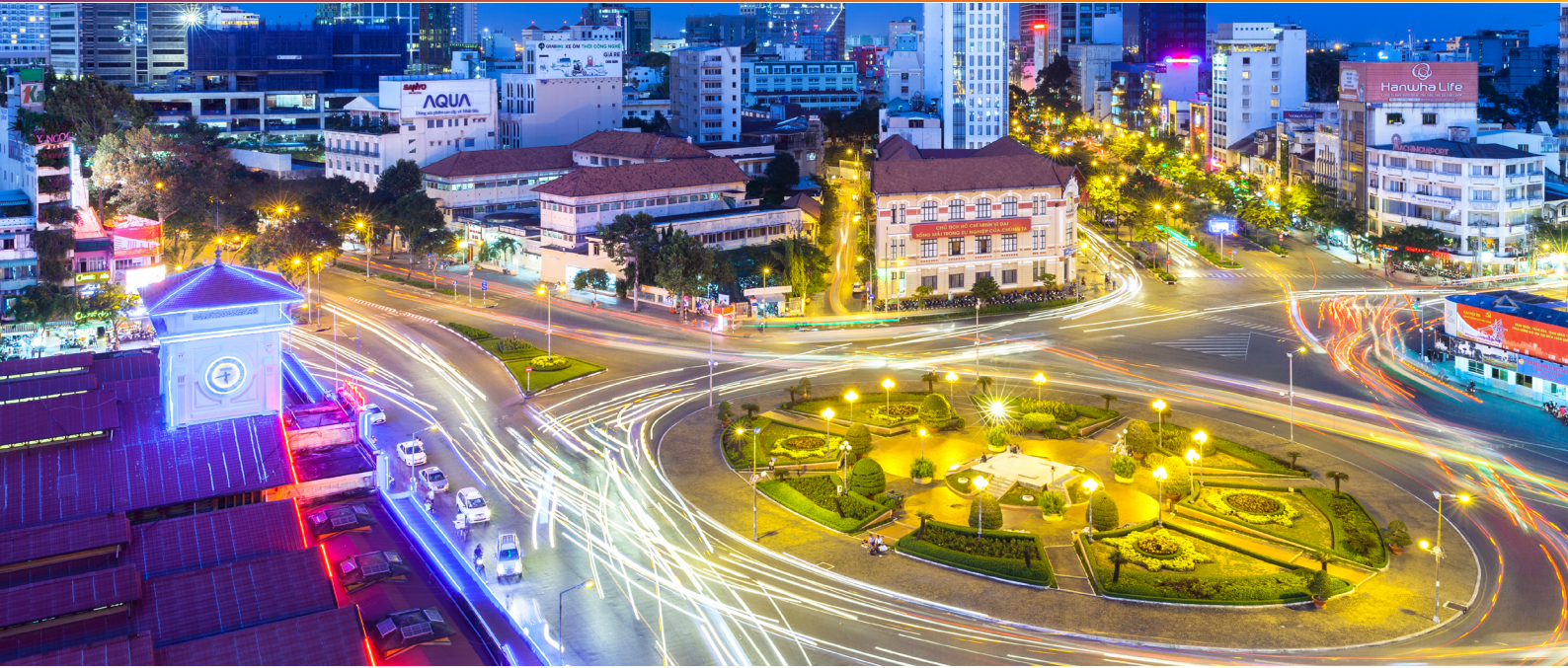


Leading Telco Provider in Vietnam Selects Vertiv for Rapid Data Center Expansion



A Vertiv Case Study



BACKGROUND

The customer is a leading telecommunications and data services provider in Vietnam. The company provides integrated telecommunications and IT services and is committed to complying with the highest standards of international infrastructure and services. The customer currently owns an ecosystem of data centers across Hanoi and Ho Chi Minh City. Across its core businesses, the company prides itself on providing five-star services to its broad customer base.

CHALLENGE

Amid growing digital adoption across Vietnam and the rapid expansion of local and multinational companies, the customer set out to build a new data center complex in 2019. Located in Ho Chi Minh City's manufacturing complex, the customer's new data center will offer 10,000 sqm of space with a capacity for 1,200 racks. It will be designed according to Tier III standards by the Uptime Institute.

