

## Company Data

Sales/Turnover	8,5M€
Number of Employees	80
Geographical Markets	Europe, Africa, America
Sector	ICT
Activities	Financing, designing, building and operating Datacenters
Branches/companies of the group in Europe	2
Branches/companies of the group in Spain	None yet
Suppliers	Emerson, Schneider Electric, CAT, SDMO
Clients	Apple, Société Générale, Atos, Les Mousquetaires
Competitors	Equinix, Interxion, ICT Room

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## Project Data

Proposed Business In Spain	Building a high quality energy efficient datacentre complying with the highest standard of the market (Uptime Tier IV)
Type of Investment (new investment, joint venture, other)	A 50/50 joint venture with a local partner
Facilities: Manufacturing plant, warehouse, laboratories, offices, retail, leisure center, rural etc.	<p><u>Building</u>: 1.200 m2 including 400 m2 for offices and logistics areas and 800 m2 for the Datacenter itself (2 independent modules).</p> <p><u>Outdoor area</u>: 500 m2 for generators and chillers.</p>
Surface Area m2	<u>Land</u> : 4.000 m2.
Transportation access needed (minimum airports, seaports, highways etc.)	<p>Independent land that can be fenced, ideally at the heart of a business park. o No need to be visible from the road, quite the opposite.</p> <p>o Outside the following zones:</p> <p>Floodable areas.</p> <p>Take-off and landing axis of an airport, as well as approach and waiting zones. Industrial zones having a SEVESO risk, a nuclear risk, etc. (natural disaster, risk of vandalism, flight paths, etc.)</p> <p>Populated areas.</p>
Specific technology needed	<p><u>Power</u>: secure connection of 1.250 kVA on a HV/MV loop</p> <p><u>Fibre optics</u>: close to the main Telco backbones.</p>

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Investment €	Between 5 and 10 M€ depending on the size of the project and the price
Job Creation	30 people during a year and 3 to 8 people in the DC – plus creation of an IT ecosystem around the DC
Employee Profile: graduate, semi-skilled, etc.	Graduate, semi skilled and construction workers
HR requirements (qualifications, languages)	English would be appreciable
Geographical area to be covered	
Estimated start-up date	Need to find a partner first – this date has to be agreed with the partner
Any preference for region?	A region with a good connection to internet networks
Financing Details (% equity capital, venture, capital, etc)	Joint Venture 50/50 usually 20% of the amount is equity the remaining 80% is bank loan
Other countries you are contacting	Italy, Turkey, Greece, Israel, Portugal
Other Information:	<p>To make this project a reality, we first need to find a local partner and this is the main reason why I contacted your agency.</p> <p>Backed by two institutional investors we are willing to invest in Portugal and are considering a project in Lisboa. For this project we are looking for a local IT partner to co-invest into one or several Datacenter projects.</p> <p>Usually our partners are MSP or Cloud providers, they have an expert knowledge of their market but not necessarily the financial capacity nor the</p>

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	<p>expertise to build and operate a Datacenter.</p> <p><u>The conditions for a partner to be suitable:</u></p> <ul style="list-style-type: none"><li>-Be active in the IT business since several years</li><li>-Being able to fill 1/3 of the Datacenter capacity for the opening (100 kVA)</li><li>-Have a turnover of minimum 3M€ / year</li></ul> <p>We build the Data Center to Zero-cost (non-profitable margin) with the JV.</p>
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