



Meet Me in Philly

A continuing series examining interconnect options in major North American cities

For carriers interconnecting in Philadelphia, the story is “let freedom ring.” This market is an unassumingly large one with natural advantages for carriers wanting to collocate here. The market sits squarely atop a major North-South fiber route. Philadelphia also is a signal regeneration point for many networks and also is a strong enterprise and retail sales market, so there’s opportunity to pick up some traffic there.

In this market two sites are frequently thought about when network operators are looking for interconnections. They are Meridian Telesis at 3701 Market St. and 401 North Broad St. But the two sites provide quite a contrast. Meridian Telesis is a data center operator and 401 North Broad St. is the largest

carrier hotel in the city.

Perhaps oddly, 401 North Broad St. has no “meet me room,” so all carrier-to-carrier, in-building connections must be completed using conduit. Obviously, the business case for a return on a collocation investment therefore becomes much more difficult for any single carrier to make, compared to a site with meet-me facilities. However, there is a neutral collocation facility within the building that serves the function on a de facto basis. Over the years, the Switch and Data facilities inside the building have become the largest central point of interconnection in the building.

Comparing Meridian Telesis and Switch and Data should help network operators get a better understanding of the access offerings available in Philadelphia. At a high level, Switch and Data is more of a carrier-to-carrier interconnection point where large network providers exchange backbone fiber connections,

Attributes of Carrier Hotel

	Meridian Telesis	401 N. Broad St.
Building size	8 stories – approximately 150,000 sq. ft. total	1.29 million sq. ft.
Union building	No	Yes
Building generator	The building has a life safety generator. Meridian Telesis has its own emergency generator onsite, which is dedicated to the power requirements of our clients.	Yes
Generator rooms for tenants	Yes, however, available space is occupied. Meridian Telesis’ generator is housed in a boxcar outside the building on the ground floor.	Yes
Roof access	Yes	Yes
Tenant conduit rights	Yes	Yes
Is there a meet me room?	No	No
Is this MMR the featured site?	No	N/A

Carrier Lists

Switch & Data	PointOne
AboveNet	PPL Telecom
AT&T Local	Qwest
Calpoint	Sunesys, Inc.
Cavalier Telephone	Transaction Network Services
City Signal Communications	T-Systems North America
Cogent Communications	Verio
GPU Telecom	Verizon
Integrity Data	V-Link
KMC Telecom	XO Communications
Level (3) Communications	Yipes
MAGPI GigaPOP	
MCI	Meridian Telesis
NEON	AboveNet
Net Carrier	Adelphia
Netifice	Cogent Communications
Nova CTI	Internap
NuNet	PPL Telcom
OnFiber Communications	Verizon
PECO Hyperion	Yipes

Interconnection Guidelines

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

For carriers not in the meet area, the interconnect options include:

Meridian Telesis	Carriers not in the MMR may obtain dark fiber, which is available onsite, through MFN, or they may utilize copper, which is available onsite or as a type II circuit from Verizon or Adelphia. They may, of course, deliver service directly to the MMR or the building d-marc room, if they so choose.
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Switch & Data The customer and carrier can each order a cross connect to the MMR.

The costs and availability are determined by:

Meridian Telesis	Generally, any install costs within the facility are based on T&M plus 20%. If the service is to be taken through the landlord's space, then it must be negotiated with the LL.
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Switch and Data Standardized cross-connect fees apply.

as well as accomplish IP peering.

Meridian Telesis, on the other hand, has a stronger focus on the enterprise market and is more of a traditional data center than a core interconnection point, although it does have further physical site diversity for added disaster recovery benefits for core networks.

Switch and Data's location within 401 North Broad St. puts it right in the most fiber-dense property in the city, which is beneficial for carriers. Meridian's location is the only data center located in a Keystone Opportunity Zone (KOZ). Qualified businesses within a KOZ are eligible for various forms of tax relief including – among other things – sales tax obligations, which can be very beneficial for enterprise customers.

For more information on Meridian Telesis, contact David M. Taffet, president, at 215.689.4000 ext. 4025.

For more information on Switch and Data, contact Jim Weller, vice president of business development, at (410) 827-9383, jweller@switchanddata.com.

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Attributes of the Meet Me Room / Interconnect Facility

	Meridian Telesis	Switch and Data
Facility size	The rentable collocation areas total 9,000 sq. ft. (phase I is 6,000 sq. ft. and phase II is 3,000 sq. ft.)	21,313 sq. ft.
Suite	The facility encompasses the entire 5 th floor (20,540 RSF)	9 th Floor 401 N. Broad St., Philadelphia, PA 19130
AC power feed	Dual incoming feeds from separate substations, which sit on diverse grids	1,200 amp
Generator	(1) 1MW Detroit Diesel generator w/ an 1,800-gallon tank	Dedicated 750 kW standby generator
Control system	Fully monitored 24x7	24x7 monitoring
UPS	Liebert UPS modules (225 KvA each) in a parallel redundant arrangement	N+1
DC plant	(1) 600 amp Helios DC system, (1) 1,000 amp Helios DC system	N+1
HVAC	Liebert glycol loop CRAC units (30 tons each) in an N+1 arrangement	A/C units maintain a climate of 72 degrees (+/- 5) and 30 to 60% humidity, N+1 redundancy
Fire suppression	Dual-action, pre-action system (multi-zoned), VESDA smoke detection	Pre-action, dry-pipe sprinkler system