DCIM AT YOUR SERVICE

UK colo player Virtus says it is differentiating by opening up DCIM to its users, which can team capacity management with flexible pricing. By Penny Jones

Matthew Larbey, the director of product strategy at Virtus, raffles off buzzwords ‘agile’, ‘connected’ and ‘efficient’ when we meet to discuss data center infrastructure management (DCIM). And he admits they are words the industry uses without much thought these days, he says he believes Virtus has something up its sleeve that lends weight to the words – and it is all to do with transparency.

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