

# Born to Innovate Data Center and IT Infrastructure

## Trusted by the World's Biggest Companies

Enconnex got its start by engineering product solutions for some of the biggest technology companies in the world, and we haven't lost sight of our roots. These solutions have evolved to inspire our standard product lines. Today, we continue to leverage our collective experience in the technology industry to not only design, engineer, and manufacture new solutions for a growing portfolio of the world's largest companies but to optimize and enhance our existing offerings.



### Our Secret Sauce

- > Curiosity and customer-inspired innovation.
- > Our team has lived the challenges of our customers.
- > Agility and adaptability allow us to challenge the status quo.
- > From supply chain to sustainability. We prioritize operational excellence.



### No Challenge Too Big or Too Small

Every day, we field requests for projects of all types. No matter how unusual the specification is, we'll do our due diligence to explore it. From RF shielding solutions for dairy cow tags to laundromats repurposed as data centers, we've heard it all.



# More than a manufacturer. We're a solutions partner.

If necessity is the mother of invention, curiosity is the mother of innovation. We not only know our customers' "why," we incorporate it into our product development roadmap. Common customization requests become standard products, and industry trends inform our manufacturing priorities.

## Years of Specialized Experience

Collectively, we have a wealth of experience solving problems for key technology industries, including:

- Hyperscale Data Centers
- Colocation Data Centers
- Enterprise Data Centers
- Engineering and Tests Labs
- Edge Computing
- Government and Defense
- Server Rooms and Network Closets
- IoT and Industrial Edge

## Prioritizing Operational Excellence

Innovation doesn't stop with our products. It fuels our company's day-to-day operations.

- ISO 9001:2015-certified (Quality Management)
- ISO 14001:2015-certified (Environmental Management)
- 70,000 feet of factory and warehouse space
- Six sigma-inspired manufacturing cells
- Established supply chain partners
- Best-in-class shipping practices
- In-house team of manufacturing and fulfillment experts
- Global reach

# Bringing the Industry What They Need



As the industry advances, our solutions keep pace. We're here to carry the data center and IT infrastructure industry into the future.



Server Racks & Cabinets



RF Shielded Enclosures



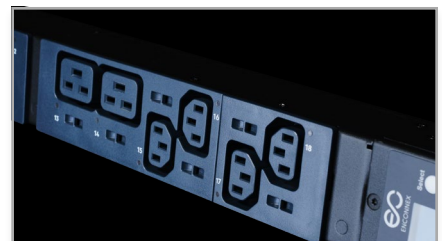
Micro Data Centers



Real Device Testing



Uninterruptible Power Supplies (UPS)



Power Distribution Units (PDU)



Aisle Containment



Power Whips

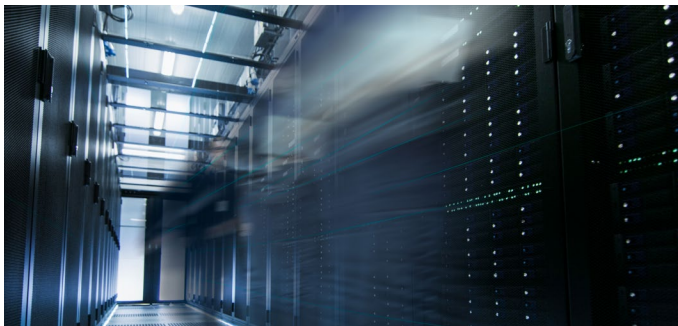


Power Cords



# Certified Results

Saying it is one thing, but actions validate words. Learn more about some key projects we've explored and enabled below:



## Collaborating with Colos

### The Problem

A major colocation data center wasn't satisfied with their mass-manufactured multi-bay cabinet options. None could provide the security, reliability, inventory, and price they needed.

### The Solution

We leveraged our rack and cabinet manufacturing expertise to develop a superior product at a reasonable price.

We designed this product to keep each cabinet compartment secure from each other without hindering the colo's ability to reconfigure easily as the client needed. We successfully maximized usability without sacrificing security.

