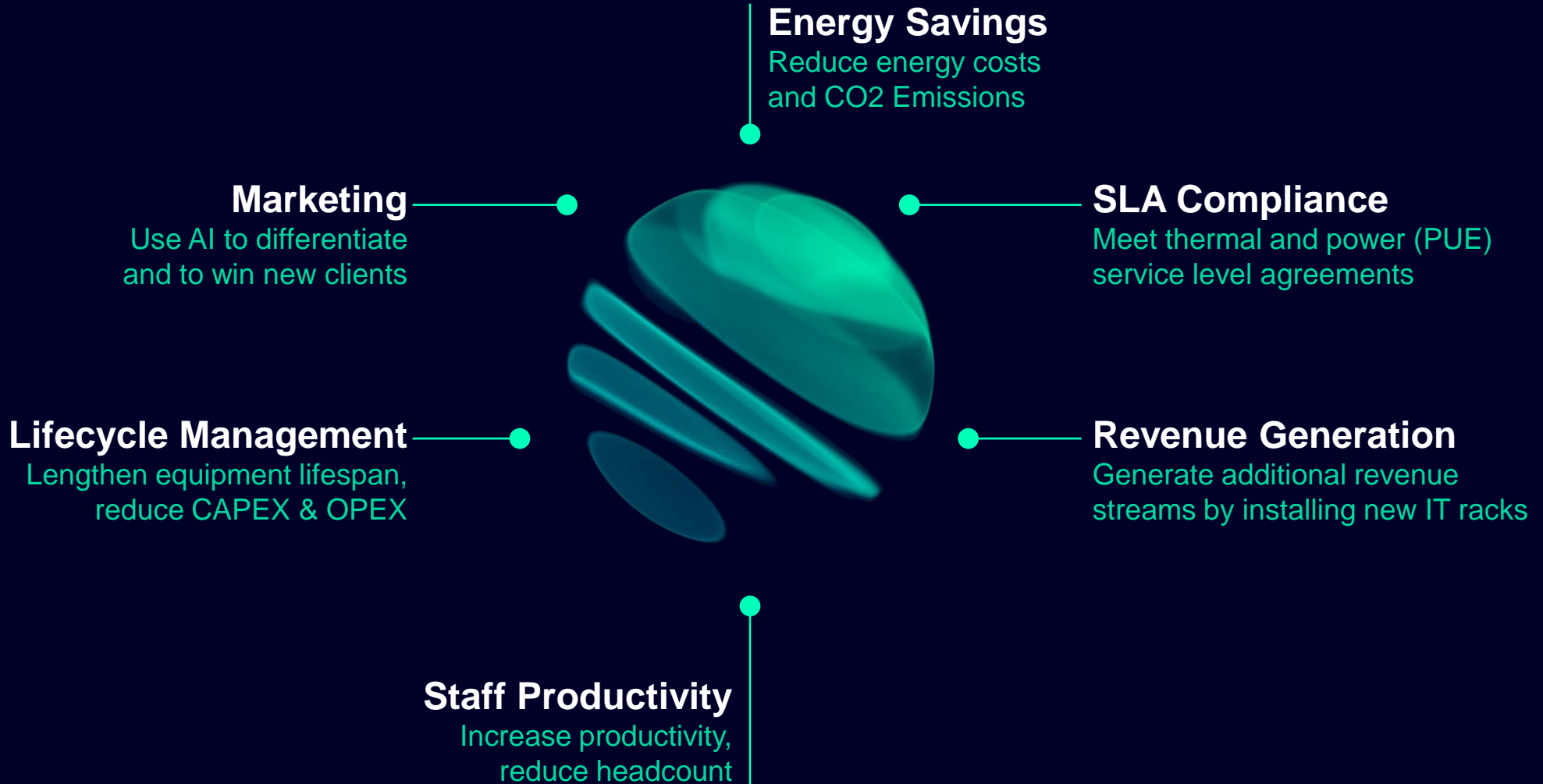




WSCO Value Prop for Colocation

Areas of Value

Customer feedback



Reduce Energy Cost and CO₂ Emissions



WSCO has delivered a 10% reduction in our PUE. A lower PUE has helped us attract and retain clients, especially hyperscalers.

Data Center Manager, leading EMEA Colocation Operator

10%

PUE reduction

2.6+ M\$

Estimated savings for a 2MW tenant over a 10 years contract

2.6+ MtCO₂

Carbon reduction in 10 years for the same tenant

Meet Thermal SLAs



Pre-WSCO, 90% of customer complaints were thermal compliance-related. Trying to solve a problem in one area sometimes caused another, like a domino effect.

Data Center Manager, leading EMEA Colocation Operator

99.959%

SLA compliance achieved

94 hours

of exceedance (out of 230,976)

1.1°C

Max exceedance temperature

Generate Additional Revenues



WSCO allows us to squash greenfield design fat, reduce PUE, and bring in more IT. That meant for us 10% more racks, or a 10% increase in rack density.

Data Center Manager, leading EMEA Colocation Operator

200 kW

extra UPS power added

40+

new IT racks deployed

ROI < 1y

for the extra investment

Increase Productivity, Reduce Headcount



Having WSCO has made our lives much easier and more productive. WSCO automatically manages the space and tells us where the problems are.

Data Center Manager, leading EMEA Colocation Operator

Price Index / Earnings



2 FTE

OPEX savings per facility

Lengthen Equipment Lifespan, Reduce Capex & Opex



WSCO reduces run times based on actual IT load, and we expect an increase in cooling infrastructure life expectancy of at least 70% longer than normal.

Data Center Manager, leading EMEA Colocation Operator

70%

Longer lifetime expected

33.3%

CAPEX saving over 30y period

58.8%

Reduction in wear and tear

Differentiate to Win New Clients



WSCO's state of the art cooling mgmt. helps differentiate us and has been helpful to attract new clients. Every customer tour we do we sell WSCO, esp. the big ones.

Data Center Manager, leading EMEA Colocation Operator

8 months

ROI considering all above

| Thank you!

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