



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

- » Data Centers
- » Colocation Suites & Cages
- » Cloud and Managed Services
- » Telecom Interconnects

Partners National Mission Critical Facilities assists financial, insurance, telecom, IT services and other Fortune 1000 companies in selecting and procuring data center and telecom switch facilities throughout the Americas, Europe and Asia-Pacific.

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

**Partners  
National**  
*Mission Critical Facilities*

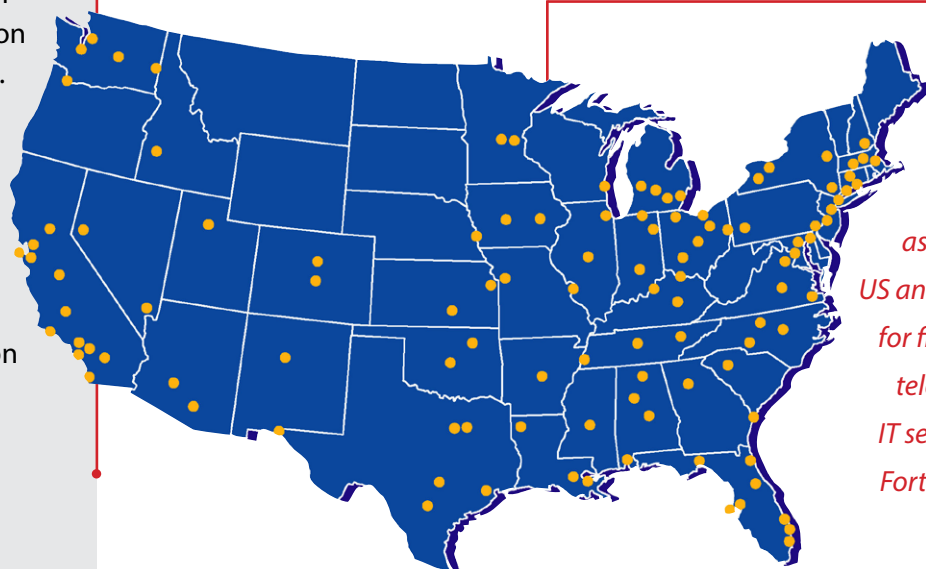
# Technical Expertise Plus Real Estate Brokerage Experience

- » Since 1998, PNMCF has been the leader in the selection and procurement of mission critical data centers, colocation suites and telecom switch installations.
- » We provide facility technical information (electrical and cooling densities, fiber routes, critical systems specifications and redundancies, PUEs, power capacities & grids, hazards/risks, floor loads, etc.) in a thorough yet concise presentation format.
- » Utilizing our confidential fiber optic network maps, we identify data centers with access to multiple telecom providers, including dark fiber options and cloud direct connect circuits, to improve performance and minimize connectivity costs.
- » We prepare sophisticated financial modeling of costs affecting the facility selection decision including economic incentives, property taxes, utility rates, telecom networks, and construction costs, generating an "apples to apples" cost comparison under multiple growth scenarios.
- » We assist clients in selecting and comparing ground-up construction, renovation of existing data centers, enterprise-class colocation facilities, and public cloud, and we negotiate on our clients' behalf to minimize occupancy costs and maximize economic incentives.



## Colocation Data Center Procurement

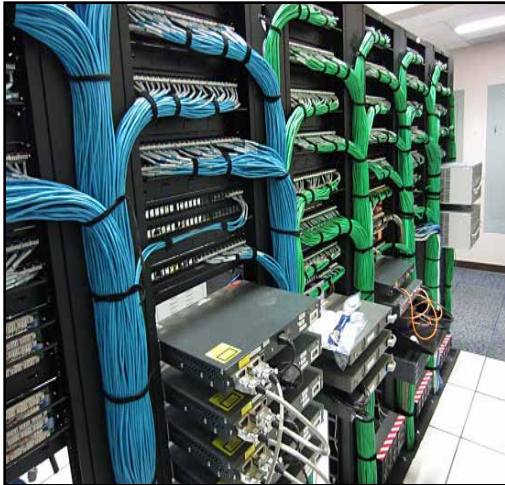
- » Many major corporations utilize colocation data centers to accelerate space delivery, conserve capital, accommodate growth in power or cooling, facilitate cloud adoption, meet short term needs, and improve business continuity.
- » PNMCF researches colocation providers nationally, compiling detailed data on available space and power, critical systems infrastructure, telecom connectivity, financial and operating history, reliability, certifications and compliance, managed services, public cloud accessibility, and pricing. We help clients select the colocation 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 pricing and 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 in the US and internationally for financial services, telecom, insurance, IT services, and other Fortune 1000 clients.*

