

## Are historical data center construction processes costing you tenants?

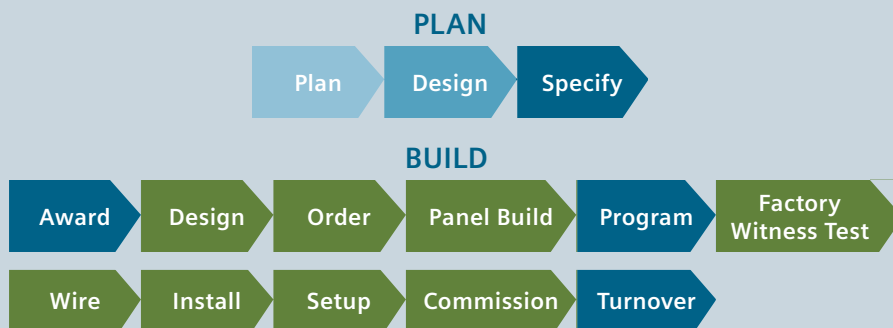
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Is your ability to scale rapidly to meet the needs of your tenants at risk due to decades-old practices and sequences in design and construction?

Many phases of the data center construction process have complex interdependencies, from wiring and factory-witness testing, to automation and commissioning. When not addressed early on or disparately, they can lead to unexpected delays or risks in your data center build, delaying your timeline and ability to scale quickly.

A common scenario when such issues arise is to accelerate project schedules. However, this is NOT the answer and could lead to even more risk and upfront cost. Responsibility for commissioning failure rests on owners as well as designers and project management teams. Project slip condenses time frames causing change orders, delays, increased cost and rework at the end of a project.

It's time to re-evaluate the sequential processes of data center design and construction.



How can you find new approaches to minimize design and construction costs to scale faster, become more agile and improve cash flow while keeping current customers and finding new tenants to fill your facilities?

### Four Main Causes of Construction Delays:


- Poor integration of complex systems
- Lack of thorough commissioning or compressed commissioning schedules
- Design changes
- Material/product substitution

Any of which lead to:

- Lengthy schedules
- Cost overruns
- Project delays
- Unexpected risks

In fact...

A three-week difference in construction time cost one colocation provider a ~\$2.5M in lost revenue.



*Did you know?*  
Building out space before securing tenants can actually create more cashflow concerns?

Luckily, there are ways the VelociRack™ solution can help:



1

**Pre-engineered, factory assembled**

Improves quality and efficiency, increases standardization, and saves time



2

**High density, compact design**

Improves installation efficiency and eliminates need for wall space



3

**Integrated data center management**

Provides a single view for automation monitoring and control to improve staff efficiency and workflow



4

**Pre-defined test process**

Streamlines factory witness testing to reduce onsite errors, commissioning time and end-of-project delays

Save time by bringing an automation technology partner into the design team:

- Standardized pre-packaged automation
- Shortened material ordering time
- Integrated programming, sequences and factory witnessed test shifted to earlier in the process to lower project costs and project schedule slip

### VelociRack™ integrated rack solution

Integrated, modular, factory-tested data center management system that allows you to quickly and cost-effectively scale your business to accommodate new tenants' changing needs.

- Improve infrastructure scalability
- Gain faster speed to market
- Streamline product ordering
- Reduce operational expenses and capital needs
- Achieve greater visibility into your systems
- Improve energy efficiency
- Improved quality measures reduces errors that could surface after project turn over
- UL-listed solution



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The information in this document contains general descriptions of technical options available, which do not always have to be present in individual cases. The required features should therefore be specified in each individual case at the time of closing the contract.