

# Debunking Five Myths about Deploying DCIM



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- Myth #1: Too Complex
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- The Industry Leading DCIM Solution: the *Trellis*™ Platform



## Introduction

Today's data centers are complex and require robust tools to improve and simplify management. A data center infrastructure management (DCIM) solution can provide the visibility and simplification data centers require.

The benefits of DCIM include enhanced efficiency, higher availability, faster equipment deployment and increased productivity. But deploying any new management solution can generate concerns about the cost and ROI, and the impact of the deployment on existing operations.

If left unaddressed these concerns can delay critical decisions and keep the business from experiencing the benefits of new technology.

This eBook presents five myths about DCIM deployment that have been circulating in the market and contrasts those myths with the reality based on today's DCIM technology and user experience.

### Benefits of DCIM

- Higher availability
- Improved Efficiency
- Simplified management
- Increased productivity
- Faster equipment deployment
- More accurate planning for the business

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# Myth #1: A DCIM deployment is complex and takes too long to get up and running

Today’s data center operators are struggling with complexity. The environments they manage have grown exponentially more complex in the last ten years. If they believe a DCIM deployment will create complexity, even in the short term, there will be resistance.

No one needs a complex, massive implementation project that consumes the entire data center and takes way too long. Instead, organizations should approach a DCIM deployment in phases. By prioritizing needs, you can create a phased approach to implementation that addresses all the operational areas of the data center over time. The result is a series of smaller projects that require minimal time and investment.

This modular deployment approach creates an opportunity to address the most pressing issues in the short term and prove value from the solution. It also assures you have a plan for improving other areas in the data center over time and with a single integrated solution.

## Data center issues DCIM can address

- Power management
- Capacity planning
- Issue outage and resolution
- Planning and workflow

**REALITY:**  
Modular product architectures, proper planning, and proven services methodologies deliver a rapid, lower-risk, successful DCIM deployment often in just a few weeks.

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## Myth #2: DCIM’s ROI is not clear or will be minimal

DCIM hasn’t been around as long as other solutions such as sales force automation or CRM. Those solutions faced the skepticism that DCIM is now facing, but over time have more than proven their value. DCIM is no different.

### **DCIM is already driving clear ROI and value.**

Recently, Forrester Research published the Total Economic Impact Study of an Emerson DCIM customer, a Global Bank. The study detailed the benefits and ROI the bank had achieved from deploying DCIM.

### **The Results:**

- 100% ROI over 3 years
- More than \$1.6 million in total benefits in 3 years
- Increased availability 20 hours per year contributing over \$1.2m in value over 3 years

Learn more about the ROI and Results a Global Bank experience with DCIM

Read the complete report please [click here](#)

**REALITY: DCIM systems are generating millions in real savings and delivering ROIs of less than 36 months.**

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## Myth #3: A DCIM deployment will impact the day-to-day operations of the data center

Most IT professionals have seen enterprise technology deployments that created significant business disruption, incurring the wrath of executives and alienating the target beneficiaries of the application.

It's not surprising that those responsible for data center operations are worried that an application that promises visibility across data center systems might actually disrupt the operation of those systems. And, in today's digital economy, almost no business can withstand a disruption to the data center.

However, DCIM systems, such as Emerson's *Trellis*™ platform, were developed by organizations that have been in the business of keeping data centers running as long as there have been data centers. These organizations understand better than anybody the imperative around data center availability. They have developed technology platforms that can be deployed without impacting operations.

### Keys to Effective DCIM Deployment

1. Define your primary objective and focus the initial deployment on that objective
2. Choose a solution that is designed with built-in scalability
3. Confirm the interoperability of the chosen solution with IT and infrastructure systems
4. Work with an organization with a mature global service organization with proven DCIM experience

**REALITY: The typical amount of downtime associated with a full-featured DCIM deployment is zero hours.**

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## Myth #4: The resources required are extensive and we do not have them in-house

A good DCIM solution is an easy one to use. Inherently, organizations may not have staff who know how to deploy and maintain this type of software. However, advanced DCIM solutions like the Trellis™ platform install quickly and have advanced user interfaces. Data center staff can quickly learn and use the solution as their primary data center management tool.

When skills are required outside an organizations capabilities, simplified services engagements and training are available from experienced staff to accelerate user value and adoption.

### Resource considerations

- DCIM user adoption should include role-focused training aligned with their business and other IT systems
- Assure a DCIM vendor has a simplified installations and solution delivery
- Robust DCIM solutions feature advanced graphics and UI for ease of use

**REALITY: It's simpler than you think. Intuitive design and an experienced services team make DCIM solutions easy to implement and use.**

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## Myth #5: DCIM is only needed by the largest, most complex data centers

Almost every organization is looking to improve operations, increase efficiency and enable the business for growth and transformation.

DCIM is no longer a niche or early adopter solution. Scalable, modular DCIM solutions can address the challenges of a wide range of data centers and help them:

- Improve visibility with accurate, timely data
- Gain control of operations
- Increase availability and efficiency
- Improve planning

### Signs a Data Center Needs DCIM

- Inability to plan capacity of space and cooling
- Frequent outages (more than one every other year) are disrupting operations
- Equipment utilization rates are lower than desired
- No way to determine impact of equipment adds or changes on existing systems
- Limited ability to plan for future requirements

**Reality: Every data center can recognize significant value from a DCIM solution specifically aligned with their business and IT needs.**

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# The Industry Leading DCIM Solution: the *Trellis*™ Platform



Implementing DCIM does not need to be overwhelming. The *Trellis* platform is designed and engineered with customers in mind to provide quick and simplified deployments that rapidly solve the biggest data center challenges. With *Trellis* you can:

- Quickly deploy a DCIM solution
- Achieve payback and ROI in less than 36 months
- Maintain business continuity while deploying
- Enable all levels of staff to easily use the solution
- Have the support and expertise of the leading DCIM provider and a well-established global organization focused on data centers

Visit [SeeTrellis.com](http://SeeTrellis.com) and learn more about how the *Trellis* platform can help your data center today.

## The Emerson Network Power Difference:

### Experience

Over 4500 successful deployments of DCIM software

### Leadership

DCIM has been an evolving technology, and Emerson Network Power has been the industry though leader in its development from the beginning.

### Service Excellence

Emerson, a \$24 billion global organization, has the resources and services to support our customers anywhere globally with the security that we are a long-term player in the market.

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