



Both people and corporations have created an unprecedented demand for continuous and rapid digital communication, complex services and access to information.

The growth of services, applications and information has driven an unparalleled need for the space to store and process this data.

For nearly 15 years GVA and our global real estate partners have been a leading force in the UK, Continental Europe and America for data property, whether delivered from a rack position, operational facility, shell & core, development land or in the cloud.

Our London based team has transacted over a gigawatt of energy in 500,000 m² (5 million ft²) of space for occupiers, developers, service providers and investors in the UK. Together with our Affiliated partners we have transacted a further 800,000 m² (8 million ft²) around the world.

We support our clients with a centralised marketing platform in London and internationally through the network of over 100 GVA Worldwide Affiliated offices in Europe, Asia and America.

Services

We provide a comprehensive range of transactional and advisory services for data property to occupiers, service providers, developers and investors in data centre space. Whether your business needs a few racks, a data hall or a facility; have space to offer to the market or if you need a build-to-suit development, then GVA has the expertise to lead or support your business within the data centre ecosystem.

Transactional

Property and site acquisition

We have a substantial archive of potential new locations and legacy facilities from many years of investigations in certain countries and a robust site identification, appraisal and acquisition methodology. We provide detailed and benchmarked reporting covering man-made and natural risks, specification, power, fibre connectivity and building suitability. We look to secure the very best commercial terms and to remove expensive resource and delays from the unnecessary investigation of sites which ultimately prove unsuitable.

Occupier representation

Some team members have been responsible for operating the facilities of large multi-national hosting providers and acquiring capacity for these truly expert occupiers; we have the analytical skills and tools to examine and compare the true operational cost of third-party space from which we can negotiate the best terms. We have an unequalled track record of transactions ranging from 40 kilowatts to 90 Megawatts.

Leasing, Sales and Development

We excel in marketing data space, whether it a development, shell & core conversion, an investment property or a facility. We are the UK channel for marketing data centre property with strong credentials in Europe and a global contacts list built over nearly 15 years at the top of this sector. We will provide detailed marketing and sales advice, assembling key data, developing marketing material and targeting of the right potential occupier, provider or investor

Advisory

Market analysis

We track monthly trends for requirements in certain markets which serves as an early predictor of change. We also maintain quarterly statistics in the same markets for both qualified active and potential demand, which is segmented by industry

sector, size band and location. Demand information is sourced from the extensive portfolio of data property of all types we are marketing supplemented by regular interviews with occupiers, consultants, suppliers and advisers.

We can map demand against supply categories for wholesale data property in various states of readiness from green field sites with power through to rackable data halls. The result is a gap analysis between supply and demand by location and space category which can be a powerful strategic tool when mapped against predicted take-up.

IT infrastructure consultancy

CS Technology is GVA's data centre partner in IT infrastructure consulting helping our clients extract the maximum value from their technology platforms. They a global technology consultancy headquartered in New York with exceptional credentials for advising data centre occupiers, especially financial services sector.

Location consultancy

Successful business strategy is underpinned by the optimal location of business units at the most effective cost having regard not only for communications resources, utilities and services but also local and regional stability. GVA's locations team has access to the latest international location intelligence. Services include development of location or relocation strategy, due diligence on existing or potential locations and project management of the location selection process.

Power search

We have a unique understanding of local electricity distribution networks in the UK and certain markets in the US and Europe through the investment of resources in research and establishing close working relationships with the power companies. We are able to exactly map the locations of relevant substations, their rating, capacity and even source. We are quickly able to identify surpluses and opportunities where the relevant regional electricity company is planning a medium or long term reinforcement or upgrade.

Project Management

Our Project Management team offers vast experience in building services engineering, project programming and quality control as well as project management skills enabling us to offer a premium service to Data Centre clients. We can provide services from site acquisition and obtaining planning permission, through to operational handover of a new build. Our team is experienced in a wide range of project delivery from basic technical area expansion within existing facilities, through

to the delivery of new build data centres. We provide services to both data centre developers and end user clients alike. Our approach is always tailored to suit our client's individual needs and is founded on our company ethos of product delivery.

Lease Consultancy

Data centres are often properties which have been adapted to suit the specific requirements of the occupier; equally they may be purpose built properties granted on variants of standard institutional property leases. The resultant lease terms are often quite complex and open to a wide variety of interpretation. When assessing the rent to be paid on rent review or renewal it requires specialist knowledge to create a clear picture from both the legal and physical perspective as to what is being valued. Our Lease Consultancy Team has the experience to deal with the complexity of these lease events and are able to present rental values in the context of the market and to negotiate dilapidations settlements from a position of knowledge.

Clients

Occupier

Barclays, Vodafone, Singlehop, Morgan Stanley, Merrill Lynch, Deutsche Bank, Three, NTL, Fujitsu, Cable & Wireless, B&Q, Centrica, RBS, UBS, Ulster Bank, Citigroup

Developer

Hermes, Graftongate, Matterhorn Capital

Investor

Catalyst Holdings, Legal & General

Provider

Ark Data Centres, Arqiva, Rackspace, TeleCity, Telehouse Europe, The Bunker, Equinix, e-Shelter, Level3, Infinity SDC, Global Switch, InterXion

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GVA is a Bilfinger Real Estate company, GVA Grimley Limited is a principal shareholder of GVA Worldwide.

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