



Sunbird DCIM Software Proof-of-Concept (POC)



Put Sunbird's DCIM Software to the Test with Your Own Data in Your Own Environment

Implementing a Data Center Infrastructure Management (DCIM) software solution can be fraught with deployment risks, technical issues, and other unforeseen challenges that can derail your DCIM project before it gets off the ground. A Proof-of-Concept (POC) is a critical tool to mitigate some of these risks by allowing you to verify that a DCIM software works in your environment—before investing significant resources into a tool that ultimately won't meet your needs.

Unlike other DCIM vendors that use the same datasets for all customers, Sunbird's POC process ensures that you can use your own data to evaluate our DCIM software in your own environment with your own use cases. Our POC process sets expectations up front and creates transparency at each step by defining ownership, activities, milestones, and challenges unique to your evaluation. If you do decide on Sunbird's DCIM software, any POC work that you've done can be reused in your production system, so you won't have wasted time or resources.

Sunbird's Standard POC Process: Fast, Easy, Complete

Every POC has different requirements and use cases. That's why Sunbird's Professional Services team created a standard POC process that can be customized to fit your unique data center needs and challenges. We assign a certified POC Engineer to work with you each step of the way to define what a successful POC looks like for you, rapidly build and execute a project plan to support your goals, and ensure that you get the data you need to make an informed go/no-go decision.

	Kickoff	Session 1 - Setup and Training	Session 2 - Data Collection	Session 3 - Use Case Review	Session 4 - Final Review	Decision
Activities	<ul style="list-style-type: none"> Review current situation and desired future state Review POC process, roles, and responsibilities Get software licenses and Support Portal access Review project checklist 	<ul style="list-style-type: none"> Gain an overview of the DCIM software Learn how to bulk import and populate the DCIM software with drawings, assets, and cabinets via the GUI to address key use cases 	<ul style="list-style-type: none"> Collect a dataset from your own environment, instead of using sample data Identify challenges unique to your data Visualize zero-configuration dashboards and reports 	<ul style="list-style-type: none"> Review and verify initial use cases Demo DCIM software with data center team and other stakeholders for feedback 	<ul style="list-style-type: none"> Review and verify all use cases Ask any final questions 	<ul style="list-style-type: none"> Summarize evaluation findings Go/No-Go decision meeting
Milestone	<ul style="list-style-type: none"> You will have set expectations and gained alignment with Sunbird on the POC process 	<ul style="list-style-type: none"> You will have gained familiarity with Sunbird's DCIM software and the data required to populate it 	<ul style="list-style-type: none"> You will have used your own data to evaluate the DCIM software and assessed the unique challenges of that data 	<ul style="list-style-type: none"> You will have collected use cases from key stakeholders and assessed the DCIM software against your desired future state 	<ul style="list-style-type: none"> You will have completed all use case reviews and stakeholder demos to attain a high level of comfort that the DCIM software fits your needs 	<ul style="list-style-type: none"> You will have completed the deployment process and gained the data you need to make an informed decision



Data Sheet

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How Much Time and Resources Should You Allocate for the Best POC Evaluation?

For most standard POCs, Sunbird recommends allocating the following resources to help you ensure that your POC evaluation provides comprehensive look at how well Sunbird's DCIM software addresses your use cases.



4 Sessions with Your Sunbird POC Engineer



2-4 Days Total for Initial Database Configuration



4-8 Hours per Week for Use Case Review



1 User Who Will Have DCIM Admin Access and Be Involved in Its Daily Operations

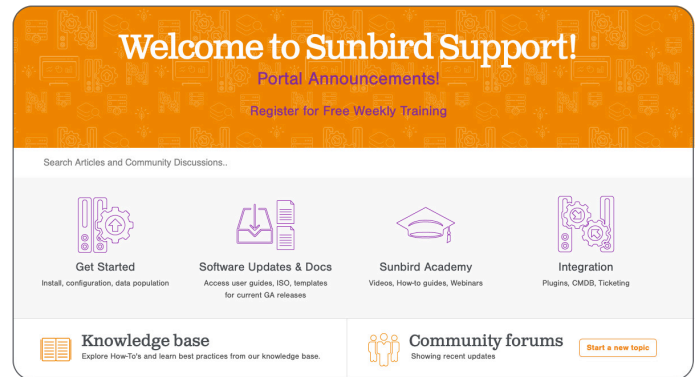
Additional Keys to POC Success

Although every POC is different, the following tips can be helpful to ensure that the time and resources allocated to your evaluation are well spent:

