

## What is Emerson Network Power's Trellis announcement?

The Trellis platform is a dynamic infrastructure optimization platform, as well as a family of hardware, software and services. The Trellis platform is a single-information-source solution that bridges the gap between IT systems and the systems that support them, enabling smarter decisions and allowing data centers to run at higher capacities with greater efficiency and less risk of downtime.

## When was the Trellis platform announced?

The Trellis platform was unveiled via a live media Webcast at Interop in New York on October 18, 2010.

To view the recorded webcast, go to [www.emersonnetworkpower.com/dcim](http://www.emersonnetworkpower.com/dcim) or click here.

## What is the market need for this type of solution?

A number of factors are contributing to the need for increased visibility and control of data center physical systems, primarily the pressure on data center managers to control operating costs while supporting higher capacities with less downtime. The dynamic nature of IT capacity management necessitated by virtualization technologies has placed new challenges and risks on the static nature of physical infrastructure. This divide makes it harder to predict the demand on physical systems at any given time. To compensate for this, data center managers feel compelled to add to the unused capacity they have already reserved as a buffer against overload at peak capacity.

The result is that 20 percent or more stranded capacity is unused during peak conditions and average utilization rates are much lower than that in most facilities. Getting more out of the significant investments organizations have made in their data centers will be the primary driver for the adoption of the Trellis platform.

## What benefits will the Trellis platform bring to data center managers that are not available today? Can you provide some examples?

The Trellis platform will provide a single, contextualized, real-time view of data center physical systems that simply doesn't exist yet. While some of the functionality of the Trellis platform is available today through Avocent® and Aperture™ solutions, there is currently not a system that will present real-time data from IT systems in context with data from infrastructure systems to support more effective management and planning.

For example, a data center manager using the Trellis platform will be able to monitor the real-time load on physical servers and the power system supporting them to determine where capacity limitations exist and shift dynamic loads accordingly.

## Why is the Trellis platform important to Emerson Network Power?

The data center infrastructure management (DCIM) space is quickly evolving. We have already seen point product providers like nLyte™, and larger competitors like Schneider/APC™ and HP®, all trying to stake their claim in the DCIM space, with varying degrees of success.

The decision to announce our vision illustrates our continued investment leadership position in providing new technologies for the evolving data center. The Trellis platform represents the next generation of purpose-built solutions aimed at unifying the DCIM space. These solutions are unattainable by point product providers, and offer unique differentiators from the major players in the market.

## Will existing customers be able to migrate to the Trellis platform?

Our customers currently using our DCIM solutions will have a migration or integration path as appropriate to the Trellis platform solutions. More details will be available in early spring of 2011.

## How soon do you expect to have the first Trellis platform module in the market?

The Trellis platform and base modules for IT and Facilities planning and management will launch in CYQ4 2011.

## How does this impact your relationship with Emerson Network Power? As a partner, what actions should I take today?

Emerson Network Power is making preparations to train its organization and partners on how to sell and support the Trellis platform and modules.

Communicate with your Emerson Network Power channel managers and prepare for the future by taking advantage of our training courses that cover the existing DCIM products.

Continue to expand your customer base by selling our existing products and services; our focus will be on addressing the very real issues customers have today managing their infrastructure to meet critical availability, agility and efficiency objectives.

Share the vision and assurance of continuity of products and solutions customers should acquire today.



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