



# Infrastructure Industrialisation Services

Customised services  
for ready-to-use  
infrastructures



# Executive summary

With the accelerated need within enterprises, cloud and business computing professionals must be able to react quickly to new needs from their company and their clients and make existing services as efficient as possible, to build and maintain a competitive advantage.

It can be a game-changer when you find yourself in any of the following situations:



you need to deploy your IT solution in all your data centres, in a short delay, with consistency in how your infrastructures are built



you need to offer new capabilities and specific use cases rapidly with customised infrastructures



you need to focus on your core business and not on hardware and software integration

Bull Infrastructure Industrialisation Services can address these challenges, allowing you to reduce risks, saving time, money, and resources.



# Bull Infrastructure Industrialisation Services can transform your business

With Bull Infrastructure Industrialisation services, hyperscalers, cloud providers and customers with large infrastructure deployments get access to a set of à la carte, flexible and customised services, implemented at Bull' factory, for the delivery of a tailored, pre-integrated, pre-cabled, fully tested, and ready-to-use infrastructure (compute, storage, network, operating system, ...).

Using Bull Infrastructure Industrialisation Services can transform your business:



## Gain flexibility

- **Freedom to pick and adjust** the services you need.
- **Freedom to design** with us your own configurations according to your business needs and constraints. Third-party products - hardware and software - can be integrated on demand.
- **Freedom to validate and operate** via remote access to the infrastructure before and/or after the shipment.



## Go Faster

- **Speed to supply** with a single purchase order for the entire infrastructure, without having to contact the various suppliers. In addition, thanks to personalised typical configurations, ordering extensions (for the same or other data centres) is extremely simple and fast.
- **Staging process in the Bull factory** avoiding time consuming integration and validation of the environment on-site where there is generally no local competence to do so.
- **Short lead-times** with the whole process handled entirely by Bull without using partners or system integrators. Moreover, Bull has built solid and trusting relationships with its suppliers so that they can quickly meet the demand.



## Reduce risks

- **Flawless design:** leading Bull industry and technical experts provide their know-how and experience to design with you efficient and secure infrastructures at the right price.
- **Flawless deployment:** the data centre site survey done upstream is the guarantee of a successful deployment. It includes all relevant information, not only those logistics (area for unpacking, doors height, access controls,...), but also those useful for building the racks (PDU types, cables, ...)
- **Highest quality and repeatable process:** working with standardisation and automation tools eliminates human errors and provides consistent and fully tested configurations everywhere. Furthermore, our Bull factory, located in France, has been ISO certified for many years.
- **No unexpected costs.** Having a turnkey validated infrastructure on site saves time, effort, and manpower. In particular, the number of support calls is greatly reduced.

# Build and deploy your tailored cloud infrastructure using Bull "à la carte" services

**Large deployment projects requires working together to build and develop a standardised deployment methodology, meeting your expectations, considering your needs, your specificities, and your constraints.**

That is why Bull accompanies you with its portfolio of Infrastructure Industrialisation Services, offered with its large range of enterprise servers. These services are not all or nothing. We give you options that suits your business and constraints' needs. Wherever they are deployed in the world, you will benefit from global consistency of your systems.



## Customer specific design

Our industry and technical experts provide their experience and know-how to help you design an efficient and secure infrastructure at the right price.

We build with you your own catalog of typical configurations so that you can enjoy short lead-times and performance guarantees while saving you time, risk, and effort throughout the entire lifecycle.

An industrialisation worksheet, retrieving all the relevant information for the construction of the rack, is filled in by the client and the project manager in the early stages to ensure project success.



## Easy ordering process

Even if your rack infrastructure is a mix of hardware and software components from different suppliers, Bull provides you with a single ordering document including all required components and support coverage. Bull has built solid and trusting relationships with its suppliers to be able to respond quickly to demand. This simplified ordering process avoids shortcomings and saves you time.

As soon as you place your order, our assigned project manager will work with you to plan the future implementation of the infrastructure. To minimise risk and faster deployment, we conduct a data centre site survey encompassing the physical aspects of the data centre location, including elements such as power cooling, PDU, door height, access, ...



## Racking, cabling, configuration, and validation at Bull factory

Having your systems installed, configured, and validated in one place ensures the integrity of your configurations and enables the delivery of a ready-to-use infrastructure. This is particularly appreciated as most other vendors, resellers or system integrators do not provide such service.

Bull has developed a rigorous staging process managed by a Single Point of Contact:

- The assembly of the various components in the rack is done in the Bull factory from the instructions usually defined during the design phase. For more flexibility, you also can provide your own rack design.
- Once mounted in the rack, we can cable all devices according to the cabling plan provided by our experts or by you. To facilitate wiring and minimise errors, all cables are labelled and professionally arranged in the rack.
- Configuration services can cover devices initialisation, custom settings including passwords, network configuration, OS and boot devices... To ensure maximum quality, Bull has developed specific tools to automate the configuration process according to your specifications. By automating the process, we can manage from single rack to large projects.
- Finally, a validation process is conducted at Bull factory before shipment. It automatically checks that the system has been manufactured and cabled according to your requirements and is operational. This validation also helps to avoid compatibility issues. At this point, you can test remotely the system as if it was in your location.



## Shipping and delivery

This service allows a stress-free delivery and managed with the greatest care. The mounted and wired racks are shipped anywhere in the world in specialised packaging. You can choose where, when and how you want to be delivered. Shipments are tracked in real-time to anticipate potential delay.

All relevant information on delivery is provided to the carrier. He will take care of depalletising the racks, placing them at their place in the data centre, unpacking them and recovering the packaging so you don't have to worry about unnecessary litter (White Gloves services).



## On-site validation

On-site validation makes it possible to verify that everything complies with what was validated before the shipment of the equipment. We automatically redo all validation steps on site and correct any hardware or cabling issue due to transport or installation.

The connections between racks are done on site according to your requirements, without need for specialised skills locally.

Fine-tuning on site can be provided if necessary.

You will receive a full validation report and a complete and detailed inventory and you will be able to remotely connect to your infrastructure without having set a foot in the data centre.

# Why choose Bull?

At Bull we bring people, technology, and business together to deliver worldwide the top quality, tailored solutions our clients expect.

Bull has invested in Infrastructure Industrialisation Services, highly standardised and automated, to support hyperscalers, cloud providers and large organisations projects. They make it possible to deliver customised ready-to-use cloud infrastructures in any data centre around the globe, from single rack to large deployments. This is a truly distinctive solution on the market allowing our clients to get a better return from their IT investment and to stay focused on their core activities and priorities. This Bull know-how has been already used for a large number of data centres of all sizes around the world.



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