

Nominee: Schneider Electric

Nomination title: Schneider Electric EcoStruxure IT™ harnesses the power of IoT to provide data driven insights, and proactive prevention of data centre downtime

Schneider Electric's EcoStruxure IT™, formerly known as StruxureOn™, is the first Data Centre Management as a Service (DMaaS) architecture, that connects data centre physical infrastructure assets to the Schneider Electric cloud, enabling the delivery of simplified and faster services.

The first service built on this architecture is EcoStruxure Asset Advisor, a cloud-based monitoring service with real-time visibility into system performance, maintenance and service requirements via mobile app, EcoStruxure IT's data-driven analytics can proactively advise of potential failures, fundamentally improving the ability to service critical equipment prior to failure.

Schneider Electric is bringing IoT to the data centre with EcoStruxure IT, optimising the way that data is analyzed, stored and delivered as actionable information to improve decision-making around data centre maintenance, uptime and incident management.

As part of the digital service, Schneider Electric's Service Bureau personnel is readily available to remotely troubleshoot an issue or, in cases that can't be addressed remotely, dispatch a field service representative armed with the necessary information and equipment to quickly resolve the issue and minimise downtime.

What are the Innovation's key distinguishing features and/or USP?

EcoStruxure IT connects customers' assets to Schneider Electric's cloud to deliver faster issue resolution and digital services. It harnesses the power of IoT to predict and prevent incidents and downtime in data centres. In addition to being supported 24/7 by their internal Service Bureau.

EcoStruxure IT revolutionises DCIM by delivering a cloud-based architecture purpose-built for hybrid IT and data centre environments. The vendor-agnostic architecture delivers a new



standard for proactive insights on critical assets that impact the health and availability of an IT environment with the ability to deliver actionable real-time recommendations to optimize infrastructure performance and mitigate risk.

Key benefits include:

- Global visibility across the hybrid ecosystem - from anywhere - with one tap access right from a smartphone
- Device information, smart alarms and monitoring through open system collecting data from all devices regardless of vendor
- Foresight into potential risks by leveraging global benchmarks and analytics in the EcoStruxure data lake
- Ease of deployment through a convenient subscription model for any size environment
- 24/7 remote monitoring with the Schneider Electric Service Bureau. In the event of an incident, the Service Bureau helps troubleshoot and ultimately reduces mean time to repair

“The growing complexity and diversity of critical data centre environments coupled with reduced budget and staff have led to a management challenge for data centre professionals. The first step in overcoming this challenge is through a cloud-first management strategy. EcoStruxure IT provides global access and insights to data centre environments from anywhere, at any time on any device,” said Dave Johnson, Executive Vice President, IT Division, Schneider Electric. “Bringing this level of visibility and access to our customers will enable them to benchmark their entire IT ecosystem while providing trend analysis, intelligent maintenance and more, all while reducing risks and increasing efficiency.”

“Today, as data centre managers face tightening budgets, growing customer demands on data centre performance, and an increasingly competitive market, optimising operations while staying within financial confines has become a significant challenge,” said Kim Povlsen, Vice President & General Manager, Digital Services & Software, Schneider Electric. “With EcoStruxure IT™, Schneider Electric is harnessing the power of IoT to give data centre and facility managers the insights, tools and support they need to proactively predict and prevent incidents and system downtime.”

“Cloud services and IoT are sweeping through industry, with major digital transformations under way at many of the world's largest corporations,” said Rhonda Ascierito, Research Director, Datacenter Technologies, 451 Research. “The IoT initiative at Schneider Electric appears to be wide-reaching and EcoStruxure IT™ is a move that could fundamentally change the DCIM software market as well as the data centre services engagement model. Schneider Electric seems positioned to be an early leader with the scale to achieve long-term success.”

What tangible impact has the Innovation had on your company, the market and your customers?

Kelvin Hughes, a developer and manufacturer of navigational and radar systems for civil and military applications, has deployed Schneider Electric's EcoStruxure IT™, formerly known as StruxureOn, for 24/7 monitoring of data centre applications.

The data centre and its IT equipment host all of the company's critical applications including its ERP system, development servers and data storage systems. As a Ministry of Defence (MOD) subcontractor, the company has a vital requirement for both physical and cyber security, in addition to strict access control. Business continuity and disaster recovery are also important aspects of the facility's day-to-day operation.

"If the data centre fails, the company essentially stops trading," said Ian Mowbray, Infrastructure Services Manager at Kelvin Hughes. "Reliability, both in terms of the data centre hardware, the IT equipment and the services supplied by Kelvin Hughes is an issue on which the company cannot afford to compromise."

"Anything that provides additional insights and proactive monitoring or management of our facilities is of great interest because we're a small team and it's essential to know what's happening in the data centre on a daily basis."

A great benefit of the new system is that alerts to any issues that reach a certain threshold of concern can be sent directly to a duty manager via the mobile phone application, and means they can continue to monitor the computer room remotely at weekends, and should we encounter any issues, they are delivered directly to the users Smartphone.

"The app makes it much easier to communicate with Schneider Electric in cases where external support is required." Ian continued. "As a customer, we can log a support call directly into the maintenance team via the app, meaning that we don't need to phone the helpdesk any more."

The service provided by Schneider Electric is essential to the effective management of their data centre's facilities. "The EcoStruxure IT™ service has enabled us to extend our virtual team at literally no extra cost," says Mowbray. "In order to deliver detailed insights and reporting at a similar level we'd need a far bigger team in place to monitor the facility 24/7."

What are the major differentiators between your Innovation and current practices elsewhere?



To-date EcoStruxure IT™ is the only vendor-neutral software monitoring solution that delivers proactive and future-proof insights via a mobile application.

By providing a service that can be connected to any IoT enabled data centre infrastructure device, from any vendor, Schneider Electric has created another unrivalled and innovative, market leading data centre infrastructure software solution.

Why nominee should win

1. EcoStruxure IT™ is the markets only vendor neutral software and monitoring service that can deliver detailed insights about any IoT enabled data centre infrastructure product or solution.
2. EcoStruxure IT™ connects customers' assets to the Schneider Electric Cloud to deliver faster issue resolution and digital services.
3. EcoStruxure™ IT is the first Data Centre Management as a Service (DMaaS) architecture. It harnesses the power of IoT to predict and prevent incidents and downtime in data centres.
4. It is supported 24/7 by Schneider Electric's internal Service Bureau.
5. It can be deployed for free as part of any existing Schneider Electric maintenance agreement.