

EcoStruxure™
Innovation At Every Level

F12.net

24/7

F12.net Empowers Customer Trust by Keeping Data Safe, Secure and Always Available

Schneider Electric Canada delivers powerful solutions including EcoStruxure for Data Centres and revolutionary Lithium-Ion battery

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With over 25 years servicing the IT industry, Edmonton's F12.net has witnessed a sea of evolving technology and constantly changing trends. But one thing has remained constant for the solutions provider: ensuring customers excel at their business by entrusting their IT needs to experts.

F12 offers comprehensive managed IT programs – including IT strategy, cloud services, disaster recovery planning, simplified employee onboarding, and next-gen cybersecurity – to enhance customers' productivity, allowing them to focus on their mission, free of technology distractions.

"We cater to small- and medium-sized businesses across Canada that are not necessarily IT experts but nevertheless depend on IT to run their business," says Calvin Engen, Director of IT for F12. "We want to be more than just an outsourced IT company. We have the experience to elevate our customers' businesses, beyond managing IT; our aim is to help them grow as a result of leveraging IT smartly. We build strong relationships with business owners, so they can trust us to advance their technology while they invest their time elsewhere."

An aggressive business strategy

One of the services F12 provides is the ability to host client data and applications within data centres in Canada. More and more businesses are seeking hybrid cloud options, seeking the ability to selectively host services. However, few businesses have the needed environmental control, security and certification requirements; which is where F12 comes in. In early 2017, F12 decided to complement its existing Alberta based data centre with a new, fully-hosted facility across the country in the Greater Toronto Area.

"Part of our go-to-market strategy is to bring our cloud offerings internally," says Engen. "Unlike the typical cloud or a collocated centre, our centres are staffed, allowing us to react to any issues in real-time. A physical facility also demystifies the cloud for many of our customers because they know exactly where their data is stored – they can see it; they can see the lights blinking on the servers where their data is located. It really helps to foster trust."

F12 had a number of requirements for their new data centre. Top of mind was energy reliability – to deliver clean, reliable power to its IT infrastructure so that customer data is accessible 24/7 without any unexpected downtime. F12 was also adamant the facility have a high degree of visibility so that staff is able to see the different thresholds within the centre and be able to respond in real time if there is any deviation outside of those thresholds.

Goal

To avoid disruptive outages for Canadian businesses by launching a geo-redundant data centre facility with reliable, cost-effective and clean energy.

Story

F12.net was looking to expand its cloud IT services nationally by establishing a private data centre in Toronto, ON to complement existing data centres in Western Canada. F12 builds and maintains long-term relationships with their customers based on trust; in turn, their customers demand cloud services with the power to keep their IT operations safe, secure and available 24/7.

Solution

Schneider Electric Canada offered the EcoStruxure-ready 3-Phase UPS, Galaxy VM with long life & space saving Lithium-Ion battery solution. In addition, they deployed EcoStruxure IT's on-premise data centre infrastructure management solution, StruxureWare for Data Centres, across all their data centre physical infrastructure to ensure optimal performance, availability.

Results

- Modular capabilities offer easy scalability for continued business growth
- Lithium-Ion battery provides:
 - 40% to 60% less footprint
 - 60% to 70% less weight
 - Faster recharge time
 - Up to three times the expected life
 - Ten times the number of cycles
 - 30% to 50% savings in Total Cost of Ownership

Connected power solutions increase efficiency and lower opex

F12 turned to Schneider Electric Canada to power all its data centre needs. Engen worked closely with the Schneider Electric team, exploring the company's many options to find the perfect match for F12's specific requirements. Ultimately, they decided on a full solution that included Power Usage Effectiveness (PUE) monitoring, the EcoStruxure-ready Galaxy VM and EcoStruxure IT on-premise data infrastructure management solution, StruxureWare for Data Centres software, a management software suite designed to collect and manage data about a data centre's assets, resource use and operation status throughout the data centre lifecycle. Together, this solution forms a key step towards operating a data centre that is reliable, efficient, productive and green.

Another advantage offered by Schneider Electric's solutions is the ability to scale easily, thanks to their modular capabilities. "Scalability was a key requirement for us in addition to the basic efficiencies we wanted to gain," says Engen. "Growth is a vital part of most of our customers' strategies; we wanted our Toronto data centre to have the ability to expand to meet those needs quickly. We took some learning points from our Edmonton facility and decided we wanted something more modular so as we expand much easier."

