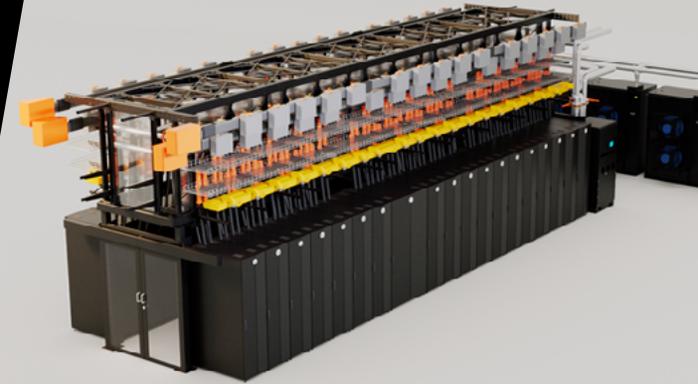




Case study

Compass Datacenters and Vertiv simplify the overhead layer for AI scale



Background

Compass Datacenters and Vertiv have a track record of tackling tough build challenges together. Their latest focus: speeding up how fast a data hall can be made ready. Traditional fit-outs mean multiple trades working overhead, lots of site coordination, and extensive testing: conditions that add time, complexity and cost.

To change that, Compass and Vertiv engineers co-developed [Vertiv™ SmartRun](#), a modular overhead prefabricated system that shifts integration and testing into the factory. It builds on the companies' earlier success with [Vertiv™ CoolPhase Flex](#), which gave Compass the flexibility to manage high-density cooling. This time, the partnership reimagines how overhead infrastructure is delivered.

Company profile:

Compass Datacenters designs and constructs data centers for the world's largest hyperscalers and cloud providers.

Industry: Data center construction and operation.

Headquarters: 14555 N. Dallas Parkway, Suite 125, Dallas, Texas 75254.





Faster deployment with single-lift installation

Vertiv™ SmartRun is engineered for speed. Each section arrives pre-assembled, factory-tested, and ready to be craned into place with a minimal crew. By reducing on-site coordination, Compass can bring data new halls online significantly faster than traditional stick builds.

Integration made simple

Instead of bringing in separate crews for busway, liquid cooling piping, fiber trays, and containment, Vertiv SmartRun delivers all of it as one pre-integrated system. This reduces the number of trades on-site, cuts down field terminations, and helps Compass avoid last-minute changes that typically slow projects down.

Modularity that adapts

Vertiv SmartRun's modular blocks can be deployed in manageable increments and expanded as requirements change. This approach aligns with Compass's manufacturing-style delivery model, giving them a standardized way to scale quickly while maintaining uniform results across campuses.

Consistency at scale

For Compass, standardization is as important as speed. Vertiv SmartRun provides a repeatable overhead layer that delivers predictable outcomes from site to site. That consistency makes it easier to meet customer expectations as demand for AI-ready capacity accelerates.

Built on trusted partnership

The Compass-Vertiv partnership shows how engineering partnerships can solve real deployment bottlenecks. With Vertiv SmartRun, they've created a solution that reduces on-site risk, speeds up data hall readiness, and supports Compass's model of scaling infrastructure with speed and reliability.

“Vertiv™ SmartRun shortens the timeline from contract to commissioning, ultimately meaning greater uptime, fewer surprises, and a faster path to revenue for our customers. Whether it's AI-driven density, or future-ready configurations, Vertiv™ SmartRun helps us adapt without starting from scratch.”

— **Eric Williams,**
Senior Vice President, Solutions Engineering
Compass Datacenters

