

Buyers Guide

What are the factors to consider when looking to place a colocation or data centre requirement?

Size – think in terms of Power!

How much capacity are you looking for? – This used to be measured in racks or cabinets, part racks (eg 10U) or space, as in square feet. Today, we need to consider POWER, either in Amps or kilowatts. For example, if you need 4kW of capacity, this could be two racks in an older data centre or only one in a newer site. With kilowatts, the amount of space you need will vary depending on the specification of the facility, eg 1.5kW per square metre or 1kW etc.

Kilowatt pricing is the most sensible way to contrast different specifications. If you are offered a 2kW rack for £1000 or a 16Amp rack for £1495, which is the best deal? By breaking the 16Amps deal into kW (16Amps = 3.84kW) we can see that the price per kW is £389 per month compared with £500 for the 2kW deal, so a much better proposition.

There are a wide variety of specifications available in the market which is where our specialist knowledge can come in to help speed up finding the appropriate supplier.

Connectivity

What are your connectivity needs? Do you want a simple Internet handoff or access to multiple carriers? And how much capacity are you after? For example, if you are buying Gig's of IP, access to cheap bandwidth will be a bigger factor to you than the cost of your colo, so its worth assessing your likely network costs and capacity costs and deciding which could have the biggest effect on your cost base.

We track what carrier choice is like in the facilities we deal with.

Location

Yes, location seems to matter quite a bit, despite the “virtual” world in which we operate. Some clients want relatively convenient access to their equipment whereas others wanting diversity may of course want a minimum distance from another location. Clearly the greater degree of service, the less the need to actually physically visit a data centre yourself, so much less of an issue for managed service providers.

Obviously we know where the data centres are located

Quality

Are there quality issues we need to consider? For example, do you need to comply with certain standards and seek them in your suppliers?

Price

How price sensitive are you? Some buyers will put quality above pricing for example.

Service

How much local support will you want? Support capabilities vary from supplier to supplier with different strengths and weaknesses.

Other factors

Matching sizes of companies – smaller clients are often better looked after by smaller companies who value the business more highly whereas smaller clients can often get lost in bigger organisations.

The best match

We find the best match is usually a combination of factors, which is why we prefer to discuss data centre requirements with our buy side customers, as this allows us to get the best overall feel for their needs and discuss the options available. Sometimes the perfect fit is available, sometimes its a matter of suggesting some alternatives.

Next Steps:

- *Contact Us*
- *Find a provider*