

COLO PLANNING QUICK REFERENCE GUIDE

WHAT TO ASK YOURSELF

Why are you considering a data center move or consolidation?

- Is it to save money by freeing up expensive in-house data center costs that are not part of your company's core competency?
- Is there a need not currently being met, like having access to cloud on-ramps or more carrier options?
- Is your current data center strained on capacity (floor space, power, or cooling) or is it otherwise not meeting your needs? (I.E. New server/IT equipment requires more density and cooling.)
- Is your current deployment no longer efficient? (I.E. Too much power delivered compared to how much the environment needs or is using. Some environments have shifted large workloads to the cloud and therefore do not require as much power.)

Have clearly defined and documented expectations and desired outcomes.

- Communicate with everyone in the organization that is involved with the project to ensure that goals and timelines are met or exceeded. This includes the CFO and/or procurement team.

Understand your current environment and future needs to accurately document and articulate technical requirements.

- Make sure you have a clear understanding of what your existing deployment looks like. If you don't know where you are starting from, you can't measure improvement.

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DEFINE YOUR SPECS

How many different IT systems do you have?

What are the dependencies of those systems?

How much power do you need delivered?

How much power do you expect to use?

What do you envision the environment looking like in the future?

- What is important today?
- What will be important tomorrow?
- Consider: Possible expansion space, first right of refusal, etc.

What are your compliance needs?

- What are your compliance needs right now? How about in the near future?
- If your business makes an acquisition, how could your compliance needs change?

Not sure about your exact specs? A Sales Engineer at a colocation solution provider can help you more clearly define your needs.

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VETTING COLO SOLUTION PROVIDERS

What's the quality of the provider AND the data center facilities?

- What's the data center uptime?
- If there have been service interruptions, how was it handled?
- Does the facility have a long and positive history of operational excellence?
- Consider uptime and operational excellence during previous natural disasters if the facility you're considering is located in an area prone to hurricanes, earthquakes, tornados, or wildfires.
- Is the facility a purpose-built data center?

Do you like the company and the people you will be working with?

- Are they easy to do business with?
- Are they responsive, informative, and helpful?

Is the company well-funded?

- Will they be around in the next three years, or do you risk losing your provider from a sale or closure?

Does their roadmap align with your growth and requirements?

- Do they have a plan to expand into geographical regions that align with your growth?
- Are additional services or products you're interested on their roadmap?

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data center solutions

About Evoque Data Center Solutions™

Evoque Data Center Solutions™, headquartered in Dallas, Texas, is a colocation services company that owns and operates 31 data centers across four continents, 11 countries and 25 Markets. Evoque Data Center Solutions™ offers clients a secure space in a highly available and redundant environment. The company supports a diversified base of colocation customers across multiple segments, including utilities, transport, energy, communications, healthcare, and technologies. For more information, please visit our website at www.evoquedcs.com.

Evoque Data Center Solutions™ is a portfolio company of Brookfield Infrastructure Partners, a leading global infrastructure asset manager that owns and operates high-quality, long-life assets in the utilities, transport, energy and data infrastructure sectors across North and South America, Asia Pacific and Europe.