



Lessons Learned

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SNIA Emerald™ Training

*SNIA Emerald Power Efficiency
Measurement Specification,
for use in EPA ENERGY STAR®*

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Project Outline

- Planning
- Logistics
- Testing
 - ◆ Preliminary Testing (Set-up at test lab)
 - ◆ Qualification Testing
- Preparing Documents
- Submitting to EPA
- Marketing

- Formed a Core Team
 - ◆ Engineering
 - ◆ Marketing
 - ◆ Operations
 - ◆ Sales/Quoter
 - ◆ Performance Test Group
- Determine Target Market
 - ◆ Sales history
 - ◆ New product plans

➤ Preliminary Testing

- ◆ Equipment
- ◆ Test scripts
- ◆ Review results

➤ Select products for initial certification

- ◆ Products that meet minimum requirements
 - › PSU efficiency
 - › Power Reporting
- ◆ Operations supply management
- ◆ Complexity of configurations
- ◆ Test equipment requirements

➤ Select Test Site

- ◆ Lab space
- ◆ Test personnel
- ◆ Test equipment

➤ Gather equipment for testing

- ◆ Determine what is needed
- ◆ Plan test configurations
- ◆ Get it all in the same place for testing

Preliminary Testing in Lab

- Set up for preliminary testing
 - ◆ Which systems to test
 - ◆ Which configurations
 - ◆ Which software
- Review data
 - ◆ Is it what we expected?
 - ◆ Fine tune set-up and software.
 - ◆ Test again and review data.

Prepare Test Reporting Documents

- Team to get right data into forms for test lab
 - ◆ TDR – 3 per configuration
 - ◆ Reporting Spreadsheet
 - › Get all manufacturer data into spreadsheet and review
- Review test configurations
 - ◆ Compare to planned reporting
 - ◆ Compare to planned Marketing Part Numbers

Marketing Plans

- **Generate Marketing Part Numbers**
 - ◆ Compare to test plans
 - ◆ Generate Manufacturing part numbers to match plans
- **Quote Tool Release plans**
 - ◆ Marketing part number strategy
 - ◆ Release timing with registration
- **Web Site Release**

Timeline

- Planning (Including preliminary testing not at Lab)
 - ◆ January through August (~ 8 man months)
- Logistics
 - ◆ June through September (~ 2 man months)
- Preliminary Testing at Lab
 - ◆ September through November (~ 1 man month NetApp)
- Qualification Testing at Lab
 - ◆ November through January (~ 1 man month NetApp)
- Preparing Documents
 - ◆ December through January (~ 2 man months)
- Marketing
 - ◆ August through March (~ 8 man months)