In building this new data center, the customer sought a trusted solutions provider to support their data center expansion plans. They needed a partner capable of deploying highly efficient and reliable power and thermal management solutions to ensure seamless business operations. Specifically, the company looked for a solutions provider with expertise in power protection and effective thermal management to cater to its diverse customer requirements.

Having worked with Vertiv for several years, the customer is well aware of the capabilities Vertiv's solutions offer. With this, they once again trusted Vertiv for their power and cooling needs.

Challenge: The construction of a Tier III certified, modern data center in Ho Chi Minh City's manufacturing complex, offering the highest levels of availability and efficiency to the company's customers.

Solutions:



Vertiv™ Liebert®
EXL S1



Vertiv™ Liebert®
PCW

Results:

- Highest level of reliability and availability with Vertiv™ Liebert® EXL S1's double conversion technology
- Vertiv™ Liebert® EXL S1's compact footprint ensures maximum utilization of data center white space
- Chilled water system ensures greater energy savings versus traditional approaches

THE SOLUTION

To address the customer's uptime requirements, Vertiv deployed the Vertiv™ Liebert® EXL S1 high-efficiency monolithic uninterruptible power supply (UPS) system. Designed for medium- to large-scale data centers, the Vertiv™ Liebert® EXL S1 provides the highest levels of availability, with up to 97% double conversion efficiency and up to 99% in ECO mode. Vertiv™ Liebert® EXL S1's transformer-free design and intelligent features help the customer achieve cost savings and reduced CO2 emissions overall.

The Vertiv™ Liebert® EXL S1 also has a compact footprint, maximizing the use of data center white space. It can operate with both VRLA and lithium-ion batteries, adapting to all runtime requirements. Fast transfer technology ensures the quickest response time under various conditions without compromising on power quality and availability.

For its cooling system, the customer chose the Vertiv™ Liebert® PCW system. The Vertiv™ Liebert® PCW utilizes chilled water as a cooling medium, offering a capacity range from 66 kW up to 210. It offers the best performance in its class as well as high energy savings and low total cost of ownership (TCO).

With an optimized aerodynamic design and the new EC Fan, the Vertiv™ Liebert® PCW perfectly matches the cooling needs of servers with minimum power consumption. The Vertiv™ Liebert® PCW delivers optimum energy efficiency of up to 70% in savings versus standard market solutions with EC Fans.

With advanced algorithms and EC fan technology, it achieves significant energy savings, reduces operational costs, and enhances environmental sustainability without compromising server performance.

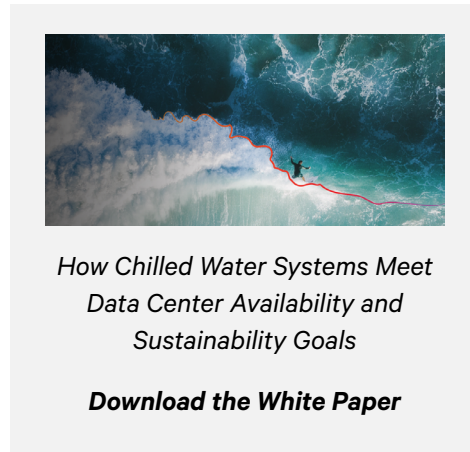
The Vertiv™ Liebert® PCW's compatibility with Vertiv LIFE™ Services allows it to benefit from remote diagnostic and preventive monitoring. This proactive approach enhances uptime assurance, reduces incident response times, and contributes to the overall peace of mind of the customer's critical infrastructure.

RESULTS

The customer deployed eight units of the Vertiv™ Liebert® EXL S1 in its new data center, as well as 12 units of the Vertiv™ Liebert® PCW. By installing these high-efficiency solutions, the customer was able to construct a state-of-the-art, sustainable facility complying with industry standards.

In May 2022, Uptime Institute awarded its data center complex with the first Tier Certification of Constructed Facility (TCCF) with the highest number of passed tests in Vietnam to date. TCCF ensures that data centers are built according to design and capable of meeting confirmed availability requirements, protecting customers' investments with inspection and evaluation from the Uptime Institute.

Through the deployment of Vertiv products and solutions, the customer significantly boosts its colocation data center energy efficiency, improves equipment lifespan, and elevates the overall data center reliability, ultimately leading to the delivery of a smooth and trustworthy service for its valued customers.



To learn more about Vertiv's power and cooling solutions, visit [Vertiv.com](https://www.vertiv.com)

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