CASE STUDY

Delivering Nearly 200 Computer Room Air Handlers on an Accelerated Schedule for a New U.S. Data Center



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Compiled by Lorenz Hofmann & Scott Stanfield

GRADIAN

01 - OVERVIEW

Executive Summary

A European data center operator developing its first U.S. facility chose a lean delivery model, relying on individual original equipment manufacturers (OEMs) rather than a traditional general contractor. When the original supplier for the facility's power room cooling significantly extended its lead time, the project schedule was at risk and the customer needed a new partner capable of moving quickly without compromising quality.

Gradian supplied nearly 200 vertical up-flow computer room air handling (CRAH) units for the project, committing to a lead time of roughly eight weeks. Following design approval and receipt of the purchase order in December 2025, the first units shipped on February 16, 2026. The full order was completed through 26 shipments by July 20, 2026.

In addition to manufacturing and delivery, Gradian provided engineering support, application-specific design refinements, and full on-site commissioning services, including load bank testing.

The project demonstrates Gradian's ability to support critical infrastructure throughout the data center, from white space to electrical and mechanical support environments, while delivering the speed, flexibility, and execution that mission-critical projects demand.

Commissioning began in summer 2026 and is expected to continue through the first quarter of 2027.

AT A GLANCE

192	26	8–10
CRAH units	shipments	week lead time

Customer	A European data center operator
Location	New Jersey, United States
Application	Power room cooling for switchgear and UPS equipment
Scope	Engineering design, manufacturing, delivery, commissioning and load bank testing
Status	Commissioning underway

02 - THE PROJECT

The Customer

The customer is a European data center operator expanding into the United States. Rather than relying on a traditional general contractor, the company elected to manage the project through a lean delivery model, engaging individual OEM partners directly.

The Challenge

The facility's cooling strategy called for nearly 200 vertical up-flow CRAH units to support power rooms housing switchgear and UPS equipment. These environments generate significant heat and require reliable thermal management to maintain operational continuity.

During execution, the originally specified cooling supplier substantially extended its lead time, creating a potential risk to the overall project schedule. Because there was no general contractor managing the project, the customer needed an OEM capable of responding quickly, providing technical leadership, and delivering equipment within an accelerated timeframe.

The challenge was not simply replacing a supplier. It was maintaining project momentum without sacrificing performance, quality, or reliability.



The Solution

Gradian was introduced to the project through a manufacturer's representative and the project's design engineer, who were searching for an alternative capable of meeting the required schedule.

Working directly with the customer, Gradian's engineering team evaluated the application, confirmed performance requirements, and refined the solution to align with project objectives and operating conditions.

03 - THE RESULT

After receiving design approval and the purchase order in December 2025, Gradian committed to an accelerated production schedule. The first units shipped on February 16, 2026, roughly eight to ten weeks later. All of the nearly 200 units were delivered across 26 shipments, with the final shipment completed on July 20, 2026.

The customer chose Gradian based on three key factors:

Accelerated Delivery Capability

Responsive Engineering and Technical Support

A Secure & Dependable Supply Chain

As part of the project scope, Gradian also assumed responsibility for full commissioning of the units, including load bank testing and on-site startup assistance. Gradian technicians remain on-site supporting the project throughout commissioning.

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This project demonstrates Gradian's ability to step into complex, fast-moving environments and deliver more than equipment. We brought engineering support, manufacturing capacity, commissioning expertise, and execution discipline together to help keep a critical data center project on track.

John Schneider
CHIEF EXECUTIVE OFFICER

Looking Ahead

With commissioning still underway, Gradian continues to support the customer through final startup and validation activities. The successful execution of this project has created opportunities for future collaboration as the customer expands its U.S. data center footprint.