CONVERGED DATA CENTER SERVICES
Superior uptime, innovation and intelligence for leading organizations worldwide
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**

---

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

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
- 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

TRANSACTION ADVISORY
- 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

PROJECT MANAGEMENT
- 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

FACILITIES MANAGEMENT
- 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
- 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

INSIGHTS
- 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

“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.”

Vice President of Operations, Colocation Provider
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
MEASURABLE 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
FOR MORE INFORMATION, PLEASE CONTACT:

Vito Cristino  
Client Solutions, Central  
CBRE Data Center Solutions  
(847) 309-5859  
vito.cristino@cbre.com

Nick Burlew  
Client Solutions, South  
CBRE Data Center Solutions  
(678) 788-0820  
nick.burlew@cbre.com

Nicole Amick  
Client Solutions, North  
CBRE Data Center Solutions  
(631) 235-4131  
nicole.amick@cbre.com

Lana Palona  
Client Solutions, West  
CBRE Data Center Solutions  
(518) 860-5990  
lana.palona@cbre.com

STAY IN TOUCH:

Learn more about us  
www.cbre.com/datacenters

Connect with us on LinkedIn  
CBRE Data Centers

Follow us on Twitter  
@cbredatacenters

CBRE

© 2020 CBRE, Inc. This information has been obtained from sources believed reliable. We have not verified it and make no guarantee, warranty or representation about it. Photos herein are the property of their respective owners and use of these images without the express written consent of the owner is prohibited. CBRE and the CBRE logo are service marks of CBRE, Inc. and/or its affiliated or related companies in the United States and other countries. All other marks displayed on this document are the property of their respective owners. Equal Opportunity and Affirmative Action Employer Women/Minorities/Persons with Disabilities/US Veterans