

CUSTOMER STORY – LARGE HEALTHCARE PROVIDER IN TX



The Customer

Large Health Care provider

- Sr. Director - Infrastructure and DC Services

Dataspan

- Specialist

Tech Plan / Vertiv

- Sales
- PM
- SE



The Problem

- Two existing Data Centers needed to be refreshed:
 - Older Data Centers not up to code in basement
 - Lack of capacity for high density environment
- Migration of Data Centers to 2 local colocation facilities



The Solution

• Rollout of 155 SmartCabinet™ Systems

- IPDUs w/ Sensors
- UMG for Remote Access
- RFID Asset Location
- Integrated Digital locks

- DSView Management S/W
- White Gloves Services
- Installation and Training
- Project Management
- **13 Standard Rack Configs**
- **30+ SmartCabinet™ Systems**



The Result

- Saving days of on-site integration work at each location
- Saving hours of work on each rack delivered to the datacenter

What We Do

- Relationship with decision maker
- Pre-integration capabilities
- One-stop shop



- ✓ **Simplification**
- ✓ **Standardization**
- ✓ **Speed**