

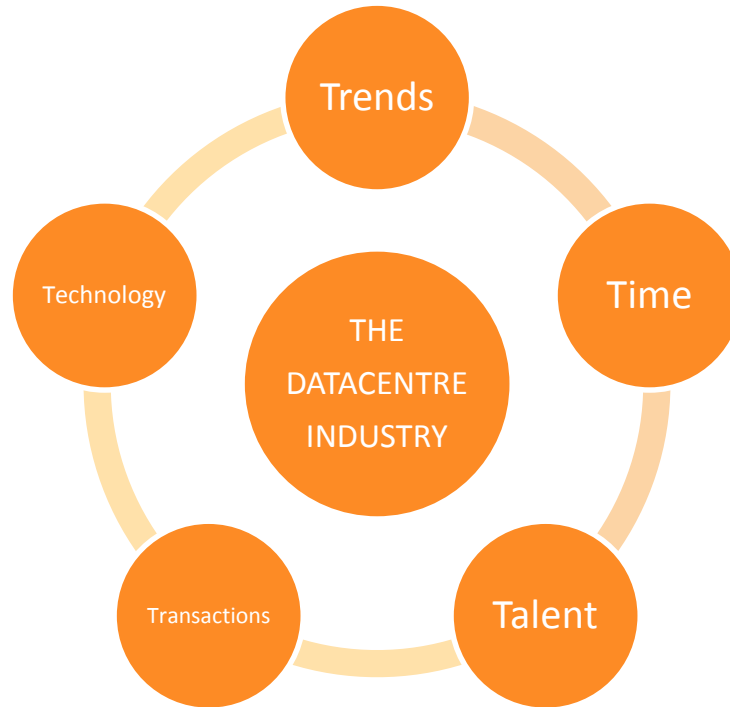
Rapid deployment, scalability and lower total cost of ownership by using prefabricated modular datacenters

Vertiv – Adrian Barker



Vertiv designs, builds and maintains mission-critical technologies that enable essential applications for data centers, communication networks and commercial and industrial environments

Agenda



Trends



Edge



Data



IoT



EDGE ENABLES THE DIGITAL TRANSITION

Consider the impacts of the next 1 Billion users

More IoT and AI deployments and success stories: IoT and AI begin to deliver value in agriculture & aquaculture

