

# CASE STUDY CUSTOMER READY IN 90 DAYS

**CUSTOMER:** CoreSite Realty Corporation | Santa Clara, California

**PRODUCT:** Megapod® Integrated UPS System



## CHALLENGE

A true online double-conversion 4x500 kVA UPS system ordered and installed in just 90 days?



## SOLUTION

A whole new Integrated UPS System designed to reduce installation time and costs — customer ready in under 90 days.



### *Industry Context*

With the public cloud services market forecast to grow 18.5 percent in 2013 — potentially reaching \$131 billion worldwide\* — data center providers are racing to keep pace with demand. Companies driven by the need for faster, more efficient ways to build data centers continue to ratchet up their expectations. Not long ago a two-year construction schedule was acceptable, but today 16 weeks from contract to “go live” is the norm.

\* B Worthen. (2011, April 19). Data Centers Boom — Modular Construction on the Rise as Cloud Services Grow. [News Article]. Retrieved from <https://www.wsj.com/articles/SB10001424052748704336504576259180354987332>

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As construction began on a 102,000-square-foot co-location facility in Santa Clara, California, the senior vice president was aiming to beat the maintenance and operating costs at older CoreSite locations. The new center needed to be customer-ready fast: At the time, Mr. Haggard's primary UPS vendor typically spent six to eight weeks processing an order, and up to eight weeks more on installation. But CoreSite needed the entire data center to be up and running 90 days after the first customer signed on.

That's not all. The new system would have to achieve a PUE of <1.35 under any load condition and allow customers to toggle easily between N+1 and 2N. Mr. Haggard shared those specs with his UPS-industry contacts. Only Mitsubishi proposed an answer.

## SOLUTION

With the highly efficient 9900B 500 kVA UPS for a foundation, Mitsubishi re-thought conventional system design from the ground up. Two opportunities showed promise:

- Simplifying the installation process with a compact, back-to-back "pod" layout that would eliminate conduit and long cable runs.
- Selecting innovative but proven components — such as batteries — that would better complement the customer's requirements, the 9900B, and the new layout.

By eliminating space inefficiencies between components, the cost for conduit, cables, and labor could be drastically reduced.

Mitsubishi met every one of CoreSite's goals and achieved savings of 10-15% in CAPEX costs and \$179,728 per 1.5 MW of UPS, as well as cooling, generator, and footprint savings.

CoreSite's first Megapod® system was installed in 2011. Today, CoreSite has more than 80 systems in place across the U.S.A. and technical improvements continue. The original 4x500 kVA capacity has now been complimented with additional Megapod® sizes of 4x750 kVA and 2x1000 kVA with even more simplified installation needs.



*"This is not just about the initial cost of the UPS. I need to understand what it's going to cost, end-to-end. If I can cut 40% off my install costs, that's a differentiator. And then, if I can cut down on my startup and commissioning time, and I can deliver sooner and get this data center ready to sell — that's attractive. And that's where Megapod made the difference. This system is our new standard."*

— Billie Haggard, SVP of Data Centers, CoreSite (2013)



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## About CoreSite

CoreSite Realty Corporation is the data center service provider chosen by more than 750 of the world's leading carriers and mobile operators, content and cloud providers, media and entertainment companies, and global enterprises to run their performance-sensitive applications and to connect and do business. CoreSite propels customer growth and long-term competitive advantage through the CoreSite Mesh by connecting the Internet, private networking, mobility, and cloud communities within and across 14 high-performance data center campuses in nine markets in North America.

With direct access to more than 275 carriers and ISPs, over 180 leading cloud and IT service providers, intersite connectivity, and the nation's first Open Cloud Exchange that provides access to thousands of lit buildings and multiple key cloud on-ramps, CoreSite provides easy, efficient and valuable gateways to global business opportunities. Details are posted at [www.coresite.com](http://www.coresite.com).

## About Megapod®

Compact and lightweight, the 9900B Series has been a UPS game-changer since 2011, especially when small footprint, TCO, and modular flexibility make a difference. But the conventional on-site installation process remained time-consuming and labor-intensive.

Mitsubishi Electric Power Products, Inc. took the next logical step with Megapod: a system design that integrates the 9900B with batteries, bypasses, and critical load cabinets in one economical layout. It minimizes the entire system's footprint and eliminates costly conduit and cable runs. In doing so, Megapod® dramatically shortens order-to-turnover time, and reduces total cost of ownership by as much as \$275,000 in the first five years.

## About the 9900B Series UPS

Until now, UPS topology selection for mission-critical applications has been a tradeoff between availability and efficiency. Online double-conversion technology was ideal for super-reliable protection, but not as efficient as riskier offline standby designs.

Now, Mitsubishi eliminates the element of compromise with the 9900B Series, a true online UPS system that operates at high efficiencies, with superior reliability and performance, no matter what the load.

## About the UPS Division of Mitsubishi Electric Power Products, Inc. (MEPPI)

Since 1964, Mitsubishi Electric has manufactured precision engineered, high-quality uninterruptible power supplies to protect its customers' mission-critical equipment during times of power instability. Mitsubishi Electric leads the industry in designing and manufacturing reliable, environmentally-friendly UPS systems to extend uptime, prevent data loss, and protect against power surges. The MEPPI UPS Division offers systems in both single and multi-module configurations, and a broad range of kVA capacities. Visit [www.mitsubishicritical.com](http://www.mitsubishicritical.com) for more information.



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