

Helping a global colocation services provider meet SLA requirements



Experience Highlights

THE CHALLENGE

The customer, a global colocation services provider, needed to replace their existing environmental monitoring solution in order to demonstrate compliance with Service Level Agreements. The solution had to be reliable, easy to install and cost effective to own and operate.

THE SOLUTION

Packet Power's wireless environmental monitors met all the customer's requirements. The colo provider engaged Arayna Tech to design and deploy the environmental monitors. Packet Power monitors were deployed quickly and efficiently in dozens of sites to date.

BUSINESS RESULTS

Packet Power equipment has proven to be accurate, dependable and cost effective.

Compared to the customer's prior monitoring solution, Packet Power wireless environmental monitors:

- Improve reliability by 20% or more
- Install in 10% of the time
- Lower costs substantially

The ease of implementation translated to real cost savings for the customer. The team was able to **triple the number of deployments in 25% of the time.**

Additional deployments are planned across existing U.S. and international facilities and in new facilities as they become available.

Customer: Global Colocation Services Provider

Location: United States

Facility Type: Data Centers

About the Customer

The company operates over 290 data centers totaling 34.5 million rentable square feet across 6 continents. They support more than 2,300 clients in a range of industries including healthcare, financial services, gaming and AI technologies.

About Arayna Tech

Data center, smart building and energy management facilities managers engage Arayna Tech to design and deploy monitoring solutions, provide system integration services, and develop custom software. Arayna Tech focuses on practical, economical and easy-to-use solutions for its customers that deliver measurable return on investment.

Customer Objectives

- Demonstrate SLA compliance
- Increase accuracy and reliability
- Reduce costs

"Packet Power has raised the bar for environmental monitoring reliability within the data center."

Matthew Wright
Principal Service Manager, Arayna Tech

THE CHALLENGE

Existing environmental monitors weren't able to deliver customer-required data.

The customer, a global colocation services provider, monitors environmental conditions in their retail data centers to demonstrate compliance with Service Level Agreements. Their legacy environmental sensors didn't support all the parameters clients want to see and required more resources to operate than expected.

The customer needed an environmental monitoring solution that captured the data their customers required, was reliable (accurate and dependable) and cost effective to own and operate.

THE SOLUTION

Packet Power's wireless environmental monitors deliver a reliable, cost effective way to get accurate temperature and humidity monitoring data.

Meeting all the requirements, Packet Power's compact, battery-powered monitors can be placed exactly where needed in each data suite. And the cost to purchase and install is lower than the customer's prior monitoring solution.



Packet Power Wireless Environmental Monitor

The colo provider engaged Arayna Tech to design, deploy and troubleshoot all environmental monitoring systems integrated with their DCIM. They worked together to come up with a standard for environmental monitoring in their retail data centers that meets or exceeds every client's requirements. Arayna identified monitor placement for each installation using these standards.

Deployment was a straightforward process in which Arayna installed Packet Power environmental monitors and the Ethernet Gateways that transfer monitoring data to the customer's DCIM system. Within minutes of monitor installation, the customer's data site managers were able to view real-time temperature and humidity data in their 3rd-party monitoring system.

BUSINESS RESULTS

Packet Power installs faster, improves reliability and lowers costs compared to the prior monitoring solution.

Packet Power monitors were deployed across a large area quickly and efficiently. "Most hard-wired systems take longer to install. There is no configuration needed between the wireless environmental monitor and the Gateway ... it just works," shared the customer's Temperature & Humidity Data Manager.

This ease of implementation translated to real cost savings for the customer. The old environmental monitoring system required a month to install in 1-2 floors. With Packet Power monitors, the team can install monitors in 5-6 floors each week -- **triple the number of deployments in 25% of the time.**

The colo provider views Packet Power environmental monitoring as an easy and reliable way to get temperature and humidity monitoring data. They went from seeing 20-25% of their old sensors not reporting to near perfect communication from Packet Power's monitors.

They will continue deploying Packet Power environmental monitors across existing U.S. and international facilities and in new facilities as they become available.

"Packet Power is the global standard for our environmental monitoring."

Temperature & Humidity Data Manager
Global Colocation Services Provider

About Packet Power

Packet Power develops and manufactures wireless power and environmental monitors and associated cloud-based data services to make buildings smarter.

By focusing on products that are easy to install and manage, Packet Power makes it easier and less expensive for critical facilities managers to get the information needed to lower costs, avoid outages and improve operational effectiveness.

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