

CONVERGED DATA CENTER SERVICES

Superior uptime, innovation and intelligence for leading organizations worldwide

*More Fortune 100
companies choose
CBRE to manage
their data centers
than any other
provider*

A UNIQUE GLOBAL OFFERING

WHAT WE DO

CBRE Data Center Solutions (DCS) delivers fully converged real estate, facility, technology and project services for data center owners, occupiers and investors across the globe. As a dedicated business within CBRE, DCS is committed to solving complex challenges within every stage of the data center life cycle. Whether you are looking to develop, build, buy, sell, manage, or modernize one data center or an entire portfolio—we can help your priorities succeed with certainty.

WHERE YOU CAN FIND US

Our clients represent all industries with portfolios spanning every criticality level.

- **Industry Sectors:** Data Centers, Financial Services, Technology, Media and Telecom, Oil and Gas, Healthcare, Industrial and Manufacturing, Life Sciences, Retail
- **Data Center Types:** Enterprise/in-house, colocation, hyperscale, hybrid, shared hosting
- **Specialized Expertise:** Proprietary risk management programs, IT design and installations, technology migrations, predictive analytics, mechanical and electrical engineering, fit-out services, 24/7/365 IT support
- **#1 Data Center Provider of the Year** - Datacloud Awards 2019
- **#1 Facilities Vendor of the Year** - DCS Awards 2019
- **#128 on FORTUNE 500**



800+
Managed Data Centers



6,000+
IT & Facilities Techs



50+
Countries Represented



\$1B
Projects Contract Value



850 MW
Transactions in 2019



TOTAL
End-To-End Services

EXPERTS THROUGH THE ENTIRE LIFE CYCLE

DCS integrated capabilities provide the most economical and reliable solution for our clients' businesses.

SUMMARY SCOPE OF SERVICES

CONSULTING	TRANSACTION ADVISORY	PROJECT MANAGEMENT	FACILITIES MANAGEMENT
<ul style="list-style-type: none">• Strategic planning• Total Cost of Ownership strategy• Needs analysis and location analytics• Capacity planning• Network architecture and procurement• Workload or physical migration strategy• Cloud and hybrid IT strategy• Risk assessment• Portfolio optimization	<ul style="list-style-type: none">• Buy/sell/lease analysis• Site selection and acquisition• Financial analysis and capital financing• Colocation leasing• Network Brokerage Services• Occupier and landlord representation• Master agreements and SLA negotiations• Disposition and divestment• Market research and forecasting	<ul style="list-style-type: none">• Project brief and concept design• Group up project development• Project cost advisory• Project management• Budgeting and procurement• Data hall fit-outs• Physical migrations• Testing and commissioning	<ul style="list-style-type: none">• Day-to-day operations and maintenance• Mechanical and electrical engineering• Building security/fire prevention• Risk management (CERM™)• Asset management• Supply / demand side energy services• Utilities supplies and distribution• Quality, health and safety• Soft technical services• Supply chain program
TECHNOLOGY SERVICES	INSIGHTS	<p><i>“We continue to expand our services and partnership with CBRE DCS. In January 2017 we began with 26 data centers and our relationship has grown to over 45 data centers in the U.S. Through all this growth, we have been able to manage consistency and excellence in operations. Something that we could not have done without our partnership with CBRE DCS.”</i></p> <p>Vice President of Operations, Colocation Provider</p>	
<ul style="list-style-type: none">• Smart Hands and Remote Hands• OEM hardware maintenance, break / fix support and parts replacement• Structured cabling design, build-out, commissioning, maintenance• Cabinet/rack/frame install• M&E upgrades and power whip installation and grounding• UPS battery replacements• IT systems installation	<ul style="list-style-type: none">• CBRE Romonet analytics: equipment failure and risk identification• Power Usage Effectiveness (PUE) analysis• Return on investment analysis• Market pricing trends• Supply / demand dynamics• Investor perspective• Peer group / competitor analysis		

WHAT'S THE VALUE?

COST REDUCTION

10-25% average reduction in total operation costs

RISK MITIGATION

Transfer risk and improve uptime

SIMPLIFICATION

Integrated services provide visibility and seamless delivery

*Reduce human
factor related
risks & incidents
with CERM™*

CRITICAL ENVIRONMENT & RISK MANAGEMENT (CERM™)

24/7/365 UPTIME FOR YOUR CRITICAL INFRASTRUCTURE

CBRE Data Center Solutions are innovators of the Critical Environment and Risk Management (CERM™) methodology. We can enhance or complement your existing data center operational approach using CERM™, which has been developed over decades of experience.



THE FIVE PILLARS PHILOSOPHY

The five pillars provide a framework for ensuring risk is adequately assessed and effectively controlled while human factors are properly considered in the way your data centers are operated.

BENEFITS

- Significantly reduces operational risk of incidents
- Reinforces the culture of risk awareness
- Improves service levels and performance
- Risk Management Portal – CERM™ Quantum
- Real-time management of critical risk factors
- Improves risk visibility to customers

IMPROVING RELIABILITY WITH INDUSTRY ALLIANCES



MEASUREABLE RESULTS

We are proud to work with the world's leading companies, providing unmatched value, innovation and reliability.

CLIENT CASE STUDIES



FORTUNE 500 U.S. RETAIL BANK

Consulting, Advisory, Physical and Data Migration

- Negotiated and secured 300 kw of colocation space under market pricing
- Migrated 3,000 virtual and physical servers supporting 1,000 applications
- Delivered 30% savings in OPEX and CAPEX and reduced timeline by 8 months



FINANCIAL TECHNOLOGY COMPANY

Facilities Management, Technology Services (Converged Operations)

- Delivers converged model across the U.S., Asia Pacific and Europe
- Self-performs 80% of all maintenance for enterprise data centers
- Achieves 60% savings in vendor maintenance
- 100% uptime



FORTUNE 500 GLOBAL TECHNOLOGY COMPANY

Project Management, Consulting

- Construction of Tier III data center for high-profile corporation
- 10M total savings (\$7.5M on per-purchased equipment and \$2.5M on change orders and value engineering)
- Leveraged best-in-class resources for design and guidelines

“Being our key service partner, CBRE continues to play a significant role in our transformation and consolidation of data center footprints.

CBRE has set a very good benchmark for the rest of our managed service providers.”

*Managed Services Lead,
Financial Technology Company*

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