

Reasons to Buy	Problem Statement	Solutions	Benefits	ROI
Automate Provisioning	<ul style="list-style-type: none"> ▶ Slow provisioning cycles ▶ Inaccurate inventory records ▶ Outages due to uncontrolled changes ▶ Traffic in/out of the data center 	<ul style="list-style-type: none"> ▶ Accurate view of assets and resources ▶ Controlled change/workflow process ▶ Rules-based provisioning ▶ Powerful visualization tools 	<ul style="list-style-type: none"> ▶ Productivity increases ▶ Faster provisioning cycles ▶ Meet deadlines and SLAs ▶ Fewer outages 	<ul style="list-style-type: none"> ▶ OpEx savings ▶ Faster SLA delivery ▶ Less disruption to business
Improve Capacity Management	<ul style="list-style-type: none"> ▶ Run out of space, power and cooling ▶ Stranded capacity ▶ Fragmented resources ▶ Wasted space, power and cooling ▶ Over-provisioning of space, power and cooling 	<ul style="list-style-type: none"> ▶ Floor plan visualization ▶ Visualize resource utilization ▶ Capacity analysis/reports ▶ Complete power chain mgmt ▶ Balance 3-phase power ▶ Detailed view of resource consumption 	<ul style="list-style-type: none"> ▶ Defer new data center builds ▶ Defer equipment purchases ▶ Avoid stranded resources ▶ Avoid fragmented resources ▶ Avoid costly reorganizations 	<ul style="list-style-type: none"> ▶ CapEx savings ▶ Delay costly new builds ▶ Higher capacity utilization
Reduce Energy Costs	<ul style="list-style-type: none"> ▶ High energy costs ▶ Low efficiency servers ▶ Low capacity utilization ▶ Can't measure energy usage 	<ul style="list-style-type: none"> ▶ Power monitoring ▶ Power reporting ▶ Compare budgeted and actual usage ▶ Identify energy-inefficient servers 	<ul style="list-style-type: none"> ▶ Reduced energy costs ▶ Understand energy usage ▶ Identify inefficiencies 	<ul style="list-style-type: none"> ▶ Energy savings ▶ Reduce carbon footprint
Optimize Cooling via CFD Analysis	<ul style="list-style-type: none"> ▶ Cooling is 30%-40% of energy costs ▶ High energy costs ▶ Hot spots ▶ Over-cooling 	<ul style="list-style-type: none"> ▶ CFD analysis ▶ Export to CFD ▶ Track perforated tiles ▶ Track blanking plates ▶ Temperature and humidity monitoring ▶ Easy to rerun CFD 	<ul style="list-style-type: none"> ▶ Simplifies CFD analysis ▶ Understand cooling problems ▶ Optimize cooling 	<ul style="list-style-type: none"> ▶ Energy savings ▶ Equipment reliability
Manage Data Center Builds, Moves and Consolidations	<ul style="list-style-type: none"> ▶ Inaccurate inventory records ▶ Inability to manage data center silos ▶ Lack of planning tools ▶ Inability to manage rapid change 	<ul style="list-style-type: none"> ▶ Detailed data center modeling ▶ Racks, devices and ports ▶ Power/data connections ▶ Change/work order processes ▶ Consider space, power, cooling and network resources 	<ul style="list-style-type: none"> ▶ Meet project deadlines ▶ Accurate planning ▶ Reduced errors/rework 	<ul style="list-style-type: none"> ▶ OpEx savings ▶ Meet budgets and deadlines
Reduce Manual Effort for Compliance and Audits	<ul style="list-style-type: none"> ▶ Incomplete data center inventory ▶ Extensive manual surveys ▶ Regulatory compliance (FDA, SOX) ▶ Manual circuit/connection tracing ▶ Internal audits 	<ul style="list-style-type: none"> ▶ Up-to-date inventory records ▶ Detailed, accurate model of the data center ▶ Instantaneous reporting 	<ul style="list-style-type: none"> ▶ Reduced manual effort ▶ Accurate, timely compliance 	<ul style="list-style-type: none"> ▶ OpEx savings ▶ Reduced compliance risk