# Key Advisory Tasks

- Scoping** We define (with Client's team) the data center/colocation facility and provider criteria (location, suite size, power, cooling, network, reliability, efficiency, SLA, reporting, cloud accessibility, 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, cloud accessibility, 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 and providers to summarize suitability for the Project, including commentary on eco-friendly efficiencies and cloud migration tools.
- 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 using our proven RFP process to reduce our client's occupancy costs and improve contract and incentives terms.
- Contracting** We provide colocation contract commentary (redlining) on issues specifically germane to data center facility design, construction, maintenance, operations, certifications, compliance, reporting, and SLA.
- Reporting** We document project progress throughout the engagement.









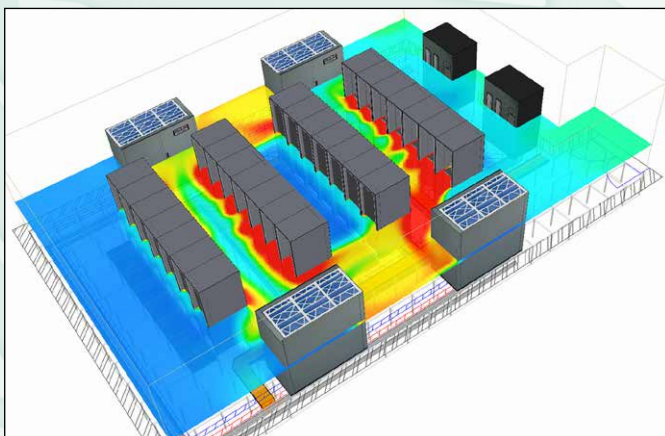
Partners National's clients include:



# 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. (Over many years, I can't believe I never noticed this misspelling before!)
  - Provider history, financial condition, strengths/weaknesses, and managed services/cloud 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 cooling density, chillers, cooling towers, CRACs and economizers
  - Fire protection system specifications, including VESDA and BMS monitoring
  - Pubic cloud accessibility, direct-connect circuits, and cloud adoption/migration tools.
  - 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	
<b>CABLE &amp; WIRELESS DATA CENTER (DC-4A)</b>	
ASHBURN CORPORATE CENTER, 4470 CHILLUM ROAD EAST OF SMITHSWITCH ROAD, BUILDING 1, ASHBURN, VA 20147	
BUILDING NUMBER: 1	
	
	
	
	
	
