

Data Center Services

Colocation RFP Process Management

At a Glance:

- Work with industry professionals to evaluate your business and technical requirements
- Identify your geographic constraints
- Explore ideal, cost-effective colocation facilities
- Write, distribute, collect and analyze RFPs that effectively capture and communicate your requirements
- Negotiate an SLA that fully meets your needs—without surprises

How to Get Exactly What You Need from a Colocation Facility

There are many reasons why you might seek a colocation facility for your data center needs. Perhaps your company will benefit from a cost-effective, quick-access solution. Or, you may want a higher Tier Level facility with better infrastructure and tighter security. Whatever your drivers, you will want to ensure that as you compare and contrast colocation facilities, you are evaluating them in an “apples to apples” manner. This comparison will give you the confidence you need when signing your colocation contract. You can also be sure that you are meeting your business and technical requirements and getting the most cost-effective solution.

RFP Preparation Made Easy

When you work with Forsythe to write your RFP for colocation services, you get to take advantage of our proven, RFP templates that contain both a facility and business questionnaire as well as a financial spreadsheet. Using these important tools will help the colocation facilities that bid for your business provide uniform, easily-comparable answers. This way, you will see—dollar for dollar and benefit for benefit—how service providers match up.

Because Forsythe has helped numerous companies acquire their data center colocation facilities across the United States, we can ensure that the right questions are asked to direct you toward an effective RFP process.

Step by Step:

Forsythe will help you examine where your company is in terms of the following requirements:

- Facility
- Business
- IT
- Network
- Legal and Regulatory
- Geographic

As you engage in this process, you will begin to identify and prioritize your needs. For instance, one organization may require that its data center location is within 300 miles of its headquarters, while another may have requirements regarding latency. Still another may decide that cost is its primary driver. Whatever the case, Forsythe will make sure that your bottom-line requirements are reflected in your RFP.

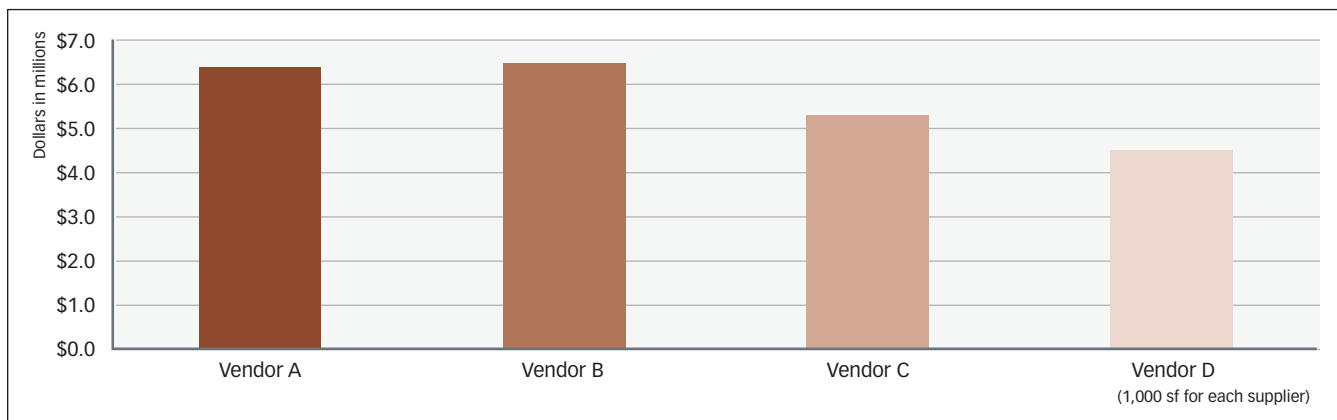
Forsythe Recommends and Negotiates

Forsythe investigates the best colocation facilities to meet your business and IT needs. We manage every step of the RFP process—from writing and development to distribution and collection, through evaluation and final recommendations. Forsythe’s experience—not only in data center engineering, but also in vendor management and leasing—enables us to serve as a reliable, independent advisor so you can focus on your business at hand.

Forsythe Customized Colocation RFP Scorecard Summary

				Pricing - Initial 5,000 sf (per month)				On-Demand Pricing		
Vendor	Location		Overall Score	Price/sf - Years 1 & 2	% Increase Year 3	% Increase Year 4	% Increase Year 5	Tele Cross-Connect (per month & per circuit, unless otherwise specified)	Power Whip (per 25 ft & one-time fee, unless otherwise specified)	
Chicago	A	Chicago	IL	92.55%	\$19.00	0%	0%	0%	\$120	\$500
	B	Chicago	IL	85.86%	\$24.75	0%	0%	0%	\$50 per DS1 (\$400 per DS3)	\$785 (\$180 monthly)
	C	Chicago	IL	78.02%	\$18.95	0%	0%	0%	\$20 DSO; \$50 DS1/E1; \$130 DSE3/E3; \$320 Ocn/STMn or GigE	\$215
	D	Chicago	IL	77.94%	\$41.00	0%	0%	0%	\$10 per circuit POTS line; \$25 per circuit Twisted Pair/coax; \$50 per circuit Fiber	Included in sf costs
	E	Chicago	IL	72.86%	\$26.50	4%	3%	3%	\$225 (one-time charge)	\$450
	F	Chicago	IL	68.61%	\$32.54	5%	5%	5%	\$450 (one-time charge)	\$235-\$300
Non-Chicago	G	Miami	FL	85.11%	\$41.00	0%	0%	0%	\$10 per circuit POTS line; \$25 per circuit Twisted Pair/coax; \$50 per circuit Fiber	Included in sf costs
	H	Seattle	WA	81.58%	\$17.00	0%	0%	0%	\$120	\$500
	I	San Francisco	CA	79.89%	\$18.95	0%	0%	0%	\$20 DSO; \$50 DS1/E1; \$130 DSE3/E3; \$320 Ocn/STMn or GigE	\$215
	J	Cincinnati	OH	76.77%	\$22.50	4%	3%	3%	\$125 (one-time charge)	\$250
	K	Newark	NJ	74.92%	\$32.54	5%	5%	5%	\$450 (one-time charge)	\$235-\$300
	L-OUT	Washington	DC	73.35%						

Vendor Comparison: 5-Year Cost



Get the Forsythe Advantage.

For more than 35 years, Forsythe has delivered forward-thinking advice, technology, and operation-enhancing solutions. As an independent advisor, Forsythe can help you address every aspect of your infrastructure, including how new solutions may affect the bigger picture. Working with every major provider, Forsythe acts as your single point of contact for managing the cost, effectiveness, and risk related to your information systems.

Let Forsythe Help.

Business objectives—and business issues—don't exist in a vacuum. Forsythe identifies and addresses IT interdependencies to deliver solutions that work across your enterprise. Call us today.

