



# NORTH

Cutting-edge data  
centre solutions

Secure and resilient  
solutions that reduce costs  
and maximise efficiency

Stronger networks, smarter places

# We make your world a smarter, safer place.

North has industry leading expertise in mission critical data centre design, deployment and operation. We work with data centre owners and operators, as well as major global technology and finance companies, to optimise their operations and ensure that the data centres at the heart of their businesses work smarter, are simpler to manage and more efficient to run.

We leverage the latest technologies and our deep expertise to implement secure, robust networks that you can rely on. We'll work closely with you to understand your existing environment, your needs and your challenges. We'll explore how best to integrate the proposed changes and create an implementation plan that minimises downtime and delivers operational improvements, fast.

Continuity of service is paramount, which is why we offer 24/7/365 support on-site or on-demand to resolve any unexpected issues.

# Infrastructure specialists

North designs, deploys and supports resilient network cabling infrastructure solutions that deliver robust, high-performance connectivity. The combination of our smarter designs and our extensive knowledge enables us to create networks of outstanding reliability, delivering maximum uptime. And everything is designed and optimised specifically to meet your business objectives.

## Experience

With more than 20 years' experience specialising in structured cabling, fibre optic cabling, air-blown fibre systems and associated infrastructure we understand enterprise-wide impacts, interdependencies and the scope for introducing efficiencies.

We deliver cabling solutions from the leading vendors and manufacturers, and our fully trained RCDD, CNIDP & CDCDP qualified experts can advise on the best options to maximise the efficiency of your network, bringing you a significant return on investment.



## Expertise

Our expertise extends to all aspects of a data centre deployment – from engaging with contractors at the build stage of a new facility, to supporting the solutions, services, racking and containment, to providing specialist cleared resources that support data centre operators and owners through a managed service.

Our highly skilled teams across the UK and Europe have a proven record of delivering projects on time and on budget, even in the most challenging and complex of environments.

# Advanced security is our priority

Our experience of working in highly secure mission critical data centre environments – including in the Global Finance sector, Defence & Justice, and Critical National Infrastructure – means we understand their unique security challenges. From CCTV monitoring and advanced access control, to perimeter detection and identity management, our advanced solutions for safeguarding buildings, assets and data are proven over many years, and continually enhanced.



North's unique understanding of both the physical security and the network it resides on allows us to deliver fully integrated solutions. We can provide you with a centralised platform and a real-time view of all of your applications, allowing you to manage your entire estate from a single place.

Introducing more robust, standardised security operations will help you ensure compliance, and will provide your operators with clear procedures to follow or automate – ultimately, ensuring they become more efficient and effective – allowing you to manage and monitor your entire security operation from one single location.

A centralised approach offers improved situational awareness, increased efficiency and actionable insight that is only made possible by combining multiple systems and data sources.



### **Video Management System (VMS)**

Gives you a clear picture of incidents and empowers your team to react quickly to threats. It also lets you tap into the convenience of cloud video surveillance to extend coverage at remote sites.

### **Intelligent Access Control System (ACS)**

Use of biometrics and intelligent key/lock systems to give you full control over your perimeters and access points, helping you keep restricted areas secure. Control can be layered down to individual racks, so only the right people get to the right places.



### **Automatic Number Plate Recognition (ANPR)**

Makes it easier for your security team to monitor all the vehicles coming and going from your facility, giving you a real-time inventory of vehicles on site, and limiting entrance to vehicles on approved lists.

### **Decision Management System**

Guides your security operators through incidents and operational tasks, and ensures that you are working within regulatory bounds by defining standard operating procedures. Drives 'Event to Action' monitoring features as standard, as well as the use of analytics and verification to monitor defined situations.

### **Investigation Management System**

Allows you to securely collect, manage, and store digital evidence from different sites and share it with regulators or law enforcement.

