



Summary of the presentation

In the demanding environment of today's (and tomorrow's) data centres, **Uptime** and **Efficiency** are key operational requirements. More than ever, and with the increasing likelihood of governmental legislation, it is necessary to monitor, control and report energy consumption. Monitoring and controlling vital parameters of the information technology installation help to optimize OPEX.

Individual systems provide and control cooling capacity, and measure factors like humidity, temperature and energy consumption at local level in the datacenter. This makes the management of your datacenter complex. Minkels introduces and discusses an **integrated** approach to datacenter management, in which the necessary local intelligence of individual systems (such as Building Management, electrical monitoring and control and rack-based monitoring and control) is combined into a single management platform.

Minkels build on their extensive experience in the field of datacenter infrastructure, with the specific needs of datacenter managers as the starting point and result.

CV

Education:

- ◆ College: TEC Certificate in Electronic Engineering 1982
- ◆ School: 7 GCE 'O' Level passes 1978

Training:

- ◆ French, independent study Current
- ◆ Capitoline DC Design Engineering 2010 (First in class)
- ◆ Achieve Global Professional Selling Skills 2010
- ◆ Berlitz German Language level 6-8 2005
- ◆ Berlitz German Language level 3-5 2004
- ◆ Lotus Notes v.6.5 Training 2004
- ◆ Miller Heimann "Strategic Selling" 2002
- ◆ Raritan Computer Product Certification 2002
- ◆ Padgett Thompson "Negotiate to Win" 1992
- ◆ ICS Professional Industrial Sales 1990
- ◆ Alpha Cabling Product Training 1990
- ◆ Careertrack "One Minute Manager" 1988

Employment

- ◆ **. Minkels: 2008 – present.**
- ◆ Technical Consultant for Minkels internationally since October 2008. Involved across Europe in supplying suitable, high quality, scalable DC management solutions to midrange and major datacentre customers.
- ◆ Member of R&D Group and Steering Group on ad-hoc basis
- ◆ **Sinetica/Unite Technologies: 2005-2008**
- ◆ European Business Development, finding, coaching and consulting with mainland European reseller partners for integrated DC management hardware.
- ◆ **BD2000: 2005-2006**
- ◆ Finding, coaching and consulting with mainland European resellers for building security systems.