# Expedient Chooses Environet™



## Case Summary

Locations: Massachusetts, Maryland, Pennsylvania, Indianapolis, Ohio

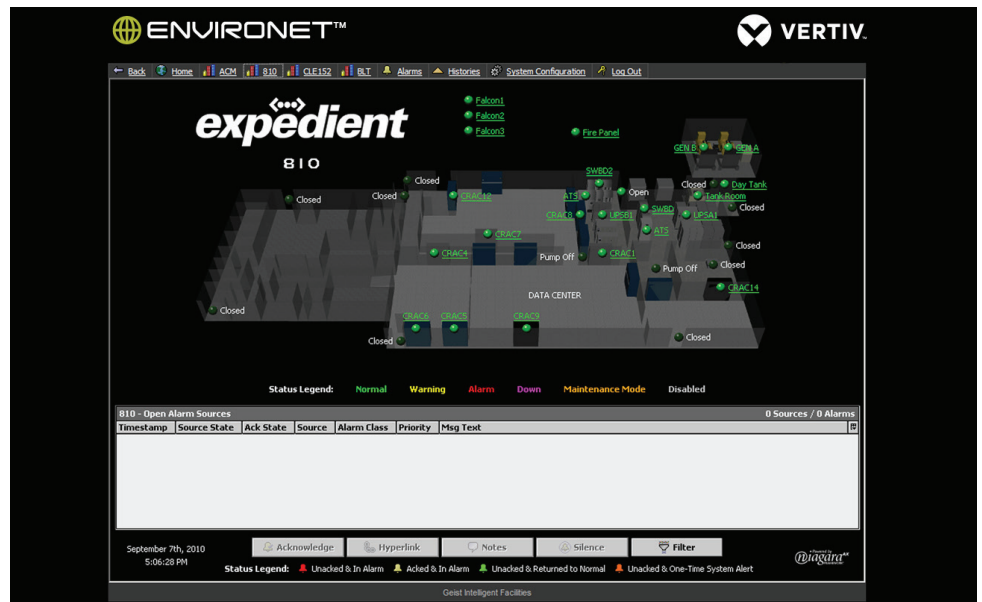Managed Points: Over 84,500 points, Over 400 devices

Purpose: To implement a cost effective monitoring system that is scalable and easy to deploy

## Background

Expedient and its affiliates operate a national network of eight data centers located in Baltimore, Boston, Cleveland, Indianapolis, Pittsburgh and Columbus. The company boasts thousands of nationwide clients who use Expedient's secure and redundant data center facilities to fully manage their networks' critical applications.

Expedient also offers an array of fully managed network hosting services including Managed Backup for disaster recovery and Colocation Hosting. Backing up this management functionality is a powerful, extensive, award-winning Ethernet network. Equipment and facility monitoring can be crucial to round-the-clock operations at Expedient's multiple data centers. According to Ken Hill, Expedient's vice president of technical operations, equipment and facility monitoring is essential to his company.

"Our customers rely on our organization to provide reliable data-center services at all times," explains Hill. "It is imperative that we have in-depth visibility of our infrastructure systems and elements to ensure that we detect and resolve problems in a proactive and timely manner."



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## What Led Expedient to Environet?

Says Hill: "We had experience with several monitoring systems, and Environet™ was scalable, cost effective and relatively easy to deploy. The functionality surpassed other devices that we evaluated." Since making the decision to invest in Environet, Expedient has deployed its products in six of its eight data centers. Expedient uses Environet to monitor leak detection, BCMs, UPSs, generators, HVACs, switchgear, ATSs, humidity, wireless temperature systems, and more.

Expedient benefits from Environet in a number of ways. According to Hill, "Environet provides us with the ability to monitor and measure power consumption and watt densities within our data centers ... the product reduced our cabling costs and gave us flexibility with the placement of sensors. For example, the wireless temperature and humidity sensors can be placed anywhere within the facility in minutes. If we have a specific area of concern, we can install a sensor and collect environmental information immediately."

Expedient replaced its previous monitoring system with Environet. Expedient has been extremely pleased with this solution. Initially, Expedient needed to integrate more temperature monitoring at its sites, but as the company learned more about Environet, its needs and scope began to steadily increase. "Environet allows us to add modular components to meet our needs as we grow," Hill says.

"Some of the competing products carried a higher initial cost that consumed additional capital resources up front." "The support staff has been excellent to work with over the past few years," Hill says. "Geist™ DCIM has a good understanding of our business, and they have been able to work with us to find technical solutions to meet our needs."

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