### **Identity and Access Management System**

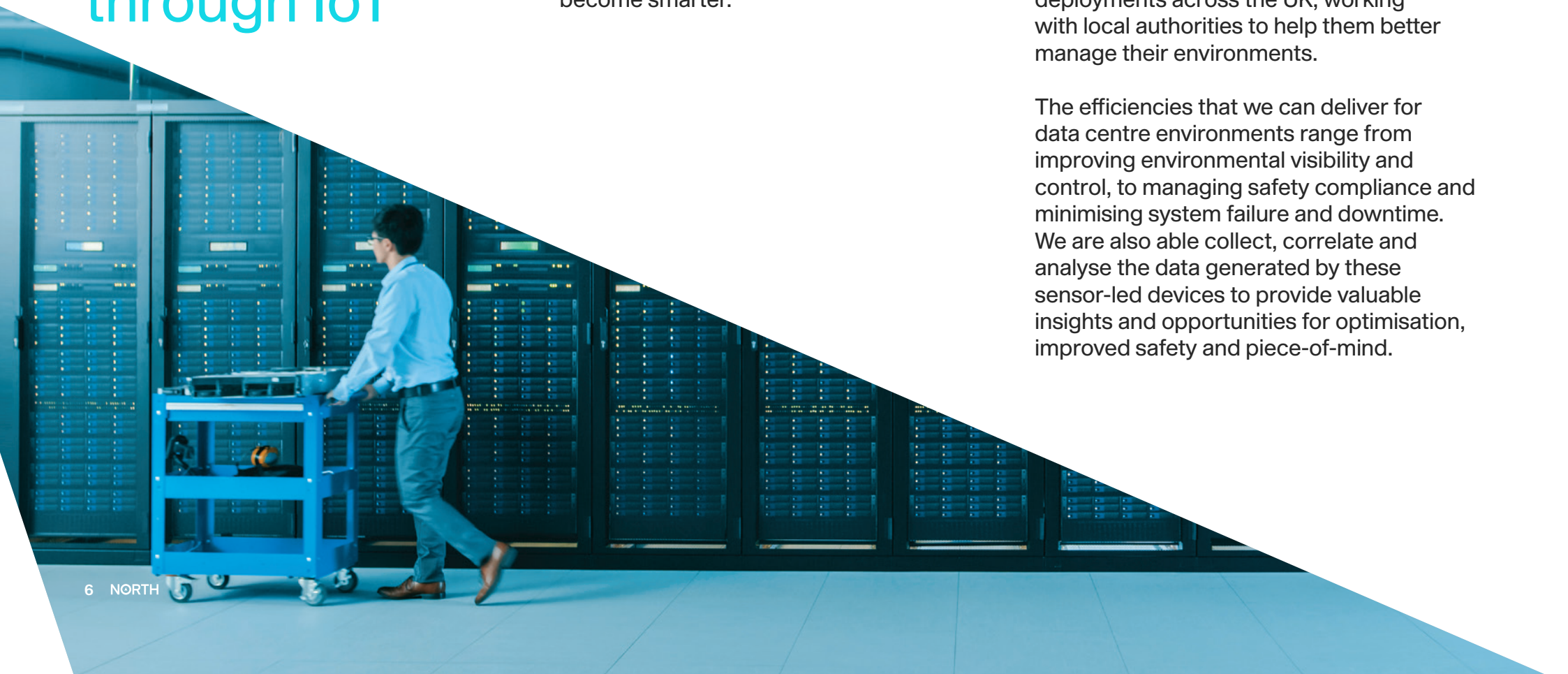
Allows you to manage employee identities, while automating security policies across your sites. Provides a workflow-based approach to requesting, granting, and revoking access to employees and visitors.

# Driving efficiency through IoT

Alongside our advanced security solutions, the integration of sensor-led, connected devices, such as the Internet of Things (IoT), and intelligent management platforms, enables data centres to affordably become smarter.

North are specialists in using IoT technologies to better understand the operational performance of complex environments. We have been responsible for multiple large scale city-wide IoT deployments across the UK, working with local authorities to help them better manage their environments.

The efficiencies that we can deliver for data centre environments range from improving environmental visibility and control, to managing safety compliance and minimising system failure and downtime. We are also able collect, correlate and analyse the data generated by these sensor-led devices to provide valuable insights and opportunities for optimisation, improved safety and piece-of-mind.



### **Integrated Control Centre**

Offers enhanced, real-time awareness and actionable insight, made possible by combining multiple systems and data sources. Management from one centralised space ensures a more holistic and flexible approach to big data capture and analytics.

### **Environmental Monitoring**

Provides localised measurements across the site, covering key parameters such as temperature, humidity, CO2, volatile chemicals, particular matter and noise. Data centre equipment must be kept within optimal operating conditions to maintain its longevity and reduce system failure. Real-time analysis can quickly highlight issues before they become widespread.

### **Leak Detection**

Provides an early warning signal to support rapid remediation of any water leaks from air conditioning or general plumbing, which would otherwise cause significant damage if left undetected.



### **Building Compliance Management**

Allows you to remotely check and report on areas such as fire door status, emergency lighting, water safety and fire appliance status, ultimately lowering the number of required visits to your data centre and drastically reducing your operational costs.

