



Customer Story

Transforming a Global Security Estate Through Strategic Partnership

Our customer, a global security provider, operates across multiple continents across the globe, and who in 2021, faced a pivotal moment. After a major consolidation of their global estate and a transition to new data centre providers, they were confronted with the enormous task of rebuilding their infrastructure while maintaining uninterrupted service for their own customers.

The challenge was not simply technical, it was operational, logistical, and timecritical.

The organisation needed to design and stand up new data centre locations while relocating equipment from legacy sites, all under strict downtime restrictions.

No individual data centre could be offline for more than 48 hours, and new environments had to be live within the same window. One relocation spanned 800+ miles across the country over a single weekend, requiring precision planning and flawless execution from both Kubus and our customer.

All the hardware destined for new sites needed to be fully configured in advance, completed at Kubus HQ in Cirencester.



800+ miles.

One weekend.

Less than 48 hrs downtime.

Zero room for error.

Optimising an always-on environment

Beyond the initial rebuild, the customer also faced ongoing operational pressures: continuous upgrades, new DC deployments, and the need to refresh ageing hardware without disrupting mission critical security operations.

Kubus became the strategic partner responsible for designing, delivering, and supporting the customer's global transformation.

Kubus design — new DC architectures, hardware refresh programmes, and full configuration to the point of installation.

Global logistics — import management, dropship coordination, and precise timing to meet 48 hour relocation windows.

Professional Services — Juniper Professional Services, global onsite engineering, and specialist resources deployed wherever needed.

Equipment supply — networking, servers, cabling, optics, and all supporting infrastructure.

Technology optimisation — Kubus continuously evaluated the market to identify the best solutions, enabling operational savings through strategic refresh cycles.

Making the complex simple through collaboration

The partnership delivered a secure, stable, and scalable global environment with zero interruption to customer services. The leading security provider now benefits from:

A continuously optimised security posture

Reduced operational costs through smart technology refresh

Access to specialist Kubus engineers who operate as an extension of their own team

A future ready infrastructure designed for ongoing evolution

We didn't just support the transformation, we became advocates for our customer's long term success.

The Kubus logo features the word "Kubus" in a white, sans-serif font. To the right of the text is a small, stylized icon consisting of three overlapping rectangular shapes that form a cube-like structure.

We make the complex simple.

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