

## Customer Experience Highlights

How are we  
helping businesses  
like yours?

<12 month ROI  
\$22 million saved for customers

500  
data centers modeled

\$800 million  
investment justified

98% accuracy  
of modeling 'out of the box'

*"The Romonet Platform enables us to rapidly address our clients' real issues and concerns **using facts not assumptions.**"*

*"It allows us to model and compare any data center environment over any time period against the specifications, utilization rates and parameters we set. In a couple of hours we can now run a multitude of scenarios to determine the lowest risk and the highest reward. **It's straightforward to take a snapshot of data center operational efficiency today, and then compare and contrast that picture with a view of the future where configurations and variables have been changed.**"*

*"The outputs allow our clients to clearly understand the consequences of change and help reinforce our position as trusted advisers."*

**- Charles Rego, Chief Data Center Architect, Data Center Group, Intel**



By simulating a multitude of 'what if' scenarios, Romonet provides Intel with a transparent view of cost, energy consumption and risk across the supply chain, which was crucial in helping understand and optimize data center performance.

Intel has the facts its clients need to make informed decisions about designing, planning and operating more efficient data centers by demonstrating how total cost of ownership (TCO) can be reduced without business risk.



*"Romonet has allowed us to more **accurately tailor our facilities to our customers' unique needs.** Also, it has strengthened our testing regime, so providing even greater peace of mind to customers that **they are receiving the best level of reliability at the lowest total cost of ownership.**"*

**- Chris Crosby, CEO, Compass Datacenters**

Compass uses Romonet to create a truly accurate TCO model of the data center, so from the very beginning it is clear that a design is the most cost-effective it can be. Romonet is also used to validate the design and construction of the data center before handover to the customer and to predict its performance thereafter. It allows Compass to operate the data center in a way that continually maximizes its ROI and gives customers the ability to use Operations Portal to further enhance their financial efficiency.

*“Romonet has helped deliver predictable business performance, improved efficiency, and greater confidence in costs to both us and our clients, allowing us to enhance our agile leadership position and deliver world-class data center services.”*

*- Huw Owen, CEO Ark Data Centres*



Ark can now plan data center investment faster and more efficiently, strengthening its operational agility. By understanding the performance of its data centers, Ark has improved capacity planning; enabling it to make huge savings over the lifecycle of a data center by deferring capital investment until needed. At the same time, advice to data center users is giving them ways to save 5-15%, or more, in energy costs when undertaking projects that use extra resources.

## SKANSKA

*“The Romonet Platform allows Skanska to rapidly refine our solutions to optimum performance and to guarantee that performance to our clients.”*

*- Jakob Carnemark, Senior Vice President, Mission Critical Center of Excellence, Skanska*

The Romonet Application helps identify design improvement opportunities by analyzing energy consumption, stranded capacity, IT equipment utilization, energy saving opportunities, carbon emissions and costs – **by device, by IT application, by business unit, or by location.**

Romonet is now a vital part of Skanska’s planning and design process. “It allows us to model all sorts of ‘what if’ scenarios. It graphically demonstrates to clients the efficiencies our plans will achieve, reconciling changes in business practice with cost structure, by modeling the capacity required for projected workloads, and identifying opportunities to reduce, avoid or defer expenditure and remove risk,” said Carnemark.

Romonet is proud of its many customers that are willing to provide references about the business value Romonet has delivered. Please visit <http://www.romonet.com/case-studies> for more information or contact Chad Riseling at [c.riseling@romonet.com](mailto:c.riseling@romonet.com)

*“In one data center we were able to show Opex savings of \$500K p.a. with a CRAC upgrade.”*

**- Top 10 Systems Integrator**

**Want to join these customers in gaining control of your data center?**

*“In one IT hall of one facility we were able to demonstrate savings of over \$800K pa with capital outlay of less than \$750K and unlocking a 20% increase in IT capacity.”*

**- Top 10 Colo Provider**