Tier 1 banks embrace AI & blockchain for various applications



Smart Cities:
Government awards funding for SC projects

Increased use of autonomous vehicles in mining and agriculture

5G Network
Mobile & IoT:
Journey towards excellent customer experience

Oceania & Asia:
Highest growth in 2017 in colocation data center



Mobile Internet Traffic by 2021

Mobile traffic QUADRUPLES

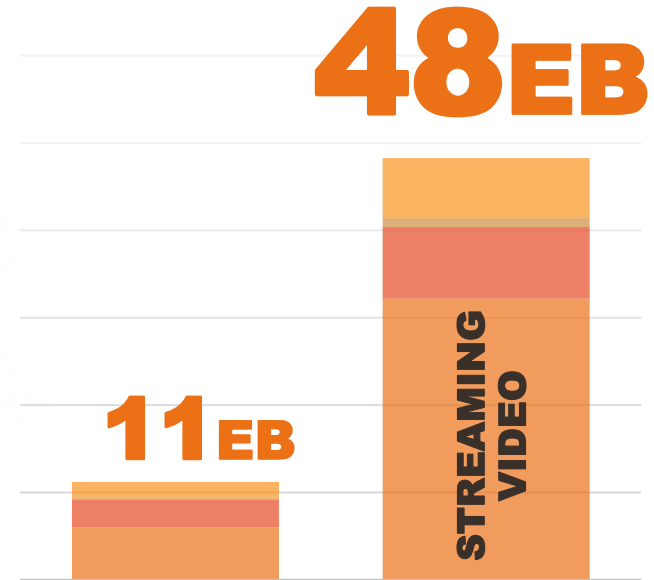
...video streaming grows >5x

...online gaming grows >5x

...data grows nearly 3x



2.5EB
IN 2014



Fixed Internet Traffic by 2021

