



CHATSWORTH
PRODUCTS, INC.

Helping you

Organize. Store. Secure.™

technology equipment ...



Success Story:

Deploying New Technologies to Enhance Security and Satisfaction



Rick Olsen is the IT Technology Projects manager for OMI.

About Chatsworth Products, Inc.

Chatsworth Products, Inc. (CPI) is a leading manufacturer of systems designed to organize, store and secure IT infrastructure equipment. As an industry leader, CPI Products set the benchmark by providing superior structural support that exceeds customer expectations through innovation, function and performance. Unequaled customer service and technical support, as well as a global network of industry-leading distributors, assures our customers that CPI is dedicated to delivering IT infrastructure solutions designed to meet their needs. Headquartered in Westlake Village, Calif., CPI has manufacturing facilities in Chatsworth, Calif.; Georgetown, Texas and New Bern, N.C., with international offices located in Mexico, China and the United Kingdom.

Oregon Mutual Insurance (OMI), with headquarters in McMinnville, Oregon was founded over 100 years ago by a local group concerned about the affordability of insurance. This group established OMI on a mutual ownership concept - a company founded on putting needs of its policyholder owners first, instead of seeking to maximize profits for the benefit of investors. Today, OMI's quality service reputation reflects this mutual ownership concept and proudly serves over 120,000 policyholders in Oregon, Washington, Idaho, Nevada and California with property and casualty insurance for automobiles, homes, businesses, farms and ranches.

Challenge:

OMI is committed to deploying the most effective technologies to enhance the services, security and satisfaction of their growing policyholder and agent base. Recently, OMI was faced with the challenge of overcoming large amounts of heat in data center cabinets generated from servers and other IT equipment. Rick Olson, IT Technology Projects Manager for OMI began searching for the perfect thermal management solution that would protect their crucial IT equipment.

Solution:

"In order to take preventative measures against thermal issues we hired a consulting firm to spec out our new data center. They highly recommended Chatsworth Products, Inc. (CPI). We began researching CPI in general and specifically their thermal management solutions. Once we looked at the F-Series TeraFrame™ Cabinet System equipped

with CPI Passive Cooling™ Solutions, we were so impressed and comfortable with the solution that we decided to change our specifications to use CPI Products in our data center," explained Olson.

OMI selected a variety of CPI Products to achieve their objectives. These products include 24" and 32" F-Series TeraFrame Cabinet Systems, 4-Post QuadraRacks™, Standard Racks, Ladder Racks and Vertical Cable Managers. In order to combat thermal issues OMI chose to equip their F-Series TeraFrame Cabinets with perforated front doors, perforated rear doors and solid side panels. The CPI Passive Cooling Solutions implemented include Internal Air Ducts to deliver additional cold air from the floor plenum space to the top half of the cabinet and to reduce the negative effects of hot air traveling over the cabinet into the cold aisle, KoldLok® Raised Floor Grommets to seal cable holes and increase the amount of cold air available to each cabinet and Snap-In Filler Panels to block airflow through open rack spaces. "CPI Passive Cooling Solutions allow us to maintain a constant temperature throughout our cabinets. This is an incredible achievement," stated Olson.

"The whole idea of passive cooling is impressive. You don't have to worry about adding additional moving parts, fans or electrical circuits to your data center, and this was exactly what we were looking for. Fans add an additional level of complexity to the data center and another mechanical part that could break down. They consume more electricity, and simply do not perform as well as the passive cooling solutions offered by CPI.

For More Information:

www.chatsworth.com

800-834-4969

I think passive cooling is just a better option, I don't see any drawbacks with it and see passive cooling solutions as the wave of the future," said Olson.

"F-Series TeraFrame Cabinets along with CPI Passive Cooling Solutions reduce the probability of downtime. If our systems were to go down we would see a significant and adverse impact on the service we provide to our agents, policyholders and employees. Our customers depend on our 24/7 systems availability. With superior customer service differentiating OMI from the competition, it is imperative that we maintain online functionality. If the day comes when we need additional cooling we will add CPI's Vertical Exhaust Duct to the F-Series TeraFrame Cabinet System to overcome higher equipment densities, but we have not achieved that kilowatt level yet," explained Olson.

"In addition to populating our central data center with CPI Products we have also standardized all of our telecom rooms with CPI solutions as well," said

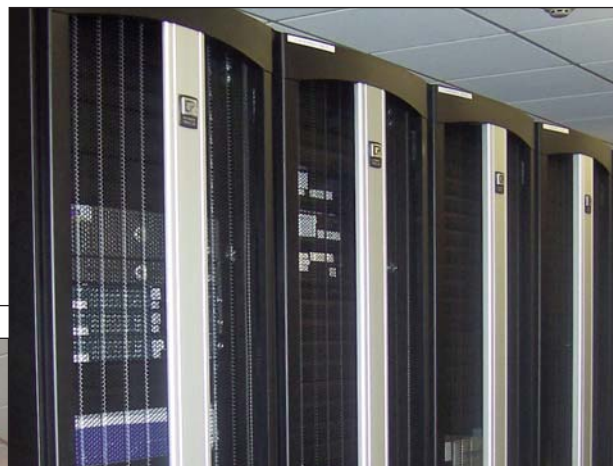
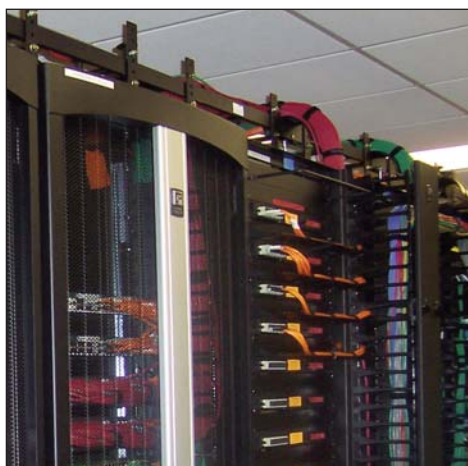
Olson. CPI Products support and house various mission critical applications for OMI including financial accounting, imaging, data mart applications, primary Microsoft Exchange servers, primary file and print servers, the Citrix server farm, online credit card payment solutions and various critical active networking and voice system hardware.

"Dealing with CPI has been such a positive experience. Not only are the products top-notch, but the sales and engineering support offered by CPI is outstanding and has helped us achieve all of our objectives. CPI even came on site for a mock-up and the actual construction of our data center. CPI worked to solve all of our problems quickly and customized some items to meet our specific needs," said Olson.

"The whole idea of passive cooling is impressive. You don't have to worry about adding additional moving parts, fans or electrical circuits to your data center, and this was exactly what we were looking for."

-Rick Olson, IT Technology Projects Manager

Multiple F-Series TeraFrame™ Cabinet Systems equipped with CPI Passive Cooling™ Solutions populate OMI's center data center.



In addition to the F-Series TeraFrame™, OMI uses CPI Racks, Cable Management and Cable Runway.



CHATSWORTH PRODUCTS, INC.

©2008 Chatsworth Products, Inc. All rights reserved. CPI, CPI Passive Cooling, Saf-T-Grip, Seismic Frame, SlimFrame and MegaFrame are federally registered trademarks of Chatsworth Products, Inc. Cube-IT Plus, Evolution, Simply Efficient, TeraFrame and QuadraRack are trademarks of Chatsworth Products, Inc. All other trademarks belong to their respective companies. MKT-60020-415 10/08