VERTIV™

Case study

From vision to velocity: How a West African connectivity leader accelerated data centre growth with Vertiv™ SmartMod™ Max

Background

Across West Africa, digital demand is rising fast, driven by cloud adoption, expanding connectivity and the need for reliable, affordable access to digital services.

Playing a key role within this transformation is a leading regional connectivity and managed services provider, committed to enabling digital economies through resilient data centres, network infrastructure and cloud solutions.

With a clear mission to improve internet accessibility, reliability and affordability for businesses and communities, the organisation identified West Africa as a strategic growth hub.

Company profile:

A leading data centre and connectivity solutions provider with a strong presence in West Africa.

Industry: Digital infrastructure service provider.

Region: West Africa.

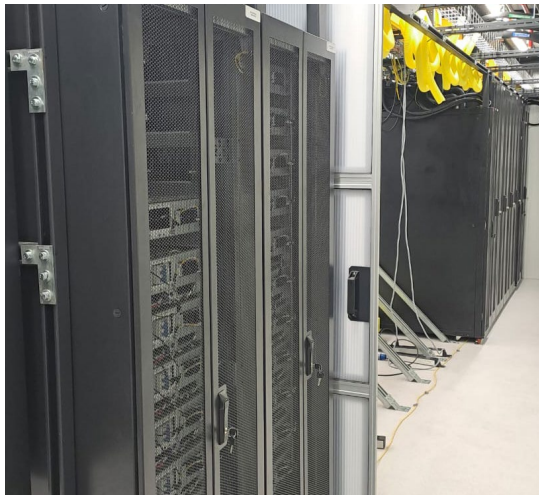
Challenge

The customer sought a modular data centre solution capable of supporting its expansion in West Africa.

Several constraints shaped the project, such as:

- Limited availability of specialised data centre skills locally, increasing risks associated with traditional brick-and-mortar construction;
- Material sourcing challenges, requiring critical components to be imported from Nigeria to keep timelines on track;
- The need to minimise deployment risk and accelerate time-to-market; and
- Full compliance with both local regulations and international data centre standards.

These factors made speed, predictability and reduced on-site complexity critical to the success of the project.



Solution

Vertiv was selected for its proven expertise in customised, prefabricated data centre solutions, as well as its ability to manage the complete project lifecycle—from consultancy and design to installation and commissioning.

At the heart of the project is the Vertiv™ SmartMod™ Max DX, engineered to support an IT load of 57 kW.

Purpose-built for the site, the solution features:

- Direct expansion (DX) air-cooling, optimised using local climatic data;
- Design aligned with applicable ASHRAE guidelines;
- Full integration of critical infrastructure within a single enclosure, comprising:
  - UPS systems;
  - HVAC units;
  - Batteries;
  - Power distribution boards; and
  - Support for third-party components.

This fully integrated approach enabled rapid implementation while delivering a resilient, scalable foundation for the company's data centre environment.

Results

From engineering to deployment, the entire solution was delivered in just 24 weeks, compared to the typical 52-72-week timeline associated with traditional data centre builds.

Key outcomes included:

- An accelerated time-to-market with a more than 50% reduction in overall rollout time, enabling the business to respond faster to regional demand;
- Reduced deployment risk, supported by Factory Acceptance Testing (FAT) prior to shipment;
- Lower on-site complexity, minimising reliance on scarce local specialist resources;
- Predictable quality and performance, delivered through factory-controlled assembly; and
- Built-in scalability, allowing capacity to expand as demand grows, without the disruption and cost of conventional builds.

The project validated the modular approach for West African expansion. In regions where skilled labour is scarce, budgets are tight, and time-to-market is critical, prefabricated data centre solutions reduce the risks inherent in traditional construction.

> "This project clearly demonstrates how prefabricated data centre infrastructure can transform deployment outcomes in emerging markets. By leveraging the Vertiv™ SmartMod™ Max DX, we enabled our customer to overcome skills and sourcing constraints, significantly reduce risk and accelerate time-to-market, delivering a fully compliant, scalable data centre in just 24 weeks. It's a strong example of how modular solutions can support rapid digital growth across West Africa."
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> **— Wojtek Piorko,**
> *Managing director for Africa at Vertiv*

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