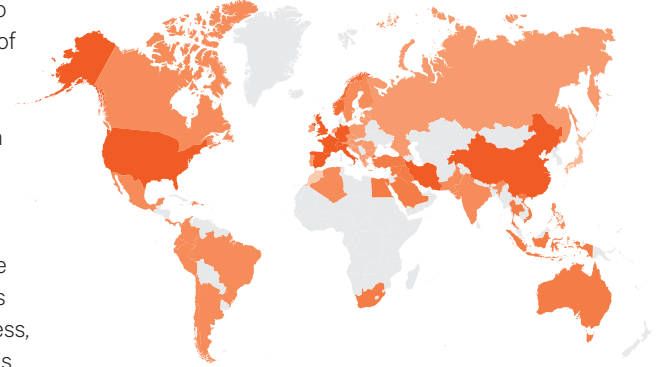




Today, many organizations are shifting to work-from-home arrangements due to a variety of factors. From health to economic concerns, businesses are realizing the value of empowering a centralized workforce, while maximizing operations with minimal staff onsite. But for those managing and operating data centers, remote work can be a challenge as the demand for availability of digital infrastructure increases.

With many people going online, now more than ever the availability of your critical infrastructure is important. As many people now go online to work and do their business, ensuring the continuity of your data center operations is imperative.



According to a recent study

1 Minute Downtime



= US \$9,000 or approximately US \$13 million in 1 Day

Source: 2016 Cost of Data Center Outages, Ponemon Institute



What should you do?

For data center operators and facility managers, it is critical now to:



Ensure availability more than ever



Aid in the delivery of business services



Implement flexible working through remote management



Data center design considerations for Business Continuity Planning

For increased intelligence and to enable remote management in the data center, here are some design considerations:



Ensure secure and persistent access to data center infrastructure across multiple locations and edge sites



Install intuitive software that's easy to understand and deploy remotely



User-friendly interface and ease of use of software tool

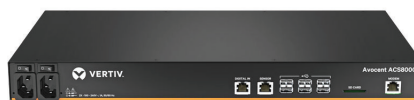
Vertiv Avocent solutions for Data Center Business Continuity Planning

Vertiv™ Avocent, lets you easily manage multiple IT assets across different locations, helping you address your biggest challenges.



Server Storage Network Management (UMG)

- Connect up to 80 IP KVMs to a single UMG
- Enhanced security prevents unauthorized access
- Highly reliable local, remote and out-of-band access via WAN to ensure maximum device uptime and shortest resolution time



Serial Console (ACS)

