

HOW TO "SPEED DATE" YOUR NEXT DATA CENTER PROVIDER

Before your next data center tour, consider these key questions for speeding up this all-important courtship. It could be interesting to see how the answers sway you!

About facility operating history,


1. How old is the facility and what was its original purpose?
2. Are you the original owner/developer of the data center?
3. Can you tell me about all customer-impacting outages since commissioning?

About company stability,

4. How long has your company been providing data center services?
5. Has it always been owned/operated by the same leadership team and investors?
6. Do you anticipate a change in ownership?
7. How many times have you been sold/recapitalized?

Regarding "Fit,"

8. What percentage of your customer base matches my demographics (e.g. Fortune 500, heavily regulated verticals, cloud/hyperscale, etc.)?
9. What happens to your customers if customer service degrades after an equity event or ownership change?
10. Can you help me understand your corporate and asset/campus level financial stability?
11. How many customers have you lost in this location?



Equipped with the right questions, you can save time and headache when evaluating prospective providers... So you can make your next data center move the one you can live with **happily, ever after.**

SCHEDULE YOUR DATE NOW!