

Redstone Converged Solutions Case Study

people who innovate

 The Sage Gateshead

 Gateshead
Council

The Client

Winner of the 2004 Robert Stephenson Award for concept and design and housed in a spectacular Norman Foster building, The Sage Gateshead has world-class facilities for music performance and education, conferences, meetings and a wide range of events.

The Sage Gateshead has state of the art acoustic and technical facilities throughout all of its performance and education spaces and is 'wired to the World' for all kinds of traditional and future web broadcasting.

Realising the benefits

The Sage required a high performance cabling system to match the scale and modern specification of the rest of the building.

Redstone provided The Sage with a successful structured cabling system and the foundation on which to build a scalable, flexible and future proof network.

The results

- Cost-effective solution, the single infrastructure costs less to maintain.
- Increased bandwidth with greater investment protection.
- Robust, resilient backbone which is able to support demands of LAN, analogue, digital video and IP voice systems.
- Future proofed solution allows The Sage Gateshead to take advantage of new convergent technologies as and when required.

The Sage Gateshead

"I am positive Redstone's excellent standard of installation will benefit visitors to the centre for years to come."

Ray Henderson, Project Manager, Haden Young



The Challenge

To ensure that The Sage Gateshead delivers on its promise to encompass state of the art acoustic and technical facilities throughout all of its performance and education spaces, Gateshead Council and its mechanical and electrical contractors, Haden Young, required a comprehensive, structured cabling solution.

It is generally recognised that approximately 70 per cent of network downtime is due to cabling improprieties and since The Sage Gateshead will be 'wired to the World' the cabling solution needed to meet current specifications and handle future applications.

The Sage Gateshead required a cabling partner that would consider its full systems requirements including IP Telephony, data and content networking and security. Haden Young believed that as an IP communications provider, Redstone Converged Solutions was the best fit for the job. The Contractor also believed that Redstone would ensure that the cabling solution would be future proofed and optimise the council's investment in technology.

The Solution

Haden Young contracted Redstone Converged Solutions to supply and install the structured cabling and an Integrated Building Management System.

Redstone Converged Solutions reviewed the cabling requirements of The Sage Gateshead and recommended a solution consisting of Hellaermann Tyton Cat 6 cabling with the installation of 1630 information outlets.

The resilient backbone provided by the system would allow The Sage to cope with the ever growing demands of Gigabit speed Local Area Networks, analogue and digital video and IP voice systems as well as Building Automation Systems. With this solution the centre benefits from increased bandwidth and greater investment protection.

The Outcome

Haden Young acknowledged from the outset that structured cabling was the foundation of a successful network and the basic investment on which all other network equipment depends. Ray Henderson, Project Manager, Haden Young comments: "With this in mind we chose Redstone Converged Solutions as our partner for this project. The Redstone team was responsive and flexible to the complex demands of the project and managed to deliver the project within the deadline and on budget. With a willingness to provide solutions and assist with every stage of the project, I am positive Redstone's excellent standard of installation will benefit visitors to the centre for years to come."

A representative from Gateshead Council finishes: "The unique scale and scope of The Sage Gateshead project necessitated

working with a technology partner that not only had first rate project management experience, but that would really add strategic value to the solution we required. It goes without saying that a robust communication infrastructure was critical to the success of the project and Redstone's knowledge and experience really paid dividends for us in this area."

People who Innovate

Redstone's success has evolved from our team's specialist understanding of the dynamics of effective communications technology. This success has enabled us to continually invest in the future, ensuring that we are at the forefront of the latest thinking and innovation in established and emerging communication, helping our customers to become more agile, efficient, productive and customer focused.

At Redstone we believe that our commitment to customer satisfaction is driven by everyone within our business and we invest the necessary time and energy into the development of our employees to ensure that they grow with us, are able to fully maximise their potential and are 'people who innovate.'

HellaermannTyton
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For further information please call or visit us on:

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