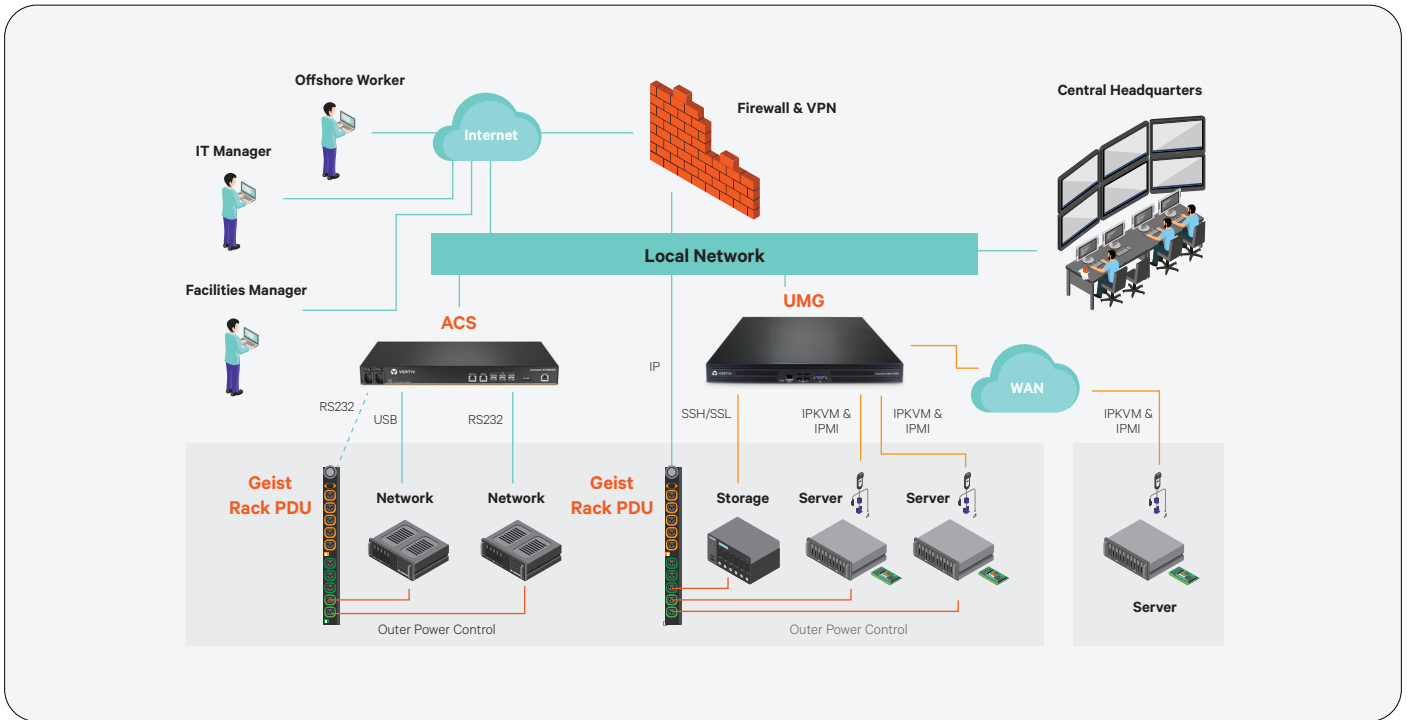
- Secure in-band and out-of-band network remote management for off-site access
- Automatic network failover to cellular means your workforce can be anywhere in the world



High Performance KVM (HMX)

- Unlimited extension distances via network switches, reducing the number of onsite staff
- Real time control with high-res video access
- Up to 4K video resolution

Avocent Makes Your Data Center Available Anytime, Anywhere



Customer Deployments in Asia



Customer: Australia Cargo Terminal Services

Challenge: Being a large, multinational company, the customer needed visibility in all of its IT equipment to ensure operational efficiency and continuity at all times. In the past, the customer's IT manager spent a lot of time traveling from one office to another to check on the status of the company's IT performance, which proved to be far too costly for the company. It turned to Vertiv for a unified monitoring solution that ensures remote site management.

Results: With the installation of the Avocent Universal Management Gateway, the customer was able to consolidate all of its monitoring solutions in one platform, saving on rack space due to the product's small footprint. Furthermore, intelligent real-time visibility into the infrastructure allowed the customer to maintain operational efficiency, even at critical periods.



Customer: Global Multinational Company

Challenge: The customer's computer rooms are distributed across the globe. However, not every location has IT operation and maintenance experts. When IT equipment fails, the recovery time was long and there was no effective means for rapid diagnosis and recovery.

Results: With the Avocent ACS, the customer was able to shorten downtime of its devices across multiple locations by up to 75%. After customer adopted the ACS device, the device can be quickly connected via the out-of-band method. In addition, IT administrators have developed an operation and maintenance platform which connects to the ACS serial port through the script mode and lets users directly telnet to the serial port of the target device for configuration.



Customer: New Zealand Transportation Company

Challenge: The customer needed a centralized solution that would help it monitor all Rail Stations, Ferry Terminals, Car Parks and Bus Depots across Auckland City. The solution should be highly efficient, easily scalable, and can withstand harsh environment conditions as is the condition in the transport hubs across the region.

Results: Vertiv provided the customer with a complete portfolio solution, from power protection to monitoring. Integrated with the Avocent DS View 4 platform, the Avocent ACS serial switches were strategically installed and connected to the IT switching infrastructure at each site to manage and maintain their IT network even if the network is down. This enabled the customer's IT department to have complete visibility, management and control of all their networking equipment, video surveillance and DC UPS solution.