



Meet Me in San Francisco

A continuing series examining the dominant “meet me” facilities in major North American cities

EXchange @ 200 Paul operates on a 15-acre campus, in a building it owns and custom built, and contains 425,000 square feet of carrier hotel and data center space. It is the leading carrier hotel and “meet me room” in the San Francisco Bay Area and is 82 percent occupied. Today, some 38 carriers use eXchange, and the company expects to have 50 carriers in the building by 2004, says John Wilson, eXchange CEO.

That’s significant, since “people want to be where the other people are,” says Mark Hansen, director of operations.

The company also has city permission to build another 330,000 square feet of space, for a total of 750,000 square feet, says Wilson. So customers are assured the facilities are “future proof” and “stable,” says Bill Wilde, company CTO. The entire facility, in fact, was built from scratch, with customer input. “Shortages of power, riser access, conduit, inter-duct and space in meet me rooms all were cited by the engineers we talked to,” says Wilde. “So we started there, and everywhere we could spend \$1 upfront to save customers \$10 later, we did.”

The company also “is strongly cash flow positive and self funding,” says Wilson. That’s another “stability” factor carriers should think about.

EXchange @ 200 Paul minimizes local access charges and capital costs, creating an efficient environment for both carriers and enterprises. “All the long haul carriers in the building can be reached without paying a local access charge,” says Wilde. “And in case somebody isn’t in the building, there are multiple Type I on-network connections available to you.”

“Every metro player except maybe Comcast is inside the building, or within two blocks,” says Hansen. All of that helps out the enterprise customers collocating in the building. “Even smaller collocation customers get good bandwidth prices.”

For more informatiod on eXchange @ 200 Paul, contact John Wilson, (415) 508-2853 or jwilson@e200paul.com.

eXchange Attributes

Building size	425,000 sq. ft. in the existing buildings. Entitlements in place for a 330,000-sq.-ft. expansion
Union building	Yes
Building generator	Yes
Generator rooms for tenants	Generator yard – entitlements and air quality district approvals for 38 generators on the site
Roof access	Yes. Roof space is available for mechanical equipment and satellite dishes and antennas.
Tenant conduit rights	Yes, negotiated on a tenant-by-tenant basis. There are pre-installed primary, secondary and tertiary data vaults and associated riser shafts in the facility.
Is there a building meet me room?	Yes
Is this MMR the featured site?	Yes. In addition to the 3 rd floor 5,000-sq.-ft. carrier meet me room, the facility has a 9,245-sq.-ft. colocation facility located on the 5 th floor that provides space for IP network POPs and larger Telco POPs.

Attributes of the Interconnect Facility

	3 rd Floor Meet Me Room	5 th Floor Colocation Facility
Facility Size	5,000 sq. ft.	9,300 sq. ft.
Suite	N/A	N/A
AC Power Feed	400 amps at 480 volt	2,000 amps at 480 volt
Generator	350 kw	1,000 kw and 2,000 kw
Control System	Siemens Apogee building management system	Siemens Apogee building management system
UPS	Liebert 100 KVA	Multiple Powerware 400 KVA units
DC Plant	Two DC plants installed with space for two future plants. Existing DC plants are 400 amp and 600 amp.	Two DC plants installed with space for two future plants. Existing DC plants are 400 amp and 1,600 amp. Future space can allow for up to 3,600 amps of additional DC power.
HVAC	Liebert CRAC units (N+1 design)	Phase 1 Trane / Phase 2 Compu-Aire CRAC units (N+1 design)
Fire Suppression	Three levels of protection provided: VESDA / FM-200 / Double Interlock Pre-Action	Three levels of protection provided: VESDA / FM-200 / Double Interlock Pre-Action

Suggestions and Feedback

As this series has developed over the past several months, I've learned many things about the different markets and have received various suggestions from readers as well.

One thing that I have learned (or I should say that has been validated) is in certain cities there are defined interconnection points that are generally known throughout the industry, while in others it is not so clear. In the cities that always had a large competitive telecom presence, the sites were for the most part defined and widely known.

There is a definite "network effect" in the interconnect business, leading carriers to collocate where their business partners already are. In the historical "major" markets, the "places to be" are widely understood. But there are many markets where this degree of carrier concentration is less developed, at least in part because there are multiple sites with the right physical attributes. In these cities, one still has to ask, "Where is the best place to be?"

In terms of reader suggestions, there have been a couple of notable requests, among them was a call to look at San Francisco as a featured market and not simply as part of the "Bay Area." I've also gotten requests for more information on multiple sites in the remaining markets to be covered: Dallas, Miami, Chicago and Philadelphia.

One thing is clear: there is a difference between "core interconnection facilities" used by carriers and "enterprise-gated collocation facilities." They generally look the same but really sit in different places in the network. The difference is really between the transport and application layers, although both play in each.

So we'll spend some additional time returning to markets we've previously covered, to look at additional sites readers asked about in those markets. If anyone has a request for the remaining markets, please email me at suggestions@telx.com.

Author Hunter Newby is chief strategy officer of TELx.

eXchange Interconnection Guidelines

Can customers order cross connects to any other meet area customer?	Yes
Is the average turnaround time for cross connects 48 hours or less?	Yes
Is on-site technical support available 24/7/365?	Yes
Can customers access the site 24/7/365?	Yes
Can the technicians test and turn up circuits?	Yes
Does the meet area operator perform the cross connect?	Yes
Can the customer perform the cross connect?	No
Are all cross connects tagged and inventoried?	Yes
Is there a shared fiber panel (MDF, CFDP)?	Yes
Can the customer bring and install its own fiber distribution panels?	Yes
Is there a shared COAX or copper panel?	Yes
Can the customer bring and install its own COAX or copper panel?	Yes, if it is located in the customers cabinet or cage
Are there monthly recurring charges to cross connect in the meet area?	Yes

For carriers not in the meet area, the interconnect options include: a few connections allowed directly between major tenant/carriers in the facility. These are carriers that have leased large areas in the building and located major gateways in the facility. (Note: these tenants also provide a POP in an MMR.)

There is an IDF in the 5th floor collocation facility where various IP network providers are allowed to cross connect.

The costs and availability are negotiated on a case-by-case basis.

Carriers at eXchange

AT&T	Optigate
BurnaDisc	PAIX – Palo Alto Internet Exchange
CENIC (Corp. for Educational Networks Initiative in California)	Qwest/Qwest Local
Cingular	Reliable Hosting
Coastside	RCN
Cogent	SBC/Pacific Bell
Digital Wire Works	SBC Long Distance
DSL Extreme	SMRN (San Mateo Regional Network)
Internap	Teleknex
IP Networks	Time Warner Telecom
Level 3	Tycom
Looking Glass	United Colocation Group
MFN	United Layer
Neapolitan	Universal Access
nLayer	Verizon
Novani	WiTel Communications
NTT/Verio	WorldCom/MFS Communications
OnFiber Communications (Yipes, Internap & Broadwing)	XO Communications