



EcoCare Drives Success for a Prominent Nationwide Construction Company

A prominent construction company needed help managing their sprawling IT power infrastructure. An EcoCare service plan from Schneider Electric was the perfect match.

A nationwide commercial construction and construction management services company with locations all across the country approached CDW with a specific goal in mind: to upgrade their operations by implementing a fully managed power solution.

With over 50 uninterruptible power supply (UPS) units spread across more than 20 locations from coast to coast, the company desired a proactive solution to effectively manage their UPS systems, power distribution units (PDUs) and automatic transfer switches (ATSs). **Their ultimate objective was to ensure the maximum amount of coverage for their entire fleet while saving valuable internal resources.**



The client's challenge

The construction company had UPS systems spread across multiple environments and felt their current operations personnel didn't want the added responsibility of staying on top of replacing batteries and units. It was a priority to outsource management as their resources were already spread thin. They were seeking solutions for monitoring and expanded services that were nonexistent in their current operations.

In response to their requirements, CDW engaged Schneider Electric's field team to forge a collaborative partnership dedicated to delivering the most robust solution available. Together, we came up with a solution to enhance their existing power infrastructure, offering a comprehensive, full-service solution that would revolutionize their unit management while saving time and resources.



Life Is On

Schneider
Electric

Working together toward a tailored solution

During the comprehensive review of the construction company's diverse fleet of UPS systems, they discovered their units ranged in age from less than two years to a decade old. This thorough evaluation allowed them to identify weaknesses and replacement requirements, providing a comprehensive overview of their operational landscape.

The client also raised a concern, creating an opportunity for Schneider to provide education and reassurance about UPS security. When they unexpectedly requested units to be configurable with an IP address out of the box (and seemed hesitant to purchase a solution without this option), the Schneider field team recognized the concern and reassured them that the units would be onboarded correctly.

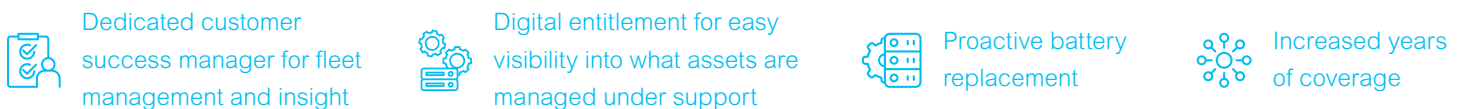
In fact, Schneider was able to explain that the IPs are independent from the construction company's network intentionally — for security purposes. Schneider would not manage or own any IPs in the client's environment.

Addressing the concerns and explaining the security benefits satisfied the client's only remaining hesitation. With the client's needs and concerns completely addressed, the deal was finalized.

EcoCare for Single-Phase UPS

The client's needs for a fully managed service made EcoCare stand out as the ideal solution. EcoCare is a member-based service plan helping customers identify issues before they become a problem. It includes 24/7 proactive monitoring and alarming, asset management for increased uptime and expert priority support for fast response. EcoCare's condition-based maintenance approach monitors the condition of equipment to determine which maintenance tasks to complete and when, optimizing uptime.

The EcoCare membership aligned with their key concerns and challenges and enhanced their capabilities with services that include:



With EcoCare as their new solution, the construction company will be able to proactively manage the lifecycle of their power fleet with a new, more robust system.

Summary

A prominent, nationwide construction company sought to improve their operations by implementing a fully managed power solution. With a fleet of over 50 UPS units across 20 locations, the client needed a proactive approach to efficiently manage their UPS systems, PDUs and ATSS, aiming for comprehensive coverage while optimizing resources. Together with Schneider Electric, CDW delivered EcoCare as an ideal solution to meet and exceed the client's needs in managing their fleet's lifecycle, elevating their efficiency and security.

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