



iCORE GLOBAL



MISSION CRITICAL SERVICES

DATACENTER & DISASTER RECOVERY SOLUTIONS

For Additional Information Contact:

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ABOUT THE MISSION CRITICAL TEAM

WE SPEAK "DATACENTER"

- 40+ year history of contract negotiation; we leverage our skills to your benefit
- Extensive Build to Suit, Construction, and Facility Management Experience
- Technical Knowledge & Expertise from Owning and Operating a 400,000sf Houston Datacenter facility
- Time Savings from calling multiple providers, requesting quotes, and trying to cipher through pages of data
- Streamlined qualification process – not all data center providers are equal or provide what each client is looking for. We arrange the proposals in a clear format to ensure you get an apples-to-apples comparison of options
- Provide options that most clients are unaware existed
- Cost Savings – we know the negotiated parameters and lease comps
- Telecom carrier neutral, we choose the best for your business
- Service at no charge to clients as we are paid by the providers
- Defensible hire for a CIO or IT manager, based upon iCORE accountability and solutions



COLLABORATIVE SOLUTIONS CREATE THE BEST OVERALL ANSWER THROUGH A VARIETY OF EXPERTS



PROVEN PROCESS

USE EVALUATION

ANALYZE NEEDS, USE, LOCATION TIMING, POWER REQUIREMENTS

SITE SELECTION & ALTERNATIVE SOLUTIONS

SEARCH MARKETPLACE TO IDENTIFY FACILITIES THAT MEET DEFINED NEEDS & TOUR

PROPOSAL SOLICITATION

SOLICIT DETAILED PROPOSALS FROM SELECTED FACILITIES

FINANCIAL MODELING & ANALYSIS

COMPLETE FINANCIAL ANALYSIS OF PROPOSALS & COMPARE ECONOMICS

DESIGN/CONSTRUCTION

COORDINATE THE ENGINEERING, ARCHITECTURE, AND CONSTRUCTION PROCESS

CONTRACT NEGOTIATIONS

THOROUGH BUSINESS TERM & LEASE DRAFTING/NEGOTIATION CREATED BY LEVERAGE OF HAVING MULTIPLE OPTIONS

MICROSEISMIC

OBJECTIVE

Increase power capacity with existing colo provider with two years remaining on an inflexible lease.

SOLUTION

Market search to evaluate financial options to multiple vendors in the Houston market. Leveraging our proven process and years of negotiating skills we signed a lease below market and provided increased flexibility to accommodate future growth.

BENEFITS

- Lease rate 41% below initial offer
- Single tenant pod with ability to increase power capacity
- Flexible lease terms to accommodate growth

CITY OF HOUSTON

OBJECTIVE

COH was in search of full service, disaster recovery solution on a limited budget with a challenging timeline

SOLUTION

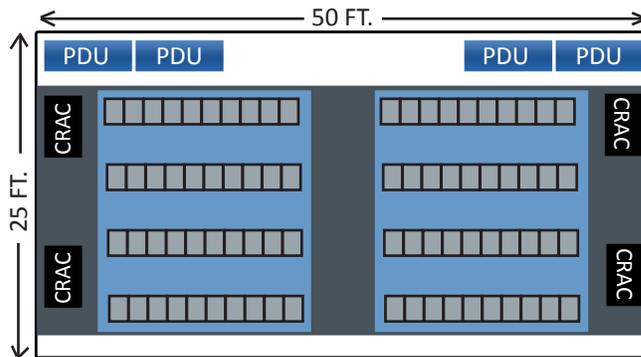
After searching the market and settling on a CBD location, we helped the city plan and design their space, negotiate a deal to get the most favorable economics for their space using Landlord capital to fund buildout and equipment

BENEFITS

- COH is now a facility offering N+1 redundancy and can rely on their systems in an emergency, where the previous location was antiquated
- COH was able to lease a Tier 3 facility at a fraction of the cost to build

WHEN CONSIDERING WATT/PSF - Are you speaking the right language?

BUILDING OWNERS THINK OF SQUARE FOOTAGE BY CONSIDERING WALL-TO-WALL USE, AND MOST TENANTS ARE BILLED THIS WAY. POWER USAGE IS NOT ALWAYS ALIGNED BASED UPON THE ROOM ENVELOPE, BUT THE EQUIPMENT FOOTPRINT. DO YOU REALLY NEED AS MUCH POWER AS YOU ARE BEING ALLOCATED?



ROOM ENVELOPE (WHITE)

Gross Raised Floor SF. Wall to Wall space of the entire room.

PRODUCTION AREA (GRAY)

Traditional Layout. Servers, CRACs, aisles.

EQUIPMENT FOOTPRINT (BLUE)

Racks plus aisles. Average Rack size 24" x 40," plus access space of 48" in front and 36" in rear. 30SF rack foot print with access space.



iCORE GLOBAL MISSION CRITICAL TEAM

DATACENTER & DISASTER RECOVERY SOLUTIONS

REAL ESTATE EXPERTS PROVIDING COLLABORATIVE SOLUTIONS FOR BUSINESS CONTINUITY



Chris Lewis has had the opportunity to participate in the gamut of tenant solution projects, representing millions of square feet of transactions over the last decade. With the attitude that no deal is too challenging, and that a creative [yet educated] mind will pave the way to a closed transaction, Chris goes the extra distance to find that solution for tenants who need to locate, renew, relocate, or buy/sell their facility. As a 'partner' with our clients, it is our job to bring you solutions and eliminate your problems, no matter how complicated they become. Chris has also represented the owners of Houston Datacenter (1301 Fannin) since 2007 in their leasing efforts for the 400,000SF datacenter in downtown Houston, where he has experienced nearly every type of datacenter and disaster recovery use & transaction, allowing him to travel the country in search of users & giving him a unique expertise in the field from the owner & operations side that will benefit any client seeking new space.



Josh Cheatham has a proven track record helping individuals and companies succeed. His interpersonal skills coupled with the ability to think "outside the box" and develop strategic solutions have been key attributes in developing and maintaining long standing client relationships. Josh has over 15 years of business experience helping clients solve complex and challenging real estate assignments including business development, consulting, and customer service roles. Prior to joining Griffin Partners and iCORE Global, Josh held various management, business development and consulting roles with two Fortune 500 companies, Hewitt Associates and IBM. Josh worked for 5 years at NAI Houston, a local commercial real estate firm, where he quickly became a Top 10 Producer and was recognized in Houston as the 2011 office tenant rep "Rising Star" by the National Association of Industrial and Office Properties (NAIOP).

CLIENT TRANSACTION SAMPLES:

- AT&T
- MEDIDATA
- LARGE COLO PROVIDER
- PHONOSCOPE
- ABOVE NET
- XO COMMUNICATIONS
- GULF SOUTH PIPELINE
- HARRIS COUNTY
- CITY OF HOUSTON
- US GOVERNMENT
- NAVISITE
- MICROSEISMIC
- TRANSCANADA
- FORTUNE 100 OIL COMPANY

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