



Case study

Tier III certified and built to scale: How a MENA colocation provider expanded from 1 MW to 6 MW with Vertiv infrastructure

Background

As the Middle East and North Africa (MENA) region emerges as a critical global connectivity hub, a leading provider of colocation data center services was looking to address the growing demand for reliable coverage and capacity.

Backed by national digital transformation initiatives, these hubs are enabling new submarine cable projects that link Asia, Africa, and Europe. By closing regional connectivity gaps, data center solutions support the rising demand for internet traffic, cloud services, and the rapid expansion of AI-driven ecosystems.

Challenge

The organization sought to establish a strategically located facility in the region's connectivity hub that would serve as a scalable, carrier-neutral platform offering businesses of all sizes reliable connectivity, security, and digital infrastructure solutions.

Thermal and power infrastructure posed a critical challenge, as the deployment had to accommodate diverse and demanding enterprise workloads with varying power draw and cooling requirements while maintaining the redundancy thresholds required for Tier III certification. The coastal location introduced additional environmental considerations, demanding infrastructure designed to perform reliably in high-temperature, high-humidity conditions.

Scalability was equally non-negotiable. The solution had to support an initial 1MW deployment while being architected for phased expansion to 6MW, without disrupting live operations or compromising uptime targets.

Company profile:

MENA's AI-ready digital ecosystem, delivering advanced cloud, connectivity, and data solutions from one of Middle East's largest carrier-neutral data centers

Industry: Data Centers - Colocation, cloud and digital infrastructure

Region: Middle East and North Africa (MENA)





Solution

Vertiv delivered a complete end-to-end solution, from power train to thermal chain, including full whitespace fit out across power, cooling, and containment infrastructure.

The selection of a unified power and thermal management solution ecosystem determined every component, from power protection to aisle containment, engineered to communicate and perform efficiently.

- **Reliable power train:** At the heart of the facility, the **Vertiv™ Liebert® EXL S1 UPS** provides high-efficiency power protection with a compact footprint, supporting continuous availability for critical loads. Power is distributed via the **Vertiv™ PowerBar Track**, a modular busway system that allows for easy overhead power distribution and rapid scalability as the facility expands.
- **Precision cooling:** To manage the heat of data center infrastructure, the **Vertiv™ Liebert® PDX-PI** units deliver precise room-level thermal management. These units are designed to optimize airflow and energy consumption, critical for maintaining the environmental tolerances required for Tier III certification.
- **Optimized rack ecosystem:** The IT floor utilizes **Vertiv™ Knürr DCM Cabinet and Containment** to physically separate hot and cold air, increasing cooling efficiency. Inside the racks, **Vertiv™ PowerIT Monitored rPDU** provides intelligent power distribution directly to the servers, while integrated **environmental sensors** offer real-time monitoring of temperature and humidity to prevent hotspots.

Results

What began as a 1 MW deployment is now an Uptime Institute Tier III certified facility on a clear path to 6 MW. Delivered as a turnkey project through a local partner, Vertiv provided a comprehensive solution including power and thermal technologies, racks, and containment infrastructure, supporting each phase of expansion without disrupting live operations. The unified power train and thermal chain approach means additional capacity can be brought online without compromising the interoperability or resilience of the existing infrastructure.

Strategically positioned to support the region's digital transformation, the high-performance hub now facilitates new submarine cable landings. By bridging regional connectivity gaps, the facility offers businesses a secure, scalable, and move-in-ready environment across the Middle East.



“We delivered the state-of-the-art technology infrastructure that powers one of the region’s largest and most advanced carrier-neutral data center. Our solutions transformed this facility into the region’s premier platform for cloud, colocation, and digital services—enabling them to offer multi-tenant connectivity, achieve full Tier III certification, and deploy high-redundancy systems that support mission-critical operations for their enterprise clients”

— **Mahmoud Abdelmoneim,**
*Sales Director, Middle East
& Levant at Vertiv*

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