

Fujitsu UK - Case Study



CASE STUDY



About Fujitsu UK and Ireland

Fujitsu UK & Ireland employs over 9,000 people. They promote a Human Centric Intelligent Society, in which innovation is driven by the integration of people, information and infrastructure. They are committed to Digital Co-creation, blending business expertise with digital technology and creating new values with ecosystem partners and customers. They enable their customers to digitally transform with connected technology services, focused on Artificial Intelligence, the Internet of Things, and Cloud - all underpinned by Security. Their customers cover both the public and private sectors, including retail, financial services, transport, manufacturing, government and defense. For more information please see <http://uk.fujitsu.com>.



Simon Levey,
Head of Data Centre
Development UK and Ireland

Fujitsu's Environment

Current deployment is approximately 4000 racks across EMEA with the majority in the UK and Ireland, and a planned expansion to 6000 racks.

Why a new DCIM Solution

The previous DCIM solution was Aperture software from Emerson - Vertiv. Vertiv had discontinued Aperture after its spinoff from Emerson. At this point, the Vertiv team recommended Fujitsu move to Trellis software to replace Aperture. Since the Fujitsu team needed to qualify the new software, they opened the proof-of-concept phase up to other Data Centre Infrastructure Management (DCIM) vendors.

Key DCIM Attributes Required

- Asset tracking
- Billing
- Metered data
- Workflow
- Capacity management
- Improved support and maintenance costs

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Due Diligence

After doing their initial research, it was determined that they would bring in the three dominant DCIM software vendors as recognised by Gartner.

- Schneider Electric – StruxureWare
- Vertiv – Trellis
- Nlyte – Nlyte Platinum DCIM, Asset Explorer

The Fujitsu team developed an extensive evaluation checklist and scores that they applied against each solution. During the proof-of-concept phase, it was determined that while Schneider and Vertiv had solutions that were “good enough” for their current level of usage, their maintenance fees were high and the respective roadmaps lacked innovation that Fujitsu needed for future plans. In the end, Nlyte was chosen for the following key differentiators:

- Offered a better ROI.
- Provided more advanced features.
- Coordinated management simplified expandability across EMEA.
- Out-of-the-Box ServiceNow connectors eliminated separate engineering and services costs.
- Participation in Nlyte opened up participation in roadmap planning in a genuine partnership approach.

Partnerships are Key

In addition to the sense of partnership Fujitsu developed with Nlyte, other key partnerships became pivotal in the decision process. Nlyte’s tight integration with ServiceNow assured the team that investment in their other ITSM systems would be supported while also enhanced with the addition of Nlyte.

Fujitsu also has a partnership with Daxten for their power management systems and Packet Power to provide an essential power management tool. Daxten, Fujitsu and Nlyte

partnered together to integrate the power metering data exchange. The integration between Nlyte Energy Optimizer and the Packet Power monitoring interface enhanced Fujitsu’s visibility into their overall power management.

Deployment

While most complete DCIM solutions are complex to implement, the Fujitsu technical staff felt the Nlyte software out-of-the-box, was all they needed to act as the primary implementation team, leveraging Nlyte Professional Services for occasional assistance regarding best practices. The hands-on implementation decreased the deployment time by several months allowing Fujitsu to start realising the value of the components that were most important to them, together with seeing ROI more quickly.

Key Benefits Realised

In addition to the anticipated DCIM functionality that Fujitsu expected, additional benefits became apparent:

- The ability to build new customised workflows expanded the integration of other teams allowing for more complex activities to be coordinated, improving accuracy and SLA times.
- Event Management by the system instead of a device, allowed for enhanced planning and troubleshooting with the understanding of integrated systems and dependencies.
- Effective reporting enhancements, due to a richer data set, where the team are able to plan better and make more informed decisions on assets, workflows, and system configurations.
- Enhanced ability for billing and chargeback of energy costs to customers through Nlyte Asset Optimizer.
- Recognized a 1-year payback with Nlyte Energy Optimizer.

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About Daxten

Daxten, formerly Dakota Computer Solutions, has been a data centre specialist since it was founded in London in 1994. Originally Daxten focused on the KVM server management environment with a wide range of KVM switches, CAT5 extenders, monitor splitters, LCD drawers terminal servers and serial console servers for name brand manufacturers including Avocent, Dataprobe, Digi International (formerly Digiboard), Minicom, Plenafill/Plenaform, Raritan, Rose Electronics, Universal Electric (Starline) Upsite Technologies (KoldLok), Uptime Devices. Over the years Daxten has also developed its own brand of products and has opened offices in most European countries and the USA.

About Nlyte

Since 2004 leading data centre and IT professionals worldwide have used Nlyte's software solutions to manage their computing infrastructure - helping organisations automate the discovery, workflow, and reporting across the technology stack from physical, virtual, and edge to software and IoT devices. Nlyte provides solutions for Data Centre Infrastructure Management (DCIM), colocation management, Technology Asset Management (TAM), and machine learning. Nlyte reduces costs and risk across entire organisations. Nlyte is committed to helping optimise computing infrastructure, thus making it easier for people to do their jobs more efficiently and improve agility.



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- Contact Us: info@nlyte.com
- Visit Us: www.nlyte.com

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About Nlyte

Since 2004 Nlyte has been committed to helping organizations optimize the management of their IT assets. Nlyte automates the discovery, workflow management, and reporting across the entire technology stack, physical, virtual, and edge, including software and IoT devices. Nlyte reduces costs and risk while improving efficiency and transparency for the entire organization.

The world's most sophisticated IT organizations use Nlyte's comprehensive out-of-the-box ready software solutions. Nlyte's commitment to optimize asset management, making it easier for people to do their job more efficiently and improve agility across the global organization, continues to develop a loyal following of customers.