

colt

smarter / faster / further

Colt *f*tec data centres

Built with flex technology



Not all data centres are the same

The truth of IT is that it's impossible to plan ahead. But current data centre thinking requires that we base decisions on long-term 'what ifs'.

What if my business grows exponentially?
What if I merge with another company in five years' time?
What if we don't achieve our forecasted growth?

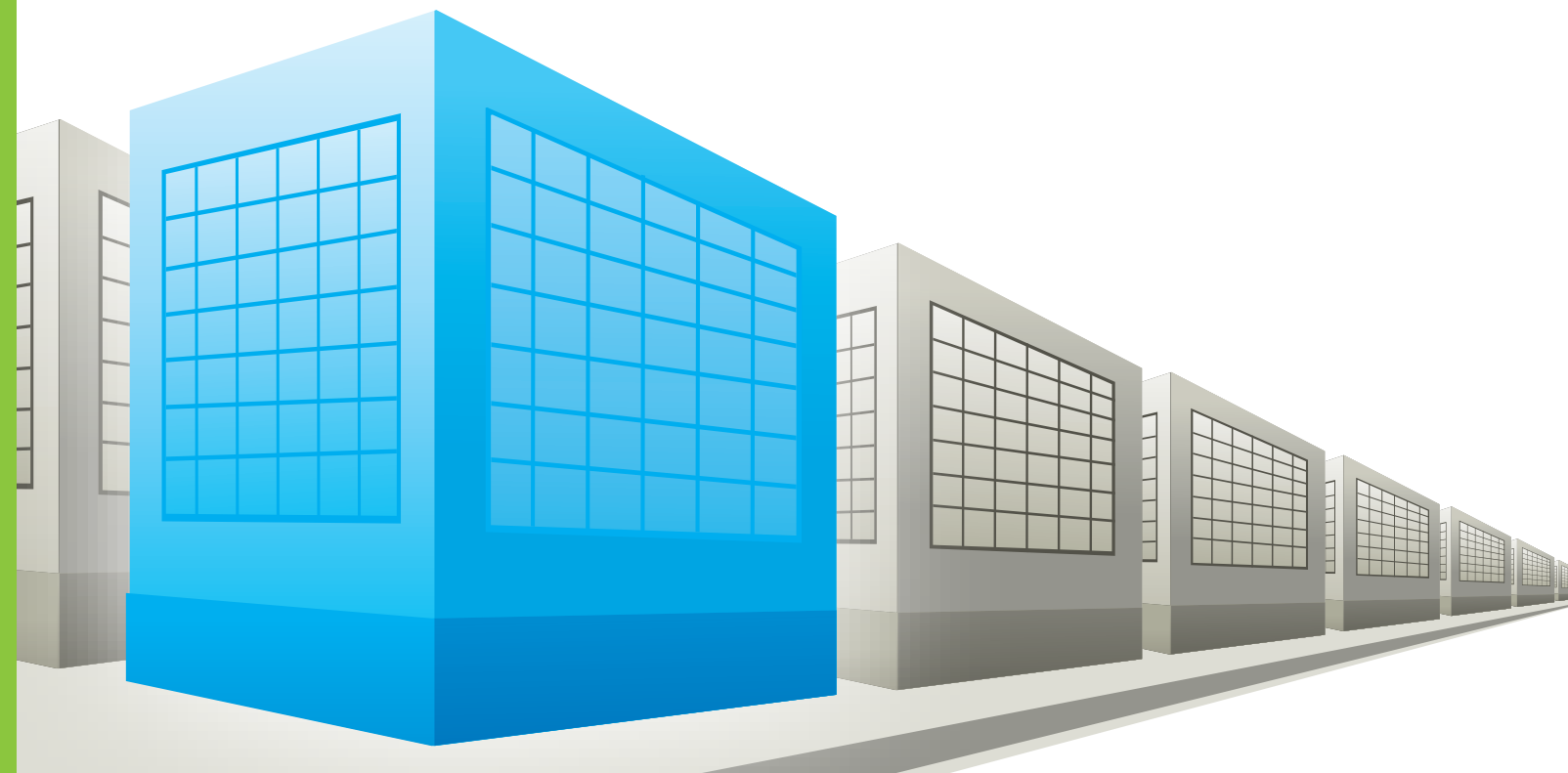
With financial and CSR pressures influencing decision making as much as the data challenge, a focus on the long game is no longer feasible.