	
PREMISES & SQUARE FEET:	110,117 Rentable & Usable SF (RSP + USP)
DATA CENTER AREA:	65,000 Usable SF in 30' Raised Floor Environment
OFFICE AREA:	± 5,000 SF ± 04,500 USF Available Adjacent Shell Space
EXTERIOR EQUIPMENT YARD:	± 20,000 USF Fenced Equipment Yard, 14' Concrete TB Panel Fence
DATA CENTER CONSTRUCTION DATE:	2002
BUILDING CONSTRUCTION:	Concrete Tilt Panel w/ Windows on Building Front, No Windows in Data Center Area, Sheetrock w/ Kowal Boland Exterior Windows, Excellent
BUILDING CONDITION:	Concrete Tilt Panel w/ Windows on Building Front, No Windows in Data Center Area, Sheetrock w/ Kowal Boland Exterior Windows, Excellent
CLEAR HEIGHT / COLUMN SPACING:	10' / 40' x 40'
FLOOR LOAD:	
ROOF MATERIALS / ROOF DRAINS / LEAK DETECTION:	
GENERATORS / TANKS:	
HVAC SYSTEMS:	
ELECTRICAL SYSTEM:	
POWER DISTRIBUTION UNITS:	
UPS SYSTEMS:	
FIRE PROTECTION SYSTEMS:	
SECURITY SYSTEMS:	
FIBER OPTICS INSTALLED TO PREMISES:	
FIBER OPTICS NEAR SITE (EXCLUDING CARRIERS INSTALLED TO PREMISES):	
NPA REX:	
BUILDING YOC / # FLOORS / RSF:	
<b>DATA CENTER FACILITIES</b> <b>CABLE &amp; WIRELESS DATA CENTER (DC-4A)</b> ASHBURN CORPORATE CENTER, 4470 CHILLUM ROAD EAST OF SMITHSWITCH ROAD, BUILDING 1, ASHBURN, VA 20147 BUILDING NUMBER: 1	
SITE SIZE / ZONING:	22.1 Acres (3 Buildings), "P0-SF"
ON SITE PARKING:	350 Surface Spaces (0.50 Space/Car)
SITE FLOOD ZONE:	None in 100 Year or 500 Year Flood Zone "X", FEMA Panel M
ON SITE DRAINAGE:	Drains to Street in Front of Bldg
PROXIMITY TO AIRPORT PATTERN:	3.6 Miles NW of Washington Dulles Intl Airport, New Direct Flight Path for Runway 13 Miles W of Flight Path for Dulles Intl Airport
PROXIMITY TO RAILROAD R.O.W.:	None Within 5.0 Miles
PROXIMITY TO HIGHWAYS:	1.9 Miles N of Dulles Greenway, 4.7 Miles NW of Dulles Toll Road, 1.3 Miles W of Fairfax Blvd, 1.3 Miles W of National Public Street
STREET LOT BUILDING SETBACK:	± 80' to Nearest Adjacent Lot E
PROXIMITY TO HAZMATS:	None Known
PROXIMITY TO NUCLEAR PLANTS:	None Within 50 Miles
OTHER TENANTS IN BUILDING:	None
PROXIMITY TO CLIENT OFFICES:	± 24 Miles W of Silver Spring, MD, ± 17 Miles SW of Gaithersburg, MD, Oppon Middle Income, High-Growth Suburban Neighborhood, 24.4 Miles W of Downtown, Washington DC (White House)
AREA DESCRIPTION:	
SURROUNDING PROPERTY USES:	Low Rise Office Buildings, Light Industrial Buildings, Nursery, School, Brewery, MCI & AOL World HQ, Farmhand, SF Homes (Eden Ventures, LLC (Dugout Fabrics Development))
BUILDING OWNER:	State of New Jersey (Direct Lease)
CHILLER / DUCT / LEASE / SALE:	State of New Jersey (Direct Lease)
EXISTING LEASE RENTAL RATE:	N/A, Cable & Wireless Previously Obligated to Pay \$19.00/SF (N/A) Escalating to \$31.00/SF (N/A) At Lease Expiration in 2016, \$25.00/SF on N/A Lease Basis for Phase 1 Building
QUOTED RENTAL RATE:	\$30,340,700 (\$303/Bldg SF) Assessed Value in 2003, Fairfax County #002-27-0045-000
PROPERTY TAX:	\$40,000,000 (\$390/Bldg SF & \$615/Raised Floor SF)
ASSESSMENT VALUE:	\$65,000,000 (\$649/Bldg SF & \$1,000/Raised Floor SF)
QUOTED SALE PRICE:	
ORIGINAL DATA CENTER CONSTRUCTION COST:	
LEGAL TITLE ISSUES:	None Known, Cable & Wireless Agreed to Lease Termination and All Personal Property Now Owned By Landlord



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For more information: [pnmcf.com](http://pnmcf.com)