

EcoStruxure™
Innovation At Every Level

GROWTH

Growth without limits

Digital Realty's journey to becoming a global leader in colocation

Digital Realty (DLR) — Ashburn, VA

EcoStruxure™ provides Digital Realty with solutions for growth in the fast-moving colocation market

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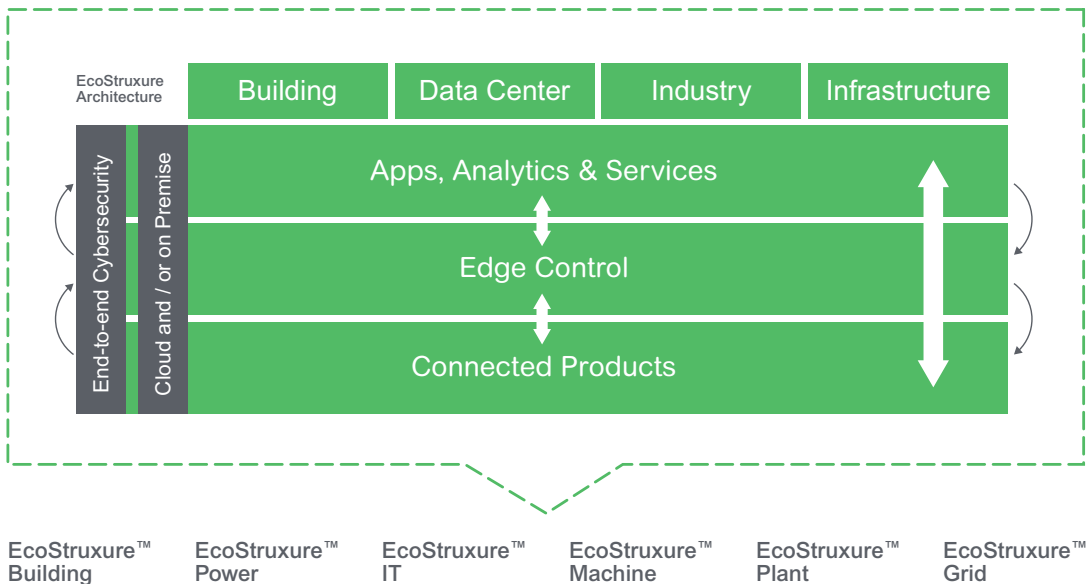
IoT-enabled solutions that drive operational and energy efficiency

EcoStruxure is Schneider Electric’s open, interoperable, IoT-enabled system architecture and platform.

EcoStruxure delivers enhanced value around safety, reliability, efficiency, sustainability, and connectivity for our customers.

EcoStruxure leverages advancements in IoT, mobility, sensing, cloud, analytics, and cybersecurity to deliver Innovation at Every Level including Connected Products, Edge Control, and Apps, Analytics & Services. EcoStruxure has been deployed in 450,000+ installations, with the support of 9,000 system integrators, connecting over 1 billion devices.

One EcoStruxure architecture, serving 4 End Markets with 6 Domains of Expertise



Connected Products

The Internet of Things starts with the best things. Our IoT-enabled best-in-class connected products include breakers, drives, UPSs, relays, sensors, and more. Devices with embedded intelligence drive better decision-making throughout operations.

Edge Control

Mission-critical scenarios can be unpredictable, so control of devices at the edge of the IoT network is a must. This essential capability provides real-time solutions that enable local control at the edge, protecting safety and uptime.

Apps, Analytics & Services

Interoperability is imperative to supporting the diverse hardware and systems in building, data center, industry, and grid environments. EcoStruxure enables a breadth of agnostic Applications, Analytics, & Services for seamless enterprise integration.

[Find out more](#)

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Dream big

“If you take a look at what’s happening in the digital world today, anything you can imagine, seems to be happening.” Kevin Dalton, VP of Global Engineering and Design for Digital Realty, knows that the colocation industry is booming and it’s time to dream big. As a global data center partner, Digital Realty is trusted with the mission-critical architectures of some of the top companies in social media, financial services, and health care. Their industry-leading record ensures customers that they will never go dark and can count on the security, reliability, and agility required to support their high-performance networks.

Digital Realty has crafted the global standard for technical real estate by developing a unique capability to acquire, manage, and scale data center campuses. They are building a unique ecosystem of open solutions that power customer growth through exceptional service. Built on a foundation of unrivaled data center expertise, their vision is to build a network of connected campuses and internet gateways powering growth and prosperity for customers, employees, and shareholders alike.

A tall order

As Digital Realty continues to increase their footprint, it is of critical importance that everything from system architecture to end-user reporting be consistent across all sites. Kevin says, “Over the last year we took the effort to actually standardize our global platform, to make sure that we can provide not only consistent monitoring and measuring, but the same look and feel on a global basis.” Employing non-standard solutions from site to site leads to operational inefficiencies and inflated costs, and with such a diverse portfolio of customers, standardizing operations globally is a must, and even with their current reach, it’s a tall order.

They currently provide colocation data center services to a diverse base of US and international companies of all sizes in financial services, cloud and information technology, manufacturing, energy, gaming, life sciences, and consumer products. Its 170 data centers serve more than 2,300 customers in 33 metro markets, across 4 continents. They are poised for quick expansion across Europe and Asia-Pacific, and building a consistent infrastructure will be the key to success. That’s where Schneider Electric and EcoStruxure come in.