Introducing Colt ftec

The next generation of data centres from Colt.

The flexibility of Colt ftec is underpinned by an equally flexible commercial model, designed to meet your capex and opex requirements and limitations.

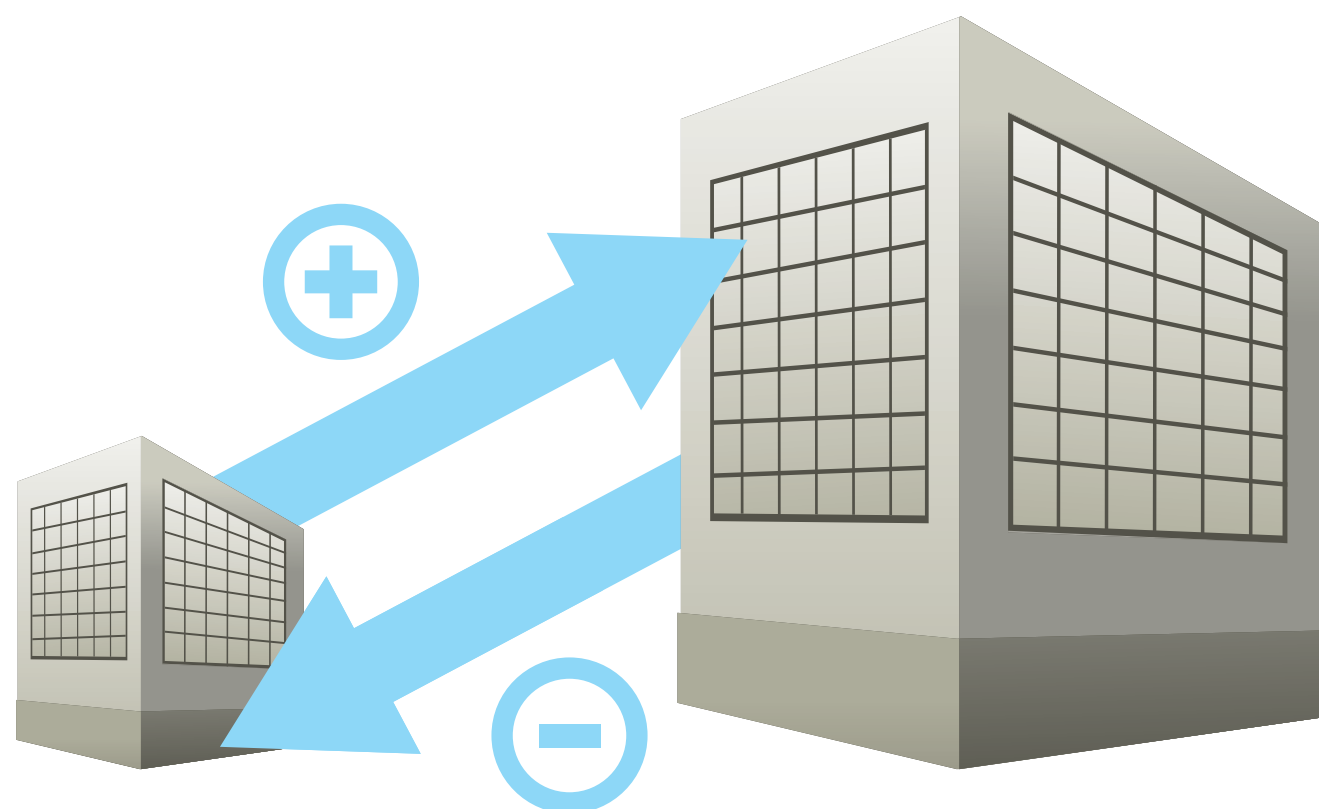
Available at your own site with the option to buy capacity as you need it and own and run your data centre yourself, Colt ftec can also be made available at a Colt site through a service level agreement under an opex model, freeing up capital to be used on your core business.



