



Colocation RFP Geographic, Site & Facility Evaluation

Evaluate your Provider's Capabilities

- **Work With Industry Professionals** to evaluate your business and technical requirements
- **Explore Ideal, Cost-Effective Colocation Facilities** provides stakeholders with a comparative assessment of proposed provider solutions & capabilities
- **Write, Distribute, Collect & Analyze RFP's** that effectively capture & communicate your requirements
- **Negotiate an SLA** that fully meets your business & technical needs – without surprises

How to get exactly what you need from a colocation provider

Once you have made the decision to seek out a colocation facility for your data center needs, you will benefit from MDI's industry professionals who have designed, engineered, constructed, owned and operated mission critical data centers. Your business and technical requirements are solidly understood and evaluated.

As you engage in this process, you will begin to identify and prioritize your needs. For example, one organization may require that its colocation data center be located within 300 miles of its headquarters, while another may have requirements regarding latency. Whatever the case, making sure your bottom-line requirements are reflected in your RFP is our top concern.

Take advantage of our proven RFP templates that contain facility infrastructure, policy and procedures, certifications, business process and financial assessments. This methodology ensures you see, dollar for dollar and benefit for benefit, how solution providers match up.

We manage every step of the RFP process, from developing, writing, distribution collection, evaluation and final recommendations. We serve as a reliable independent advisor, skilled in data center engineering, vendor management and leasing, to assist you negotiating the best agreement to meet your current and future business and technical requirements.

The MDI Perspective – What We Deliver

Step-by-Step – MDI will assist you in examining where your company is in terms of the following requirements:

- Security
- Facility
- Network
- Business Requirements
- Legal & Regulatory
- IT



Security, The heart of the process



Sample Data Center Design

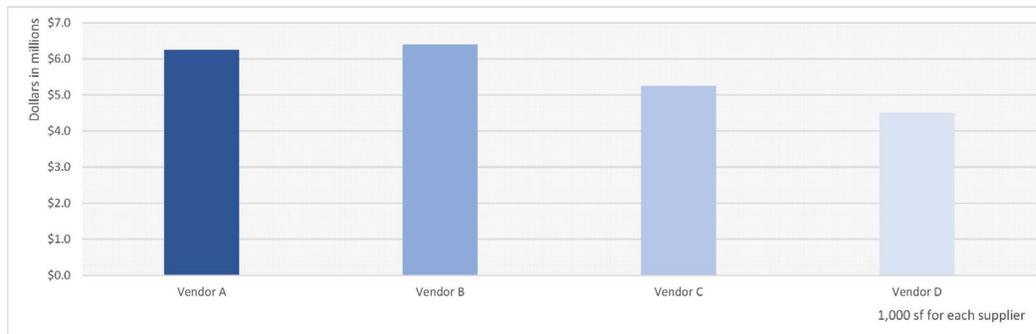


RFP Development

Sample Review

Vendor	Location		Overall Score	Pricing - Initial 5,000 sf (per month net of power)			On-Demand Pricing		
				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	2%	0%	0%	\$120	\$500
	B	Chicago IL	85.86%	\$24.75	2%	0%	0%	\$50 per DS1 (\$400 per DS3)	\$785 (\$180 monthly)
	C	Chicago IL	78.02%	\$18.95	2%	0%	0%	\$20 DSO; \$50 DS1/E1; \$130 DSE3/E3; \$320 Ocn/STMn or GigE	\$215
	D	Chicago IL	77.94%	\$36.00	2%	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)	\$400
	F	Chicago IL	68.61%	\$32.54	5%	5%	5%	\$450 (one-time charge)	\$235-\$300
Non-Chicago	G	Miami FL	85.11%	\$36.00	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	\$450
	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%						

Comparison Matrix



Vendor Comparison

In Summary

MDI Access is delivering on its promise to change the mission critical data center industry. We deliver forward-thinking advice and operation-enhancing solutions. MDI Access acts as your single point of contact for managing the cost, effectiveness and risk related to your information systems. No one else brings the holistic level of experience that MDI Access does.

Your business Deserves the Best Colocation Solution. Call MDI to Get Started.

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MDI Access, Inc. is a leading Data Center Design Build GC and advisor to many of the world's top tier organizations. Founded in 1992, MDI Access has provided clients with innovative, cost-effective infrastructure management and data center solutions, designing, building and retrofitting more than 1,000,000 square feet of central office and data center space in 25 states across the U.S., Canada and Asia. MDI Access has been recognized three times by INC Magazine as one of the fastest growing, privately held firms in the U.S.