VERTIV.

Case study

How Vertiv infrastructure solutions enable scalable data centre growth across Africa



Background

Data centre operators in Africa are balancing traditional colocation demand with emerging AI workloads, requiring new infrastructure designs and scalable solutions. While much attention is focused on high-density, AI-ready workloads, operators must also address a broad mix of customer requirements across legacy and next-generation applications.

By collaborating with Vertiv to standardise rack and power distribution infrastructure across multiple facilities, a major African data centre operator has achieved the consistency, deployment speed and operational excellence essential for serving the full spectrum of customer requirements.

Challenge

With growing customer demands for higher power densities and reliability, the company needed a standardised, reliable supplier of infrastructure solutions that aligned with both procurement and operational objectives. Of critical importance was the ability to standardise data centre racks and rack power distribution units (rPDUs) across multiple sites to simplify new deployments, reduce time-to-market and improve planning predictability.

The organisation also required highly efficient solutions that could enhance power usage effectiveness (PUE), strengthen airflow management and support integration with its alternative solar power source. In addition, it was looking for a single-partner approach, with a vendor able to support scalable, modular data centre design and growth across multiple African markets.



Solution

Vertiv was selected as the customer's preferred supplier for infrastructure solutions, working through local partner. As such, Vertiv delivered:

- **High-quality solutions:** Vertiv provides robust, cost-effective rack and PDU systems designed to support the demands of modern data centres, with strong structural integrity and long operational lifecycles.
- **Standardised design:** Vertiv racks offer flexibility, adaptability and ease of installation, supporting consistent deployment across multiple locations and enabling more efficient use of available space.
- **Modular deployment model:** Vertiv enables a phased optimisation approach (including cooling, transformers, gensets and so on), with fully commissioned, integrated solutions that can be rolled out in a scalable, repeatable manner across different countries.
- **Local presence:** Vertiv and the local partner provide strong local support and stockholding within Africa, while allowing for compliance with broad-based black economic empowerment (B-BBEE) – of particular importance within South Africa – and ESG requirements. Partner's local stockholding was another key factor in this customer's decision.

Outcome

The data centre operator has achieved measurable improvements by standardising on Vertiv solutions, including faster, repeatable deployments across sites, streamlined procurement processes, and improved time-to-revenue. Deployment time has been reduced by two thirds and additionally, the organisation is better positioned to meet customer support requirements through reliable, real-time power monitoring across its sites.

Operational efficiencies have improved through the use of standardised equipment and more effective maintenance procedures, which helps with cost reduction.

The racks feature perforation ratings that optimise cooling efficiency. The typical rack models offer up to 70% open perforation in the front and rear doors, while high-density variants achieve up to 80% through an optimised hexagonal pattern design. This elevated airflow capability supports more effective heat dissipation, reduces strain on computer room air conditioners (CRACs) and contributes to improved power usage effectiveness (PUE).

Vertiv also delivered tailored rack and PDU configurations to align with the customer's existing infrastructure. These solutions were implemented within short lead times, improving power distribution, optimising space utilisation, and supporting scalability for future growth.

The project was supported through a streamlined coordination model, enabling standardised implementation across multiple sites, consistent quality, and reduced operational complexity.



"What we're seeing across Africa is a clear shift towards standardised, repeatable infrastructure solutions that can be deployed rapidly across multiple locations without compromising on performance. By aligning on high-quality rack and power distribution solutions, operators can reduce deployment timelines, simplify operations, and create a consistent experience for customers across regions. This kind of approach is essential not only for supporting current colocation demand, but also for supporting the evolution towards higher-density and AI-ready workloads."

— Gary Chomse,
Regional Director: Central and Southern Africa at Vertiv

Company

A major data centre operator with multiple interconnected facilities across Africa

Region

Multiple locations across Africa

Industry

Data centres/ICT infrastructure

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