



Tier1Research

Dot VN + Elliptical Mobile Solutions = army of 'Johnny 5' datacenters

Datacenters and Colocation

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Dot VN disclosed that, through a partnership with **Elliptical Mobile Solutions** (EMS), it will supply small, self-contained, self-propelled, armored mobile 'datacenters' to the emerging Vietnamese and Asian markets. The mobile datacenters will be officially unveiled and available for orders on January 28.

EMS's Relocatable Adaptive Suspension Equipment Rack (RASER) and its close cousin the Self Propelled Electronic Armored Rack (SPEAR) along with a couple of other clever, military-sounding products all revolve around taking the advantages of a containerized datacenter, shrinking it down into a single self-contained, ruggedized rack requiring only power and network connectivity. Upon initial review we were rather skeptical of EMS's niche product line and didn't think there was a high chance of widespread adoption. After a review and spending some time talking 'shop' with EMS, however, the company has no illusions of being the end-all replacement for today's datacenter. EMS understands that it offers a niche product and has realistic visions in line with T1R's on where the EMS products will (and perhaps more importantly will not) work.

Why would anyone need a rack-sized, self-propelled, ruggedized datacenter? It conjures images of Johnny 5, clamoring for more input. EMS's targets include pervasive dispersion of small datacenter deployments as well as private clouds. The self-propulsion is a benefit in the way of pre-installation setup and construction rather than a truly mobile online datacenter – that is to say that the goal is not an army of mobile datacenter racks to eventually construct a "Terminator"-style Skynet.

When T1R was introduced to EMS, we felt it was a company keeping an eye on with an interesting niche product and a reasonable (albeit somewhat risky) value proposition. T1R is not entirely surprised by the win with Dot VN and the partnership to play a role in the 'datacenterization' of the emerging Vietnamese and Asian markets. Of course only the future will tell how successful it will be in its business, though we feel the win is a significant one, a notable notch in the belt and we wouldn't be surprised to see more from them in the future.

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