One unexpected bonus in the implementation was the addition of Schneider Electric's new Lithium-Ion (Li-ion) battery solution, to improve critical backup storage in data centres. The original thought was to use a standard valve-regulated lead-acid (VRLA) battery like in the Edmonton facility, but when Engen learned of the new solution he was impressed by the many advantages over VRLA, including:

- 40% to 60% less footprint
- 60% to 70% less weight
- Faster recharge time
- Up to three times the expected life
- Ten times the number of cycles
- 30% to 50% savings in Total Cost of Ownership



"What really enticed me about the Li-ion battery was the longevity and how it complements the Galaxy VM," says Engen. "It's a far cleaner method of energy storage, and it gives us a lifecycle of 10 to 15 years – almost three times longer than VRLA. When we looked at all the advantages for the slight additional upfront cost, it made sense. I later learned we were the first company in Canada to deploy this solution, so we're proud to be leaders in such an innovative space."

The journey continues

With the important decisions made, deployment of the data centre solution began in summer of 2017, with the facility's grand opening taking place in September. As customer data begins its migration into the centre, Engen is highly optimistic, both for the facility's capabilities and its role in F12's continuing success.

"The Toronto data centre marks the next step in our journey to advance the technology posture of SMBs across Canada, by offering fully-managed georedundant data centres from Edmonton to Toronto," says Engen. "We believe in creating a safe, secure location for Canadian businesses and we spent our time making sure that everything from our Internet connection to the suppliers we use all remain on Canadian soil to give that trust back to our customers."

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— Calvin Engen,
Director of IT at F12

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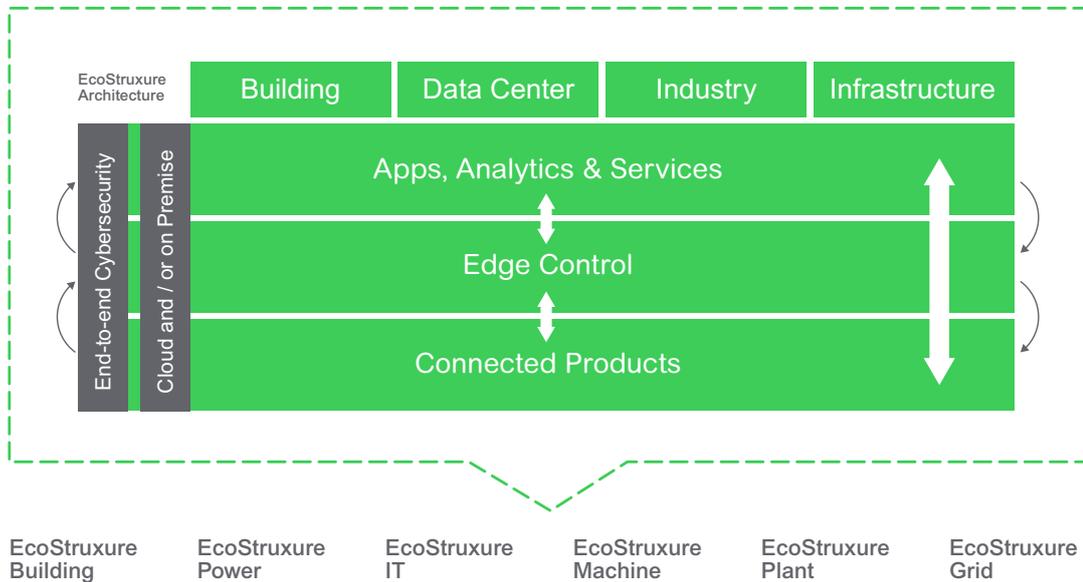
IoT-enabled solutions that drive operational and energy efficiency

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.

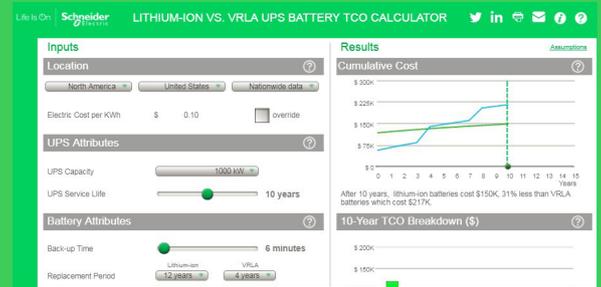
Find out more about EcoStruxure

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Learn More



Lithium Ion Battery solutions



TradeOff Tool, "VRLA vs Li-Ion Batteries"



White Paper, "Battery Technology for Data Centers: VRLA vs Li-ion Batteries"



Galaxy Three Phase UPS

Schneider Electric

5985 McLaughlin Road
Mississauga ON L5R 1B8
Canada
Phone: + 1 978 794 0800

www.schneider-electric.com

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