



VERTIV™

**EMERSON
NETWORK
POWER IS
NOW VERTIV**

FROM MILITARY BUNKER TO WEAPONS-GRADE DATA CENTRE: A CUSTOMER SUCCESS STORY

Ronny Schnüriger – Vertiv
Frank Harzheim – DELTALIS



In collaboration with
DELTALIS

BRINGING EXPONENTIAL POTENTIAL UNDER CONTROL

Autonomous
Vehicles

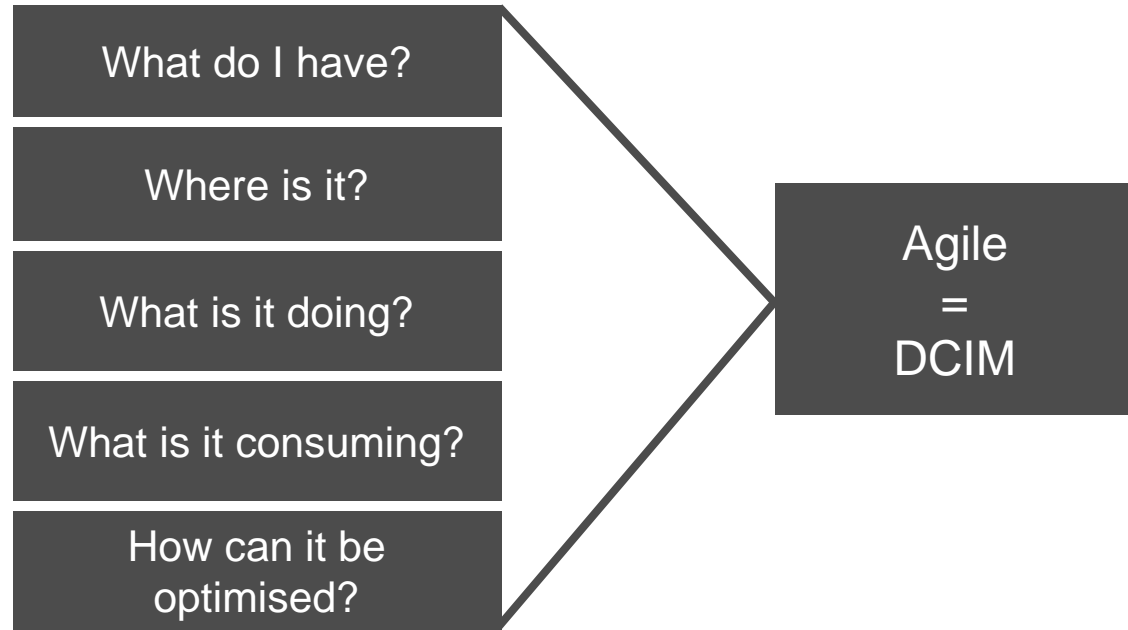
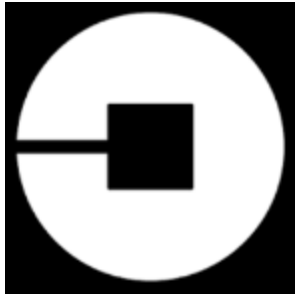
Immersive
Experiences