### **Asset Tracking**

Offers simple in-building tracking that is designed so you never lose high value items again. Our range of active tags can be used to provide both historic and real-time location data as well as alerts when items leave defined, geo-fenced areas.



### **People Monitoring**

Intelligent CCTV analytics can be used to identify and track external visitors to your site, contractors, delivery people and more, improving safety and efficiency across the board.

### **Rack Monitoring**

An additional level of security that monitors when certain data centre rack enclosures are accessed and provides an audit trail. Real-time alerts can be provided and integrated with active visitor passes so individuals can only access permitted enclosures and can be identified.

# Your expert data centre partner

North is uniquely positioned to manage a broad range of the aspects involved in data centre design, deployment and operation. We are the only provider you need, offering one streamlined service that delivers your physical infrastructure, integrates your systems, and delivers advanced security and maximum efficiency across the board. What's more, we can seamlessly scale to accommodate your evolving needs.

Our team have industry-leading expertise across every department. They are highly skilled and come with the highest levels of clearance. At every stage, we bring innovation to the table – no challenge is too difficult, nor environment too complex.

## Automated Management

North's Celsius AQT Management portal is a unique and highly efficient software solution that allows full visibility and complete control of your project from initial quote to final delivery. It provides you with a direct line of communication to us, allowing for bespoke requests, self-service and faster responses – ultimately giving our clients greater access and control of the order process and ongoing reporting and management. And upon completion of your project, you'll have an auditable trail from start to finish, as well as a repository of test results, warranties and other project or compliance documentation.

### Infrastructure Management

North's Celsius Infrastructure Management software is a bespoke management tool for networks, which provides real-time intelligence on the status of all your assets, with access tailored to specific roles within your organisation. It gives you diagrams of every single cable, every single server rack, and every piece of kit in your setup, helping you to track, audit and manage the maintenance of each.

### Smart Hands Service

North's Smart Hands service provides experienced on-site technical support to help you flexibly manage your IT infrastructure. Our skilled technicians deliver a range of benefits from minimising downtime to ensure your critical operations are efficient and run smoothly 24/7/365.

### Top-tier partners

We're proud of our superior understanding of the solutions and analytics platforms that we implement. We have partnership contracts with the world's top tier, most highly sought-after vendors and we know how to get the best out of their technologies.

### Net zero commitment

At North, sustainability is a core element of our business strategy. We are committed to driving meaningful change towards a net zero future. Through our environmental stewardship, technological innovation, and collaborative partnerships, we are proud to contribute to the global efforts in addressing climate change.



# Smarter Data Centres

## Decision Management System

Guide operators' response to predefined custom events and incidents, ensuring regulatory compliance. Ability to securely grant access to evidence at the click of a button.

## Intelligent Electronic Access Control System

Biometrics and intelligent key/lock systems give full control and security over your perimeters and access points. Control can be layered down to individual racks, so only the right people get to the right places.

## Intelligent CCTV and Perimeter Detection

Intelligent security solutions protecting people, buildings and places. Video analytics to detect potential intruders and drones with cloud video surveillance to extend coverage at remote sites. Real time automatic number plate recognition (ANPR) for vehicle tracking and real-time inventory.

## Environmental Monitoring

Manage and monitor air quality, water levels, flood risk and noise pollution. Importance of this in Data Centres as the equipment must be kept within optimal conditions.

## PA/VA Integration

Automated Public Address systems integrated with safety and security systems.

## Remote Capabilities Checks

Onsite and remote compliance and safety checks with real-time awareness for actionable insights and secure automations.

## Fully Integrated Control Room

Converged visibility and insights across multiple systems and data sources.

## Public, Private and Low Power Wireless

Provision of multiple networks for connecting people and devices.

## Physical Network Infrastructure

Accredited specialists in installing copper, fibre and IP data centre infrastructure.

## Access Rights and Compliance

Manage employee identities and user permissions, while automating security policies across sites through a workflow-based approach.

