

Building What's Next in Data Center Infrastructure: A Conversation With Compass Datacenters CEO, Chris Crosby

Vertiv Case Study



Chris Crosby, CEO of Compass Datacenters, describes Vertiv's crucial role in the company's journey in an interview. [Watch it now.](#)

Background

Compass and Vertiv have collaborated on innovative designs for air-cooled and future-ready liquid solutions. Crosby praises Vertiv's adaptability and creative approach, essential for thriving in the cloud and AI adoption. Vertiv's expertise in data center architecture and consistent global products are invaluable as Compass expands globally.

Challenge

As the demand for AI continues to surge, the need for scalable data center solutions is more pressing than ever. Compass recognizes this urgency and is committed to enhancing its capacity to accommodate the unprecedented growth in data processing requirements. Compass partners with Vertiv to develop innovative service models and products, enabling its customers to handle increasing data processing requirements.

Solution

Compass designs data center solutions that enable rapid deployment and flexibility in scaling infrastructure as requirements evolve. Its innovative construction techniques and an actively managed supply chain ensure the efficient and timely delivery of reliable, sustainable, and high-performance data centers, effectively addressing the challenges posed by the expanding digital landscape.

Outcome

Compass and Vertiv foster culture synergy through creative collaboration, enhancing their partnership. As Compass' primary thermal solutions and services partner, Vertiv collaborates closely on design, resulting in innovative offerings. Together, the companies address evolving market needs and prepare for future demands, particularly in handling AI requirements and scaling capacity effectively.



Company Profile

Compass Datacenters, one of Inc. Magazine's 5000 fastest growing companies, designs and constructs data centers for some of the world's largest hyperscalers and cloud providers on campuses across the globe.

Industry

Data centers

Region

North America, EMEA

"Partnering with Vertiv, I think the best part is the creativity. And it's a collaborative effort, whether it be their service models, how we're going to do from a product perspective, how we procure things differently. And it's great to have a company of their size to be as nimble as they are, and as creative as they are."

- Chris Crosby,
CEO of Compass Data Centers

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