Goal

Digital Realty needed a globally consistent infrastructure to support their current customer base while allowing for seamless expansion into new markets, all while staying at the top of the fast moving colocation market. Increasing customer requests for visibility needed to be met simply and consistently.

Story

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A single pane of glass

As Digital Realty and Schneider Electric worked together to develop standard solutions and configurations of delivered systems, a big concern was keeping installations standard. Different teams in different regions of the world will deliver the systems, and the installation must support a globally aligned design and configuration. “In order for us to achieve global consistency, we need a partner that can provide products on a global level,” says Kevin. Digital Realty uses Schneider’s EcoStruxure platform for a variety of installation products, and the advantage EcoStruxure offers is the ability to integrate all the moving parts into one large solution.

By combining EcoStruxure Building Operation and EcoStruxure Power Monitoring Expert, Digital Realty is leveraging the specialized and powerful tools within each platform for a more unified and efficient approach to monitoring and controlling the facilities. EcoStruxure meets the challenge by offering a fully integrated building management and power monitoring system — all accessible through a single pane of glass.

What will you build?

With a solid plan for consistent architecture across the globe in place, next comes practical application. A strategy is only successful as its execution and flawless execution is something Digital Realty’s customers have come to expect from them. With new construction in the colocation industry happening at the speed of light, flawless execution — at every stage of the project — isn’t optional, and Schneider is an active partner each step of the way. Before construction begins, Schneider Electric offers global engineering services to provide consistent pre-engineering and graphics to ensure that any additions to their network mesh seamlessly with their existing infrastructure. On the back end, Schneider provides Digital Realty with a dedicated support team that includes a key account manager, program manager, solution architect, and technical support. Kevin says of the comprehensive solution, “Schneider is definitely a partner providing a one-stop solution for our infrastructure needs.”

Downtime is not an option

In the colocation industry, downtime is not an option which makes quick, emergency response a huge concern for Digital Realty. Fortunately, this is a concern that EcoStruxure mitigates. The system shows transfers and loads, and if power is out and generators are fired, the operator is alerted and can see it all in real-time — from one screen. Alarms from the mechanical and electrical infrastructure are integrated with internal alarm notification and security systems to ensure that data from the mechanical and electrical systems is aligned with internal asset management systems, and is available to internal DCIM. Having visibility of the entire electrical distribution in a single screen lets site operators quickly identify if the site has transferred over to backup power systems, and subsequently, if voltage has stabilized from the utility before transferring back.

Solution

In comes EcoStruxure. Digital Realty and Schneider worked together to develop standard solutions and configurations to ensure consistency for both existing and new customers. By combining EcoStruxure Building Operation and EcoStruxure Power Monitoring Expert, Digital Realty is leveraging the specialized and powerful tools within each platform for a more unified and efficient approach to monitoring and controlling the facilities, and it’s all accessible through a single pane of glass.

To support its growing global facility base, Digital Realty leverages Schneider Electric comprehensive portfolio of infrastructure solutions including the EcoStruxure Pod Data Center. With EcoStruxure Pod Data Center, Digital Realty has the flexibility to scale to fit customer’s varied configurations with reduced time for installation and faster deployment.

Results

Site operators now have the right tools to efficiently run their data centers consistently across the globe, and Digital Realty has improved operational visibility, enhanced reporting, and optimized facility control. Through the partnership with Schneider Electric, Digital Realty has all the tools they need to successfully execute their vision of the future.

Another valuable benefit of integrated advanced notice and alarms systems is the ability to identify the problems or conditions at each location before action is taken, and, when needed, the right person can be dispatched to the right location — with confidence. System components must be highly reliable; it's the best weapon against downtime, and the best defense against inefficiency.

When problems do arise, Schneider's global service bureau, manned 24/7, is always ready to take service calls from any site at any time. The service bureau has access to all sites and can perform diagnostics and systems access remotely as well to call in local service teams as needed, keeping solutions consistent anywhere in the world. Simply put, EcoStruxure provides the right information to the right people at the right time so that when problems arise, they will be resolved quickly with little to no downtime.

The value of information

In the world of colocation data centers, it all comes down to availability of actionable information. "What we're finding," notes Kevin, "is our customers are looking for more and more information, and the

EcoStruxure solution for us, helps us to give them that type of information so that they can run their business better." Accurate information on critical assets and the operating environment is invaluable to Digital Realty's customers, and with EcoStruxure, not only do they get that information, it's available from virtually anywhere. EcoStruxure also collects and aggregates operating data for analysis and reporting, providing crucial operating information to customers, which keeps Digital Realty at the head of the pack in the constantly evolving colocation industry.

The benefits of partnership

Partnering with Schneider has made it easier for Digital Realty to provide site operators with the right tools to efficiently run their data centers while maintaining the level of resiliency today's colocation market demands. Digital Realty has increased access to information, higher productivity, and optimized facility control with EcoStruxure — all through a single pane of glass. "The future of colocation is limitless; what you can imagine will become reality," says Kevin, and through the partnership with Schneider Electric, Digital Realty has a clear vision of the future and the tools to get there.



Learn More



Critical Facilities Management



EcoStruxure Pod Data Center



Solutions for Colocation Providers



Software and Services



Discover EcoStruxure for Data Center



Free Analyst Report Customer Insight: Future-proofing your colocation data center

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