



## **Fujitsu Services Saves Significant Energy Costs and Witnesses a Six-Month Return on Investment with KoldLok Raised Floor Grommets**

### **Customer:**

Fujitsu Services, the European IT services arm of the US\$43.2 billion (£21.8 billion) Fujitsu Group, is headquartered in London, and employs more than 19,000 people across 20 countries. By tackling data center hotspots, inefficient cooling capacity, and increases in power consumption, Fujitsu Services sets the benchmark for other companies looking to reduce their IT carbon footprint and minimize the impact soaring energy costs have on their bottom line. With an annual turnover of £2.46 billion (US\$4.92 billion), the company has recently implemented best practices in its new UK data center facility to not only reduce the environmental impact of the facility, but also address the financial implications of rising fuel costs on its business.

### **Data Center Details:**

Fujitsu Services' North London facility houses two data centers totaling 3,688 m<sup>2</sup> (39,697 ft<sup>2</sup>) of space.

### **Needs:**

- Create the first Tier III-rated data center in Europe
- Ensure its client's systems are cooled appropriately—without relying on over-provisioning, which invariably leads to inefficiencies, and ultimately to increased costs for both Fujitsu and its customers

### **Upsite Solution:**

KoldLok<sup>®</sup> Integral and Extended Raised Floor Grommets installed

### **Results:**

In less than six months, Fujitsu Services has saved £10,000 (US\$19,700) on its energy bill in just one of its data centers where KoldLok Grommets are installed. Fujitsu's return on investment was evidenced within the first six months.



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### Data Center Needs

Fujitsu Services delivers IT service to more than 200 mid-sized businesses and multinational clients in the private and public sectors across Europe, including retail, financial services, utilities, healthcare, and Government. These clients demand efficient and reliable data center environments, which are achieved, in part, by the precise management of the airflow. Fujitsu’s data center management services business helps its customers realize the value of information technology through the application of consulting, systems integration, and managed service contracts.

When Fujitsu Services began to build its new facility, it set out to create the first Tier III-rated data center in Europe, based on the Uptime Institute standards. Fujitsu Services knew that it had to seek the most advanced and reliable solutions to ensure precise management of airflow in the data center. To ensure that its client’s systems were cooled appropriately, the Fujitsu data center team knew that relying on over-provisioning, which invariably leads to inefficiencies, and ultimately to increased costs for both Fujitsu and its customers, was not the best way.

### Solution

By pursuing detailed, diagnostic surveys of its data center environments through extensive temperature and airflow monitoring, Fujitsu Services was able to pinpoint specific issues, such as wasted cooling through unsealed holes and low airflow in the cold aisle. Now it had a baseline to work from and a detailed action plan to implement.

Before discovering KoldLok Integral and Extended Raised Floor Grommets, designed and manufactured by Upsite Technologies to optimize current cooling infrastructure, mitigate equipment heat loads, and increase data center reliability, Fujitsu Services used various other methods for sealing holes in the raised floor, but none were completely satisfactory. In addition to slightly inferior airflow-blocking qualities, installation times were excessive, as were lead times when ordering.

“We find that the KoldLok product is very easy to install. Also, the fact that this is an off-the-shelf product allows us to reduce our rolling stock whilst still maintaining a continual supply,” says Chris Flanagan, Data Center Development Manager of Fujitsu Services.

Approximately 400 KoldLok Grommets are installed across two of Fujitsu Services’ 30 data centers, but Flanagan is confident that this number will increase significantly in the next one to two years. “Ensuring there’s no wasted cooling is vital,” he says. “Accurate control of the airflow through KoldLok Grommets allows us to consider energy-savings strategies such as increasing CRAC set points.”

In less than six months, Fujitsu Services has saved £10,000 (US\$19,700) on its energy bill for just one of its data centers where KoldLok Grommets are installed. Fujitsu’s return on investment was evidenced within the first six months.

In its new data centers, Flanagan expects that KoldLok Grommets will ensure exceptional levels of energy efficiency and a reduced carbon footprint, both of which mean significant cost savings. “Every penny counts, even in a large company such as Fujitsu. Our improvements through KoldLok solutions ensure that the client’s IT is housed in a resilient and energy-efficient data center. With a healthy data center Fujitsu can deliver highly reliable Data Center Managed Services, but cost effectively and with a reduced environmental impact. Everyone wins.”



To ensure maximum protection against bypass airflow, each cabinet in the Fujitsu Services UK facility has been fitted with a KoldLok Extended Grommet accompanied by a heavy duty steel plate, custom-built by EDP.

### EDP Europe Ltd

EDP Europe Ltd is the European arm of Engineered Data Products, Inc., a US-based corporation operating from a 100,000 ft<sup>2</sup> (30,480 m<sup>2</sup>) facility in Colorado.

Since 1967, EDP has been a major innovator within the data center, with a reputation for supplying quality products that provide optimum utilization of space, while enhancing operator productivity.

In addition to its own branded products, EDP Europe acts as a specialist European distributor for a number of renowned manufacturers offering cost-effective and green solutions for power and cooling management in the raised floor environment, and remote access KVM control.

