

# Rentable Thermal Management Solutions Give End Users Flexibility and Availability

A Vertiv Case Study



## Background

Whether covering peak cooling loads in midsummer or maintaining cooling parameters during new data center construction or upgrades, the need for temporary thermal management infrastructure can vary. In these cases, rental cooling equipment is a convenient solution and HEINEN Rental & Service GmbH is the ideal partner to handle the implementation even with the most diverse requirements.

## Challenge

HEINEN Rental & Service GmbH aims to satisfy customers throughout Europe with the greatest possible flexibility. The task includes providing appropriate solutions in the shortest possible time after the rental request. This goal requires the company to have a robust, flexible portfolio in order to plan appropriately and deliver the best equipment for the application.

In addition to the necessary stock of chillers, it is important that the equipment is as easy to maintain as possible. Complex processes or frequently occurring complications would endanger profitability for the end user as these things can lead to costly delays during project execution.

## Solution

HEINEN Rental & Service GmbH has been successfully deploying Vertiv [thermal management infrastructure](#) since 2009. Currently, service partner HEINEN can offer several Vertiv™ Liebert® cooling solutions with individual outputs between 40 kilowatts and one megawatt. When used in combination, deploying several megawatts of cooling capacity is possible. The decision to select Vertiv as a supplier was a logical step for the company given its core customer base is primarily those working in the data center industry, an end market in which Vertiv has deep expertise.

## Result

For customers of HEINEN Rental & Service GmbH, this partnership enables a one-stop-shop that minimizes the risks to their critical infrastructure and operations. Not only are the individually adapted solutions delivered to customers in the shortest possible time, but the rental equipment is also integrated into the existing building management system by experienced professionals. Access to this skilled workforce minimize problems during installation and helps ensure business continuity. Ultimately, this business model that combines rental thermal management equipment with service support offers the customer maximum flexibility and peace of mind.



### Profile

HEINEN Rental & Service GmbH rents refrigeration, heating, ventilation, and energy solutions for companies in Europe.

### Industry

Equipment rental and services primarily for data center operators

### Region

Korschenbroich, Germany

*"Vertiv has been known and loved in this industry for a long time. In addition to high-quality products and a broad portfolio, Vertiv also shines with great services, which bring many advantages for HEINEN Rental & Service GmbH and end customers. Vertiv's flexibility and responsiveness can be seen, for example, in the procurement of spare parts, which can normally be delivered to us in less than 24 hours. Thus, an initial cooperation between the two companies became a strong partnership, which has been providing the necessary air conditioning for end customers for more than 10 years."*

— Stefan Heinen, Managing Director, HEINEN Rental & Service GmbH

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