## Showcasing Outside the (Outdoor) Box Thinking

### The Problem

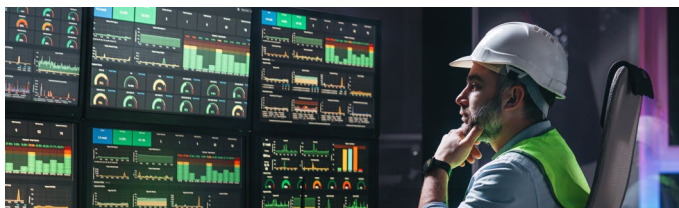
A huge name in the technology industry was having issues with the price, lead times, and reliability of their existing partner's outdoor box designed to house the backbone of campus-wide CCTV systems.

### The Solution

Enconnex not only provided a superior product with shortened lead times and competitive pricing, but we also unlocked unrealized efficiencies for the company thanks to our innovation-first approach.

We pre-configured the enclosure's back pane to the customer's exact specs with screen-printed silhouettes of the required equipment for intuitive deployment.

Previously, the customer was at the mercy of local contractors to drill holes, map wires, and install the equipment correctly and consistently across numerous regions. We successfully reduced the risk of human error.



## Empowering Industry 4.0 (IIoT)

### The Problem

A global automotive manufacturer was looking for partners to bring their vision for smart factories to life.

### The Solution

Our line of EdgeRack micro data center cabinets was engineered specifically for these kinds of non-traditional environments. They're self-contained cabinets with integrated cooling designed for simple, scalable deployment.

The customer decided to house multiple EdgeRacks within containerized data center pods throughout the factory, with a few individual units spread across the floor as well. Our solution provided the foundation for a low-latency, efficient, and powerful smart factory environment.

## All-in-One A/V at Scale

### The Problem

A major hyperscale account wanted an AV solution to enable public speaking and presentations in conference rooms at their campuses worldwide.

### The Solution

We led a joint effort to design, test, and manufacture an AV system for deployment at each location, made of two components: an AV rack containing audio and video processing and broadcast equipment and a custom lectern with an integrated control system, microphone, and display link.

We made the BOM, testing schedule and procedure, and the SOW for the project. We outshone all the other vendors involved, so the hyperscaler eventually handed off purchasing to our team as well.

All told, we manufactured and tested over 500 serialized units across three design iterations, and we are poised to launch our 4th phase working with this same client.

# Trusted Solutions

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## Trading Firm Loves InfiniRack's Outlook

### The Problem

The customer needed to quickly deploy hundreds of high-density cabinets with hot aisle containment and three unique configurations.

### The Solution

Our team responded quickly and leveraged our data center design, engineering, and CAD modeling experience to present the customer with a potential solution that went above and beyond. The team anticipated the customer's needs and created oversized PDU brackets, cable management supports on top of the cabinets, and special cable pathways because the facility couldn't hang anything from the ceiling.

## Engineering for AI Development

### The Problem

An American automatic test equipment (ATE) designer and manufacturer was designing a tool that would be used to test semiconductors for AI companies and needed an enclosure to house their new design.

The engineer discovered that the required size was close to a standard server rack and preferred buying a solution instead of building it independently.

### The Solution

Our 800 mm InfiniRack suited the general specifications but required some customization to accommodate various internal components, such as robotics that would be reaching in to perform tests.

We shared CAD files with the end user, had multiple calls about options and modifications, and sorted out a solution.

Our sales engineer had hands-on iterative design calls, helping the end-user incorporate our cabinet design into their prototype, assisting their customer to hit their business goals for 2024, and contributing to the growth of the burgeoning AI field overall.





## Taking “Micro Data Center” Very Literally

### The Problem

A customer came to us with an idea to install a data center cabinet in thousands of laundromats across the country, intending to treat each cabinet like a micro-colo, renting out the space to interested end-users.