A data centre for business change

Colt ftec has been specifically designed to provide an agile data centre to reflect the agile nature of your modern business.

Far away from the rigidity of a traditional modular system, Colt ftec enables full flexibility to suit your needs today and in the future. With the ability to scale power and cooling up or down according to capacity requirement, your business can meet future demand securely, without extensive forecasting or the need for substantial up front capital investment.



The benefits are three-fold:

1. Mitigate risk

During a time of economic volatility, compounded by rapid technological change, planning IT demand further than 24-36 months ahead can be one of your biggest challenges

Yet with the typical 10-15 year lifespan of a traditional data centre model, companies are required to take a costly leap of faith.

With Colt ftec the data centre you buy today can be scaled up and down in line with future need; known or unanticipated. Should your business suddenly find itself acquiring or merging with another, downsizing or growing exponentially, your data centre can change with you.

Risk Factors	Cost Factors
Reliability	Spiralling costs
Delivery on time	Operational efficiency
Future proofing	Unnecessary investment

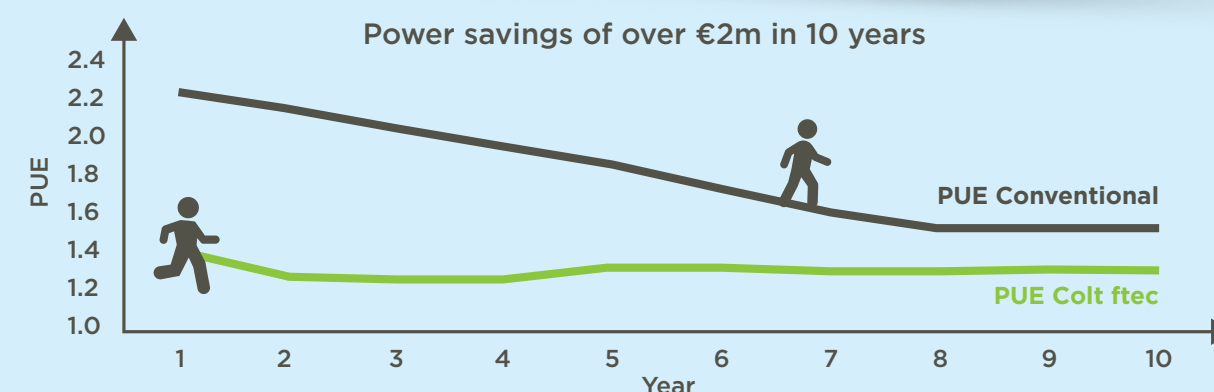
2. Reduce capex and opex spend

With Colt ftec the need for speculative investment is removed. You can purchase and build for your immediate requirements, safe in the knowledge that capacity can be increased precisely when you need it.

With a flexible standardised design and our 16-week delivery programme, initial capital outlay is reduced; while the power efficiency inherent with Colt ftec's scalable nature means operating costs are as tight as they can be, whether the compute is more or less than you planned for.

But the financial benefit goes beyond capex and opex. Upgrades to a Colt ftec data centre can be undertaken outside of the IT space, which eliminates the need for IT interaction and removes the substantial hidden cost of service interruption.

FORECAST
SHORT-TERM NEEDS



Based on a growth scenario, maximum power of 1.5MW, energy cost of 10c per kW/hr with 3% per annum uplift. Colt ftec achieves a target PUE of 1.21 after 4 years, conventional build PUE of 1.5 in eighth year.

