

Data Center Advisory

Trusted Advisors to Keep You Connected

What is Colliers Data Center Advisory?

The data center sits at the core of a company's business operations. Whether you need a purpose built single tenant data center or racks in a co-location facility our experts can guide you to the most strategic intersection of technology and real estate. The Colliers Data Center Advisory team services a wide array of both users and operators of data centers with expertise that accelerates success.

What does Colliers Data Center Advisory provide?

We deliver niche expertise with customized solutions, such as: site assessment and cost analysis, lease review and contract negotiations, data center acquisition and disposition services, cloud service and compliance best practices and more.

We apply our market intelligence deep industry knowledge to keep your business operating at its optimal performance. By partnering with Colliers, clients also receive access to our full spectrum of services, including appraisal, lease administration, financing and more. Our teams work cross-functionally with a seamlessness that delivers the enhanced efficiency and consistency of a one-stop service provider or advisor.

How can this support clients in a post COVID-19 world?

The post COVID-19 reality is a digital one. As more of our work, shopping and experiences take place online, businesses need increasingly robust and reliable technology infrastructures. Colliers Data Center

Advisory supports clients as they adjust to this new level of online activity and set up operations that can meet this demand as it grows into the future.

What is the value to our clients?

Our in-house, dedicated team of data center advisors understands the unique challenges of today's dynamic market. Throughout the process, our experts can help you address issues of latency, redundancy, security and storage — helping to create scalable cost efficiencies and higher levels of data security.

As a publicly-traded, global firm, Colliers' expertise is as deep as it is vast - with approximately 15,000 employees in more than 400 offices in 68 countries.

What services does Colliers Data Center Advisory offer?

- **Co-location & Enterprise Tenant Representation:** Applying local market intelligence and financial analysis to identify available opportunities for leasing and co-location
- **Build to Suit:** Delivering key insights for site selection and sourcing specialized, qualified partners for development
- **Dispositions:** Managing the sale of either in place income data centers or vacant data centers
- **Refinancing:** Utilizing Colliers' Capital Markets solutions to source debt for an asset or an entire portfolio
- **Site Selection & Acquisition:** Identifying sites with the crucial attributes for data centers, such as power requirements and entitlements, and advising on acquisition

Awards & Recognition



Forbes

Americas Best Large Employers
Employee Satisfaction



Pensions & Investments

Best Places to Work in Money
Management



Globe St.

2021 Women of Influence



Lipseey

Top Three Brands in
commercial real estate



Mogul

Named to the Top 100 Workplaces for
Diverse Representation in 2021 and
Top 100 Workplaces with the Best D&I
Initiatives lists



The Globe and Mail 2022 Report on Business

Recognized for the second time

About Raul Saavedra

Raul Saavedra is considered a market leader in the data center sector. He leads Colliers Americas data center advisory practice and is based in San Francisco. Prior to his time at Colliers he was the Northern California Data Center practice lead for a leading commercial real estate firm and a Co-Chair for the Data Center Practice Group. Before that he was a Senior Asset Manager for Digital Realty, a leading publicly traded international data center firm, where he ran a portfolio over 30+ properties and had profit and loss responsibility.

Raul is a data center transactional specialist but also focuses time on capital markets in the sector. He has extensive site selection, JV, acquisition, disposition and financing experience.

He has completed over 300MW of transactions.



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Professional Accomplishments

- Three time winner of JLL's Top Gun award which recognizes top performers

[Learn More](#) about Raul Saavedra

[Learn More](#) about Data Centers