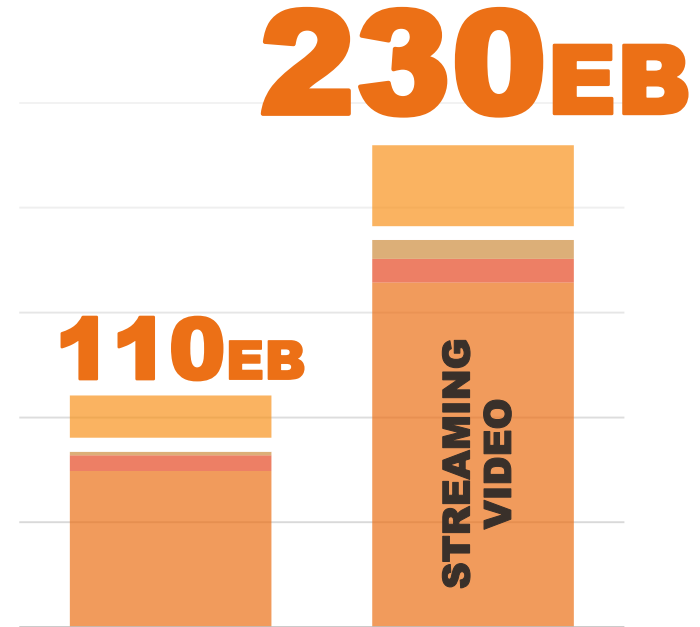
Fixed traffic DOUBLES

...video streaming grows >2.5x

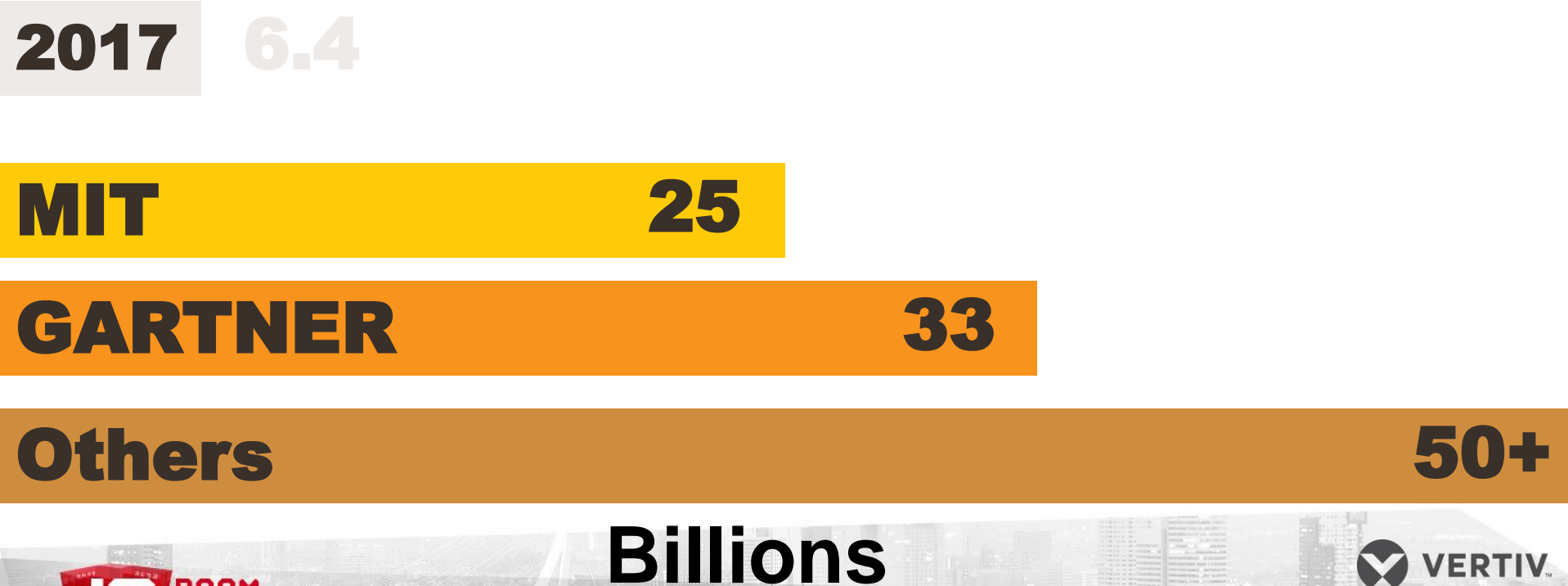
...online gaming grows 6x

...data grows nearly doubles

57_{EB}
IN 2014

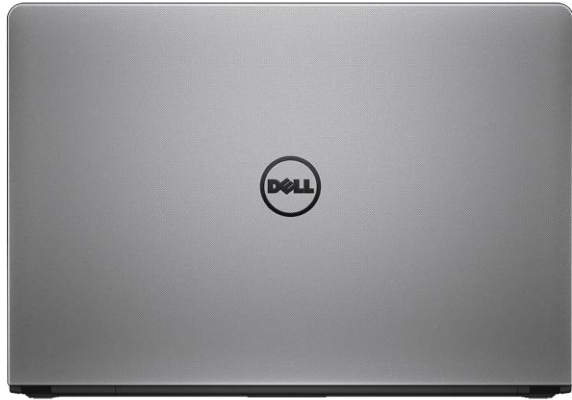


Connected Things *(estimated by 2020)*



Billions

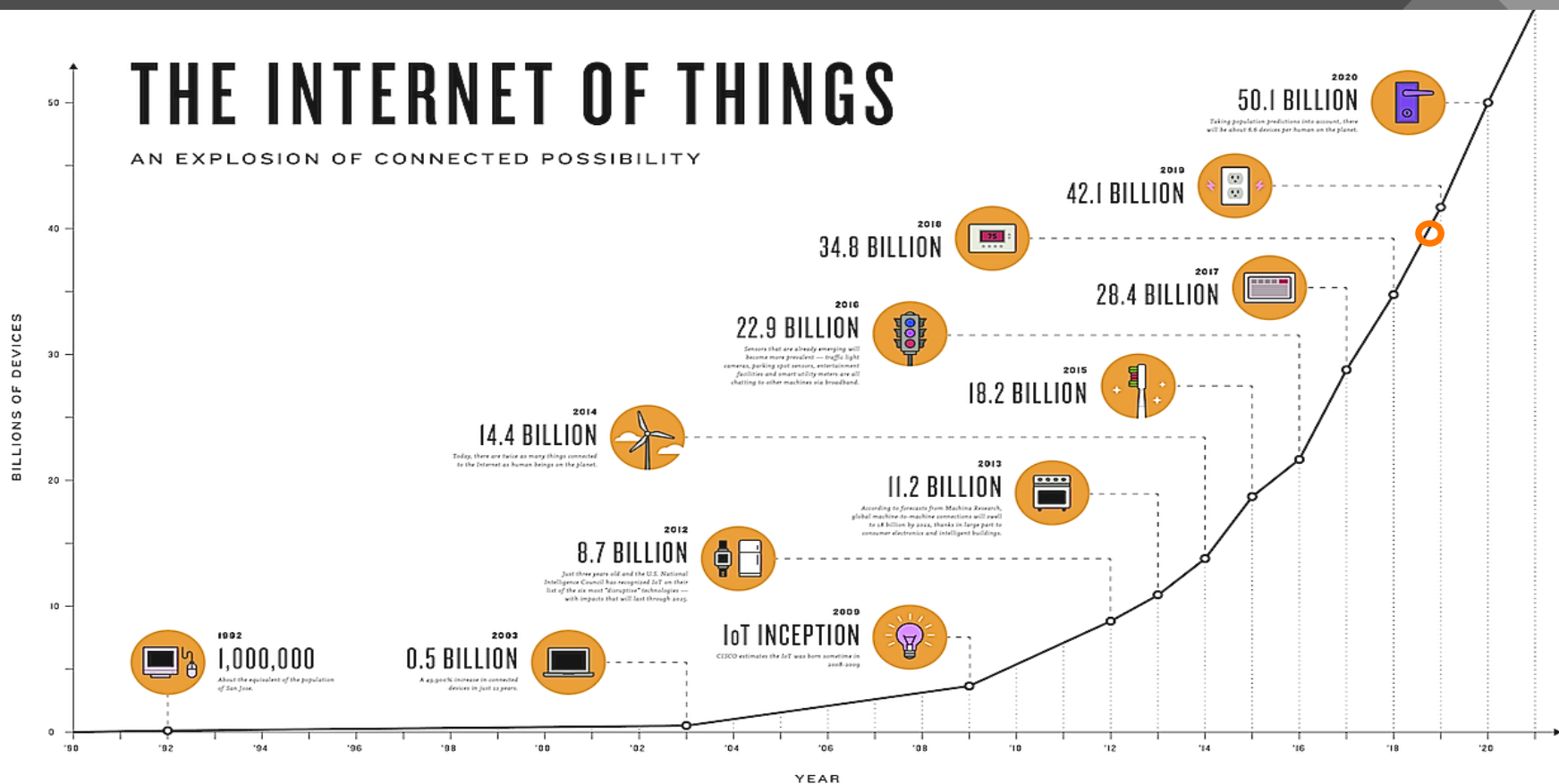
All About Connectivity



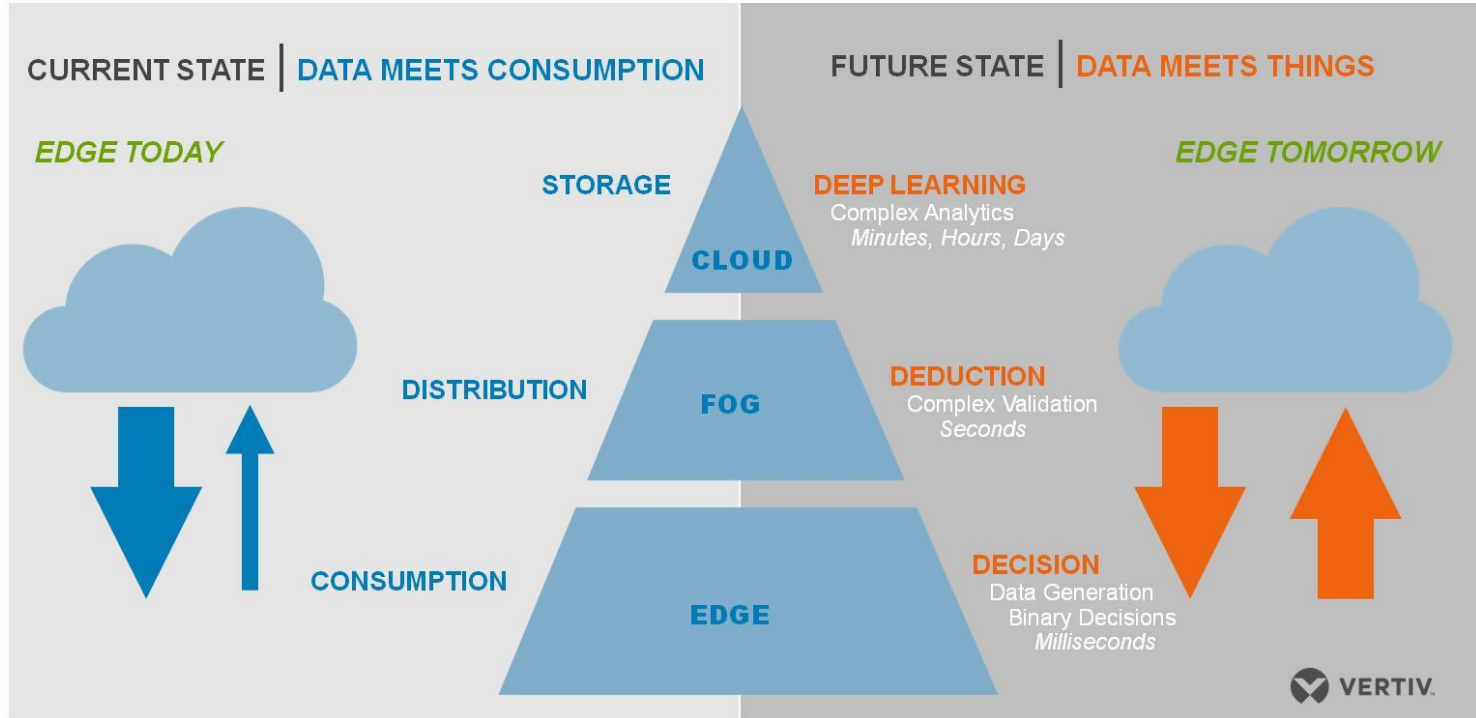
BEYOND COMPUTE & PERSONAL DEVICES

THE INTERNET OF THINGS

AN EXPLOSION OF CONNECTED POSSIBILITY



Achieving the Future State, at Scale



Time

When considering the future datacentre market

“whatever you’re thinking – think 100x”

Christian Belady, General Manager at Microsoft.



Talent



One definition of a datacentre ...



Transactions



Technology

- Modular [**moj**-uh-ler]
 - Composed of standardised units or sections for easy construction or flexible arrangement
- Prefabricate [pree-**fab**-ri-keyt]
 - To manufacture in standardised parts or sections ready for quick assembly and erection as buildings

Automotive industry analogy

- Volkswagen Group



Global Solutions

We manage the project, you focus on your core business.



