



## Helping Corporate Clients Save Time and Money Selecting and Procuring:

- » Colocation Data Center Space
- » Managed Services
- » Disaster Recovery Space

Partners National Mission Critical Facilities assists financial, insurance, telecom, IT services and other Fortune 1000 companies in selecting and procuring colocation data center space worldwide.

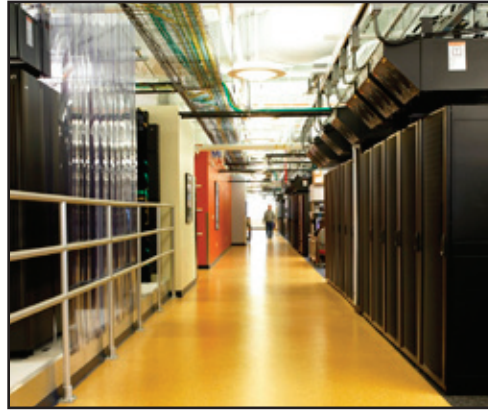
PNMCF combines critical systems assessment, hazard/risk profiling, financial analysis, utilities/telecom research and pricing negotiations to help our clients obtain the best colocation facilities and services available at below-market prices.



**Partners National Mission Critical Facilities**

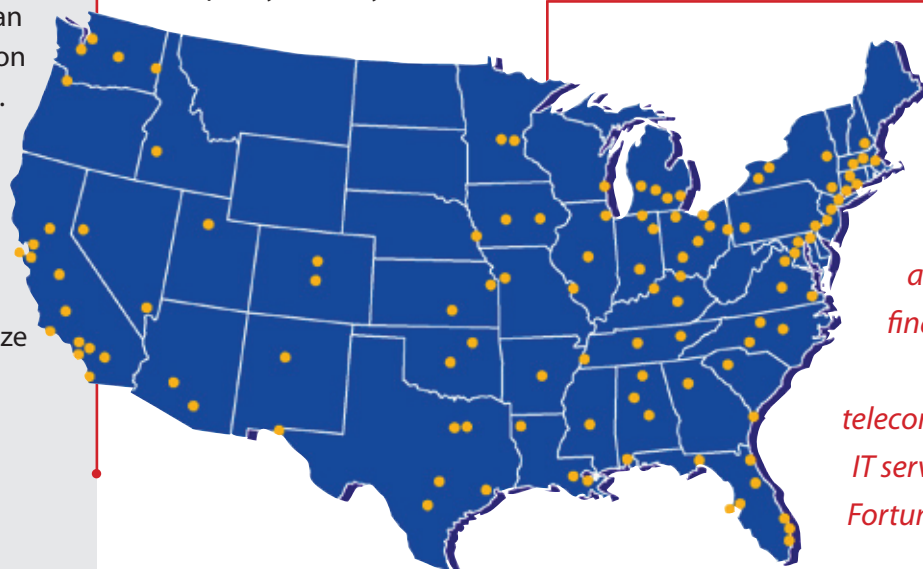
# Technical Expertise Plus Transaction Brokerage Experience

- » Since 1992, PNMCF has gained a reputation as the leader in the selection and procurement of mission critical data centers, colocation space and telecom switch installations.
- » We provide facility technical information (electrical and cooling densities, fiber routes, critical systems specifications, power capacities & grids, hazards/risks, floor loads, generator locations, etc.) in a thorough yet concise presentation format.
- » Utilizing our confidential fiber optic network maps, we identify colocation data centers with access to multiple telecom providers, including dark fiber options, to minimize connectivity costs.
- » We prepare sophisticated financial modeling of costs affecting the colo selection decision, including space and power costs, network connectivity surcharges, managed services fees, property taxes, incentives, and installation charges, generating an "apples to apples" cost comparison under multiple growth scenarios.
- » We compare colocation costs with renovating or expanding existing data centers and new "ground up" construction, and aggressively negotiate to minimize occupancy costs and obtain economic incentives.