3. Dynamic energy efficiencies

Colt has long committed its research and development efforts to delivering the very best energy efficiency within the data centre market.

With a Power Usage Effectiveness (PUE) rate of 1.21, our data centres are already 40% more economical than some traditional builds. What is more, power efficiency is often achieved through high levels of water use, Colt ftec solution uses almost no water in the standard design.

When combined with the ability to dynamically control power and cooling, you can achieve maximum efficiency even at low usage; a hidden factor in operational considerations.

With the additional energy savings delivered through the capacity scaling of the Colt ftec model, a Colt data centre is a highly efficient solution that can give you real competitive advantage.

Colt ftec

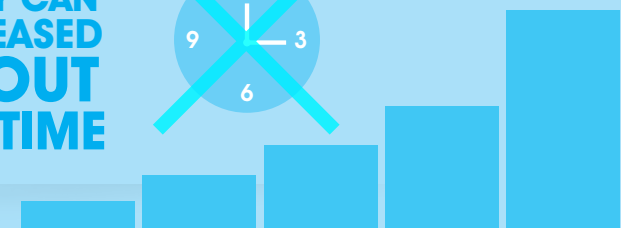
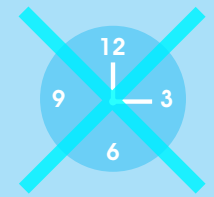
A data centre that suits your needs today and long into the future



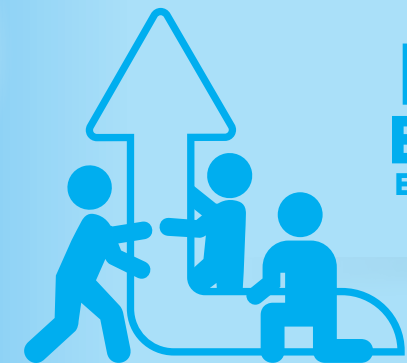
DATA CENTRE
CAPACITY THAT GROWS
WITH YOUR BUSINESS



CAPACITY CAN
BE INCREASED
WITHOUT
DOWNTIME



HIGHLY
EFFICIENT
EVEN AT LOW LOADS



LOWER
OPERATING COSTS
AND LONG TERM
INVESTMENT

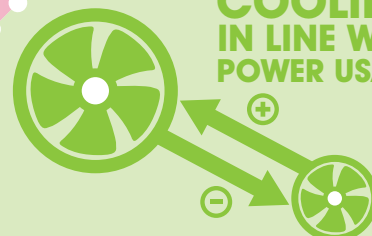


CHOICE OF
COOLING OPTIONS
AVAILABLE
INCLUDING AIRSIDE
FREE COOLING



Colt
coolflex

ADAPTS
COOLING
IN LINE WITH
POWER USAGE



LITTLE OR
NO WATER
REQUIRED IN
STANDARD OPTIONS

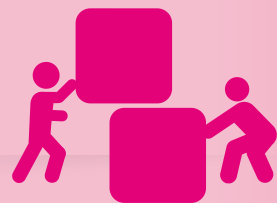


Colt
spaceflex

ALLOWS MULTIPLE
LAYOUTS &
DENSITIES



SINGLE OR
DOUBLE
STOREY



WEATHER PROOF
CLADDING AVAILABLE



INTERNAL SPACE
FLEXIBILITY



Colt ftec
Built with flex technology

How does it work?

