

# Inside Networks



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## Efficiency drive

IMPROVING ENERGY  
MANAGEMENT IN EDGE  
DATA CENTRES

## Think again

IS THE SCEPTICISM  
SURROUNDING DCIM  
JUSTIFIED?

# Time to take another look

Despite its supposed benefits, there remains a degree of scepticism about data centre infrastructure management (DCIM) solutions and there are conflicting views about its true worth. [Inside\\_Networks](#) has assembled a panel of industry experts to examine whether the perception of DCIM can be improved and what needs to happen for it to meet expectations


▶ By helping data centre managers monitor, manage, automate and optimise their IT estates, DCIM can enhance energy efficiency, save money, assist with the deployment of new equipment, and optimise moves, adds and changes. While this all sounds positive, after over a decade of development DCIM is still a controversial topic.

From the very beginning, DCIM promised much but often delivered little. Many DCIM systems were not correctly commissioned, leading to inaccurate monitoring and poor decision making,

while DCIM vendors didn't clearly define the solution. This led to expensive implementations that often failed to deliver a true return on investment (ROI).

So what does the future hold for DCIM and can it fulfil its potential? Inside\_Networks has assembled a panel of experts to examine what must be done to improve its image and create a genuinely beneficial solution for managing data centre infrastructures.

Don't forget, if you have a question that you would like answered [CLICK HERE](#) and we'll do our best to feature it.



IS THE SCEPTICISM SURROUNDING DCIM SOLUTIONS JUSTIFIED AND HAVE VENDORS FAILED TO COMMUNICATE A CLEAR AND COMPELLING VALUE PROPOSITION? WHAT NEEDS TO HAPPEN IN ORDER TO REINVIGORATE THE DCIM SECTOR SO THAT IT CAN FULFIL ITS POTENTIAL?

# HERMAN CHAN

PRESIDENT AT SUNBIRD SOFTWARE

Data centre professionals are justified in being sceptical of first generation DCIM software. In the early days, vendors and analysts each put their own spin on the definition of DCIM, creating confusion for prospective buyers. Vendors overpromised and underdelivered, and marketed their DCIM products as a panacea to all data centre problems. The overhyped products did not deliver as promised, leaving early adopters struggling to deploy and extract the full expected value of their investments. More than a decade later, some data centre professionals still hold the perception that DCIM software is just smoke and mirrors.

However, over time, customers have voted out those failed vendors from consideration. Many early providers with incomplete and difficult to use products are no longer commercially viable options. Instead, the emergence of second generation DCIM has reinvigorated the sector and is fulfilling the promises left unkept by its first generation counterparts. Cutting edge data centre professionals now realise the enormous potential of modern DCIM software and report high satisfaction ratings and fast ROI.

Second generation DCIM provides enhanced capabilities such as zero configuration analytics that enable data centre professionals to easily track their key performance indicators, automation via integration that greatly reduces the

manual effort to enter information, and 3D visualisation that makes remote data centre management better than being physically on-site.

Modern DCIM software offers data driven collaboration, multi-vendor compatibility, super-fast deployments and enterprise class scalability. It also provides a completeness of capabilities spanning asset, capacity, change, energy, power, environment, security, connectivity, visualisation, business intelligence and analytics.

The opportunity for better uptime, increased efficiency of capacity utilisation and improved productivity of people is enormous for data centre professionals who deploy second generation DCIM. Industry experts have spoken, and they report benefits such as getting 40 per cent more usage out of facilities and power resources, improving asset tracking efficiency by 50 per cent, spending 25 per cent less time managing assets, locations and connectivity, and dramatically reducing the potential for human error.



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