

# CONSONUS TECHNOLOGIES, INC.

## SUCCESS STORY



### COMPANY

NAME: Consonus Technologies, Inc.

LOCATION: Cary, NC

INDUSTRY: Information Technology

PRODUCTS AND SERVICES: Data center services and IT infrastructure solutions

REVENUE: n/a

EMPLOYEES: 100

WEBSITE: [www.consonus.com](http://www.consonus.com)

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Bruce Cardos, Senior Project Manager, Consonus Technology Inc.

### BUSINESS CHALLENGE

- Manual, inefficient processes that increased data center migration project planning time, cost, and risk
- Limited ability to represent data center details or model and show clients what their future data centers will look like
- Risk of over-provisioning data centers – and driving up costs unnecessarily – because planners had no way to accurately align business needs with data center plans in terms of space, power, heating, and cooling

### WHY nlyte SOFTWARE

- Independent, vendor-neutral, open solution
- Easy-to-use functionality that minimizes training requirements
- Ability to model customer data centers down to any level of detail to enable informed planning decisions and minimize data center over-provisioning
- Ability to create a data-driven model whereby users can pull massive amounts of digital vendor data into the system, minimize manual data entry and errors, and test different planning scenarios

### BENEFITS

- 40-45% reduction in data center planning time
- Efficiency improvements that boost customer satisfaction and enable Consonus to price future proposals more competitively and close more business
- Ability to avoid over-provisioning of client projects by using nlyte’s data-driven data center modeling that accurately represents space, power, heating, and cooling
- Access to insights that improve plans and reduce risk
- Reduced risk of human error during the planning process
- Support for faster, more coordinated physical moves – for example, because Consonus can plan network connections and communicate this to the team assisting with physical moves

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## BACKGROUND

Consonus Technologies Inc. provides proven data center services and IT infrastructure solutions to customers nationwide. Consonus helps its customers with virtualization, data protection, disaster recovery, and data center efficiency, as well as planning and executing large-scale data center migrations.

## PARTNER CHALLENGE

Until recently, Consonus consultants planned and executed large-scale migration projects using countless spreadsheets, Word documents, and Visio files to capture details and develop plans. “We were manually documenting the customer’s current state and desired future state,” states Bruce Cardos, Senior Project Manager at Consonus. “But we were pretty limited in terms of what we could represent in a spreadsheet. For example, we could indicate space for each server, but we had no way to keep track of things like heating, power, and cooling connections because this kind of information isn’t easily translated into a spreadsheet.”

The result was a limited representation of data center details that made it difficult for Consonus consultants to optimize these key variables.

## SOLUTION

To address these needs, Consonus began evaluating a number of data center management software products. “When we saw a demo of nlyte’s data center information management (DCIM) software, we immediately saw its potential to enable faster, more effective planning and to reduce risk,” explains Cardos. “We decided to partner with nlyte and use their software to optimize power, cooling, and space for data center projects.”

Jinni Benson, a contractor at Consonus, was the first person to use the nlyte solution to support a customer’s data center relocation project – in this case, for High Point Regional Health System (HPRHS) in High Point, North Carolina. They wanted to better organize their data center, as servers used by different departments were scattered rather than logically consolidated together.

Leveraging nlyte’s CAD-style graphical interface, Benson planned the physical layout of the floors and rooms within the data center down to a granular level of detail. Other features helped her plan for power provision, use of space, heat control and air flow.

“With nlyte, I could show them that every asset had been accounted for – and exactly what their brand-new data center would look like,” states Benson. And as the client made changes to the plan, she could easily document them using nlyte, as well as instantly see the impact of each change on power, heating, cooling, and space.

## RESULTS

“With nlyte, we reduced migration planning time by 40-45%, which saved us 3 months in the planning cycle for this project,” states Cardos. “This reduced project costs for the client by approximately \$50,000.”

These impressive outcomes were due in part to the increased planning efficiency and accuracy enabled by nlyte. “With nlyte, I didn’t have to manually enter the information we needed to plan accurately for space, power, heating, and cooling. I just imported digital data provided by vendors about our client’s servers and other devices right into the system. I even added warranty information so that we’d have a single, complete source of information about their future data center,” explains Benson. It was also easy for her to document the myriad of change requests made by the client and see their impact on these key metrics.

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**“We consider nlyte to be a tremendous asset for data center planning. We’re looking forward to leveraging it across all of our data center migration projects.”**

Bruce Cardos, Senior Project Manager, Consonus Technology Inc.

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“With nlyte, we were able to create an accurate planning document that reflects power, space, heating and cooling and then proactively make changes to improve it,” explains Cardos. “Using nlyte’s data driven, virtual model of HPRHS’ new data center, we could prove that they were only going to be utilizing 60% of their cooling capacity. This insight prevented them from unnecessarily investing several million dollars to increase the cooling capacity in the data center – an initiative that would have both driven up costs and delayed the completion of the data center project by several months,” notes Cardos.

Benson also used nlyte to document network connections for each device. “Now everyone helping with the actual move will know exactly what needs to be connected where – and we can avoid the usual free-for-all networking that takes hours to document after the fact.” In the past, she used to try to document the networking plans using spreadsheets, but they just weren’t useful for capturing this kind of information, and as a result, were rarely used.

“We consider nlyte to be a tremendous asset for data center planning,” states Cardos. “We’re looking forward to leveraging it across all of our data center migration projects.”