

A Guide to Modernization Services



Modernization Services

Modernization services are designed to renew our customer's data center infrastructure — from upgrading backup power and cooling to a full overhaul if needed. We're not just about making your data center young again. We're about making it better.

Modernization Services Overview

Questions to ask your customer:

- Is your data center encountering regular performance issues?
- Are you lacking space and power capacity?
- Has your cooling become inefficient?
- Are you experiencing increased maintenance costs?
- Are replacement parts or services no longer available for your physical infrastructure?

Trends Impacting Customers:

- The move to Cloud & Colo leaves opportunity to consolidate & modernize existing data center infrastructure required to support a changing business need
- New data center infrastructure technologies provide increased energy efficiency, cost savings, agility and improved management and maintenance
- New regulations & Energy efficiency targets demand new data center infrastructure

Introduction to Modernization Services...

1. **Assessment Services:**

An on-site evaluation and analysis of your data center or network closet helps you design a plan to maximize availability, improve energy efficiency and reduce energy-related costs.

2. **Modular Power Revitalization Service:**

The Modular Power Revitalization Service is an affordable and preventive replacement of critical components to extend the reliable life of a modular uninterruptible power supply (UPS.)

3. **Refresh UPS:**

Our Refresh UPS and Cooling System service ensures that you are maintaining your critical infrastructure and cooling to support changing needs, while maximizing ROI.

Marketing Resources....

Blogs

- [Modernize or Outsource: Evaluating Options for your Data Center](#)
- [Why Data Center Modernization Projects are Now Easier to Cost Justify](#)
- [Failure to Modernize Data Center Physical Infrastructure Increases Cost and downtime](#)
- [Data Center Modernization: A plan for How Much to Outsource](#)
- [Three Telltale Signs that Your Data Center is in Distress](#)

High Value Content

- [eGuide: Modernize or Outsource?](#)
- [WP 214: Guidance on what to do with an older UPS](#)

Social Content

- [Social posts and images](#)

Modernization Landing Page

- www.schneider-electric.com/modernization

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Assessment Services

The Pitch:

An on-site evaluation and analysis of your data center or network closet helps you design a plan to maximize availability, improve energy efficiency and reduce energy-related costs.

The Benefits:

- Benchmark Data provides an analysis of your current infrastructure, comparing it to industry best practices.
- Customized Reports show how to lower costs, boost savings and ROI with short- and long-term energy management.
- Reliability Analysis identifies threats that could lead to costly downtime.
- Energy Efficiency Analysis highlights areas with the greatest potential for savings.
- Power & Cooling Analysis details ways to reduce power consumption and optimize cooling efficiency.
- Capacity Analysis recommends steps to improve levels of resilience and availability.

[Click here to learn more about Assessment Services](#)



Modular Power Revitalization Services

The Pitch:

Discover how you can extend the reliable life of your modular UPS and maintain your critical infrastructure while maximizing your investment.

The Benefits:

- Reduce total cost of ownership through upgrades and proactive replacement of parts.
- Enjoy peace of mind knowing your aging infrastructure is protected and operating at manufacturer's specifications.
- Reduce downtime and make fewer service calls due to proactive replacement of wearing components.

[Click here to learn more about Modular Power Revitalization Services](#)



Refresh UPS Service

The Pitch:

Our Refresh UPS and Cooling System service replaces nostalgia with complete peace of mind by ensuring that you're maintaining your critical infrastructure and cooling while maximizing ROI.

The Benefits:

- Minimized downtime risks
- Optimized total cost of ownership with a more energy-efficient solution
- Expertise in building a tailored solution to meet your requirements and budget constraints
- Secure reliability and an extended support life of your system for the years to come
- Reduced maintenance and service costs, and higher efficiencies over equipment lifetime
- Seamless installation performed by our certified technicians

[Click here to learn more about Refresh UPS Service](#)

