Automated Logic

Iron Mountain Data Centers

AUTOMATED LOGIC SECURES PARTNERSHIP TO CREATE A SCALABLE, REPEATABLE BMS SOLUTION FOR IRON MOUNTAIN DATA CENTERS WORLDWIDE

THE CHALLENGE

- *Drive sustainability initiatives, save energy, and optimize operational costs across entire portfolio*

- *Provide centralized management of mechanical and EPMS systems, along with redundancy to maximize uptime*

- *Manage BMS projects globally through a Strategic Accounts partnership while providing local installation and support through Automated Logic dealers/branches*

- *Create a scalable, repeatable deployment model to ensure global consistency of engineering and applications across all data centers*

- *Deliver a secure, robust, and resilient BMS network across all sites*

Automated Logic developed the basis of design for the BMS at Iron Mountain Data Centers.

Project Objectives

Iron Mountain Data Centers is a data center services company and a proud part of Iron Mountain, a company that found its origins dedicated to storing, protecting and managing critical business data, documents and assets. Its worldwide data centers help IT executives accelerate digital transformation with IT infrastructure solutions that combine core, cloud, and edge data center services for retail, enterprise, and hyperscale customers with colocation needs.

Thousands of—and almost all of the FORTUNE 1000—Iron Mountain data center customers rely on them to protect, connect, and activate their data to help their business thrive in a multi-cloud world.

Since Iron Mountain's inception, **Automated Logic's Strategic Accounts** team has been their standard building management system (BMS) contractor, providing support for Iron Mountain's global projects. From this foundation, the Strategic Accounts team initiated steps to help Iron Mountain standardize their processes across their entire data center portfolio, and developed their basis of design. As a result, Iron Mountain Data Centers now has a trusted partner that can provide a single, scalable and repeatable BMS solution for all their data centers around the globe—allowing them to get their data centers up and running faster.

> "Automated Logic helped us to migrate the existing BMS system to a new system with less impact. We deploy Automated Logic across our portfolio and have been delighted with the product and support provided by Automated Logic."
>
> – Michael Goh
> General Manager, APAC
> Iron Mountain Data Centers

The Solution

From a product perspective, Automated Logic's sensors, controllers and WebCTRL® BMS provide seamless integration to heating, ventilation, and air conditioning (HVAC), and electrical power monitoring systems (EPMS) throughout Iron Mountain's data centers worldwide. Facilities staff have a "single pane of glass" for centralized monitoring, trending, and alarming for all systems, leading to operational efficiencies. Automated Logic's WebCTRL system also includes a redundant design, helping to provide maximum uptime and reliable asset performance, while fostering energy efficiency and sustainability throughout Iron Mountain's data center portfolio.

However, beyond Automated Logic's product solutions lie an extremely successful relationship between their Strategic Accounts team and Iron Mountain Data Centers. With Strategic Account's dedicated 'Critical Systems' vertical segment business model, data center experts, and reputation in the industry, Iron Mountain has been able to realize and seamlessly integrate standardization across all of its data centers globally.

Iron Mountain Data Centers works with the same Strategic Accounts operations team regardless of project location. Strategic Accounts manages the relationship, and then partners with local Automated Logic dealers/ branches so that Iron Mountain Data Centers always has immediate expert service and support 24/7/365.

Additionally, each of Automated Logic's team of experts understands how to maximize performance of each data center's equipment and systems, and are committed to ensure redundancy, resiliency, and maximum uptime of data center assets.

Synopsis

The extreme demands of maintaining a precise BMS within each of the highly secure global facilities of Iron Mountain Data Centers are the sole responsibility of Automated Logic and their Strategic Accounts data center team. Close collaboration between these two companies was the key to this partnership model.

"The keys to success have really been to understand their processes... finding out what's important to them as the client, incorporating that into the design, and then delivering a powerful, sustainable BMS using our single deployment model around the globe," said Mead Rusert, President, Automated Logic.

While Iron Mountain Data Centers had experienced the environmental control, unmatched precision and reliability of Automated Logic's industry-leading sensors, controllers and WebCTRL BMS since the partnership began, they desired to streamline their processes and create a scalable, repeatable BMS solution for all their data centers worldwide. As a result, Iron Mountain enjoys peace of mind knowing that their data centers are installed consistently and running efficiently, regardless of location.

"Automated Logic is able to connect to third party monitoring points which really saves us significant costs for the electrical power monitoring system," stated Michael Goh, General Manager, APAC, Iron Mountain Data Centers. "By applying Automated Logic's BMS solution, Iron Mountain Data Centers is able to expand in a consistent manner. For the installation process, Automated Logic appoints local companies as partners to do the local installation on the ground. And, when everything is up and running, they provide operations support in the form of a BMS Control and Monitoring System, and COLOView for customers to monitor the temperature and humidity, and power monitoring for the individual server racks," he continued.

It was Automated Logic's standard of excellence in controls and the Strategic Account team's single point of contact and strategic thinking on a global scale that secured their partnership with the global data center provider, Iron Mountain Data Centers.

"We've now earned the privilege of being the primary BMS provider across its portfolio, of which we're very proud. We want to instill the confidence that we can be the best BMS supplier and help with all its data centers going forward," concluded Rusert.

> Automated Logic helped Iron Mountain Data Centers standardize their processes across all their data centers. They now have a single, scalable, repeatable solution around the globe and can get their data centers up and running faster.

Project Summary

LOCATION: Global

PROJECT TYPE: New construction and retrofit

BUILDING SIZE: Multiple facilities around the world and expanding

BUILDING USAGE: Data Center

OBJECTIVES: Standardize BMS design across all data centers globally, save energy, drive sustainability initiatives, optimize operational costs, maximize uptime, and provide seamless integration to mechanical and EPMS systems

DESIGN CONSIDERATIONS: Implement consistent and scalable BMS solutions on an expanding global scale, comprehensive knowledge of data centers' operational needs, install standardized and redundant BMS systems

MAJOR DECISION DRIVERS: Ability to offer global oversight and standardization while partnering with Automated Logic dealers/branches to execute and support Iron Mountain Data Centers locally

DEALER: Hybrid model - Automated Logic Strategic Accounts team in conjunction with local Automated Logic dealers/branches

For more information, contact your local Automated Logic representative.

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