

Achieving Speed to Market with a Combined Energy Management and Power Distribution Solution



A Vertiv Application Brief



Vertiv™ Energy Power Management System Anchors an End-to-End Process

Enterprises have numerous options for obtaining power distribution equipment. Procurement teams scan the market, vetting vendors by size, reputation, solution breadth, support, and of course – price. A typical approach is to work with several suppliers to put together an end-to-end energy management and power distribution solution that includes both software and equipment and then install, test, and commission it, before going live onsite at a large facility. By so doing, procurement teams can drive a lower total cost of ownership for the total solution.

There are several reasons why this approach is falling out of favor in today's market. The fast pace of digitization means that hyperscalers, colocation firms, and managed service providers are building more data centers to meet enterprise demand for computing infrastructure and on-demand services. In 2023, 7.4GW in new data center capacity is expected to come online, compared to 4.7 GW in 2022.¹ In addition, many industry enterprises are accelerating the digitization of their processes by building highly automated facilities or retrofitting existing buildings. This means that companies have a greater need for electricity. Enterprises' share of electricity consumption is expected to grow from 11,579 TWh in 2023 to 14,704 TWh by 2030.² It's no surprise, then, that companies' need for power distribution equipment and energy management systems is growing fast.

For many firms, speed to market is one of the most important critical business objectives, if not the most important. Data center owners and operators that turn on more capacity at pace can win business that otherwise goes to competitors. Meanwhile, industry firms that use new equipment to automate processes can strip cost and waste from production faster, boosting profitability.

Acquiring a Ready-to-Go Solution Provides Compelling Business Advantages

Amidst economic uncertainty, leaders are moving fast to notch new growth. One of the best ways they can do so is by acquiring fit-for-purpose, tightly integrated energy management systems and power distribution equipment from a single provider.

Companies that procure power systems from Vertiv access a host of business benefits:

- **Gaining the opportunity to value-engineer equipment:** Value engineering is the process of reviewing products during the design process to reduce costs or increase functionality.

While Vertiv™ power distribution solutions are pre-designed, customers can customize them to meet their unique requirements. These benefits obviously grow the more solutions are selected. Customers that use Vertiv for all their energy management and power distribution needs can optimize every step of this chain for enhanced performance and cost efficiency.

¹ "2023 Global Data Center Market Comparison," webpage, Cushman Wakefield, undated, <https://www.cushmanwakefield.com/en/insights/global-data-center-market-comparison>.

² Nitisha Dubey, "Enterprise Electricity Consumption to Increase by 14700 TWh by 2030," BisInfoTech, <https://www.bisinfotech.com/enterprise-electricity-consumption-to-increase-by-14700-twh-by-2030/>

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- **Streamlining procurement processes:** Procurement teams that choose just one provider with a broad solution portfolio gain access to a comprehensive, pre-integrated solution. This simplifies research, consideration, and acquisition processes, while also improving equipment availability.

Vertiv offers an end-to-end energy management and power distribution solution. **Vertiv™ Energy Power Management (EPMS)** provides infrastructure to deliver software and digital services that increases visibility into – and control over – facility power operations. On site teams gain analytics for process improvements and automation that maintains high availability of equipment and business resiliency. Vertiv™ EPMS automatically detects when the grid or batteries are no longer supplying power and switches over to alternative power sources. Then, when power is restored, it switches back. By doing so, data centers protect vital operations.

Vertiv also provides a full range of power distribution equipment, due to its acquisition of E+I Engineering. Buyers can obtain medium- and low-voltage equipment, including battery energy storage systems (BESSs), electrical switchgear, powerbars, uninterruptible power supplies (UPSs), and more, from one provider. All equipment is manufactured at Vertiv and E+I state-of-the-art manufacturing facilities and available with minimal lead times.

That means less contamination, noise, and other forms of disruption onsite, which is especially important when equipment is being installed in an existing facility.

Acquiring more solutions from a trusted provider streamlines equipment lifecycle processes, from procurement to implementation and maintenance, while also ensuring global consistency. In addition, buyers can use simplified acquisition processes to scale faster, deploying new systems at infrastructure sites and data center facilities before they are commissioned, minimizing onsite construction and disruption, while ensuring global consistency of operations.

- **Create a repeatable solution:** Many companies are seeking to develop standard solutions they can deploy time after time. Not only does this accelerate the path to commissioning new equipment, but it also makes it easier to monitor, manage, and maintain systems and train staff on functionality and upgrades.

Vertiv manufacturing facilities are located around the world and our end-to-end energy management and power distribution system can be shipped anywhere. Vertiv can install the solution onsite and provide training for teams on how to use it. In addition, Vertiv's worldwide maintenance force can come onsite to service equipment regularly or conduct repairs.

"Choosing Vertiv for all power distribution equipment and our energy management system enables data center owners to speed up procurement-to-commissioning-to-install by 78%."

- **Minimizing operational disruption:** When companies buy equipment from different vendors, they must ship it to their facilities and integrate it onsite. This typically means coordinating labor-intensive, dirty, and intrusive processes, such as excavation; foundation; and coordination of teams with different trades, skills, and materials.

When firms buy from Vertiv, this physical construction work is greatly reduced due to efficiency increases, as the customized power distribution and EPMS solution is developed offsite. Vertiv manufactures all power distribution solutions; assembles, integrates, and pre-tests them; and then ships the complete solution to the customer site, where it is commissioned and activated.

Speed Up Your Business with an End-to-End Solution from Vertiv

Business leaders want to move faster to win new business, automate processes, and boost profitability. Procurement and electrical teams can support this objective by partnering with Vertiv, a trusted provider that manufactures quality products and value-engineers solutions to meet their objectives. Buyers benefit by streamlining key processes; ensuring equipment availability; and gaining a lower-cost, fit-for-performance solution. In addition, working with a single manufacturer minimizes operational disruption onsite and provides a repeatable solution that can be deployed worldwide.

Once installed, Vertiv Energy Power Management System and other power distribution equipment protect vital operations day in and day out, against interruptions that would otherwise harm operational performance.

[Learn more about Vertiv Energy Power Management System.](#)

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