Proginet Innovations Sdn Bhd

A Vertiv Case Study

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About The Company

Proginet Innovations Sdn Bhd (PGI) offers a wide array of bespoke cloud and colocation services throughout Malaysia, catering to both enterprise and small- and medium-sized businesses.

Recently, the company launched its cloud services, offering a breadth of solutions such as virtual private servers, managed services, as well as disaster recovery back-up solutions.

Background

In 2017, the Malaysian government announced the launch of the world's first Digital Free Trade Zone (DFTZ) – providing physical and virtual zones that will boost e-commerce for small and medium-sized enterprises (SMEs). The government expects this program to increase GDP contribution to RM 211 billion (approximately USD 51.8 billion) and generate thousands of jobs by 2020.

It is in this light that PGI and KAG embarked on the construction of a new state-of-the-art data center – the 1st local cloud data center in Malaysia. The new facility is strategically located in Selangor and is accessible via major highways. PGI envisions the new data center to be carrier-neutral, scalable and highly resilient to support the government's DFTZ program.

"We hope that the new data center will attract new clientele who prefer to be involved in a newer set up. Data centers are notoriously very expensive to build, nobody builds them anymore. We were the first in a long time, I think. So now we would seem to be the newest kids on the block with the newest technology," said Roy Ho, Managing Director of KAG.

Case Summary

Country: Malayisa

Vertiv Solutions: Liebert® APM, Liebert® CRV, Racks, Liebert® SPM

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Critical Needs

Plans for the construction of this new facility were announced in 2017 and the PGI and KAG teams scouted for vendors that would provide them with the best solutions in the market for their new data center.

The customers were looking for solutions that would not only be scalable and highly available, but also energy efficient so they can provide their own customers with the best value for their money.

Vertiv was chosen as one of the main vendors for this turnkey data center project. Local engineers in Malaysia worked closely with the PGI and KAG teams to identify their needs and to come up with a bespoke data center blueprint for their new facility.
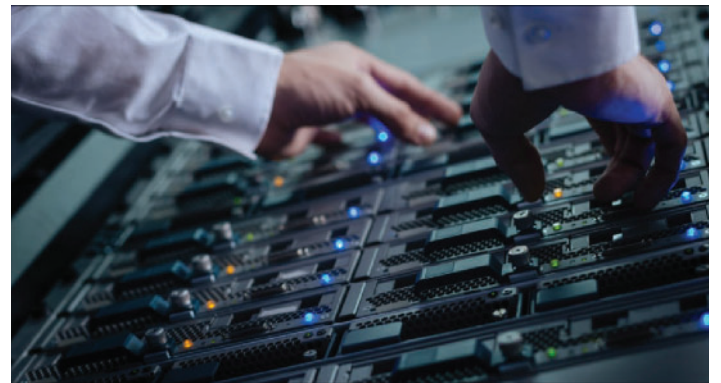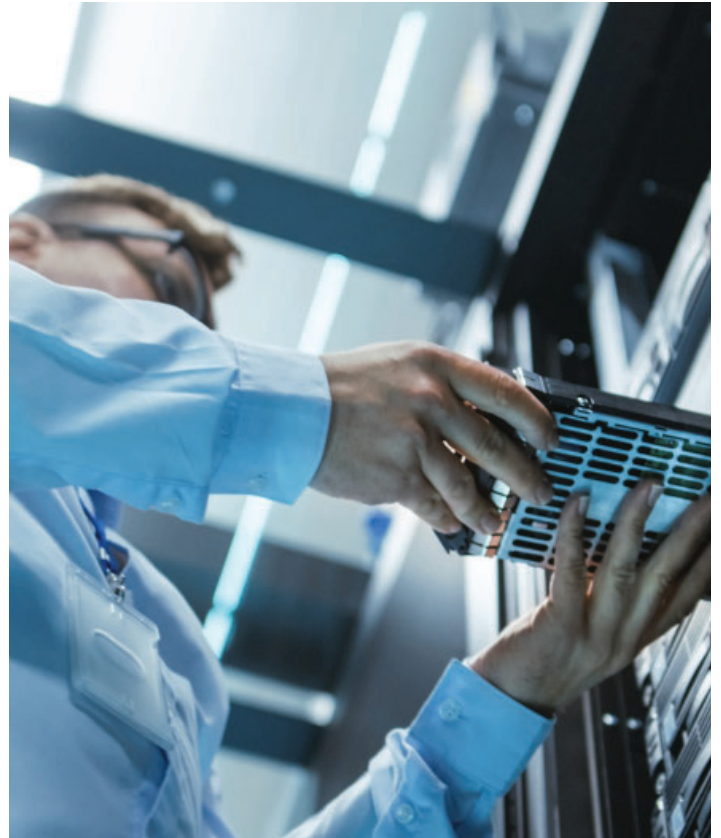
The Solution

