

# The edge management opportunity for IT solution providers



## What is edge computing?

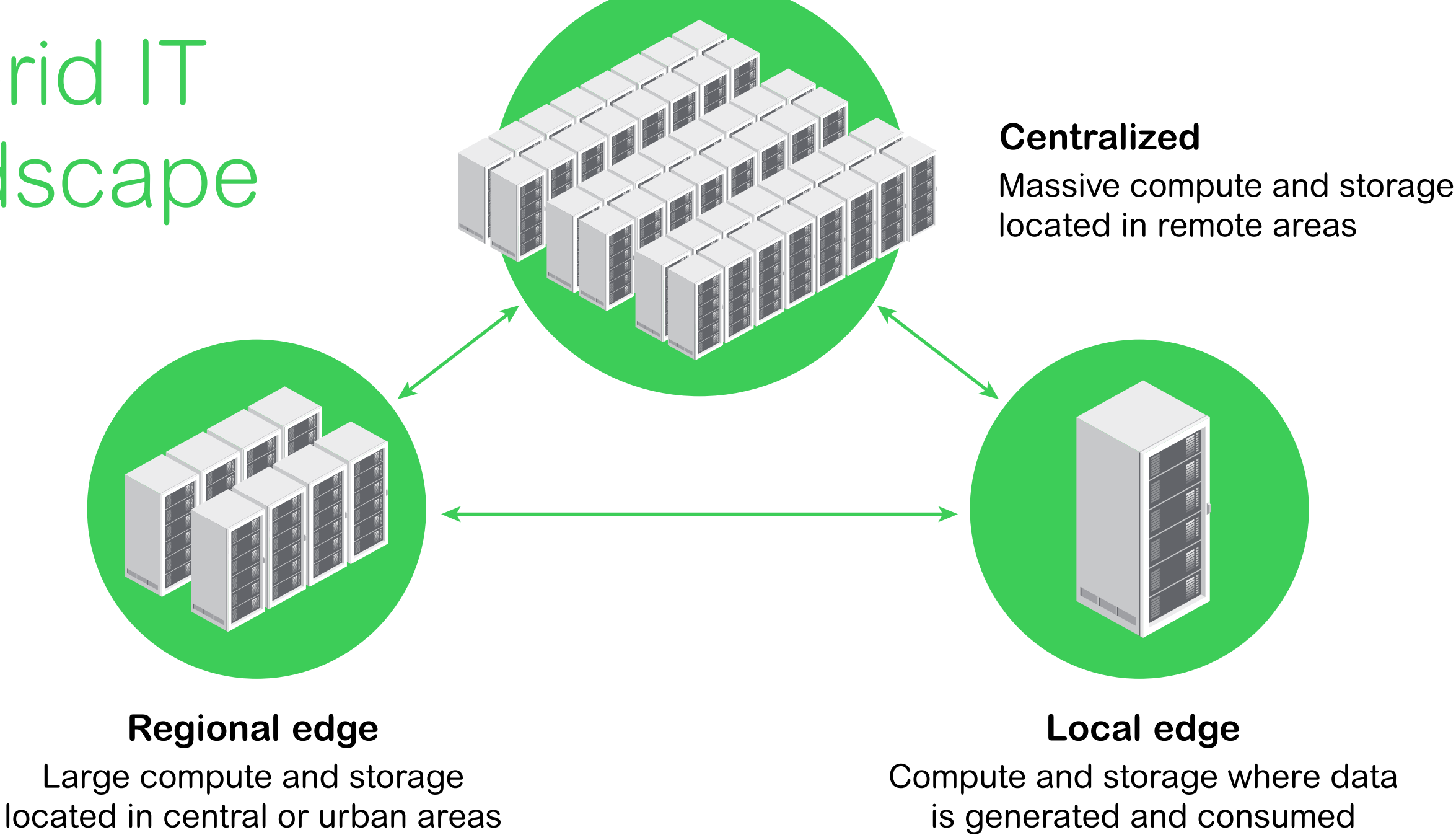
**Edge computing** is an IT deployment designed to put applications and data as close as possible to the users or things that need them.



## Why edge computing?

Edge computing complements cloud computing as part of a hybrid IT environment. Edge computing enables digital transformation by addressing the limitations of cloud computing — namely latency, bandwidth, and regulations — for optimum resiliency.

## Hybrid IT landscape



The amount of enterprise data created and processed outside of a data center or cloud:

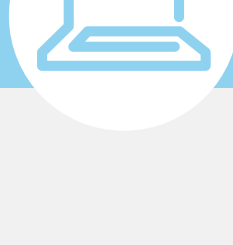
Today  
**10%**

By 2025  
**75%\***

\* Source: "What Edge Computing Means for Infrastructure and Operations Leaders" - Gartner



As IT evolves, and IoT deployments expand, **edge computing sites have become mission-critical**, improving operational efficiency and user experience.



## Downtime vulnerability

Edge environments are particularly vulnerable to downtime. This is because most sites are dispersed geographically and have limited or no on-site IT staff.