Introducing Flex Technology

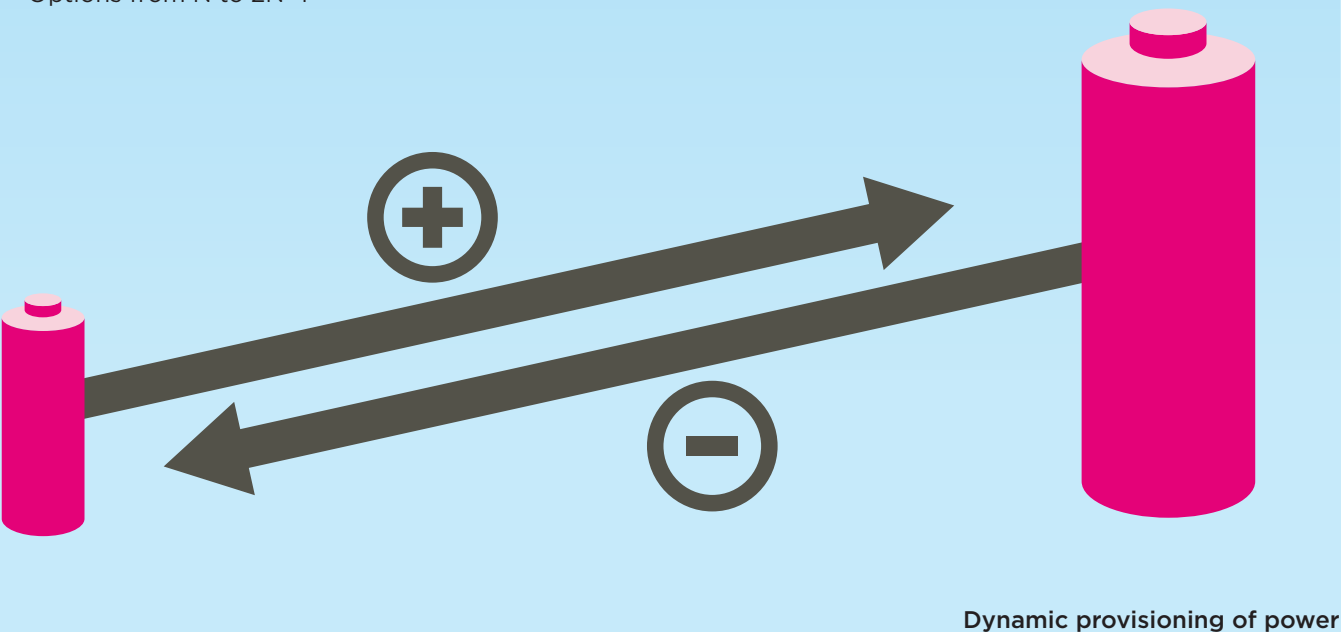
A Colt ftec data centre is built using flex technology. Our proprietary technological response to client demands for greater power, space and operational efficiency, with a financial model that suits your business.

Colt powerflex

To ease the pressure on data centre capacity forecasting, Colt powerflex enables power to be increased to the data centre to match the exact data capacity requirements. This can be done dynamically, without the need to build a new data centre or a costly and risky refit of the existing data centre.

Features:

- Grow power across your IT capacity without affecting operations:
 - Dynamic provisioning of power to meet future demands, extending the useful life of the data centre. Upgrades can be carried out while the data centre is in production and from outside the IT area, eliminating disruption to IT services
- Support for higher density (Available up to 3000W/m²):
 - Meet today's demand for higher rack capacity and future demands for IT growth
- Extra high density:
 - Up to 230kW per row (up to 25kW per rack)
- Centralised and distributed UPS
- Options from N to 2N+1



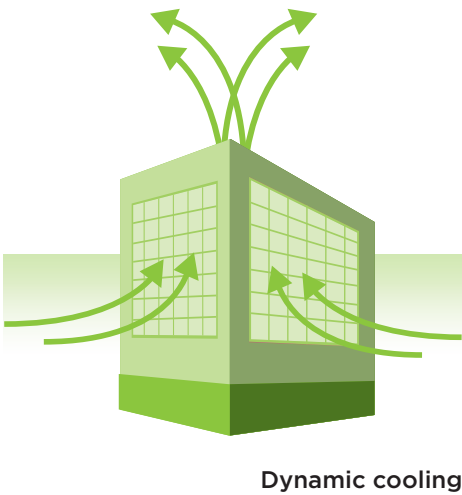
Colt coolflex

Colt coolflex supports Colt powerflex by adapting cooling in line with power usage.

