

The New Digital Standard for Data Centers

How the most successful data centers are recognizing inefficiencies to leverage technology that integrates disparate systems, increases agility and encourages asset predictability

The market environment is evolving fast



Continuously changing environment regulations

Competition & consolidation

As data center operators race to keep up with increasing demand in computing and storage capacity, specific gaps in current operations are evident. To keep up with market shifts, data centers need to address current barriers so they can modernize technology and operations to reduce OPEX while keeping customer success at the forefront.

Energy and operation inefficiencies no longer meet service level agreements

31% of centers faced downtime last year due to asset unpredictability. Around one-third of all reported outage cost more than \$250,000.



28% IT/Software failure of advanced analytics

 Lack of focus on optimization of operational activities

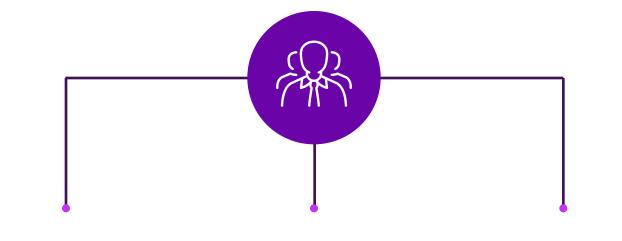
 Lack of real time operational visibility across Data Center

Causes of Data Center outages in 2019 Source: Uptime Institute

Operational immaturity creating reactive response to crisis mitigation

LEVEL 1 Reactive	 All internal processes are centered on the management of critical projects No formal management tools Projects have budgetary estimates
LEVEL 2 Emerging discipline	 Project processes are standardized Projects and programs are prioritized Project Managers (PMO) are established Projects are aligned to strategy
LEVEL 3 Initial integration	 Specialized Project & Portfolio Management (PPM) Leader roles are formalized Career paths are defined Cross-functional groups are easily formed and collaboration is the norm Programs increasingly managed in house
LEVEL 4 Effective integration	 Centers of competency improve workload management Benefit realization is being tracked Multiple methods exist and are used by Project Managers (PMs) Portfolio is modeled and appropriately optimized, factoring in risk
LEVEL 5 Effective innovation	 Change management and comms are core capabilities of the project management office (EPMO) Change Operations provides a constant stream of mini-projects Rapid strategy execution is the focus of enterprise programs

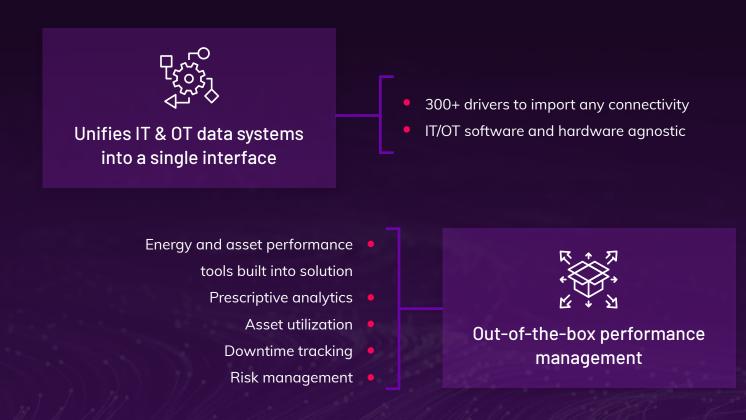
Stakeholder collaboration and accountability is non-existent



With multiple applications and systems, it can be difficult to have full visibility and situational awareness, making critical decision-making even more complicated Siloed applications means that the IT layer does not interact with OT systems used to monitor events, processes and devices. This makes it challenging to make effective adjustments in enterprise and industrial operations Organizations often have poor visibility into availability of assets and therefore how to utilize them optimally

Transforming Your Data Center

System of systems approach: simplifying and optimizing with vendor agnostic, single pane of glass management





Integrated workflow management capabilities

Workflow improvement among employees, departments, customers, and vendors Notifications & work order creation to minimize risk and disruption

Create standardized templates

- Test templates
- Deploy for scalability
 - Maintain solution



Template-based development

Increasing operational efficiency and ROI with unified operations center

Data Centers that understand the three measures needed to revolutionize their operations embrace technological change. UOC breaks down silos, merges IT and OT systems, and gives infrastructure operators concise information to minimize risks, reduce costs, and optimize performance. Enjoy:

- 80% increase in engineering efficiency
- 15% less energy consumption
- 10% reduction in operating costs
- 15% fewer operating staff hours
- 50% decrease in training time
- +5X detecting abnormalities
- \$100k average saving for each predicted failure
- 40% growth in operator effectiveness
- 50% uptick in proficiency

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