



Background

For over ten years, Cosentry has provided businesses with resiliency solutions from disaster recovery and managed technical services to hosting and data center services. As a top tier technology utility, Cosentry allows businesses to operate seamlessly if there is a small incident or a full-scale disaster.

With six regional facilities, Cosentry is responsible for protecting its clients' business operations. To make sure clients are covered, Cosentry implemented Environet DCIM systems in its regional facilities.

Before implementing Environet, Cosentry took manual recordings, often referred to as "sneaker reports," to measure electrical circuits feeding customer servers. These manual recordings required personnel to walk to each meter, take a live recording, and then report the reading for billing verification purposes.

However, there are a number of downfalls to manual recording. Taking recordings manually can be time consuming for the personnel, costly for the company, and may lead to inaccuracies due to human error. In addition, manual reporting is an ineffective way to record data because it only provides a single measurement in time and does not provide data for other times of the day or month.

Cosentry began searching for an environmental monitoring system that could help combat these challenges. Above all, Cosentry wanted a monitoring system with the ability to display data in an easy-to-use, intuitive interface that could also be customized to their needs.

According to Scott Capps, Data Center Facility Manager, "Customization was a key factor in deciding on a DCIM solution. We knew that we needed a highly flexible, customizable and easy-to-use application that our employees would use on a daily basis."

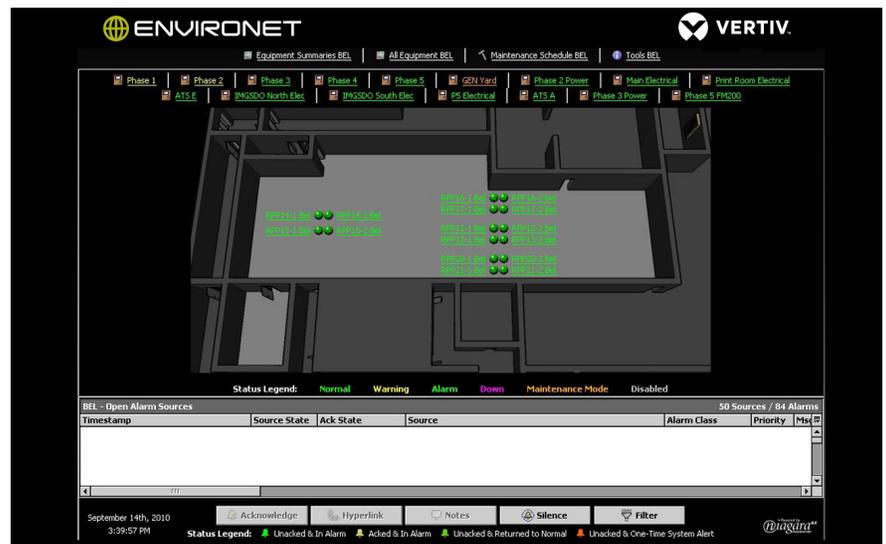


CASE SUMMARY

Locations: Nebraska, Missouri, South Dakota

Managed Points: Over 65,500 points, Over 240 devices

Purpose: To integrate current technologies with an effective billing and SLA tracking module capable of generating custom reports and sending notifications when an alarm condition is met.



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Cosentry decided to implement a customized Environet system to gather live data per circuit and automatically generate bills for customers. Environet helped condense Cosentry's access points to make monitoring more efficient. Capps says, "Our business thrives on the ability to receive and provide our customers with real time information. Environet allows us to track thousands of points in one location and also gives us the tools we need to report on real time data."

With no more sneaker reports, personnel can focus on other priorities, readings are highly accurate, and Cosentry can monitor their mission critical facilities with even more confidence. The most helpful feature according to Capps is the notification. "We have peace of mind because we are notified right away if a device goes into alarm. This allows my team to work more efficiently and reduces the overall level of worry in our facility."

Capps also finds Environet's reporting function useful. Capps runs reports to show power usage and overages of clients. "The customized views within Environet allow us to navigate through each one of our sites to ensure everything is up and running throughout the day. We also appreciate the Report Manager feature, which allows us to automate the reports that can be generated for any specific period of time."

Capps says his experience with both the Environet system and the Geist™ DCIM team has been a positive one. "The DCIM staff has been a pleasure to work with. Our environment is constantly changing and we can always count on a quick response when we need changes made," says Capps. With all the features and functionality of the Environet system, Capps sees future applications for Environet as Cosentry expands.

