



## Infinity Insurance Company

Infinity Insurance Company is a provider of personal automobile insurance with a concentration on nonstandard auto insurance.

### Background

In the midst of rapid growth for the company, the Infinity Insurance Company data center was at capacity. The company needed to replace its 20-year-old uninterruptible power supply (UPS) unit, set a path for future growth, and ensure highly available access to the information and tools needed by its national network of independent agencies and agents.

### Case Summary

**Location:** Birmingham, Ala.

**Emerson Network Power Products/Services:**

- Liebert NX with Softscale™ technology

**Critical Needs:** High availability of data and IT services across a network of independent agents with a clear roadmap for supporting future IT growth.

### Results

- Optimized data center efficiency with a software scalable UPS that can quickly and easily double in capacity without adding or modifying hardware.
- Solved capacity and scalability challenges with a UPS unit that provides the flexibility to respond quickly and easily to unpredictable change in data center equipment.
- Established an economical path for growth that maximizes capital investments and meets data center space constraints.

## The Situation

With elevators, the issue of capacity is simple. Each elevator has a prominently-displayed capacity plate that mandates just how much load the space can support. This amount does not change. If something is too large, it simply does not go in the elevator.

Jodey Hogeland, system administrator at Infinity Insurance Company, found himself wishing it was that simple with data centers as he stood in the middle of his crowded 5,500-square-foot facility, surrounded by servers still in the box because he had no capacity to support them.

Because of data center consolidation and new systems implementations, the company's data center was at capacity and its 20-year-old UPS unit was being pushed to the limit and threatening business continuity. Hogeland knew he had to replace his old unit; unfortunately, data center space was at a premium. He needed a simple answer to his growing power needs and one that would take up little space.

"We are a 24-hour-a-day business. At any given time, we have about 16,000 active insurance agents across the country who need to access our servers to do their job. It is extremely critical that our data center technologies are available," Hogeland says. "To support our continued business growth, I needed a UPS that would not only protect our 400 servers and meet our existing power needs, but also give me a little breathing room when it came to capacity planning."



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Infinity Insurance*

## The Solution

As Hogeland explored his options and evaluated solutions, he consulted with his electrical contractor. The contractor promptly brought in I.C.E., Inc., a Liebert Network Solutions Partner and IT reseller based in Birmingham.

"When I spoke with Infinity, they told me they needed a UPS with a compact footprint that would help them quickly meet current capacity needs and easily add capacity and redundancy as their budget allowed," says Rick Byrd, principal, I.C.E., Inc. "I knew right then that the Liebert NX UPS with Softscale technology was the answer."

The Liebert NX with Softscale technology combines the industry's most flexible approach to scalability with an efficiency rating of up to 97 percent. It can be sized to current requirements and then easily scaled with a simple software key as needs change. Modules can adapt from 40 kVA to 60 kVA to 80 kVA or from 80 kVA to 100 kVA to 120 kVA. In addition, modules with different ratings can work in parallel to handle higher capacities.

Two Liebert NX units, rated at 120 kVA and working in parallel, were installed within the small confines once occupied by the larger, older UPS unit; with room to spare for the parallel cabinet and two additional Liebert NX units to be added later.

## The Results

"Believe it or not, we needed to unlock both of them, upon installation, to full capacity (2x120 kVA for an aggregate of 240 kVA) to alleviate the growth crunch we were experiencing," says Hogeland. "When we were operating on our old UPS, we were dangerously close to maximum capacity. Now, we are operating at a comfortable level with a clear path for growth as business demands and budgets allow."

After a little more than three months in operation, the two Liebert NX units with Softscale technology clearly have proved their worth. In the short term,



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Infinity has resolved its capacity challenge and has some much-needed breathing room. In the long term, the company now has an economical infrastructure to support new applications and technologies while ensuring business continuity and quick response to inevitable and unpredictable changes.

"One of the main benefits of the Liebert NX with Softscale technology is how easy it is to add capacity," says Hogeland. "When we are ready to add our third 120 kVA unit, we have the option of installing it at 80 kVA or 100 kVA and unlocking the additional capacity."

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