- Target a green field data center site, or cabinet expansion.
- Limit the POC scope to 2-5 cabinets with assets. This will ensure a manageable amount of your own data to visualize and will help you identify any unique data challenges.
- Gather requirements and use cases for assessing how the DCIM software fits your business needs.
- View the video tutorials and documentation on the Sunbird DCIM Support Portal and try the features in your own environment.
- Prepare specific dashboards and reports to share with your management and colleagues.
- Set aside dedicated times each week to play around in the DCIM software.
- Ask questions and provide feedback to the Sunbird team.

We're Here to Help!

Sunbird's Professional Services and Support team is always available via our support portal, where you can also watch videos and read documentation to help you get the most out of your POC evaluation.



Ready to Start Your POC? Call 732.993.4476 or visit SunbirdDCIM.com

Sunbird Software is changing the way data centers are being managed. With a focus on real user scenarios for real customer problems, we help data center operators manage tasks and processes faster and more efficiently than ever before, while saving costs and improving availability. We strive to eliminate the complexity they have been forced to accept from point tools and home grown applications, removing the dependency on emails and spreadsheets to transform the delivery of data center services. Sunbird delivers on this commitment with unexpected simplicity through products that are easy to find, buy, deploy, use, and maintain. Our solutions are rooted in our deep connections with our customers who share best practices and participate in our user groups and product development process.

Based in Somerset, NJ, Sunbird serves over 1,300 DCIM customers worldwide. For more information, please visit SunbirdDCIM.com.

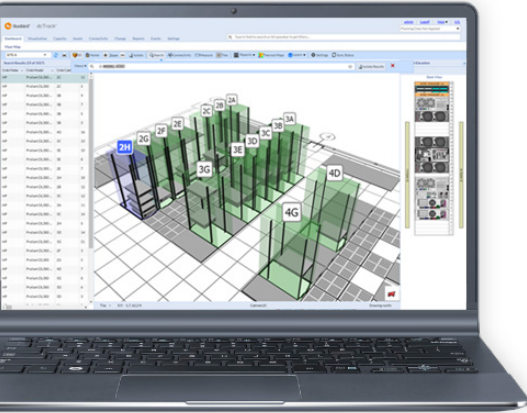
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Sunbird DCIM Software Proof-of-Concept (POC)



Turnkey Proof-of-Concept Offerings

A Proof-of-Concept (POC) is a critical tool to mitigate deployment risks, technical issues, and other unforeseen challenges by allowing you to verify that a DCIM software works in your environment—before investing significant resources into a tool that ultimately won't meet your needs.

Performing a POC requires time and resources allocated to your evaluation but based on your work load it may be difficult to work on this process. Therefore Sunbird's Professional Services team created turnkey POC services offerings to help you present your use cases and make sure our DCIM solution meets your needs and challenges.

Sunbird offers two affordable 5 cabinet turnkey POC services: on-site and remote.

Service	5 Cabinet Turnkey On-Site DCIM POC	5 Cabinet Turnkey Remote DCIM POC
Project Kickoff and Planning	1 Day On-Site	1 Day Remote
Data Collection	On-site physical audit of data center for rack elevations and network/power connectivity	Analysis and validation of customer-provided rack elevations and network/power connectivity data
3D Data Center Layout Import	✓	✓
Model Creation and Data Population	✓	✓
Weekly Checkpoint Meetings	✓	✓
Use Case Analysis and Creation of Personal Dashboards	✓	✓
DCIM End-User Training	1 Day On-Site	1 Day Remote
On-Site Management Presentation Including Use Cases with Customer Data	✓	✓
Sunbird Portal Access for Documentation and Free Training Videos	✓	✓
Cost	\$9,995	\$5,000

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