

A Buyer's Guide  
to  
**Choosing and Implementing  
DCIM Software**



Sunbird

# Identify Your Top Data Center Challenges.

Are you trying to solve for asset, capacity, or change management?  
Or for power, energy, or environment management?

Here are some tips to help you identify your data center challenges:

- Gather your own requirements and separate the “must-haves” from the “nice-to-haves” to get the solution that best fits your needs.
- Assess if any of the [top 5 data center challenges](#) apply to your unique situation.
- Determine whether [DCIM best practices](#) are currently being followed.



Caution: Don't allow yourself to be influenced by vendor hype and promises. Focus on your must-haves.

NICE-TO-HAVE

MUST-HAVE

DCIM Requirement Checklist



LEARN MORE

DCIM Demystified eBook

Data Center Infrastructure  
Management (DCIM)  
Demystified

DOWNLOAD NOW

# Educate Yourself on DCIM.

Gain the knowledge you need to make informed decisions. These resources are useful starting points.



## DCIM Demystified

DCIM 101 provides a general overview of DCIM and its benefits for your data center.

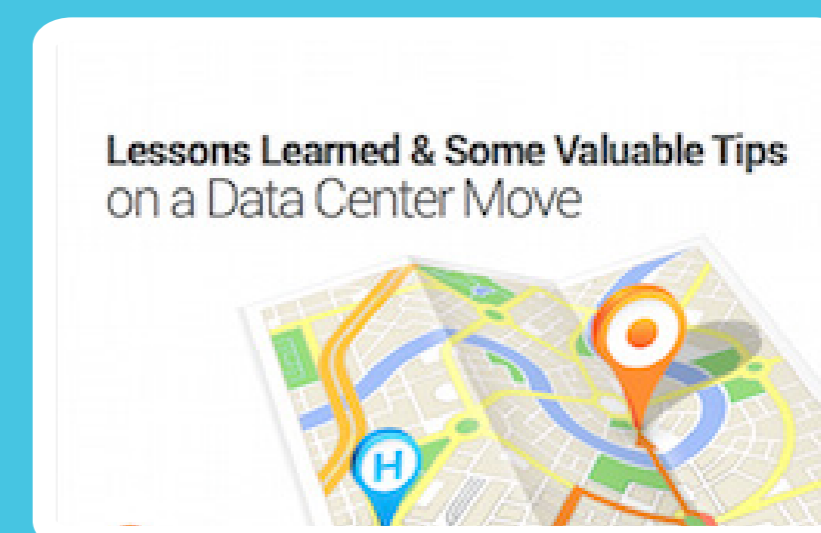
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## Why You Need DCIM

Watch a two-minute primer on why you need DCIM for your data center.

[WATCH NOW](#)



## Lessons Learned eBook

Hear from those who have deployed or have made DCIM the center of their data center refresh.

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# Stay Focused on the Core Problems.

Focus on solving the top one or two most critical problems:

- Interested in improving efficiency? Look for a DCIM solution that provides PUE, DCEP, and other metrics.
- Interested in maintaining an accurate data center inventory? Use a DCIM solution that provides real-time views of assets across your entire data center.
- Interested in knowing how much capacity and power you have in your data center? Find a DCIM solution that provides complete, accurate views of capacity, including physical space, power, and network ports.
- Interested in monitoring and alerts to minimize downtime? Look for a DCIM solution that provides automated alerts based on user-defined thresholds.



**Caution:** Avoid the temptation to tackle every project at the same time.

# Determine Your Return on Investment (ROI).

How much are your data center infrastructure management pains and problems costing you today?

- Use our [ROI calculator](#) to get a personalized estimate based on your current footprint, operating costs, and other attributes.
- Check out our [webinar to explore the benefits of DCIM](#) with IDC, UF Health Shands Hospital, and CareTech Solutions.



# Obtain Organizational Buy-in and a Budget.

Don't go in cold. Be prepared to justify a DCIM project to management.

- Get support from management and other stakeholders on the project. Check out our [eBook on selling to the CIO](#) to learn more.
- Identify immediate and long-range company objectives and relate them to specific benefits of your DCIM solution. Learn more in our [Useful Tips to Help Budget Your DCIM Project eBook](#).



Note: One of the best times to obtain a budget for a DCIM project is in conjunction with another major business-related IT expense.



# Meet with Vendors and Evaluate for Best Fit.

DCIM is a journey, not a sprint.

- Look for vendors that have a track-record of customer satisfaction.
- Your vendor shouldn't just push the product. Look for a trusted advisor who is invested in your success — now and in the future.
- Look for vendors with DCIM industry recognition and awards.
- Ask for a demo, test drive, or trial version.



“We compared Sunbird’s DCIM solution with other vendors and found that it had the interface we were looking for — it was just a good-quality product.”

-Kiel Anderson,  
Senior Lab Network Engineer, F5



# Deploy DCIM and Embark on a New Journey.

Your DCIM journey is just beginning.

- Determine which organization will own the DCIM.
- Allocate appropriate resources or work with your vendor's services and support teams to ensure a successful implementation.
- Use auto-discovery tools and data imports to ensure accuracy and get a jumpstart on your deployment.

## DCIM System Deployment eBook

Preparing for Your First  
DCIM System Deployment:  
Auto-Discovery and Data Collection

DOWNLOAD NOW

## Will The Real DCIM Owner Please Stand Up eBook

Will the Real DCIM Owner  
Please Stand Up

LEARN MORE



# ⊘ Buyer Beware.

Be cautious of the potholes along the road.

- Ensure the viability of your vendor. As a service provider and partner who is critical to your data center's success, it is important that your vendor not only stays in business for years to come but also continues to provide support for the DCIM solution you choose.
- Remember to include support services, deployment, and training in your estimates for both time and budget. In the rush before implementation, it's easy to overlook them.
- Identify your true challenges. RFPs with long lists of requirements are often full of items that are nice to have but do not address the real problems.
- Ensure that your base package includes all the functionality you need to get started. You may find key features missing or limited in the base package, especially if your solution consists of modules.
- Avoid buyer's remorse by taking the time to research, ask questions, and try out the product when choosing a vendor. It's easy to second-guess your DCIM purchase, but following the tips in this Buyer's Guide can help you be confident in your final decision.



Buyer Beware

# Take the Next Steps with Sunbird.



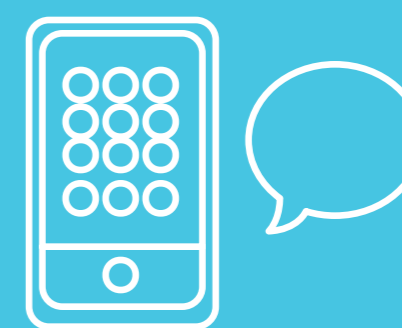
Schedule  
a Demo

SCHEDULE NOW



Take a Test  
Drive

TEST DRIVE NOW



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