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.