Luxor Conversation Guide

Data Centers

A Practical Workspace for Work at the Rack

The ENDURA® Data Center Cart gives technicians a dedicated mobile workspace for server deployment, maintenance, and repair. Designed for data center environments, it keeps tools, parts, and equipment close while providing the workspace, storage, and workable height technicians need at the rack.

Key Benefits

- Creates a dedicated workspace directly at the rack
- Supports more comfortable standing-height work
- Keeps essential tools organized, secure, and within reach
- Handles tools, parts, and equipment with a 400 lb. capacity
- Provides essential functionality without unnecessary complexity

Areas of Discussion

The Cost of Downtime: 54% of respondents said their most recent significant, serious, or severe outage cost more than $100,000, reinforcing the importance of efficient maintenance and response workflows (Uptime Institute, Annual Outage Analysis 2025).

Efficiency at the Rack: Keeping tools, parts, and equipment together at the point of service can reduce unnecessary trips between server aisles and storage areas, helping technicians stay focused on maintenance and troubleshooting.

Operational Efficiency Is a Priority: 89% of data center operators surveyed identified increased facility efficiency as a benefit of using AI in data center operations, while 48% cited increased staff productivity (Uptime Institute, Global Annual Data Center Survey 2025).

Processes Matter: 87% of organizations that experienced a major outage said it could have been prevented with better management or processes, highlighting the importance of workflows that keep technicians organized and prepared (Uptime Institute, Global Annual Data Center Survey 2025).

Key Decision Makers & Key Contacts

- Data Center Manager
- Data Center Operations Manager
- IT Operations Manager
- Facilities Manager
- Infrastructure Manager
- Data Center Technician
- IT / Infrastructure Director
- Purchasing / Procurement

Why Choose Luxor?

For over 80 years, Luxor Workspaces has delivered practical, purpose-built solutions designed around how people work, helping organizations create more efficient, adaptable environments. At Luxor, we're more than a workspace provider—we're your partner in productivity.

- Fast Shipping
- Quick and Easy Setup
- U.S.-Based Customer Service
- Scalable Solution Designed to Evolve

Qualifying Questions

1. How are technicians currently servicing equipment directly at the rack?
2. What does a typical maintenance or troubleshooting workflow look like for your team?
3. Where are technicians staging tools, parts, and equipment while they work?
4. What tends to slow technicians down when working across multiple racks or aisles?
5. How are tools and replacement parts currently stored and transported?
6. What challenges are technicians experiencing with the carts they use today?
7. What types of equipment would you typically need a cart to support?
8. How important is secure storage when a cart is left unattended?
9. What features are essential in a cart, and which features do you not need?
10. Are you outfitting an existing facility, expanding capacity, or preparing a new data center?

Luxor Data Center Solutions

ENDURA® Data Center Cart - HE40D-B



- Spacious 32" x 24" work surface
- 40" workable height
- Lockable storage drawer
- Durable plastic construction
- 400 lb. weight capacity
- Affordable, easy-to-assemble design