

# Liebert Data Center Assessment Competitive Analysis Matrix

<i>Features</i>	<i>Liebert Data Center Assessment</i>	<i>APC Blade Readiness Assessment Service</i>	<i>Powerware Power Chain Management Audit</i>	<i>Dell Data Center Environment Assessment</i>	<i>Celerent Data Center Assessment</i>	<i>TELADATA Data Center Assessment</i>	<i>Implications</i>
<b>Power System Analysis</b>	Yes	Yes	Yes	Yes	Yes	Yes	Liebert offers a complete view of the data center power and cooling infrastructure. We have talked to several Liebert sales offices and regional sales managers concerning other companies that provide thermal and power assessment surveys to data center customers. In most cases, the feeling is that no one provides an in-depth report such as Liebert's Data Center Assessment.
<b>Cooling/Environmental Analysis</b>	Yes.	Yes	No	Yes	Yes	Yes	
<b>Scope of Report</b>	Provides a comprehensive report of all HVAC findings, including a floor plan of the facility, a CFD report showing airflow characteristics and CRAC unit performance. A detailed power system report includes identification of single points-of-	Written output report includes a detailed list of recommendations. Offers a customized report, which may include 1) electrical, power conditioning and cooling requirements to support the existing load, 2) thermal imaging, 3) CAD drawings, 4) descriptions of	All audits are conducted by a highly qualified Power Systems Engineer and include a detailed analysis of the audit results and a comprehensive report.	Summary of current state, including recommendation for environment changes, identify anomalies in data center that impair optimal performance, go/no go assessment for technology deployment.	The findings of the assessment provide the necessary information for management to determine the best approach to building, upgrading and improving, as well as consolidating or migrating a Data Center's building systems infrastructure in order to achieve	Provides a high level assessment to existing data center and will prepare a very detailed report to summarize findings. The report will include digital photographs and highlight pertinent technical specifications.	Emerson Network Power maintains the largest critical-space service organization in this industry. This gives us the ability to offer in-depth analysis of both cooling and power systems plus reporting tools such as CFD helps us to provide a real picture of the operation of the

	failure and any potential power issues surrounding harmonic distortion, voltage regulation and load imbalance. We provide recommendations for improvement — what you can do to eliminate hot spots, improve air flow and reduce heat in your facility, correct power system problems.	any constraints such as restrictions on floor loads or building access, and 5) recommendations for increased efficiencies and capacity.			business goals and objectives.		customer's data center.
<b>Computational Fluid Dynamics 3D Analysis</b>	Yes	No	N/A Assessment covers power only.	No	No	No	Liebert offers the clearest picture of data center cooling system performance.
<b>Type of Company</b>	Power/Cooling OEM	Power/Cooling OEM	Power OEM	Server OEM	Non-OEM	Non-OEM	Liebert has the experience and credibility to conduct these assessments, because it is the primary OEM in data center cooling and has 70%+ market share.