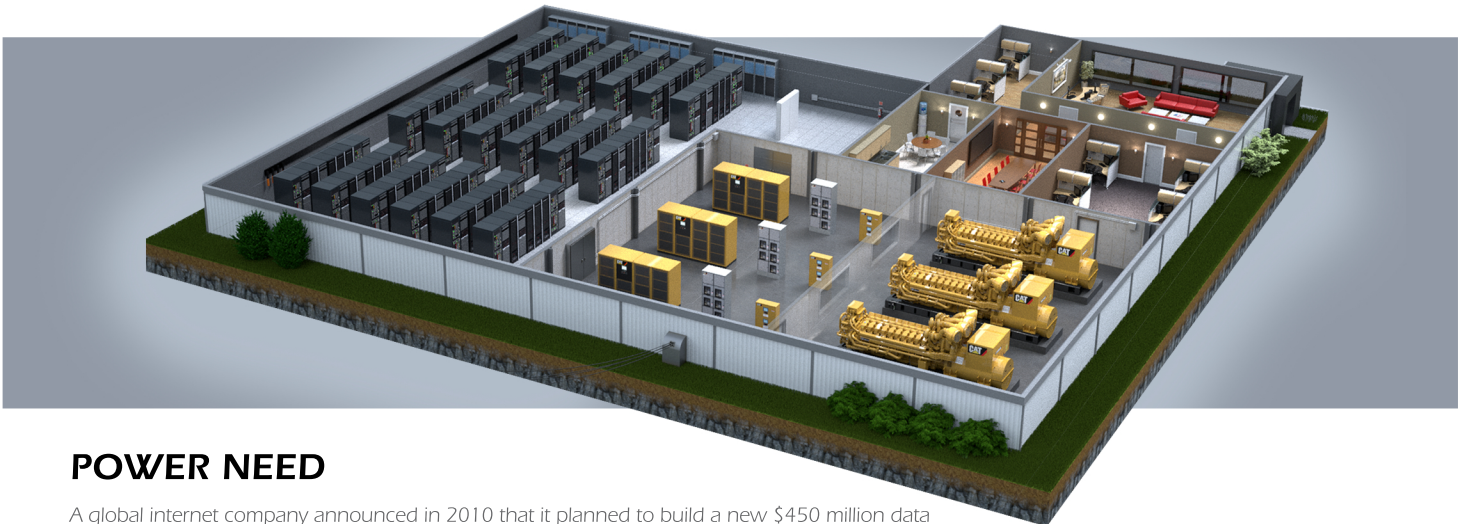


POWERPROFILE

Customer: Windham Technology Center*
Location: North Carolina
Market Segment: Mission Critical – Data Centers
Customer Business Issue: Standby power for world-class data center
Solution: 30 CAT® C175 generators, four CAT® 3516 generators, one CAT® C15 generator



POWER NEED

A global internet company announced in 2010 that it planned to build a new \$450 million data center in North Carolina, scheduled to open in 2012. "We are proud that Windham Technology Center chose North Carolina." Governor Bev Perdue said, following the announcement. "The investment and jobs at the data center will be a boon to that region of the state, and will help confirm North Carolina's distinction as a global business destination." The data center, located in the western part of the state, employed more than 250 construction and mechanical workers during the 18-month construction process, and currently hosts approximately 50 full-time and contract workers.

"After a rigorous review of sites across the East Coast, we are pleased to locate our new data center in North Carolina. The team we will hire here will help us provide faster, more reliable, and more robust service to people around the world who rely on Windham to connect and share," said Windham's Director of Site Operations.

Data center downtime is one of the biggest risks for Facilities Managers. Data centers can experience downtime for a number of reasons; poor weather ranging from a heavy storm to a natural disaster could potentially knock the power out in the area in which the data center resides. No matter what the source of downtime is in a data center, one thing is certain, data centers must have a backup in plan. This will save money, jobs and ultimately, the entire business altogether. Unplanned data center outages are expensive, and the cost of downtime is rising. The average cost per minute of unplanned downtime is now \$7,900, up a staggering 41 percent from \$5,600 per minute in 2010.

SOLUTION

In March of 2012, Carolina CAT Power Systems partnered with Windham to provide standby power for the initial phase of the data center, providing eight C175 generator sets for the data center, 3 mW each, all with custom enclosures. One year later, they installed another eight C175s for the data center's second phase.

In 2016, Windham purchased 18 CAT generator sets for the data center: four CAT 3516s, 2,500 kW each, and 14 CAT C175s (3 mW each). They also purchased a CAT C15 (500kW) generator during the second phase of the first building at the facility.

The Power Generation team also takes care of all Windham's product support needs, servicing all of the generators onsite, including non-Caterpillar equipment. "Keeping our customers up and running is our top priority. We can provide a great product, but ensuring that their systems stay up and there is no downtime, that is key," said Mike Brown, Carolina CAT Power Systems' President.



*Name changed to protect confidentiality