## Network Health Monitoring

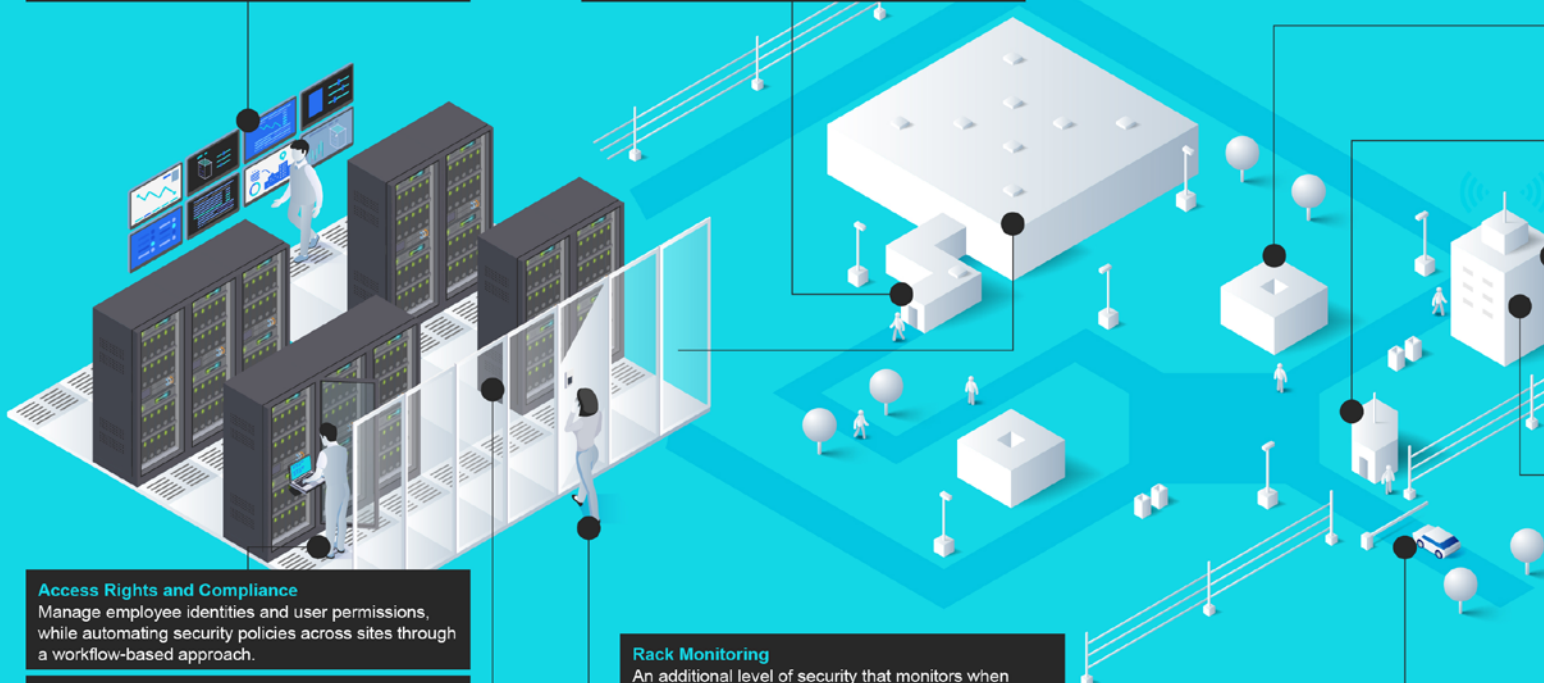
North's Celsius software provides real-time intelligence on the status of your network and assets, with tailored access helping you to track, audit and manage the health of the network.

## Rack Monitoring

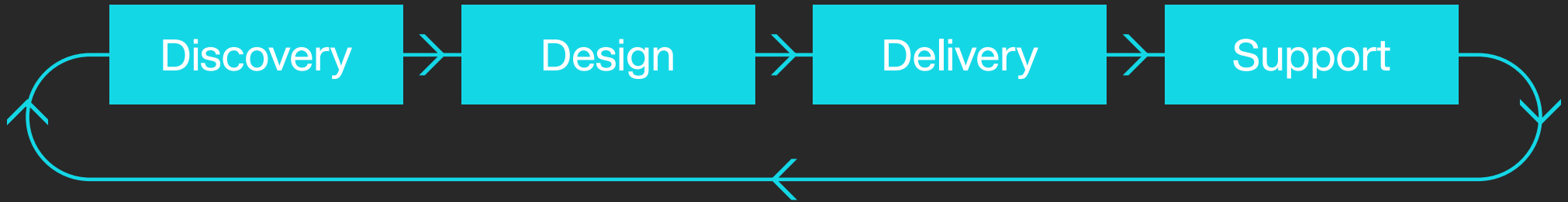
An additional level of security that monitors when certain data centre rack enclosures are accessed and provides an audit trail. Real-time alerts can be provided and integrated with active visitor passes so individuals can only access permitted enclosures and can be identified.