### Downtime frequency:



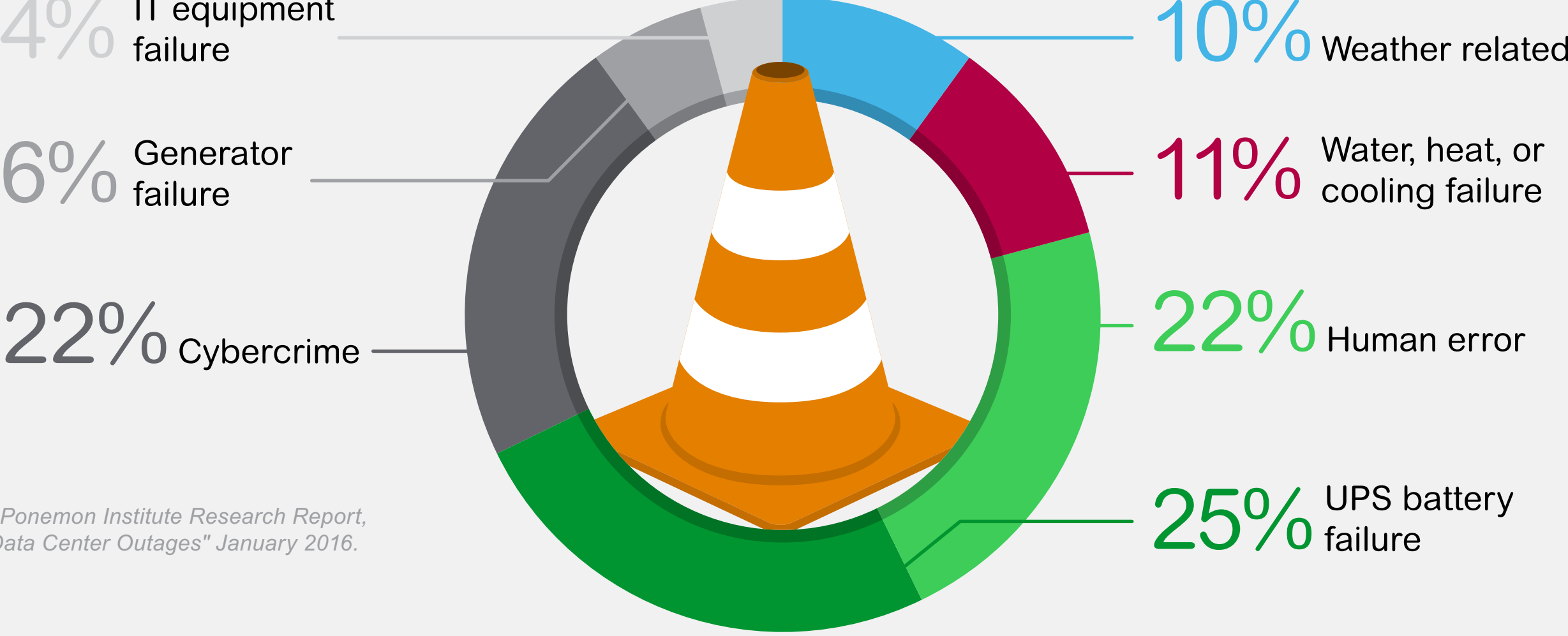
A typical Tier III data center experiences  
**1.6 hours**  
of downtime yearly



A typical Tier I edge computing site experiences  
**29 hours**  
of downtime yearly\*

\* Source: Schneider Electric White Paper 256, "Why Cloud Computing is Requiring us to Rethink Resiliency at the Edge"

## What are the causes of downtime?



\* Source: Ponemon Institute Research Report, "Cost of Data Center Outages" January 2016.

## What are the effects of downtime?



In a survey of partners, 75% of respondents said:  
**50%** or more of their customers view downtime as **detrimental to their business**.\*

\* Source: Canalys, Candefero partner survey, August 2018

### Four primary effects:



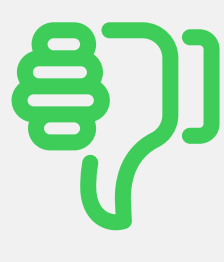
Business disruption



Revenue loss



Workforce productivity loss



Poor customer experience

## IT infrastructure monitoring and servicing is key to reducing downtime

Unless properly managed, edge computing sites can become the weakest link of IT infrastructure. Organizations need to remotely monitor and service these sites to prevent downtime and disruption to operations.



According to IDC, almost  
**80%** of end users plan to deploy more IT services at edge locations.\*



An IDC study reveals that  
**40%** of end users plan to outsource their edge initiatives.\*

\* Source: IDC's Key Findings: 2020 Datacenter Operational Survey — Cloud to Edge Datacenter Trends, Doc # US46752920, August 2020.

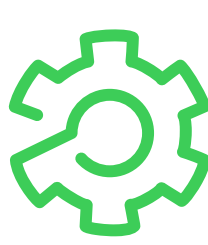
### The IT solution provider opportunity

This represents a new growth opportunity for IT solution providers to monitor and service distributed IT infrastructure through **Schneider Electric's EcoStruxure™ IT Software and Services** and build resilience at the edge.

With EcoStruxure IT, solution providers can remotely monitor and remediate the IT infrastructure, power, physical security, and environmental conditions to ensure optimum operations at the edge.



Customer benefits from outsourcing IT infrastructure monitoring and servicing	Partner benefits from providing IT infrastructure monitoring and servicing
<b>Simplify operations.</b> Streamline and standardize distributed IT operations.	<b>Grow profits.</b> Become a trusted partner with new value-added managed power services.
<b>Assure continuity.</b> Avoid unplanned downtime and keep core business operations up and running.	<b>Expand reach.</b> Expand your service territory and add new customers with remote capabilities.
<b>Gain peace of mind.</b> Increase visibility to IT infrastructure to reduce risk of system failure.	<b>Mitigate risk.</b> 24/7 visibility provides the insights needed to bring peace of mind and reduce unplanned downtime.
<b>Manage costs.</b> Access subscription model and gain cost-effective edge monitoring and maintenance.	<b>Reduce costs.</b> Avoid unnecessary service calls and reduce operational expenses.



The edge management opportunity, when addressed with EcoStruxure IT Software and Services, can position IT solution providers to **differentiate their business, grow profits, expand their reach, and reduce operations costs** in an evolving IT managed services market that demands resiliency at the edge.

## Ready to learn where to start?

Explore edge management solutions now

Life Is On

