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## Proven Outcomes for Data Center Mechanical Services.

Maximize data center uptime, improve infrastructure to increase availability, and reduce your owning and operating costs.

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Forget maintaining the mechanical systems of your data center. Data center components such as HVAC systems, chillers, cooling towers, air handler units (AHUs), fans and more are designed to last 20+ years. What's more, with the long lifetime of mechanical systems, there's less chance to experience system failure over time—much less, in fact, in comparison to typical data center equipment with 1-to-3 year technology refresh cycles. Right?

Wrong. The industry is changing fast as data growth and hybrid data center models continue to cause added focus on data center and facility lifecycle management. Add to that such factors as energy cost, regulatory compliance and customers' need for 24/7 operation—all which continue to drive considerations around capacity, efficiency, redundancy, performance and cooling. Unsurprisingly, this causes greater demand around data center services. Maintaining the mechanical systems of a data center's or facility's critical infrastructure is key to improving

efficiency, and IT and building performance, while reducing operating costs and minimizing downtime.

### **Why mechanical services now?**

Numerous businesses today do implement a proactive approach to their data center mechanical services—yet they are not seeing all the benefits or positive impacts of such actions.

Risks, challenges and costs associated with constructing new data centers or facilities also have many businesses evaluating hybrid data center strategies. This may include use of colocation facilities, cloud applications or retrofitting/upgrading existing sites, resulting in reduced owning and operating costs, maximum data center uptime, and network and server availability. In fact, advancing server technology and changing densities within the data center continue to affect cooling loads, making them more dynamic than ever.

Being able to anticipate the demand and meet the needs of the entire range of customers you serve requires solid knowledge of cooling demands, capacity, airflow distribution and cooling technology.

## Proven Outcomes for data center mechanical services

Implementing a Proven Outcomes approach to data center mechanical services can expand your options to additional cooling strategies and more advanced technologies that can lower your total cost of ownership (TCO) over time through reduced energy, operating costs and retained data center reliability. Such technologies can include the use of hot/cold aisle containment, chiller optimization, and dynamic cooling to match server loads.

In addition, it can help you identify hidden cost-saving opportunities, and address questions and challenges that position you at the forefront of the data center market.

- How does a Proven Outcomes approach to data center mechanical services improve operations?
- What are the upfront costs and benefits?
- How does maintaining my data center mechanical systems reduce costs in additional areas?
- In what ways does this approach reduce my total cost of ownership (TCO)?

A Proven Outcomes approach to data center mechanical services uses consultative steps to evaluate your data center business needs and incorporate your key business metrics, which are tracked and reported over time. As a result, you can implement service programs that deliver proven, measurable results matched to your unique business needs. The approach can also help you limit the risk of downtime, extend equipment life, meet regulatory compliance, increase safety and reduce operating costs.

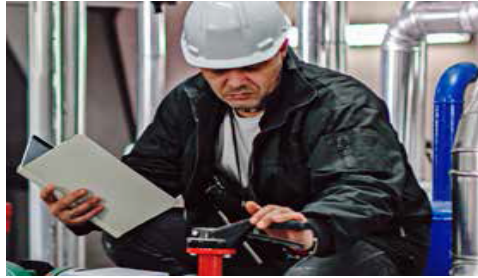
### Added benefits

- Lower risk of downtime
- Reduced owning and operating costs
- Longer equipment lifecycle
- Greater potential to lower Power Usage Effectiveness (PUE) and increase control over energy costs
- Improved building performance, facility productivity and process efficiencies

### Features

- Maintenance planning and scheduling support
- Performance assessment and reporting
- Lifecycle analysis
- Industry benchmarking
- Visibility into total cost of ownership (TCO) of data center or facility
- Performance improvement measures

- Emergency service
- Preventive and predictive maintenance



Efficiently maintaining data center cooling can be achieved through use of performance reporting, aligned services and a custom assessment of customer goals and KPIs.

### Conclusion

Consider a Proven Outcomes approach to data center mechanical services to reduce your energy usage and improve performance. Maintaining your data center or facility's mechanical systems to avoid the risk of downtime and ensure the longevity of your facility's critical infrastructure is key. Take the next step in determining your mechanical services approach and download our eBook, "Optimizing Uptime and Availability with Proactive Data Center Mechanical Services."

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The information in this document contains general descriptions of technical options available, which do not always have to be present in individual cases. The required features should therefore be specified in each individual case at the time of closing the contract.

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