CAB Notes

Meeting Starts

* Agenda setting
* Round of Introductions
  + Gary Niederpruem (Chief Strategy and Development Officer)– Vertiv
  + Dale Drew (Chief Security Officer and Head of Technology) – Zayo
  + Mark Housley (Chairman and CEO) – Vigilant
  + Paul Chamberlain (Senior Sales Engineer) – ATS
  + James Marshall (Senior IT Manager)
* Vimal Video – Technical Difficulties
* Intro to HON
  + Our position in the industry
  + What we do
* Datacenter of the Future
  + 5 themes where we see future of datacenters
    - Uptime – most critical aspect of running datacenter
      * What are CAB’s experiences on uptime and advice to how important and journey and what work there is to go
      * Dale – Uptime most critical of his business
        + Understands you cannot prevent data center outage
        + Focused more on service availability as opposed to infrastructure availability
        + In the past had traditional datacenter architecture
        + Now DC services as primary
      * What are typical failures that you (Dale) has seen?
        + Pretty hybrid DC environment
        + Public and Private Clouds
        + Cloud Provider Perspective - User error causes outages biggest part of failures
        + From a co-location perspective – power issues or cross connect issues.
        + Any remediation for cross-connect issues?

Remove an individual from one co-location

Other was able to remediate

* + - Efficiency
      * PUE one measure
      * Some customers do not measure PUE
      * Get thoughts on what people are doing to measure efficiency?
        + Dale (Zayo) does not track PUE, but has started ESG committee been much more important for customer base. Tracks carbon footprint.
      * In regards to Carbon Neutrality or Efficiency improvement who do you think of working with today?
        + As a DC provider straight forward process to work with partners to understand footprint
        + As a telecoms provider struggling to how to have consistent carbon footprint approach across all assets.
    - Agility
      * Customers say it takes a long time to build DC
      * Centralize design operations to ensure they get standardization
      * Two things that drive DC architecture – end of life (capital usage) or capital efficiency of purchasing new assets.
      * DC environments that are not standard due to Sovereignty issues in that country – India is an example. Requires Indian government to have access to that infrastructure. Need to have completely different architecture.
    - Self-Healing
      * Human Errors
      * Emergence of Edge DC and Modular DC
      * Latency issues
      * Growth and importance of Edge and Modular DC
        + Growing almost double as opposed to regular DC
        + From an Edge DC perspective he is seeing a trend
        + They have an edge dc architecture specific for data sovereignty and latency issues
        + Required to keep data in some countries
        + Trying to get DC environment collapsed as much as possible to a datacenter in a box
        + Does edge have more standardization than traditional – No because requirements are different from country to country
      * Trend of future state that we may have missed
        + Curious where security would fit -its such pivotal component to show a maturity model of integrated security capabilities
    - Played video
    - Break
* Sustainability Portion
  + Intro to DCD
  + Large increase in sustainability searches on DCD site YOY
  + Executives are viewed as the main drivers of sustainability, where in the past it was IT operations.
  + Sustainability requirements are built into their vendors that companies are working with
  + Historical tradeoff between being green and being cost effective… paying premiums for sustainability
  + It makes economic sense
  + Question from Gary – Do you see DC willing to pay more for alternative energies?
    - It varies depending on customer segments
    - It needs to be economically competitive
  + How long do you believe the payback for the initial investment on fuel cell? - Gary to Dan (**was tough to pick on dialogue**)
    - Depends on several size of facility and other factors

SPOG Demo

* Are we developing the rules that get flagged within the SPOG Platform? Yes
* Some features are ready to deploy others are in the road months that will be on agile release.
* Looking for firewall feature
* Prioritizing features based on customer needs
* Ask for opinions on SPOG platform
  + Nice framework
  + Does this infrastructure support APIs and integrating other systems? - Dale
    - Anything that can send info back and forth and can be integrated. Raj
    - How extensive is the platform to add other extensive applications? – Dale
    - What is our path to market for SPOG? Paul
    - Is Tridium Niagara available in your DC? Sabi to Dale/ Panel
* Thoughts on meeting
  + Timeline was good – Gary
  + Fan of outside speaker/ external education – Gary
  + Need to drive more meaningful discussion/ debate – Establish round robin to get different points of view to establish debate. – Gary
  + Have through provoking sessions ahead of time – Gary
  + Engage hyper scalers/ enterprise.
  + Reserve time for companies for spotlight for what others are doing.