Redstone emploiera ces nouveaux systèmes pour tester l'installation de plus que 250 000 liaisons cuivre et 25 000 noyaux de fibre optique tous les ans. La migration vers la plate-forme Versiv permet de bénéficier de gains de temps significatifs pour chaque installation, tout en offrant une flexibilité accrue grâce à ses modules interchangeables pour le test du cuivre et de la fibre optique.

### Produit :

Versiv, DSX-5000 CableAnalyzers and CertiFiber Pro Optical Loss Test Set (OLTS)

## Présentation

Founded in 1996, Redstone provides structured cabling and intelligent infrastructure management for IT infrastructure, data center design and implementation, and smart building deployments. The company offers a full line of services, including consulting, engineering, project management, technical support, and site audits.

Redstone focuses each and every installation from a building management point of view. This holistic approach offers an integrated platform designed around customer requirements to deliver better economic, social, and environmental performance. Redstone customers span the United Kingdom, Europe, and Asia with a large concentration in the financial, legal, and petro-chemical markets.

## Défis

Redstone spent years building a reputation for excellence by focusing on service quality and performance above all else. Customers began expecting more as the company's reputation grew, pushing Redstone to continually seek any advantage possible. Redstone now invests heavily in facilities, technologies, and training to ensure that its staff has the capabilities and expertise needed to exceed customer expectations.

The Redstone Logistics Centre is one such investment – a more than 25 000 square meter, purpose-built facility that combines pre-termination for copper and fiber and converged network staging with additional warehouse space. The Centre enables a higher level of service for Redstone customers by ensuring all solutions are thoroughly tested and technically assured before implementation within live environments.

“The Redstone Logistics Centre configures and tests each voice and data solution we deliver to ensure streamlined installation with optimized performance over the life of the deployment,” said Roger Stevenson, services director for Redstone. “This allows us to prove the integrity of the network solution prior to delivery, ensuring that each implementation starts a step ahead of the game.”

Stevenson is responsible for the delivery of all Redstone services. He has seen first-hand how customer project and specification demands have evolved to require more precision and shorter timeframes – all with shrinking budgets.

“It's all part of doing business in today's marketplace,” explained Stevenson. “Customers need to get more for their money and in less time, thanks to shrinking

margins across the board. We feel the pain in almost every project. Any minute saved is cherished.”

While the Redstone Logistics Centre eliminates a majority of the network installation issues, problems still do arise. In addition, each link must be tested and certified after installation. Stevenson began evaluating technologies to see if the company could extend its competitive advantage.

## Solution

Redstone purchased the Versiv Family of Cable Certification testers to boost its structured cabling and intelligent infrastructure offerings. With interchangeable modules for copper and fiber testing, Versiv gives Redstone the ability to more quickly, accurately, and profitably achieve system acceptance on cabling and maintenance projects for customers.

“The speed, flexibility, and project management features of the Versiv platform kicks our performance up to a new level,” said Stevenson. “As a leader in the marketplace, we need to use the latest and greatest technologies available to deliver the best outcomes possible for our customers. Versiv does just that.”

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## Résultats

Redstone installs and certifies more than 250 000 copper links and 25 000 fiber cores each year. Migrating to the Versiv platform saves significant time with each installation while providing added flexibility through its interchangeable modules for copper and fiber testing.

Versiv's ProjX™ software also adds better project management capabilities to accelerate planning and deployment across multiple jobs. The software allows project teams to fully load an entire project onto a USB device and take it out into the field. From there, the project can be placed on several devices and testers across multiple floors, buildings, or project sites.

ProjX further enhances project management by giving engineers all information they need in a central tool. This centralized information enables up-to-the-minute project analysis and oversight for nimble project management and execution.

“ProjX lets our engineers know exactly where projects stand and what needs to be done next,” said Stevenson. “If data needs to be analyzed, ProjX tells them what they need to compile and bring back to the office for analysis. Knowing that our engineers have the right tools for the job provides me with a lot of peace of mind, which is reassurance that I can pass on to our customers.”

The Redstone services team will use the OneTouch AT Network Assistants to support more than 45 000 users and carry out more than 70 000 channel installations and 19 000 fault rectifications this year alone. The solution adds to the time and cost savings of the Versiv platform. The team will have access to all diagnostic information on a single screen with an intuitive, touchscreen interface. There are fewer applications to page through and no menus to drive. All of the information is front and center, ready for use.

“Over time, the Versiv platform and OneTouch AT Network Assistants are going to reduce the man-hours we spend on projects to a very significant level, which we'll be able to factor into cost savings for both Redstone and our customers,” said Stevenson. “The systems seem to be uniting our project teams to make better fixes in less time. There is no question that Fluke Networks is making us more competitive.”

## À propos de Fluke Networks

Fluke Networks est le numéro un mondial dans les domaines de la certification, du dépannage et des outils d'installation pour les professionnels de l'installation et de la maintenance d'infrastructures de câblage réseau stratégiques. De l'installation de centres de données les plus avancés à la restauration de services dans des conditions difficiles, nous allions fiabilité exceptionnelle et performances inégalées pour des tâches réalisées de manière efficace. Les produits phares de la société incluent l'innovant LinkWare™ Live, première solution au monde de certification de câble connectée sur le cloud, avec plus de quatorze millions de résultats téléchargés à ce jour.

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