Colt coolflex offers a range of cooling options to suit customer needs and supports Colt powerflex by adapting cooling in line with power usage throughout the lifecycle of the data centre.

Features:

- Upgrades can be carried out dynamically while the data centre is in production and from outside the IT area, eliminating disruption to IT services
- Cooling can be controlled dynamically to maximise efficiency even at partial loads
- Colt cooling units operate in free cooling mode, switching to a high efficiency DX mode only when required
- The ability to configure cooling units to operate in fresh air, indirect, chilled water or DX mode as required
- Little or no water required in standard options



Colt spaceflex

Colt spaceflex allows you to optimise the space you have available, providing a more complete, ready to operate data centre in a much reduced timeframe.

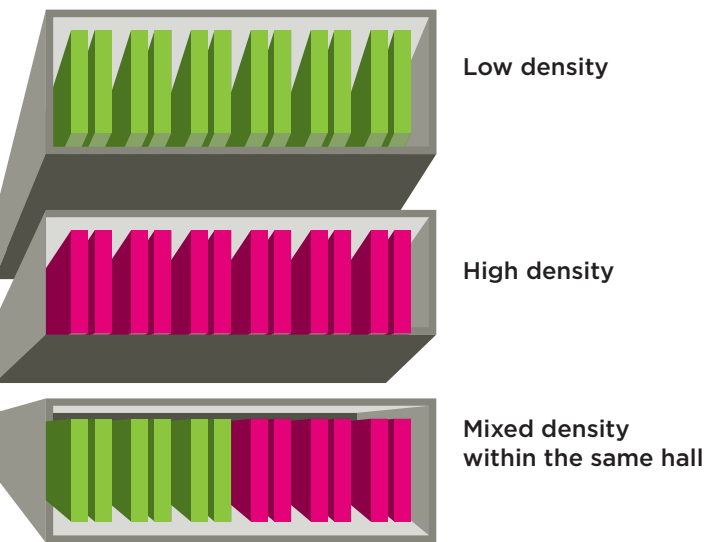
Deploying compute within the data centre is seldom instant, meaning many data centres run at partial loads and never achieve their target PUE. Colt ftec can operate at maximum power efficiency even at partial loads making considerable savings on power over the lifecycle of the data centre.

Features:

- Internal space flexibility:
 - 125-500m² contiguous space
 - Rack layout options to maximise space
 - Optional factory fitted racks
 - Optional hot/cold aisle containment
- Mixed power densities in the same data centre or the same hall
- Shell flexibility:
 - Multi stack
 - 2 x capacity in the same footprint
 - Debox/meetme rooms
 - Corridors, lifts, stairs
 - Office space
 - Cladding options
 - A fully clad building with everything required for a functional data centre means we can build your data centre almost anywhere

Spaceflex configurations

Not all compute is the same and sometimes you need high and low density compute but without building a data centre for each. Colt spaceflex allows for low and high density racks to sit within the same data hall.



What could Colt ftec do for your business?

Forecasting IT demand is dependent on a number of factors; business growth, new technology, mergers and acquisitions to name a few.

But without a crystal ball it's almost impossible for any CIO to accurately predict more than a couple of years ahead. Consider the following scenarios that could impact on your business. Could your next data centre cope?

