

# Data Centres



The growth of digital technology in all areas of business means that there has never been a greater demand for specially designed, highly resilient computer space - whether a single rack or an entire dedicated data centre. GVA Connect provides accurate, fast and confidential advice and solutions for occupiers, operators, developers and investors: we are able to respond to the constantly changing demands of technology and the challenges this creates for our clients.

## Why GVA Connect?

GVA Connect is the technical real estate group of GVA Grimley, specialising solely in data centre property, providing both advisory and transactional services. The team is supported by 1,200 real estate colleagues in the UK and three times that number in 120 offices worldwide.

GVA Connect has completed occupational acquisitions and disposals totalling over 250,000 m<sup>2</sup> and only recently concluded the largest data centre investment deal in the UK involving the sale of three fully fitted and leased sites. We are currently marketing circa 200,000 m<sup>2</sup> of potential new data centre developments, provisioned shells and fully fitted facilities, ranging in size from multiple rack footprints to 25,000 m<sup>2</sup> schemes. Our broad coverage provides a unique view and understanding of this specialised market and those companies active within this sector.

We provide consultation to the financial services, insolvency, telecommunications, corporate, hosting, outsourcing and

technology development sectors on all aspects of data centre real estate. Our advisory services range from: the project management of a global due diligence project to facilitate a major corporate acquisition; to the analysis of entire regions to identify the most suitable location in which to site a major new facility; to the securing of detailed planning for a data centre development for the likes of UBS and Morgan Stanley; to securing savings of over £5m over the life of two rating lists for a single data centre; and to just establishing the availability of power to a small 500 KVA site in Hampshire.

GVA Connect is a truly global business having operated for both UK and locally based clients in many countries round the world, as far a field as Australia where we pitched and secured a local project covering Sydney, Melbourne and Perth.

**Experience** – acquiring, developing or leasing technical real estate can be highly complex when factors such as specification, power and planning are taken into consideration.

Our familiarity, understanding and knowledge of the industry, combined with an impressive database of contacts and a constantly evolving archive of sites, gives us the experience to continually deliver.

## What services do we offer?

### Transactional

**Acquisition** – from: serviced rack space; suite; fitted data centre; provisioned building; to a potential site, we have the expertise, whether combined with Business Continuity Planning office space or not. We provide detailed reporting on all identified opportunities - covering suitability in terms of risk analysis (flooding, aircraft, EMF), specification, power, connectivity and building suitability. We look to secure the best commercial terms for our client and remove much of the potential risk and wasted resourcing.

**Disposal** – a comprehensive disposal service, whether leasehold or freehold, providing detailed marketing & sales advice, assembling key data, developing marketing material and targeting of the right potential users. We cover the broadest of markets – from serviced rack space to a potentially suitable building or site - giving us a unique understanding of demand and requirements in the market place, providing our clients the best opportunity to secure a customer, tenant or purchaser.

**Development** – from site identification and financial appraisals to the securing of customers and tenants.

**Investment** – complete investment advice in conjunction with our specialist capital markets team on disposals and acquisitions.

### Advisory

**Location Consultancy** - successful business strategy is underpinned by the optimal location of business units at the most effective cost but additionally in respect of data centres and/or BCP space, having regard not only for communications resources, utilities and services but also local and regional stability. By adopting a structured approach to selecting a location, with the aim of 'future-proofing' that investment, corporate risk will substantially reduce. 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 Identification** – we have a unique understanding of local electricity distribution networks in the UK through the investment of resources in research and establishing close working relationships with the regional electricity companies. We are able to exactly map the locations of relevant sub-stations, their rating, capacity and even source. We are quickly able to identify surpluses and opportunities where the relevant REC is planning a medium or long term reinforcement or upgrade.

**Planning** – GVA's highly regarded planning team offers initial strategic advice in terms of assessing a site's potential for data centre (and if required – BCP space) usage in terms of zoning, planning legislation, local authority views and other impacting issues not usually evident in the general due diligence process. Ultimately we guide clients through the planning process, allowing them to implement timely and cost effective development whilst maximizing the chance of success and minimizing planning risk.

**Building Consultancy** - by carefully selecting a consultant team we understand the risks, plan, anticipate and put in place works to ensure business continuity for our clients

**Project Management** – the team is highly skilled in leading a project from outline and design to contract and construction covering design management, commercial management, procurement management and contract negotiations.

**Business Rates** – our rating team advises clients on the mitigation of their rate liability. Our in depth knowledge of plant and machinery requirements, obsolescence and areas of demand enables us to maximize savings for our clients.

**Valuation** – knowing how much a commercial property is worth requires in-depth knowledge of local markets backed by experience, first class research and analysis. GVA Grimley's valuation team creates specialist reports for clients that are accurate, cost-effective and confidential.

**Lease Consultancy** - data centres are often constructed or buildings adapted to suit the specific requirements of the occupier. For this

reason resultant lease terms are often quite different. When assessing the rent to be paid on rent review / lease renewal it is important to build up 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 data centre reviews / renewals and are able to apply rental values in the context of the market.

**Sustainability** – data centres make up around 0.5% of the world's total carbon emissions: the sustainability team is able to advise clients on environmental issues such as carbon trading, new government regulations and cost-effective energy efficiency.

**Environmental** - Advise on environmental risk based upon an analysis of desktop information, site inspection surveys, appraisal of technical reports and CAPEX plans, regulatory enquiries and information held in the data room as well as appropriate site exit strategy advise to maximise value and ensure environmental risk transfer as swiftly as possible.

**Other Services** – we provide a wide range of other client specific services.

### Who are GVA's clients?

Barclays, B&Q, Cable & Wireless, Cantono, Centrica, Citigroup, Carlyle, CSC, Deutsche Bank, DuPont Fabros, Ericsson, EDS, e-Shelter, Fujitsu Services, Hewlett-Packard, IBM, KPMG, Merrill Lynch, Morgan Stanley, Norwich Union, NTL, Rackspace, RBoS, Serco, Siemens, Sprint, TeleCity, Telehouse Europe, Three, Thus, Tyco Electronics, UBS, Unisys, Virgin Media and Vodafone.

# Contacts

We are delighted to introduce to you our core team members for GVA Connect.

## Data Centre Team

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# Services

We offer a range of services to achieve our client's goals: from planning to lease consultancy, business rates to project management, our teams are here to guide our clients and provide solutions in the data centre market.



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# Global Network

Our specialist data centre team is supported by expert's from 13 offices in the UK and a global network of 120 GVA offices in 38 countries. We operate in every key market sector, providing the best in service.



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## About GVA Connect

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## Services

- Acquisition
- Disposal
- Investment
- Location Consultancy
- Corporate Recovery
- Power Identification
- Planning
- Building Consultancy
- Project Management
- Lease Consultancy
- Business Rates
- Valuation
- Sustainability
- Environmental
- Market Analysis

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