Configurable Solutions Pre-Engineered, Rack to Room



Cabinet



Row



Aisle

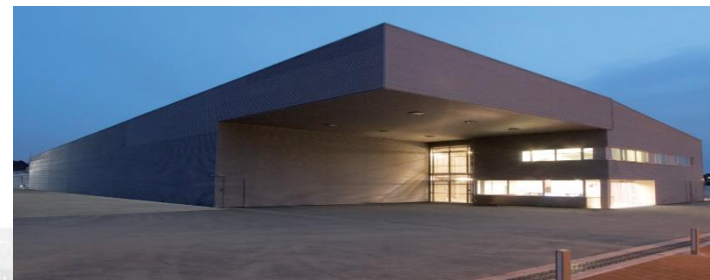


Integrated Rack
Self-Contained Modular



Architected Solutions Design, Integrate, Deploy

Building and Site-Level
Solution Architectures with
Prefab Modular Options



Integration



Thermal Management



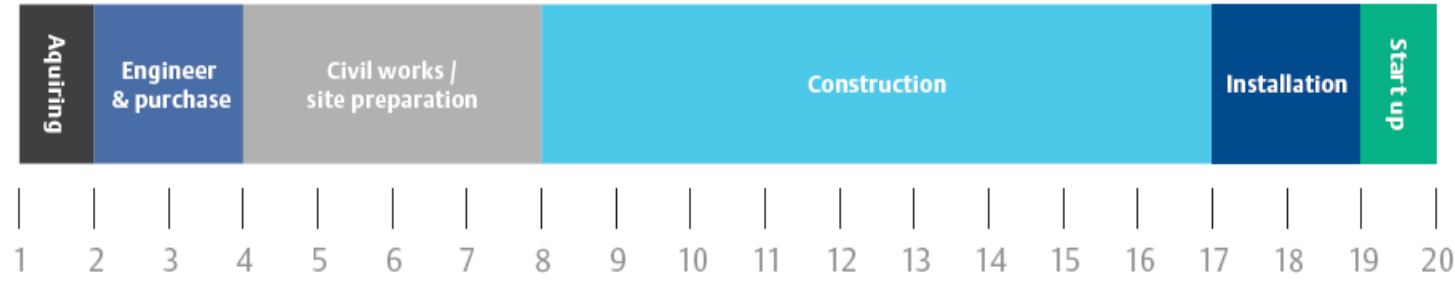
Power Management



IT Management



Rapid Deployment



New Build

Traditional – Stick Build



TIME SAVED
33% - 50%

Containerized Solution

Pre-fabricated Design

Global Solutions

Engineering/Design/Planning



Manufacturing & Supply Chain



Deployment / Commissioning

Quality throughout Vertiv Process



DFX
Lessons Learned
Specification
Quality
Submittal Quality
Design



Strategic suppliers
Shop drawing review
Detailed tender
packages
Supply Chain



Tightly Controlled
Manufacturing
Integrators



Strategic Partners
**Construction /
Delivery**

Domain Knowledge

Schematic Design

Design & Development

