



About The Company

The client is a Business Continuity specialist and a trusted ICT provider in New Zealand, delivering robust and comprehensive solutions designed to suit various business needs. Its services include backup and data protection, recovery assurance, as well as data centre and colocation solutions.

Background

The customer is a leading ICT provider in New Zealand, servicing more than 2,200 customers across its seven data centres. The company began as a business continuity and disaster recovery specialist but has expanded its services to cover a full range of cloud solutions including infrastructure-as-a-service (IaaS).

The company's first colocation data centre in Auckland seemed to be approaching end-of-life, with capacity no longer able to meet the demand of customers' expanding workloads. This was causing regular outages and led to unnecessary costs and energy expenditure. However, there was also an inherent customer need to protect the data and workloads dependent on its servers.

Case Summary

Country: New Zealand

Vertical: IDC

Vertiv Solutions: Liebert® PEX™

The Solution

Vertiv proposed a new cooling solution using its Liebert PEX that would allow the customer to keep the data centre running, improve capacity for additional workloads and cut power bills by 50 per cent. It uses thermal management to more effectively use all cool air while filtering out any hot air, reducing energy consumption and wasted energy.

Vertiv worked closely with the customer and distributor Ingram Micro to ensure the system was deployed without any impact to customer data.

"The applications and workloads in the data centre couldn't really be disturbed, but we were coming to a point where it could no longer realistically serve our customers' needs," said the company's head of operations.

"Investing in a brand-new colocation centre looked the most likely option, but it would have costed millions and likely caused disruption to our customers. Vertiv showed us we could effectively revive the data centre and make it viable again, with no disturbance to data whatsoever."

The Outcome

Since the deployment, there have been zero outages and the customer has been able to increase its capacity and level of service to its customers as they add or expand on new digital services and applications.

The deployment has supported the customer's goal to improve its energy efficiency and move to 100 per cent renewable sources by 2035 in line with NZ's nationwide target.

“With all the developments around cloud technology and new ways to manage core infrastructure, many organisations are quick to ditch what they’ve got,” said Robert Linsdell, managing director, Australia and New Zealand. “But our experience shows many organisations can achieve upwards of 50 per cent increased energy efficiency and IT capacity.”

“Investing in a brand-new data centre is an incredibly expensive, CAPEX expense, and there are often optimisation measures that can be taken to revive the data centre and bring it into this century. Businesses need to understand this, particularly now as they look at how they can leverage tools such as Internet of Things (IoT) and considering what resources they need underlying these services.”

For more information on the Liebert PEX and other infrastructure solutions, please visit

www.Vertiv.com



Liebert PEX