EXECUTIVE SUMMARY

Challenge
Deliver superior network service with low latency and high reliability to a fast-growing customer base

Solution
• Brocade MLX Series routers
• Brocade FastIron Edge X Series switches
• Brocade FastIron WS Series switches
• Brocade NetIron XMR Series routers

Results
• Increased network scalability and performance to support exponential growth
• Gained the ability to deliver “five nines” uptime and full redundancy to customers
• Created a low-latency network to ensure optimal application performance

For businesses in Denmark, northern Germany, and Sweden, GlobalConnect is a popular carrier of choice. As Denmark’s leading alternative provider of network and hosting solutions, GlobalConnect manages a Carrier Ethernet network that spans its home country and parts of Germany and Sweden. Since launching its business in 1998, GlobalConnect has experienced extraordinary growth.

With €300 million (approximately U.S. $411 million) invested in 12,000 km of optical fiber—and more than 1000 km being added annually—GlobalConnect is able to provide customers with very high speeds and supply extensive transmission networks to service providers and mobile operators using Carrier Ethernet, DWDM, and WDM technologies. GlobalConnect has more than 200 carrier customers and 700 enterprise customers, and has doubled customer connections year over year. This fast-paced growth was starting to impact network performance, prompting GlobalConnect to expand its network to accommodate the increasing subscriber base.

BUILDING A SOLID OPTICAL FIBER NETWORK

Customers, including major banks, rely on GlobalConnect to deliver scalability, reliability, and security. GlobalConnect needed a networking infrastructure solution that could meet the growing requirements of its customer base and provide exceptional performance—at the best possible price.

GlobalConnect made a significant investment in its network in 2004, and selected Brocade® products for the majority of its infrastructure needs. Over the years, GlobalConnect has deployed more than 2500 Brocade network switches, with up to 250 purchased at a time. “This is an accomplishment in itself and says a lot about the product quality,” says Peter Olsen, Chief Technology Officer of GlobalConnect.

“The switches are scattered throughout Denmark; we’ve deployed Carrier Ethernet throughout the country.”

Olsen’s staff is currently deploying about 30 new switches per month, with the majority used as Customer Premises Equipment (CPE).
SUCCESS STORY

devices to connect enterprises to
globalconnect’s optical fiber network.
these switches include the brocade
fastiron® edge x series and fastiron ws
series. in addition, globalconnect has
deployed brocade netiron® xmr series and
brocade mlx® series routers.

according to olsen, globalconnect initially
selected brocade because its products
delivered from day one the ideal mix of
industry-leading price, performance,
and features. globalconnect has since
standardized on brocade products because
it needed a packet-switching platform that
could offer transport at a lower cost than
its sonet/sdh-based network. “carrier
ethernet is one-tenth the price per bit
transported compared to sonet/sdh,”
explains olsen.

riding the light

globalconnect’s fiber-based carrier
ethernet network, based on brocade
equipment, has allowed the company to
build out its network essentially to customer
order. by using a ring architecture rather
than a star-based topology, globalconnect
ensures “five nines” uptime and provides
critical redundancy to its customers.

through its extensive infrastructure,
globalconnect is connected to the internet
via d-ix, am-s-ix, and five tier 1 bandwidth
providers. in addition, globalconnect was
instrumental in bringing connectivity to
two ocean bridges—connecting the danish
island of sjælland with denmark to the
west, and sweden to the east. “without our
infrastructure, access for motorists would
stop because the toll booths, gates, and
signage wouldn’t work,” olsen says.

globalconnect offers significantly low
latency for enterprise customers, including
those hundreds of miles apart. “applications
can run badly over slow connections, which
affects performance and ultimately staff
productivity,” explains olsen. low latency
ensures optimal application performance,
which is especially critical to financial
institutions and other markets that cannot
afford delays.

no end in sight for
network growth

olsen says globalconnect has invested
millions of dollars in brocade equipment,
and he expects to continue purchasing
solutions from brocade. “if someone had
told me that we’d have 2500 brocade switches
installed within seven years, i’d have thought
they were crazy,” he says. “but i am very
proud of the size and performance of the
network we rolled out in that timeframe.”

olsen adds that from 2008 to 2011,
globalconnect experienced 100 percent
customer growth, a trend that he expects
will continue. brocade networking solutions
have the built-in scalability to support
such growth well into the future. olsen
also welcomes the direct relationship with
brocade and the world-class technical
support his company has received.

“brocade is a major part of globalconnect’s
success story,” notes olsen. “we have
been amazed by the quality, available
features, and competitive pricing. at the
end of the day, it means we have stayed
competitive, and brocade is one of the
reasons why we have been profitable from
the start of operations.”

— peter olsen, chief technology officer
at globalconnect

for more information, visit www.brocade.com.