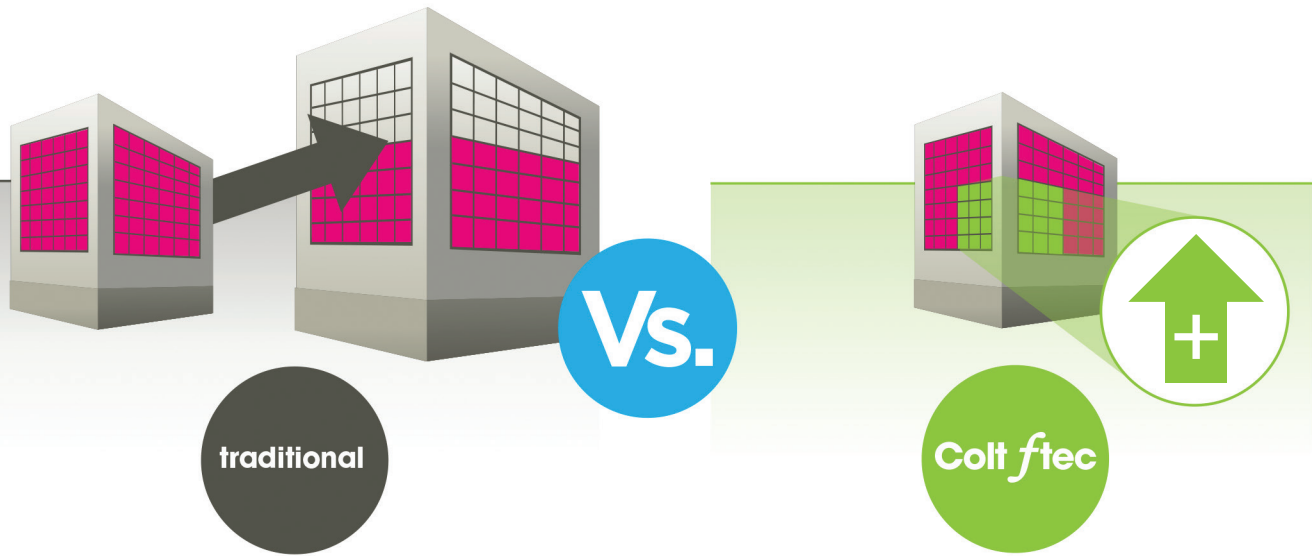
- 1. Are you thinking of adopting new technologies?
- 2. Is there a chance your business could grow beyond your current expectations?
- 3. Conversely, is there a chance your anticipation of exponential growth could be incorrect?
- 4. Are you planning on acquiring or merging with another business?
- 5. Are you aiming for consolidation over the next few years?

Colt ftec equips you with the capacity you need today with the flexibility to adapt to the capacity you need in the future, whatever that might be.

Scenario testing: could any of these challenges become a reality for your business?

1. Higher density activity

A financial services business decides to implement online customer account management. They need to increase capacity but because they're risk averse and short on capital, the decision isn't easy.



The traditional approach:

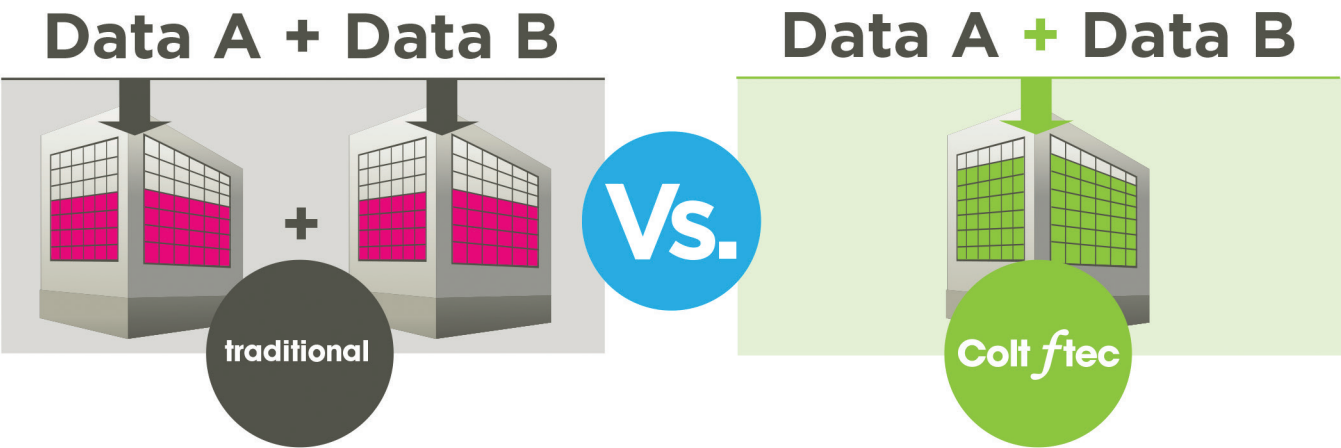
The required increase in capacity for the implementation requires speculative spend on a large facility. The upfront capex cost and rigidity of higher capacity storage which may only be part used is a risky investment in the current economic climate.

