Upsite Technologies and EkkoSense Sign Agreement to Deliver Data Center Visualization, Monitoring and Thermal Optimization Solution to North American Market

Upsite becomes a North American reseller and master distribution partner for EkkoSense, a UK-based SaaS company specializing in monitoring, managing and optimizing data center performance

DALLAS (PRWEB) October 21, 2019 -- Upsite Technologies, the global leader in data center airflow management solutions, and EkkoSense, a global leader in the provisioning of software-driven thermal optimization for critical environments, have signed a hardware distribution and master reseller agreement at the DCD Dallas event, opening today. The agreement will make Upsite the lead stocking distributor for EkkoSense hardware and a master reseller of the company’s EkkoSoft Critical SaaS offering for North America.

EkkoSense is a rapidly growing UK-based SaaS company that has become an industry leader in software-enabled thermal performance optimization across critical facilities. This agreement provides EkkoSense with the opportunity to grow and expand its customer base, particularly in North America, and targets the growing number of data center customers that need to optimize their cooling infrastructure, and have implemented, or are engaged with implementing airflow management solutions from Upsite.

“Upsite Technologies is highly regarded not just for its suite of energy-efficient products and services for data centers but also its thought leadership across today’s broader data center performance optimization issues. That’s why partnering with Upsite makes smart sense for EkkoSense as our EkkoSoft Critical space, power and cooling performance optimization software complements and extends Upsite’s proven 4 R’s of Airflow Management approach,” commented EkkoSense’s CEO Dean Boyle. “Additionally, Upsite’s extended network of premier local partners will help ensure our distinctive software-led thermal optimization proposition reaches the broadest audience.”

Upsite Technologies, known as the pioneers of airflow management, is located in Albuquerque, New Mexico and is operated out of a mixed-use 23,000 square foot facility. Owned by Upsite’s parent company Aquila, Inc., the facility provides an ideal location to stock and distribute monitoring hardware such as wireless sensors, hubs, connectivity hardware, and accessories. Per the agreement, Upsite will serve as EkkoSense’s local distributor of hardware to customers and partners located in North America.

The EkkoSense solution gives Upsite an opportunity to help customers through the 3D visualization and management of their 4 R’s (of Airflow Management), a holistic methodology for identifying and implementing changes to optimize a data center’s cooling infrastructure. The 4 R’s include the Raised Floor, the Rack, the Row and the Room. EkkoSense’s EkkoSoft Critical SaaS-powered monitoring and optimization software directly supports Upsite’s 4 R’s approach, supporting the ongoing adjustment of cooling controls that enables data center teams to realize energy savings from airflow management improvements.

“EkkoSense is a perfect complementary solution to our current offering, as it provides a way for customers to visualize the thermal impact of airflow management improvements through a 3D live model,” said Al Zoldos, Vice President of Upsite Technologies. “In addition, the software will help customers optimize their cooling infrastructure after airflow management improvements have been made, which is extremely important because
it’s the only way to achieve an ROI,” Zoldos added.

Watch this video to learn more about EkkoSense’s distinctive data center performance capabilities.

Customers will be able to visualize real time thermal statistics, including the benefits of airflow management improvements and cooling unit performance, via EkkoSense’s wireless thermal management sensors, known as Critical Things. In addition, the software, EkkoSoft Critical, will deliver management and analytics solutions that will help operations teams maximize data center performance. EkkoSense offers the industry’s most comprehensive software-driven thermal optimization provision, helping customers achieve average cooling energy savings of 24% and typical ROIs of less than a year. Lastly, EkkoSoft’s comprehensive Ticketing and Future Capacity capability allows Capacity Managers to use the 3D live view visualization to reserve space, power and cooling for future projects.

To learn more about the agreement between Upsite Technologies and EkkoSense and to see a live demonstration of the solution, visit booth 14a at DCD Dallas, October 21-22. Free tickets are available here.

About Upsite Technologies
Upsite Technologies® is the industry leader in data center airflow management and cooling optimization. Upsite provides a full suite of products and services designed to optimize data center cooling systems, allowing managers to maximize cooling capacity while reducing energy costs. Upsite distributes its award-winning line of services and products, including KoldLok®, HotLok®, and AisleLok®, through leading channel partners in the data center industry throughout the United States, LATAM, EMEA, and APAC regions.

Upsite Technologies, Inc. was founded in 2001 by Ken Brill, creator of the Uptime Institute, and in 2018, was acquired by Aquila, Inc., an employee-owned technology firm with over 35 years of experience in IT related services. The company is since officially Upsite Technologies, a division of Aquila. www.upsite.com

About EkkoSense
EkkoSense is an industry leader in the provision of advanced sensing technology, SaaS DCIM-class visualisation & monitoring software and analytics solutions for critical facilities such as data centers. The company is committed to eliminating thermal risk and helping organisations to monitor, manage and maximize their data center performance. www.ekkosense.com
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