## Colocation Data Center Space

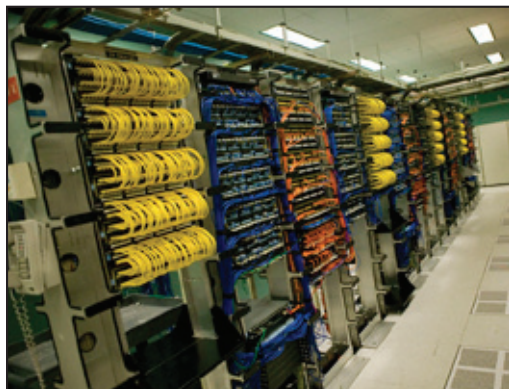
- » Many major corporations have evaluated the enterprise colocation data center model to accelerate space delivery, conserve capital otherwise required for data center construction, accommodate growth in power or cooling, meet short term needs, or improve business continuity.
- » PNMCF researches colocation space providers nationally, compiling detailed data on available space, critical systems infrastructure, telecom connectivity, financial and operating history, managed services, and pricing. We help clients select the colocation providers and facilities best suited for their needs.
- » We conduct a thorough Request For Proposal (RFP) process and negotiate among prospective providers to secure favorable contract terms, both for occupancy costs and contract flexibility to accommodate anticipated growth.
- » PNMCF uses sophisticated financial models to compare prospective providers' proposals using multiple growth models, as some providers are much better suited than others to offer flexible, economical growth in space and power consumption over the contract term.
- » We aggressively negotiate and redline colocation contracts using market data from hundreds of prior transactions, and typically help clients reduce occupancy costs by 8-40%.



*PNMCF has completed hundreds of assignments for financial services, insurance, telecommunications, IT services and other Fortune 1000 clients.*

# Key Advisory Tasks

- Scoping** We define (with Client’s team) the colocation facility and provider criteria (location, suite size, power, cooling, network, reliability, efficiency, SLA, reporting, managed services, etc.).
- Timelines** We prepare project timelines including milestones for key selection and procurement events.
- Presentation** We research available colocation facilities meeting the project criteria (location, base building, critical systems, electrical distribution, cooling, utility infrastructure, telecom connectivity, hazard/risk, employee access, taxes/incentives, history and financial condition of provider, etc.).
- Tours** We coordinate prospective colocation facility tours for Client’s team, including follow-up inquiries to answer outstanding questions.
- Evaluation** We analyze and compare prospective facilities to summarize suitability for the Project, including commentary on eco-friendly efficiencies.
- RFP/Proposals** We prepare Requests For Proposal and analyze colocation proposals, using multiple pricing models and space/power growth scenarios to identify cost reduction opportunities.
- Negotiations** We negotiate colocation space and services procurement (jointly with Client’s team) using our proven RFP process to reduce our clients’ occupancy costs and improve contract terms.
- Contracting** We provide colocation contract commentary (redlining) on issues specifically germane to data center facility design, construction, delivery, maintenance, operations, reporting and SLA.
- Reporting** We document project progress throughout the engagement.



Partners National’s clients include:



# Using Our Information To Your Advantage

- » PNMCF provides clients with a comprehensive overview of colocation facility options matching their specific criteria.
- » PNMCF prepares a thorough review of prospective data centers, including our facility evaluations, property photos, site plans, floor plans, critical systems specifications, market commentary, and data on more than 40 relevant factors, including:
  - Colocation market conditions, pricing models, installation costs, and SLA terms
  - Provider history, financial condition, and managed services capabilities
  - Size and condition of raised floor area and electrical/mechanical support space
  - Electrical system specifications, including primary switchgears, back-up generators, UPS and PDUs
  - Mechanical system specifications, including chillers, cooling towers, CRACs and economizers
  - Fire protection system specifications, including VESDA and BMS monitoring
  - Fiber optic providers (lit and dark) in and near building
  - Roof description including penetrations, drainage and wind rating
  - Clear heights, floor loading capacities, and building layouts
  - Hazards/risks including flood, seismic, railroads, highways, airports, pipelines, hazardous materials, surrounding uses, and building setbacks
  - Electricity feed capacity, redundancy, and upgradability
  - Electricity tariffs, property taxes, and available economic incentives

**DATA CENTER FACILITIES**

**CABLE & WIRELESS DATA CENTER (DC-4)**

ASHBURN CORPORATE CENTER, 4425 CHILLING ROAD EAST OF SARTWORTH ROAD, BUILDING 1, ASHBURN, VA 20147

**BUILDING NUMBER: 1**



**PREMISES USAGE TYPE:** 100,000 Square Feet (97,500 sq ft) - 100,000 sq ft

**DATA CENTER AREA:** 100,000 Square Feet (97,500 sq ft) - 100,000 sq ft

**OFFICE AREA:** 40,000 Square Feet (37,500 sq ft) - 40,000 sq ft

**OFFICE EQUIPMENT SPACE:** 20,000 Square Feet (18,750 sq ft) - 20,000 sq ft

**DATA CENTER CONSTRUCTION DATE:** 2008

**BUILDING CONSTRUCTION:** Concrete On Ground with Windows on Building Front, No Windows in Data Center Area, Structure of Steel Reinforced Concrete

