

## welcome italia



### THE COMPANY

**Welcome Italia** creates fixed and mobile telecommunications and IT solutions exclusively for corporate clients. Service quality and customer care have been its hallmarks ever since it was established. The company sells a unique product, called Vianova, which integrates classic network services such as telephony and Internet access with cutting-edge collaboration services (tools for professional e-mail management, hosting, desktop sharing, conference calls, cloud and colocation).

[www.welcomeitalia.it](http://www.welcomeitalia.it)

### Summary

**Location:** Massarosa (Lucca) and Montacchiello (Pisa), Italy

**Sector:** Fixed and mobile telecommunications services for corporate clients

#### Vertiv Solutions:

- Liebert® HPC and Liebert PCW units
- Liebert Trinergy™ Cube and Liebert EXL S1 UPS
- Vertiv™ Knürr® DCM racks, Vertiv MPH2™ rack PDUs, Vertiv Knürr PTR Power racks and Vertiv SmartAisle™ enclosed cold-aisle systems
- Vertiv LIFE™ services

#### Requirements:

Ensuring continuous operation and maximum reliability at the company's new data centre in Pisa

#### Results:

Turnkey delivery of power supply, cooling and rack equipment solutions for the new data centre built in Pisa

### Background

Steady growth in its business volume prompted Welcome Italia to set up a second hub in Montacchiello on the outskirts of Pisa. Equipped with an innovative data centre, it will work alongside the company's original headquarters in Massarosa, Lucca.

### Context

Situated 33 km apart, the two Welcome Italia data centres provide a protected environment that is always connected and monitored around the clock. The data centres house the equipment required to provide all the company's Vianova services as well as the devices and servers being collocated by clients. The fully redundant structures are connected via a 100 Gbps fibre-optic loop with a range of pathways and access points. The Pisa data centre covers over 800 square metres. Right down to the tiniest detail, it was designed and built to produce excellent results in terms of power supply, cooling and business continuity, all crucial elements in the Tuscan company's service portfolio.

Following an in-depth analysis of what was available on the market, Welcome Italia commissioned Vertiv to supply the cooling and electrical power supply protection solutions and rack structures inside the data centre in order to maximise performance.

## Solution

To guarantee effective, energy-efficient and state-of-the-art cooling for its infrastructure, Welcome Italia chose Vertiv freecooling Liebert® HPC chillers and Liebert PCW chilled water units. These are ideal for data centres that need to handle the sheer range and changing nature of cloud computing systems and technologies without compromising their services or reliability.

The critical components in the data centre are powered by Liebert® Trinergy™ Cube UPS, high-powered modular devices that ensure a high level of energy efficiency, and Liebert EXL S1 UPS, the latest generation of transformer-free 100 to 1200 kW monolithic solutions. Opting for maximum security, Welcome Italia also chose Vertiv™ LIFE™ Services for remote monitoring, identification and resolution of potential anomalies.

*“We needed to create a future-proof data centre, achieved through using security, power supply and cooling infrastructure that was capable of preventing any kind of interruption or fault so that we could continue to provide an efficient and prompt service to all our clients,”* underlines Nicola Gallico, Head of Networks at Welcome Italia.

Furthermore, the scope of supply included nearly 200 Vertiv Knürr® DCM racks, some 500 Vertiv MPH2™ rack PDUs, 12 Vertiv Knürr PTR Power racks and six Vertiv SmartAisle™ enclosed cold-aisle systems. The latter uses the principle of physically separating hot and cold air zones to enhance the data centre’s energy efficiency.

*“After weighing up the situation carefully, we felt that Vertiv offered the most comprehensive package as a company that could meet our UPS, rack and cooling requirements promptly, supporting us in an integrated project with reliable, high-tech solutions,”* Gallico continues.



*“We’re very happy to have worked with Welcome Italia to create an innovative, high-performance data centre fitted with the best Vertiv technologies to implement an agile and secure infrastructure that guarantees service provision, lower energy consumption and maximum continuity for the services offered. Our solutions deliver operational continuity in any circumstances, including critical situations, to guarantee total protection for your infrastructure,”* says Stefano Mozzato, Country Manager at Vertiv Italia.

*“We’re also delighted by the success our Vertiv™ LIFE™ Services remote monitoring and diagnostics service has achieved. This lets our experts analyse the operating conditions of a system in real time and obtain the data they need to identify, troubleshoot and fix anything that isn’t working as it should be,”* Mozzato adds.