CMO
VS
CIO

Blockchain

Machine
Learning

AGILITY NEEDED FOR DIGITAL ECONOMY

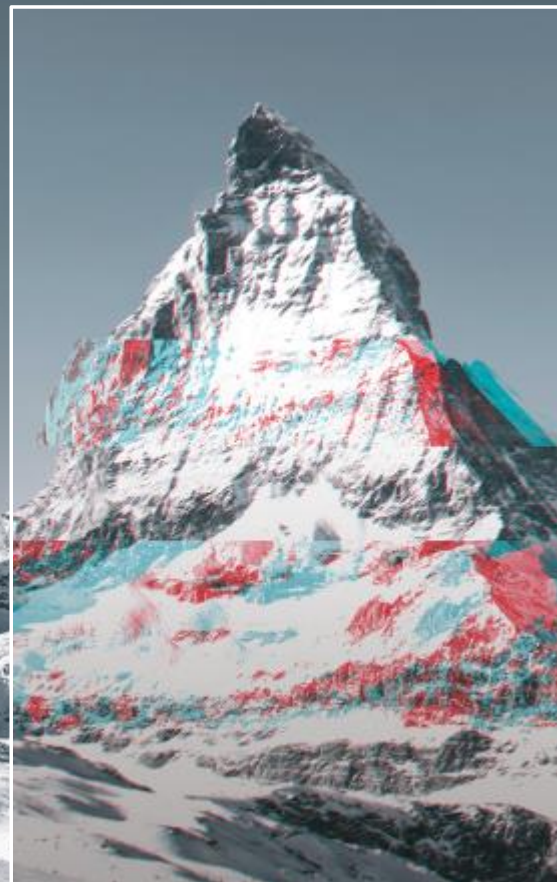


A CUSTOMER SUCCESS STORY
FROM MILITARY BUNKER
TO WEAPONS-GRADE
DATA CENTRE

Frank Harzheim
CEO of DELTALIS

DELTALIS

Hyper security for a changing world



FROM A MILITARY BUNKER...



...TO WEAPONS GRADE HYPER SECURE DATA CENTRE



WORLD OF CHANGE, INSECURITY AND UNCERTAINTY



The decision for or against a data centre location is a long term decision which should take place in a stable and predictable environment.

