Choosing a new colocation facility can be a daunting task for even the most well-informed buyer. For years, Transitional Data Services has helped clients across North America, Europe and Asia select optimal facilities, and confirm the facility’s use of industry best practices. Our principal partnership team includes former data center owners who have direct experience building, operating, and selling co-location space to customers just like you. Additionally, with years of data center assessment/design/build experience, the team at TDS will assist you in critical infrastructure inspections of potential sites.

**Benefits**

Choosing a facility that doesn’t align with your business needs and priorities can be an expensive mistake. Perhaps the facility can’t support your plans for future growth, perhaps an unseen single point of failure puts you at risk of unplanned outages. In either case, a well-planned site selection project, backed by years of data center experience, can ensure the selection of a facility that truly meets your needs, now and for the duration of your lease.

**Methodology**

通过 dozens of site selection projects TDS has developed a 7 step Colocation Selection Methodology:

1. Define Data Center Requirements
2. Qualify Data Center Providers
3. Develop and Distribute RFP
4. Receive, Normalize and Compare RFP Responses
5. Data Center Tours and Final Scoring
6. Final Analysis and Recommendation
7. Contract Negotiation

**Customer Quote**

*When we needed to upgrade our data center capabilities, TDS was there to assess our situation, help us understand our true needs, and select a colocation site that matched our requirements and budget. We then relied on TDS’s expertise to architect and implement a new data center network and support our data center migration.*

Ed Buccino  
IT Director  
BSN Sports, Inc.
Choosing a new facility to host your data center is complex, the choices that need to be made are surprisingly diverse, and failing to match the facility to your needs can be a hugely expensive mistake. Using the experience gained helping dozens of others find a new data center, the TDS Site Selection Methodology is customized to align with your business requirements ensuring that your new facility truly meets your organization’s needs.

1. Define Data Center Requirements
TDS incorporates the client’s space, power, security and location requirements as part of a DCRD (Data Center Requirement Document). We then use the DCRD to generate an RFP (Request for Proposal) that is sent to potentially qualified vendors. Understanding YOUR unique requirements allows our consultants to match your company with the best facility and organization.

2. Qualify Data Center Providers
TDS pre-qualifies vendors based on your specific infrastructure needs. We then contact all qualified data center providers in the client’s preferred geographic market to determine availability.

3. Develop and Distribute RFP
TDS distributes the finalized, client-approved RFP to all qualified data center providers. The RFP includes instructions on how and when to confirm participation, the final RFP due date and to whom the final response will be sent.

4. Receive, Normalize and Compare RFP Responses
Co-location providers prepare quotes in various ways. Our consulting team understands the wide variety of space, power and network pricing details and standardizes each response for fair comparison and evaluation. TDS calculates costs per month and per year, considering recurring and non-recurring charges. We also create a qualitative analysis document that examines each facility’s non-financial critical factors. These assessments allow you to see an overall image of each option and the long term effects of various choices.

5. Data Center Tours and Final Scoring
TDS and the client evaluate the costs and quality of each facility and decide on a short-list of the best qualified data centers to tour. An on-site visit gives you a better understanding of the data center quality and allows our consultants to point out often overlooked factors and ensure facility management best practices are in place. In each case, evaluation scorecards are weighted based on the specific factors that are important to each client. The data centers’ scores are an influential factor in the final decision making process.

6. Final Analysis and Recommendation
TDS puts together a final presentation for the client that includes the pricing and facility scores to give the client a comprehensive analysis of the available options. TDS presents a conclusion and recommendations for next steps. The final decision, of course, is left up to you, but with the comparison information and analyses, you can be sure it will be a well-informed decision.

7. Contract Negotiation
Once you have decided to move forward with a particular vendor, TDS remains available to advise on contract negotiations. We are here to answer any questions or explain confusing contract language to ensure you fully understand the terms upon which you settle.

ABOUT TRANSITIONAL DATA SERVICES (TDS)
TDS provides independent assessments, recommendations and improvements for IT, including data center designs, relocations, and operational support. Not a vendor, VAR, or real estate broker, TSD is unbiased by the latest trends and highest commissions, seeking only the highest ROI for their clients. TDS clients include successful organizations of all sizes and focus including Kayak.com, The University of Texas, Boston Red Sox, Cedars-Sinai Medical Center, Liberty Mutual and many others.