

Customer case study

# China Mobile International

Global telecom provider leverages Colt DCS Tokyo Inzai 3 hyperscale data centre to scale quickly and give its customers easy access to the Japanese market.



# **China Mobile International (CMI) delivers comprehensive international telecom services and solutions to enterprises, carriers and mobile users.**

As a subsidiary of China Mobile, the world's largest mobile telecommunications corporation and network operator, CMI is dedicated to bringing its telecoms services to the international stage. It connects businesses and customers around the world, with a strong presence in Europe, Asia Pacific and Africa thanks to its wide network of data centres.

CMI's Chinese customers include some of the world's largest technology, cloud and internet service providers (ISPs). A key part of the company's offering is helping its customers extend their services to new markets where CMI has a local data centre operation.

With its large and technologically mobile population, Japan has become a key target market for many of CMI's Chinese customers. Local corporations in Japan are also constantly seeking competitive telecom services to connect with their customer bases.



CASE STUDY



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International

# Challenge

CMI needed a local data centre operator that could help it quickly establish telecommunications services in Japan. Yet it also needed a facility with room for it to quickly scale up and expand its operations rapidly as needed – something traditional colocation data centres did not provide.

That's where Colt DCS's hyperscale capabilities came in. Colt DCS's Inzai 3 hyperscale data centre, based in Tokyo, provided the capacity and room for growth that CMI needed to expand into the Japanese market.

CMI purchased a large infrastructural requirement at the site, and the new Inzai 3 colocation will be ready in Q3 2021.

The partnership with Colt DCS has empowered CMI to keep pace with its ever-changing customer requirements. It has enabled them to reach out to new customers and extend their service offering more generally into professional support, cabling, maintenance, e-consulting and other telco services.



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**“ We are a global telecommunications company, but we need partnerships to support our business around the world. That's why we value Colt DCS as such a critical partner. We can be confident that, no matter what region or market, Colt DCS will have the infrastructure, capacity and resource to help our operations scale with our customers' desires.”**

Billy Wang, Solution Manager,  
China Mobile International

# Solutions

Colt DCS's Tokyo Inzai 3 data centre is one of the most secure, high-specification hyperscale data centres in the country. By adopting the latest energy-saving facilities and technologies, Inzai 3 delivers a high-density but cost-effective computing environment. It meets customer demands for efficient use of electrical power and cooling facilities, and generates an annual power usage effectiveness score of 1.5 or less.

Upon completion, Inzai 3 will offer a 27MW facility with 8,000 sqm of server space. Its data halls will be 1,000sqm each, in response to growing customer demands for more space for higher density computing. Inzai 3 offers 3.375kW per sqm.

CMI has acquired a data hall of 500m<sup>2</sup> for its equipment and servers, with a total power density of approximately 1.65MW. The security system protecting the hall is tailor-made, comprising a CCTV design system and diverse dark fibers linking back to the existing Inzai.

One of the major principles of hyperscale is in allowing customers complete control over their rackspace, with the ability to scale up and down capacity and purchase more space as required. At Inzai 3, CMI will have the agility to adapt its server estate in line with customer requirements.

The data centre is based across six floors, with a floor dedicated to storage, electrical and HVAC (heating, ventilation and air conditioning) resources, as well as a mezzanine floor for offices and workspaces. CMI personnel are actively working at the facility, where they have immediate access to Colt DCS's highly-skilled, bi-lingual staff to help manage its facilities.



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# Key Features in Tokyo Inzai 3



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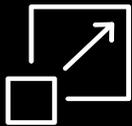
One of the most secure hyperscale data centres in the country



Offers a 27MW facility with 8,000m<sup>2</sup> of server space



CMI acquired a data hall of 500m<sup>2</sup> for its equipment and servers, with a 1.65MW power density



CMI will have the agility to adapt its server estate in line with customer requirements

# Why Colt DCS?

Prior to the engagement, CMI and Colt Technology Services have been working on projects together for 2-3 years and this was a natural and fitting progression to its data centre side of the business. It is a global partnership constituting not only data centre services in Europe, but transmission and professional offerings across the world as well.

**“ Like us, Colt is a major telco operator. That makes them very easy to work with for us. We can trust each other and depend on their advice.”**

Billy Wang, Solution Manager  
at CMI.

The reliability of Colt DCS and the scalability, security and design of Inzai 3 – in addition to the cost effectiveness of its services – are just some of the advantages CMI has found continuing to work with the data centre operator in Japan.

CMI has also enjoyed responsive customer support over the course of the project. Colt DCS’s qualified, attentive team were on-hand to provide a comprehensive service and expert advice.

**“ We have worked closely with Colt DCS from the very beginning, and our experience of engaging with the team on-site has been excellent. We had already developed a strong relationship during the presales process, and we have maintained that strong connection throughout. We are very much working as one team.”**



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**Based on the success of the project, CMI and Colt DCS are exploring more areas where they can work together in the future. As CMI’s international customer requirements grow unabated, France, India, Germany and the UK are all potential sites for continued cooperation.**

**colt**

Data Centre Services



International

China Mobile International Limited (CMI) is a wholly owned subsidiary of China Mobile. In order to provide better services to meet the growing demand in the international telecommunications market, China Mobile established CMI in December 2010, head-quartered in Hong Kong, China. CMI has expanded its footprint in 36 countries and regions.

Leveraging the strong support of China Mobile, CMI is a trusted partner that provides comprehensive international telecom services and solutions to international enterprises, carriers and mobile users.

Headquarters: Hong Kong, China

[www.cmi.chinamobile.com](http://www.cmi.chinamobile.com)



# Our Hyperscale Data Centre Locations

## EUROPE

Frankfurt West  
London North  
London West  
Paris South West  
Rotterdam

## ASIA

Mumbai  
Osaka  
Tokyo Inzai Campus  
(Inzai 1, 2, & 3)

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 **Colt Data Centre Services**

When it comes to data centres, scale matters.

At Colt Data Centre Services we are experts in hyperscale. With over 20 years' experience, we have been designing, building and operating data centres since 1992.

Considered both global and local, we have multiple sites located across Europe and Asia Pacific.

From 24/7 manned environments to intelligent security monitoring systems, we ensure the security of our client's infrastructure is paramount.

100% carrier neutral, our connectivity solutions offer access to global and multi-cloud platforms on demand.

We are hyperscale.

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**Accreditations  
ISO 27001, ISO 14001**

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