

HOW TO SKIP THE LINE: Equipment Options for Telecom Projects

Certain equipment is experiencing extended lead times because of data center development. This guide can help distinguish the long lines that hyperscalers are waiting in, and the short ones that Telecom and Broadband projects may prefer.

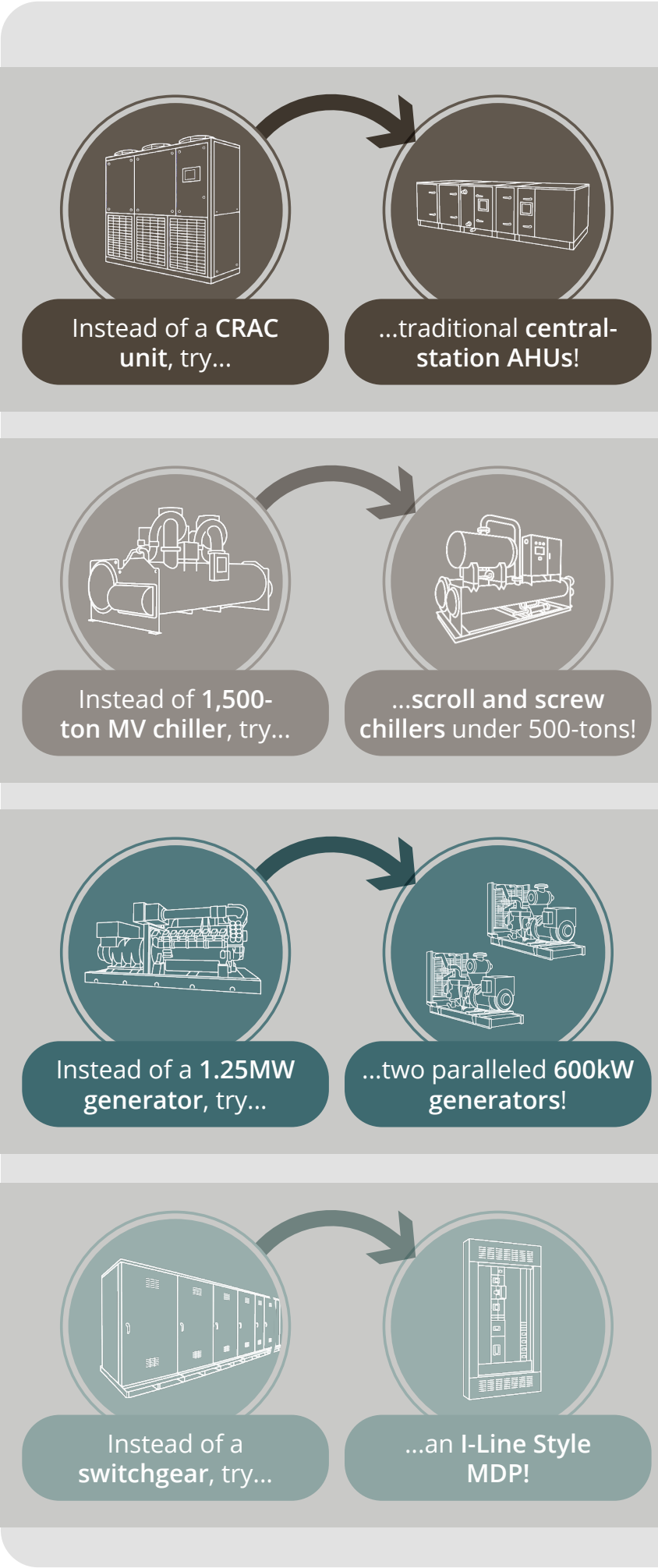
Please note in using this guide that these are not one-for-one substitutions. Equipment alternatives should be evaluated by the design team based on the facility's capacity, performance, redundancy, electrical, mechanical, and other project requirements.



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	HIGH-DEMAND EQUIPMENT	ALTERNATIVE TO CONSIDER	LEAD-TIME OPPORTUNITY*
AIRSIDE COOLING	- Fan walls - In-row coolers - Computer Room Air Conditioners (CRAC)/Computer Room Air Handlers (CRAH)	- Traditional split-system Air Handling Unit (AHU) - Chilled-water AHU	From 50–80 weeks to within 16 weeks Up to 80% shorter lead time!
CENTRAL PLANT COOLING	500-ton or larger chillers with Medium-Voltage (MV) power connections	500-ton or smaller chillers with scroll or screw compressors	From over 1 year to within 25 weeks At least 51% shorter lead time!
POWER GENERATION	- Generators over 1 MW - Automatic Transfer Switch (ATS) over 2,000 amps	- Generators 500kW or smaller - ATS under 2,000 amps	From over 1 year to about 30 weeks At least 42% shorter lead time!
ELECTRICAL DISTRIBUTION	Switchgear	I-Line Style Main Distribution Panelboard (MDP), up to 1,200 amps	From over 1 year to about 30 weeks At least 42% shorter lead time!



*Lead times shown reflect a Fall 2026 snapshot and are subject to change. As a best practice, confirm current availability with your manufacturer representative or design team before making design decisions.