## Physical Access Control

Barrier/fenced access with turnstiles and speed lanes to control flow, monitored by thermal cameras. Access authentication at secure entries.



# North's four-stage service



Our extensive discovery service is designed to provide you with a deeper understanding of your networks, systems, and estates. We build each project on robust research, real customer understanding, and a collaborative agreement of needs and expectations.

Our expert design teams work alongside you to plan secure integrated solutions that deliver clear benefits. We bring over 20 years' experience in bespoke network and project design – informed equally by our partnerships with leading tech vendors and our wealth of experience in practical delivery.

We pride ourselves on smooth, efficient delivery of even the most complex combined technologies. From construction to fit out and installation, we're the safest pair of hands you can find. Your critical operations keep running smoothly, and your projects are delivered on time and to budget.

Our flexible support solutions, smart hands and managed services are here to help you 24/7/365 as an extension of your own teams, onsite or on-demand. Our proactive approach maximises network uptime and keeps your places running optimally. Customised support solutions are designed to meet your exact needs.

# Why North?



**Strong, robust, reliable infrastructure and networks**

Built from the ground up, underpinning your data centre operations.

**Tried and tested, reliable, highly secure technologies**

Innovative IoT solutions that allow you to affordably become smarter and safer.

**One streamlined service for physical infrastructure and security**

End-to-end capabilities across data centre design, deployment and support.

**Specialist expertise with high levels of clearance and compliance**

Our greatest asset is our people, their knowledge and their experience.

**Resilient design delivering high availability and maximum uptime**

Ensuring operational and cost saving efficiencies across the board.

**Reliable delivery model with the ability to scale at pace**

Vastly experienced in multiple sectors, with the flexibility to react to demand.

**Fully accredited and industry certified**

Independent recognition that reflects our dedication to excellence.

**Committed to sustainable practices**

Driving meaningful change towards Net Zero is a core element of our strategy.



# Secure and resilient network infrastructure for Ark Data Centres

Ark Data Centres builds and operates highly secure and efficient data centres across the UK and Europe. Ark's locations are specifically chosen to be well connected. Offering services from cloud to campus-wide connectivity, Ark relies on robust and secure network infrastructure to ensure maximum uptime, business continuity and 24/7/365 connectivity.

Today's data-centric culture requires robust and resilient high performance network infrastructure. Ark Data Centres sought a trusted and experienced supplier that could deliver infrastructure services, smart hands and support necessary to meet their immediate needs, while also providing scalability for future growth.

Leveraging North's end-to-end technical expertise in data centre infrastructure design, deployment and operations.

Working collaboratively with Ark, North designed and delivered robust network cabling infrastructures across three core data centre sites in the South of England, with the network infrastructure for a further two sites set to be delivered as Ark expands its operations in 2024 and beyond.

North is a trusted supplier to Ark, delivering end-to-end services, from intelligent design and delivery to the ongoing support of its network infrastructure and structured cabling solutions.

As Ark's needs grow and evolve, North's flexible approach and understanding of the complexity of accommodating growth with minimal disruption has been critical to build a scalable foundation for growth and to support technological advancements.



North's dedicated data centre team has developed a close working relationship with Ark. Providing on-site support across multiple sites, the team delivers responsive design, project management, and installation services for structured cabling solutions, along with technical support and guidance. In support of Ark's ongoing growth plans and ensuring said support is available when needed, North has set up a flex and scale approach, to ensure continuity and connectivity.

Furthermore, by deploying smart management software, North has enabled Ark to manage its BAU and Project works more efficiently. This enables the Ark team to analyse trends over time, leading to enhanced reporting, informed decision-making, and significant time and cost savings.

North delivered:

- Streamlining infrastructure support of three data centre operations
- Deployment of reliable infrastructure and stronger networks
- Ongoing long-term service partnership spanning 6 years
- Deployment of smart management software
- End-to-end expertise, design, and installation
- Responsive, flexible support of business requirements

The results:

- Streamlined infrastructure delivery
- Highly secure, robust and scalable network infrastructure
- Operational and cost benefits
- Automated data collection and reporting
- Foundations for scalable growth
- Maximum uptime and business continuity

“Ark Data Centre sites depend on reliable and secure networks to maintain and optimise our operations, and to deliver the best service to our customers. Our partnership with North enables us to work more efficiently, ensuring that we have foundations and systems in place that are easier to manage, more reliable, and secure.”

**Bob Maxted**  
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Ark Data Centres

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