### The Solution

The idea seemed farfetched at face value, but we had an extended conversation with the buyer and came away pleasantly surprised. After all, laundromats are already configured for high power, noise isn't a concern, and the volume of locations is potentially useful for edge computing applications.

The cabinet would need two primary things: maximum security and a temperature control system separate from the building's standard HVAC system. This was a perfect application for our EdgeRack 5M micro data center for edge computing. It turns out that laundromats aren't that different from other retail spaces... why not make a postmodern, deconstructed MTDC and spread it across the country?



## Oiling Up Networking Capabilities

### The Problem

Nationwide oil change stations with hundreds of locations needed a wall-mount enclosure to house their local network infrastructure at scale.

### The Solution

Our InfiniRack small wall-mount cabinets turned out to be a great solution. They're customizable at scale for standardization across locations, and we've made installation and configuration as easy as possible.

# Genuine Partnership

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## Making Mobile Sales Easy

### The Problem

A major brand was looking to improve their management of the tablets used by their sales associates. They needed to charge, maintain, and keep track of tablet inventory better.

### The Solution

In a short period of time, Enconnex engineers brought this concept to life by developing a custom cabinet to house and charge the tablets. This lockable cabinet was wall-mountable for flexible installation and provided the customer with the proper storage and power capabilities.



## Proximity and Ability to Deliver is Powerful

### The Problem

A large energy company specializing in design-build electrical construction needed a new power whip manufacturer when their supplier couldn't meet deadlines.

### The Solution

The company's colocation provider recommended Enconnex. Enconnex's power knowledge, quick response, on-site manufacturing facility, and proximity to the energy company helped us win the business. Our ability to deliver quality power whips designed to their specifications in record time has led to several repeat orders.





## Keep Your Cool When Device Testing

### The Problem

A major hyperscale customer needed a cooling solution for their real device testing program. Mobile devices can give off a lot of heat when in use, especially when they're being put through demanding testing procedures in high-density environments. Overheating devices can produce inaccurate test results or even crash completely.

### The Solution

The engineers at Enconnex developed a UL-certified fan door designed to fit common testing cabinet sizes. This fan door supplies superior ventilation with high cooling efficiency to fully stocked device testing cabinets. This helps eliminate the heat interfering with the testing results.

## Unlocking Device Testing Efficiencies

### The Problem

A global hyperscale customer with substantial real device testing requirements was running into limitations for the number of devices they could test simultaneously due to their physical infrastructure being wholly utilized.

### The Solution

The Enconnex team developed a custom shelf based on the unique specs of their test devices and successfully unlocked unrealized efficiencies for their testing program.

We took the learnings from this project, analyzed the variety of additional custom device shelf requests we've received, and developed a standard modular device shelf that can be configured and reconfigured as needed for maximum utility.

# Certified Results

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## Availability Is the Best Ability

### The Problem

A valued channel partner came to Enconnex to help when other cabinet competitors couldn't meet the timeline for a new colo build.

### The Solution

Enconnex to the rescue! We leveraged our supply chain and operations excellence to build, ship, and deliver 150+ cabinets to Fort Worth, Texas, from Reno, Nevada, in a record time of just two weeks.



## Innovation Bolstered by a Certified Commitment to Sustainability and Quality

Enconnex has earned both the ISO 9001:2015 and ISO 14001:2015 certifications. We've developed field-tested and audited quality and environmental management systems. What this means for our customers is that we have systems and processes that ensure operational excellence, customer satisfaction, and overall quality, all while mitigating any potential adverse environmental impacts we could be contributing. We're committed to continual improvement across all facets of the business.



# Our Knowledge Is Your Power



We're a team of forward-thinking learners on a mission to challenge the data center and IT infrastructure industries to evolve... one innovation at a time.

## Do you have a challenge or problem with your technology?

We can help you find a solution that **maximizes business productivity and efficiency.**

Our experienced team of innovators is at your service.  
Just reach out, and we'll get to work.


**The right choice for your next project, build-out, order, or custom product.**  
Contact us today. We think you'll be pleasantly surprised.






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