

RITTAL

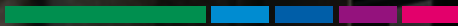


PARTNER PROGRAM



PARTNER SPOTLIGHT: Enterprise Infrastructure Solutions (EIS)

SNAPSHOT



This Partner Spotlight highlights the success of the partnership between EIS and Rittal, working together to develop a solution for the global IT enclosure needs of an EIS data center customer.

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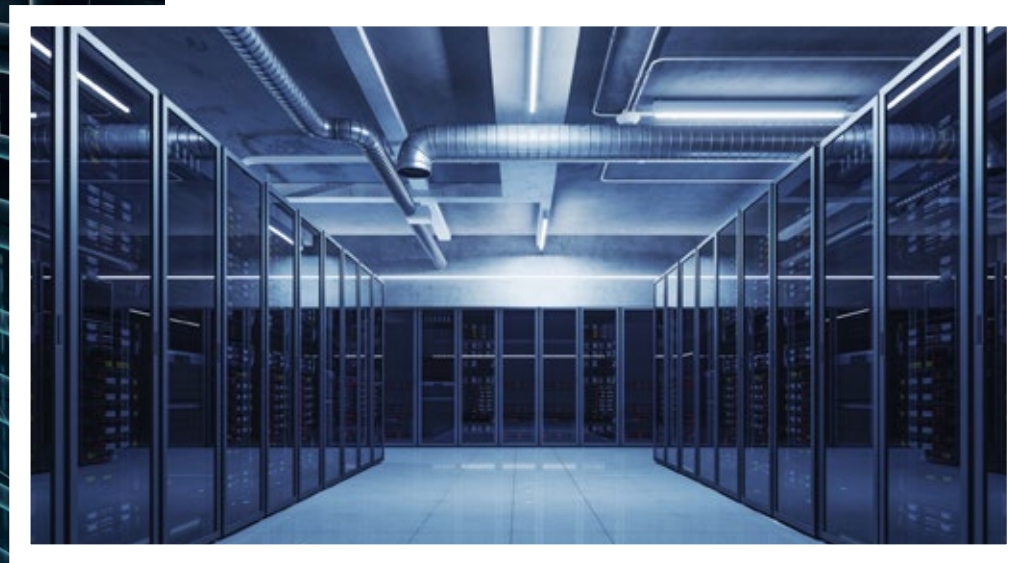
ABOUT EIS

EIS delivers data center products and services to keep mission-critical facilities on the leading edge of IT solutions. In addition to access to a broad line of product solutions, EIS offers consulting, design, installation, and cabling services to its customers.

EIS has been part of Rittal's Partner Program since its inception in 2017. During that time frame, EIS's business has grown tenfold!

THE CHALLENGE

EIS's customer, a global leader in payments and financial technology serving financial institutions and merchants/businesses, approached EIS looking to establish standards for its data center enclosures. The customer has multiple data centers serving its data and analytics needs, each with its own unique dimensions. The needs of one data center in particular triggered EIS to reach out to Rittal. This data center has a relatively low ceiling height that doesn't support the industry standard enclosure of 42U.



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THE SOLUTION

Together with EIS, the Rittal team developed custom enclosure solutions that answer the various needs of the data centers. For “typical” data centers, standard 42U IT enclosures were configured with the appropriate accessories; to fit into those with lower ceilings, Rittal customized enclosures with a height of 33U.

Rittal also solved a secondary challenge, related to components within the cabinet. Because the enclosure itself is shorter, all cable management, accessories, and PDUs were modified to fit the shorter enclosure.

EIS now has two global standards for use in appropriate situations: the standard 42U IT enclosure and a custom 33U IT enclosure. Both are fully configured to the customer’s needs, making these “plug-and-play” solutions simple to install, and eliminating the need to purchase add-ons.

“EIS’s customer needed a long-term solution that addressed immediate needs and could be used in future projects where room dimensions won’t allow for the standard enclosure. We made the entire enclosure – the cabinet and everything in it – work within those constraints.”

- CONNER ARCHEY,
RITTAL TERRITORY
ACCOUNT MANAGER

“In the end, there are several reasons EIS chose to partner with Rittal – the unparalleled quality of our products and the engineering that goes into them, the fact that they’re made in the U.S., our people, and the expertise and services we provide.”

- CONNER ARCHEY,
RITTAL TERRITORY
ACCOUNT MANAGER

THE IMPACT

This data center project has fostered a broader, deeper relationship with EIS’s customer. Because of the flexibility and scalability of the enclosure solution, EIS and Rittal were able to establish recurring business from this customer, and the Rittal team had an opportunity to showcase its expertise, solidifying our position as a trusted advisor.

To date, EIS and Rittal have sold into two locations with more than 100 enclosures, and are poised to do more business with this customer – and in fact, EIS recently received a number of orders for an additional 50 enclosures.

EIS values the partnership with Rittal because of the breadth of our product line and the ability to customize enclosures.

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