

TERMINIX®

Terminix, the largest pest management company in the world, develops pest control products and supplies for 14 countries worldwide. The company's Fayetteville, NC, location serves residential and commercial customers in Eastern North Carolina and Virginia.

Background

The largest pest management company in the world, Terminix develops pest control products and supplies for 14 countries around the globe. The Fayetteville, NC, operation—which serves residential and commercial customers in Eastern North Carolina and Virginia—was seeking to condense its data center operation with a more streamlined power solution and more efficient, row-based cooling.

Case Summary

Location: Fayetteville, NC

Products/Services:

- Liebert NX UPS with extended battery cabinet
- Liebert CRV rack-based cooling

Critical Need: Streamline a data center facility from four racks to two while implementing a more consolidated, flexible power solution and a more efficient cooling solution within the racks.

Results

- Reduced rack footprint and costs by replacing four UPS units with a single Liebert NX and installing Liebert CRV cooling within the row
- Improved cooling efficiency by placing cooling units within the row, rather than cooling the entire data center
- Increased UPS battery runtime capacity from 20 minutes to one hour
- Enhanced monitoring and control through Liebert iCOM™ controls, helping to deliver precise environmental conditions while managing operating costs
- Benefitted from flexible power and cooling solutions expected to meet the facility's IT infrastructure needs for the next five years

The Situation

After virtualizing for some of its IT applications, Terminix was seeking to downsize equipment and free up space in its 800-square-foot data center, which supports telecommunications (large Avaya switch) and an IBM BladeCenter along with EMC SAN and Cisco networking equipment for several hundred ports.

From a power perspective, the facility was using four rack-mount UPS units that were eating up valuable data center space. The separate units were difficult to maintain and did not provide much flexibility as capacity and load needs evolved.

As far as cooling was concerned, the organization's five-year-old cooling unit was beginning to show its age and didn't allow for zone-specific cooling.

"The data center was like a walk-in meat locker," said Jason Schwarz, chief technical officer at Terminix's Fayetteville, NC, location. "We really wanted a unit that could deliver more efficient cooling at the rack level, instead of cooling the entire room."

The Solution

After realizing changes were needed in his data center, Schwarz worked with CDW to get in touch with local representatives from two power and cooling providers, one of which was Emerson Network Power. He noticed a difference in customer service between the two vendors right away; Emerson Network Power's Liebert representative visited the Terminix site to review product options in person, while the other vendor set up a phone call to discuss next steps.



"We were comfortable with Liebert cooling products because they have a good name in the industry, and we had used Liebert units in our facility before. Emerson Network Power's pricing was competitive and the Liebert CRV offered more features than the competitor's unit."

*Jason Schwarz,
Chief Technical Officer,
Terminix, Fayetteville, NC*

The Emerson Network Power representative, Paul Kidd with Faulkner/Haynes & Associates, Inc., presented two different cooling options and one power option to meet Terminix's needs. After reviewing the specs and capabilities of cooling products, Schwarz chose the Liebert CRV rack-based precision cooling solution. Space was a concern in the existing data center, and he liked



the fact that the Liebert CRV could fit between two racks. Additionally, the Liebert CRV directed cooling at the rack, instead of throughout the room.

“We were comfortable with Liebert cooling products because they have a good name in the industry, and we had used Liebert units in our facility before,” said Schwarz. “Emerson Network Power’s pricing was competitive and the Liebert CRV offered more features than the competitor’s unit.”

For the UPS consolidation, Schwarz chose the Liebert NX with extended battery cabinet, which enabled him to balance the data center’s power load using one UPS instead of across the four separate units. Emerson Network Power’s installation costs also were a factor, coming in at nearly half that of the competitor’s.

The Results

After implementing new power and cooling units, Terminix’s data center was able to streamline its operation from four racks to two while maintaining the low downtime required by the facility. By installing the Liebert NX, Schwarz was able to avoid adding another rack to the data center footprint, saving an estimated \$1,400 in out-of-pocket costs as well as valuable floor space. The new UPS unit also increased battery runtime capacity from 20 minutes to one hour, and allowed a more efficient balance of the power load by using a single unit as opposed to multiple units.

In addition to saving space by fitting between the racks, the Liebert CRV provided more efficient cooling by directing cooling to the heat source. The Liebert CRV’s integrated

Liebert iCOM™ controls provide advanced monitoring based on real-time data, ensuring precise, consistent environmental conditions at the rack. That control also prevents the unit from continually cycling on and off, which can add up to increased operating costs.

“Being able to program and monitor within the racks really helped us plan for and track operating costs,” said Schwarz, adding that he expects the implementation of the Liebert NX and the Liebert CRV to satisfy Terminix’s IT infrastructure needs for at least the next five years.

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