







Product Life Cycle Management

- Design for disassembly, reuse and recycling
- Global takeback program
 - > Free return of products anywhere in the world
 - > Over 50% is reused
 - > All metal and plastic recycled
 - > Less than 5% enters waste stream
- Replace plastics with metal
- WEEE and RoHS compliant



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Growing eWaste Problem

300 million computers already obsolete by 2004...



- Content problem: over 700 esoteric compounds per system
- Volume problem: 1 million computers average to more than 25,000 tons of electronic junk
- Some is noxious
- Increasingly international problem





Our Customers' Perspectives • Recent survey of over 800 companies, 2500 individuals

- Current state of the IT nation
 - Only 38% have started "greening" their datacentre
 - Another 15% will in the next 12 months
- What are they doing?
 - using energy efficient technology (72%); virtualizing (66%)
 - power/cooling methods (59%); consolidation (48%)
- Why are they doing it?
 - Reduce power consumption (78%); Reduce cost (73%)
 - Lower carbon emissions and impact (61%); Save space (50%)
 - Utilisation and performance benefits (49% each)
 - Not much change in the last 12 months
- 21% have data centre power bills > A\$1,000,000



The Drive for Energy Efficiency: Governments Are Taking Notice

US House of Representatives

H.R. 5646: To study and promote the use of energy efficient computer servers in the United States



EU Commission

Energy Efficiency Action Plan to reduce energy consumption €100B by 2020



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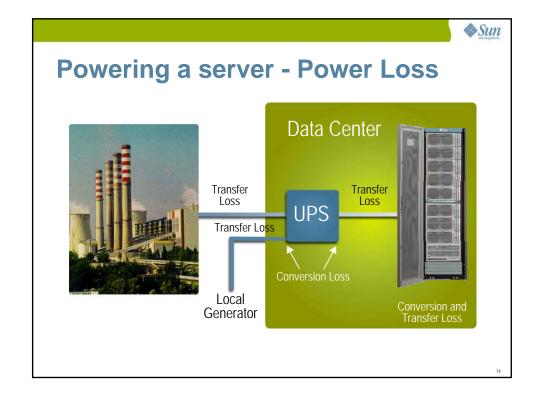


EPA Report to Congress – Server & Data Center Energy Efficiency

- Data center energy more than doubled from 2000 to 2006.
- The power and cooling infrastructure accounts for 50% of data center total energy consumption.
- The energy used by the nation's servers and data centers in 2006:
 - > 61 billion kilowatt-hours (kWh)
 - > 1.5% of total U.S. electricity consumption
 - > Total electricity cost of about \$4.5 billion.
 - > Equal to 5.8 million average US Households

Source: EPA Report to Congress on Server and Data Center Energy Efficiency







The Datacenter Power Picture

Sun's Broomfield, CO datacenter (May 2006)

	Power (kW)	Notes
Power out of Utility	1236	
Power lost in distribution	36	3% loss
Power into Sun datacenter	1200	
Power for air conditioning	209	
Power lost in distribution	277	
Power into servers, storage	714	
Power lost to server power supplies	107	15% loss
Usable DC power for servers	607	
% Usable power	49%	
Actual Power to "work"	???	

Utilization?









"Greening" Our Own Datacenters

And Sharing Our Experiences

- Scalable, repeatable, modular 'pod' architecture
 - > Modular power busway
 - > Adaptable cooling systems
 - > Simplified cabling
- Energy-efficient technology
- Metering and measurement
- Cross-function design team
- Quick, easy wins



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Sun's Approach to Datacenter Design Available to customers! ?

- Scalable, repeatable, modular architecture
 - Modular right-sized power and cooling
 - Simplified, flexible cabling and plumbing
- Real-time energy monitoring
- Scale cost with use
- Easy to build and expand



Entering a New Age of Engineered Datacenters

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Santa Clara Lab Consolidation

Before

- 2177 servers
- 202,000 ft.² (550 racks)
- Power: 2.2 MW
- Utility Cost: \$1.89M / year



After

- 1015 servers
- 76,000 ft.² (65 racks)
- Power: 500 kW
- Utility Cost: \$739k / year

Results:

- Decommissioned >5000 servers, storage, and networking devices
- 88% reduction in floor space
- 61% drop in annual utility costs (not including cooling)