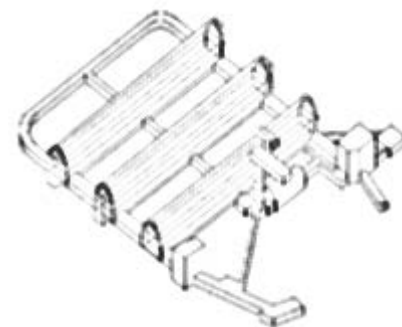
DELTALIS – A COMBINATION OF VALUES



LOCATION



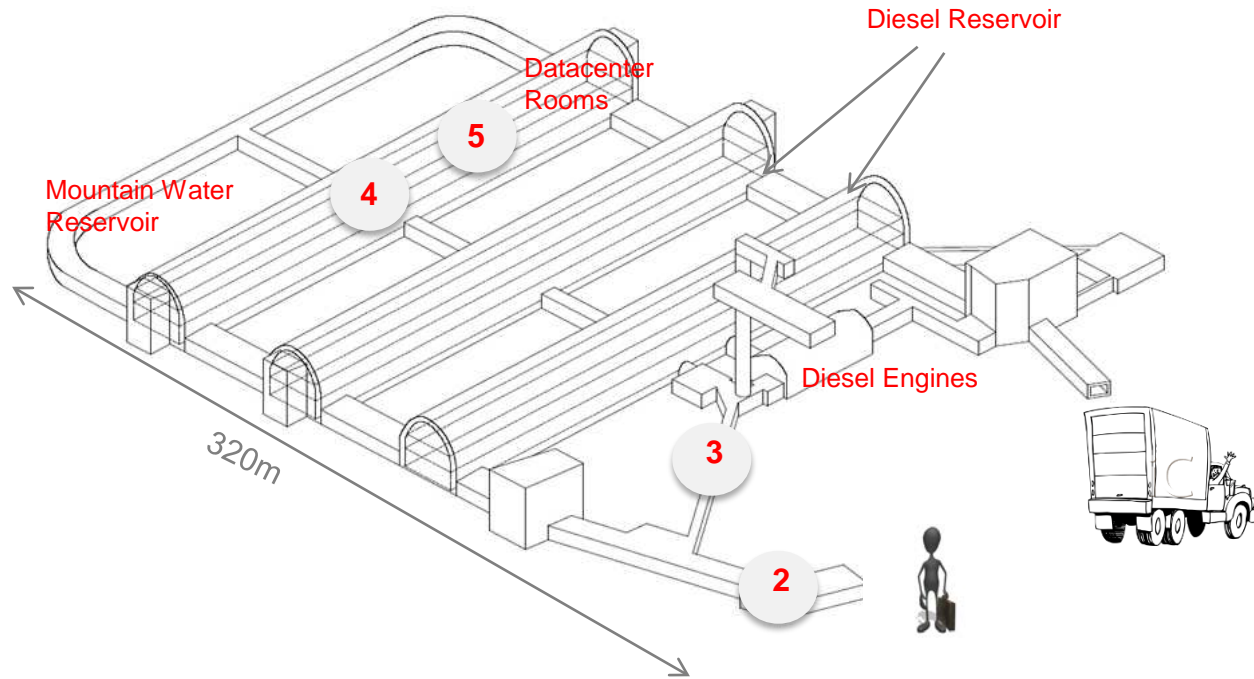
SERVICE OFFERING



FACILITY



THE FACILITY



CHALLENGES OF A COLOCATOR

Accessibility

Flexibility

Power

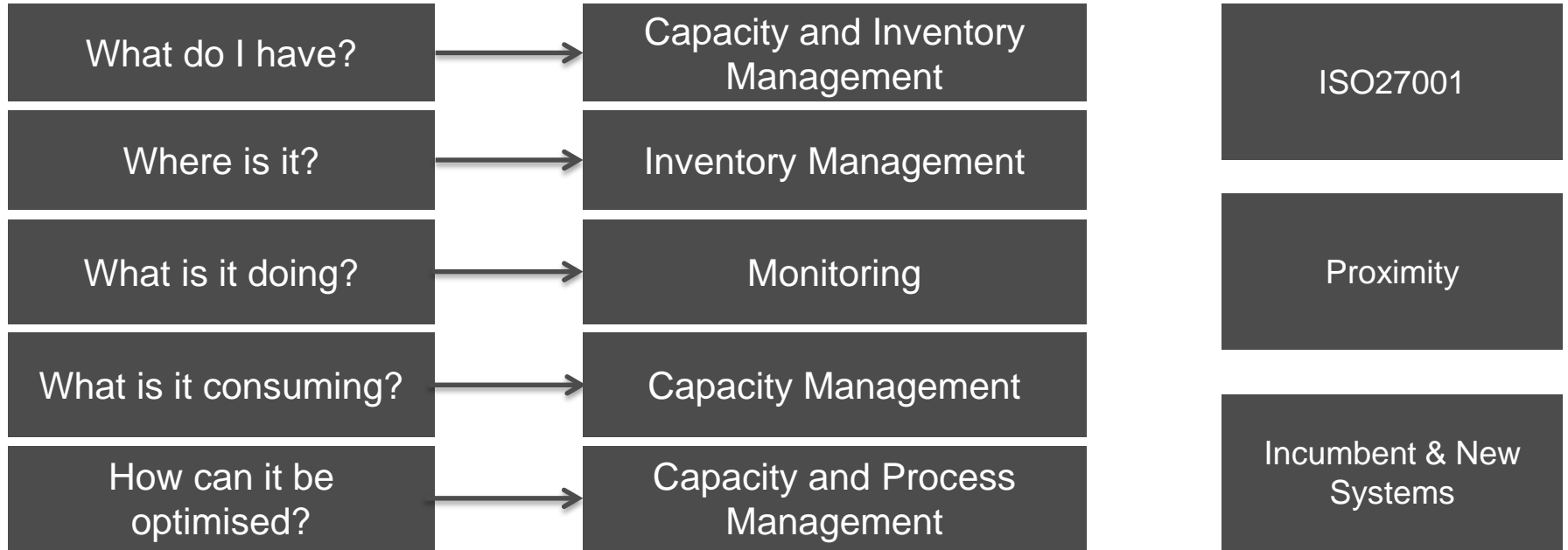
Availability

Connectivity

Security

... and Capacity Management ...

WHY DCIM?



WHAT'S NEXT?

- Reporting
- Collect data for informed decisions
- Use DCIM as sales tool for offerings
- Implement new service “Remote Management as a Service” and “DCIM as a Service”





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