PGI's Progenet Cloud sits in a 9,000 square foot facility, with 7,000 square feet allocated for the data center area itself. Its remaining 2,000 square feet will be used for its disaster recovery facility, which is one of the largest in the country.

The data center area consists of 160 racks, all powered by Vertiv. It is also equipped with the latest security features, making it one of the most secure facilities in Malaysia Additionally, the data center has a 24x7 Network Operations Center (NOC), giving Progenet Cloud the peace of mind of having seamless operations throughout the year.

Apart from racks, Vertiv also installed the Liebert® APM™ UPS in the Progenet Cloud data center. This row-based UPS is highly flexible and scalable, equipped with FlexPower™ Technology, giving PGI the capability to increase capacity when needed. This will allow them to support a wide breadth of applications from their clients, without worrying about power disruptions or unavailability.

Supporting its power requirement is the latest thermal management solution from Vertiv, the Liebert CRV in-row cooling. Seamlessly fitting within a row of racks, the Liebert CRV addresses heat right at its source, for better efficiency and cost-savings for PGI and its customers. Vertiv also supplied PGI with the Liebert SPM power distribution system, providing protection for critical IT equipment and is also integrated with monitoring and built-in alarm and notifications for increased security.

The Result

Construction of PGI's Progenet Cloud data center from the ground up took just five months with the help of Vertiv. The result is a modern, scalable and highly resilient facility that is able to support multiple clusters of high end and hi-tech data center facilities. Having a single point of entry, 24/7 hours security facilities with controlled access & surveillance security cameras as well as perimeter hardened wall structure, PGI's data center will be security tight with zero tolerance for security breaches.

The Vertiv solutions will also enable PGI to have the highest

efficiency data center, allowing them to save on operating expenses.

"The in-line cooling that Vertiv provides, provides much more efficiency and manageability in terms of precision air-conditioning side. We in fact saved about 30% of our energy consumption just by using Vertiv," the customer said. "This translates to giving more savings to our customers, whereby we can provide better pricing for our solutions. This, in turn, makes us more competitive in the market as we are one of the only few providers in the country that actually owns the data center and actually owns the cloud services as well."

Overall, PGI and KAG were pleased with the end result.

"We chose Vertiv from a whole suite of vendors because their technology on precision cooling was quite invaluable to us in terms of cost benefit," said Roy Ho.

"This data center is a state-of-the-art data center. It's a third gen data center in Malaysia and is equipped with one of the most modern facilities for the current times. We have engaged Vertiv to provide the power and cooling and this provides a much more better efficiency for our data center as well as because we as a group we own the building and we own the data center and cloud services as well, so when we own all three we are able to manage the data center in a much more efficient way" said Reuben Paul.

Hitesh Prajapati, Country Manager of Vertiv in Malaysia, congratulated PGI and KAG for its new data center facility.

"It's a great time for Progenet to embark on a journey of becoming a cloud services provider in Malaysia. We are especially very proud to be involved with them in the design and building of their state-of-the-art data center. We especially applaud them for the choice of using modular, scalable, easily repeatable design philosophy. This not only allowed them to quickly deploy for their current needs but also make them ready to scale up as and when they want," he said.

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For more information on the Liebert® APM, Liebert® CRV, Racks, Liebert® SPM and other infrastructure solutions, please visit **www.Vertiv.com**

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