Construction Documents

Complete Critical Infrastructure Solutions



Structural
Engineering



Thermal
Management



Power
Management

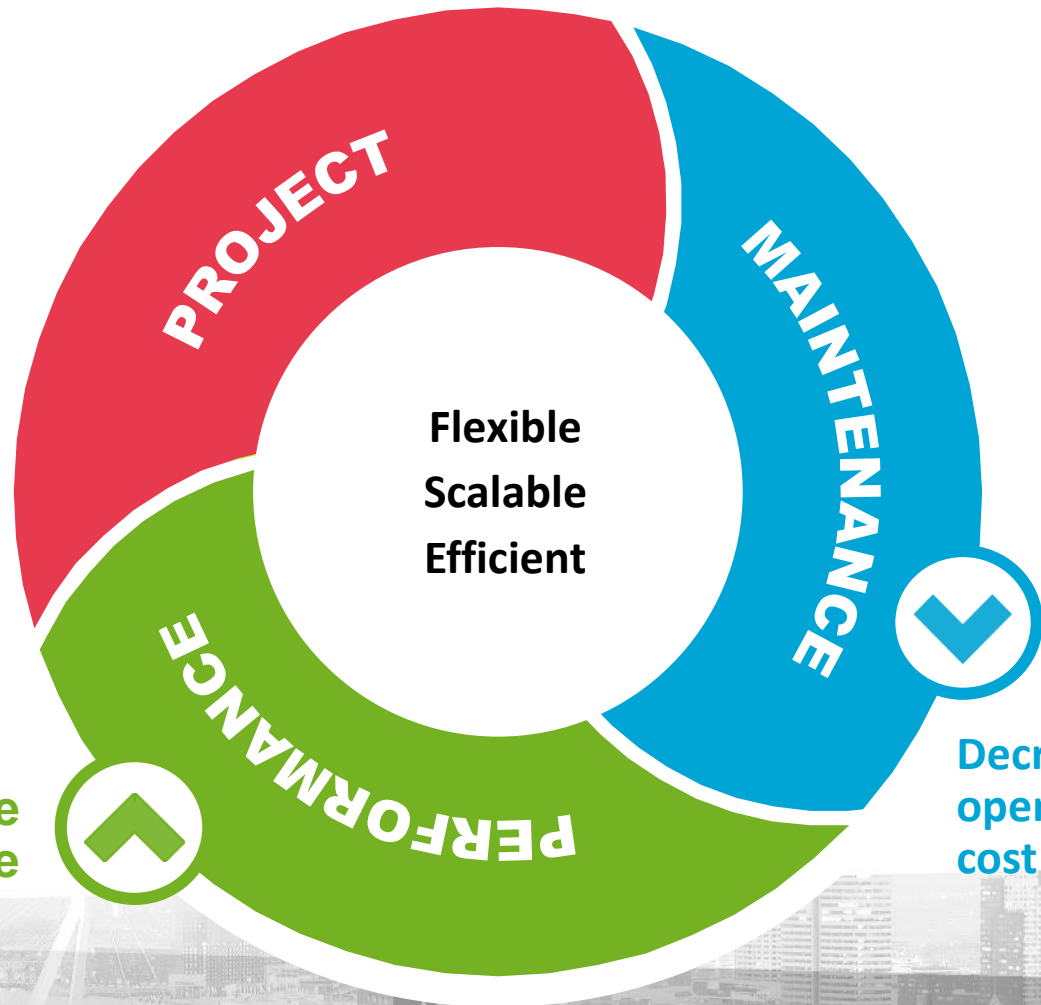


Software
Controls



Life Cycle
Services

Global Solutions



Increase mean time
between failure

Decrease
operating
cost

Global Solutions

- Skilled Labor
- ISO-9001 Processes
- Longstanding Partners

Prefabrication

**Integration
& Test**

- Fully Integrated Electrical and Mechanical Enclosures
- Factory Witness Test

**Third-Party
Subsystems**

- Approved Vendors
- Strategic Relationships



VERTIV™

**Global
Logistics**

- Warehousing
- Transport

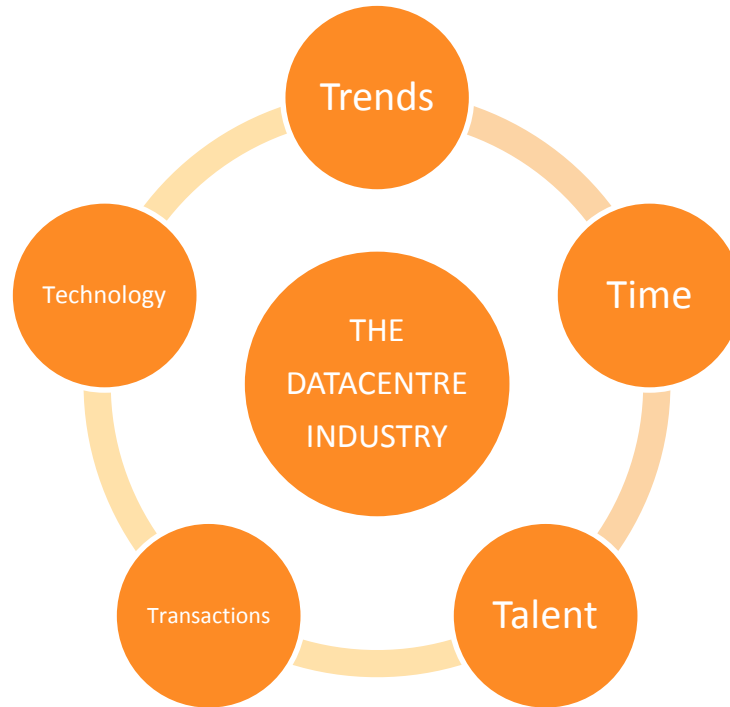
**Vertiv
Content**

SmartMod

10-12
weeks
Shipment

- Designs optimized for cost and speed of manufacture without compromising quality
- Repeatable processes and simplified infrastructure reduce risk
- Configurations from 2-12 racks and from 40-90 kW

Questions ?



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