With Colt ftec:

The company can implement high density activity at any time in just a section of its Colt ftec site. By setting aside and upgrading a set footprint, only a relatively low investment is required. With upgrades taking a fraction of the time to implement a full new data centre and the ability to make required changes outside the IT space, there is no service disruption and the experiment commences with near immediate effect.

2. Merger or acquisition

A media company acquires another in an unforecasted move. Data capacity is a key part of the negotiations, as the purchasing company must absorb the large amount of data currently held by the second business.



The traditional approach:

With a traditional data centre built with the company's individual ten-year capacity projections in mind, there is little space to absorb the newly acquired business's data. The company must either build a new facility or run two data centres concurrently to handle the additional requirement.

With Colt ftec:

Absorption of the new business's data isn't an issue. Capacity within a Colt ftec data centre can be easily increased allowing the compute to be transferred into the single facility.

Colt data centres Pioneering a better way

Colt is one of the biggest users of its own data centres and we're our toughest customer.

Our data centre solutions have grown and evolved from our own requirements and have been tested to our exacting standards over many years of development. It's in our own interests that they are one of the most efficient, flexible and secure data centres available on the market today.

With 15 years' data centre operation and R&D behind us we're now one of the largest and leading providers in Europe with 20 facilities across ten countries. We've invested millions in delivering highly efficient data centres and we're the first operator in Europe to be awarded the Uptime Institute's Management & Operations Stamp of Approval.

We're at the forefront of innovation but we never sit still. Our modular data centres have long set the industry benchmark for flexibility, speed and efficiency but Colt ftec takes this to the next level.

It is our continued commitment to delivering a better way, for ourselves and our customers that has led to its development — and will continue to deliver into the future.

Our facts speak for themselves...

- 20 carrier-neutral data centres across 15 European cities
- 28,000 sq metres of data centre space
- Uptime Institute tier III certification awarded for London sites
- 15 years of data centre design, build and operations
- First data centre provider in Europe to be awarded the M&O stamp of approval for operational excellence

About Colt

Colt is Europe's information delivery platform, enabling its customers to deliver, share, process and store their vital business information.

By bringing together computing and network services, we offer our customers a **smarter**, integrated end-to-end communications experience. Our unique size and scale ensures we are **faster** to deliver uniquely configured solutions using our pan-European assets, systems and processes, so we can go **further** in offering a truly consistent experience across Europe.

Colt provides major organisations, midsize businesses and wholesale customers with a powerful platform that combines data centre infrastructure, IT managed services and expertise in integrated computing and network services. Colt operates a 22-country, 43,000km network that includes metropolitan area networks in 39 major European cities with direct fibre connections into 18,000 buildings and 20 Colt data centres.

Colt Group S.A is listed on the London Stock Exchange (COLT). Information about Colt and its services can be found at www.colt.net

To discuss your future data centre needs please call:

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For full information, please visit **www.colt.net/coltftec** or email: **dcinfo@colt.net**

To explore, please go to **www.youtube.com/ColtTechnology**