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Eco Responsibility at Sun

- Open Work
 - > Reducing economic and ecological costs of commuting
 - > Lowered annual CO₂ emissions by est. 30,000 tons
- Sun Ray thin clients
 - > Desktop runs on shared server resulting in carbon savings and lower maintenance costs
- Efficient datacenters
 - > Innovative modular design
 - > Consolidation and virtualization
 - > Technology upgrades





Open Work Program

- A global, location-independent program providing technologies, workspaces and best practices
- 2006 EPA Award: 1st in nation for commuter friendliness

Participation

Flex Location Workers

14,803 Participants 46% of Work Force

Flexible Offices

127 Locations Worldwide

Benefits

Real Estate 6,600 Seats Saved/Avoided in FY06 = \$67.9M

thin clients

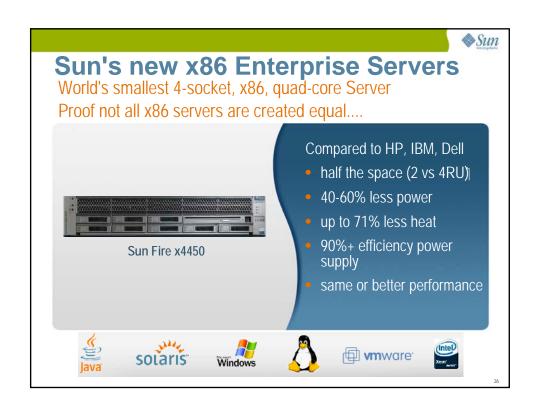
Over \$24M Saved Annually No-Cost Moves and Energy Savings

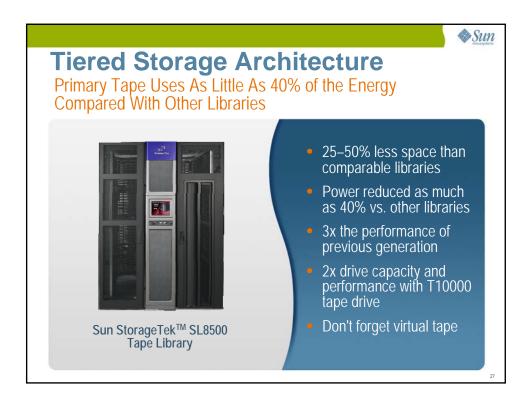
Carbon Reduction

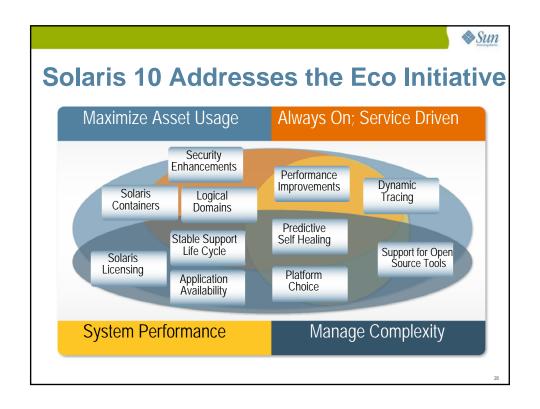
75,000 tons/year and growing















To achieve sustainability we need to:

- Reduce raw material extraction by half
 - > No built in obsolescence, nanoscale
- De-couple economic growth from the need to increase consumption of natural resources
 - > Dematerialisation, service based economy
- Increase efficiency of primary resource use
 - > Shared services, optimisation, recover, reuse, recycle
- Reduce energy requirements by 4 10 fold
 - > Low carbon

So ... it is not just about Electricity, it's also about Oil, Gas, Copper, Gold, eWaste,

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Simple 3 Step Approach to Improve Your Efficiency



1. Assess

Measure the current state of your datacenter and recommend ways to optimize space, power and cooling for better efficiency, utilization and ROI

2. Optimize

Upgrade to energy efficient Sun systems for improved performance, efficiencies and better datacenter economics

3. Virtualize

Expanded end to end approach to with new levels of Eco efficiency – both economic and ecological

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It's A Global Economy, It Pays To Protect Your Assets

Changes you can make to save energy, money, and the planet in 30 days:

- Adjust the thermostat set point to 25°C per ASHRAE standards
- Identify and turn off unused machines (typically 8-10% of machines)
- Enable power management features where available (PowerNow, SpeedStep)
- Refresh old servers; use trade-in and rebate programs to help pay.
- Refresh disk technology (replace <70GB drives with >500GB)
- Move old data to tape (tape provides 20x-200x more TB/KW)

See Benefits in Just a Few Weeks!



To find out more about why being green doesn't have to mean compromise, visit:

http://www.sun.com/eco