**BUILDING CONDITION:** Excellent

**CLEAR HEIGHT - COLUMN SPACING:** 10' - 40' x 40'

**FLOOR LOAD:** 150 lbs/sq ft

**ROOF MATERIALS:** Single Layer

**ROOF DRAINAGE:** Single Layer

**SEWER SYSTEMS:** Sewer

**ELECTRICAL SYSTEM:** Cable & Wireless Data Center (DC-4)

**POWER DISTRIBUTION UNITS:** UPS Systems

**SECURITY SYSTEMS:** Security System

**FIBER OPTICS INSTALLED TO PREMISES:** No

**FIBER OPTICS NEAR SITE (CABLE MANAGERS INSTALLED TO PREMISES):** No

**NEARBY BUILDING(S) (FLOOR(S) USED):** None

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**CABLE & WIRELESS DATA CENTER (DC-4)**

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**BUILDING NUMBER: 1**



**PROXIMITY TO AIRPORTS:** 1.6 Miles NW of Washington DC (Ronald Reagan DC)

**PROXIMITY TO RAILROADS:** None Within 5.0 Miles

**PROXIMITY TO HIGHWAYS:** 7.3 Miles N of Dulles Expressway

**STREET LIGHT AWAY FROM STREET:** 10' - 20' to Street Light Pole

**PROXIMITY TO HIGHWAYS:** 7.3 Miles N of Dulles Expressway

**PROXIMITY TO CLIENT OFFICES:** None Within 5.0 Miles

**AREA DESCRIPTION:** 100,000 sq ft of Office Space, 40,000 sq ft of Office Space, 20,000 sq ft of Office Space

**CONSTRUCTION PROPERTY USES:** Land Use Office Building, Light Industrial Building, Survey, Office, Warehouse, etc.

**BUILDING NUMBER:** 1

**CONSTRUCTION DATE:** 2008

**EXISTING LEASE RENTAL RATE:** \$14.00/sq ft

**GRADED RENTAL RATE:** \$14.00/sq ft

**PROPERTY TAX:** \$10.00/sq ft

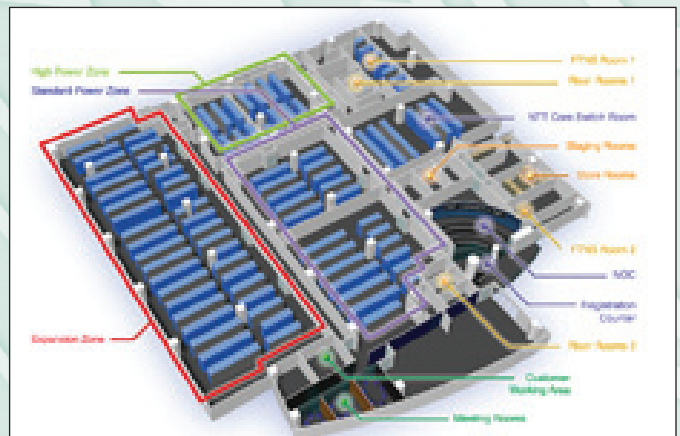
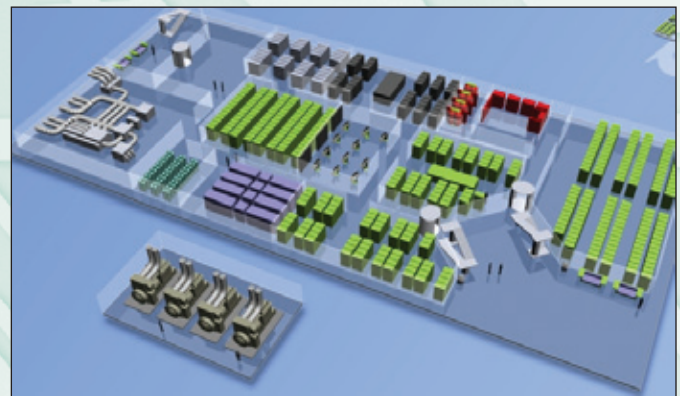
**ANNUAL ASSESSMENT VALUE:** \$10.00/sq ft

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Partners National Mission Critical Facilities

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