

# Colliers Data Center Advisory

## Site Selection + Acquisition

The data center sits at the core of a company's business operations. Finding and securing the right location for such critical technology requires expertise, diligence, and a hands-on approach. Our industry-leading team of data center advisors understands the unique challenges of today's dynamic market and uses a customized approach to help you pinpoint your best options for finding your new data center.

## Empowering Optimal Data Center Location Strategy

### Acquisition/Development

Given Colliers deep pool of experts in each major market, chances are we can help you with both the acquisition and also with the development or redevelopment of the asset.

### Exemptions & Incentives

The exemptions and tax-incentives available for data centers can vary by city, state and region. Our team identifies all applicable opportunities, from permits to renewable energy credits, that can benefit our clients.

### Cost Evaluation

We provide a comprehensive financial analysis for each site during the selection process, so clients have all the key data for making an informed decision.

### Resource Analysis

Assessing the available resources is crucial to a successful data center location strategy. You will receive a breakdown of existing power sources and associated costs, as well as available options for fiber connectivity providers.

### Backed by Research

Colliers' leading team of researchers conducts global surveys and aggregates key market data to help clients determine next steps. For data center site selection, we have access to emerging trends, vacancy and absorption, competitive metrics, mapping features and more.

### Full-Service Partnership

By partnering with Colliers, clients receive access to our full spectrum of services, including appraisal, financing and more. Our teams work cross-functionally with a seamlessness that delivers the enhanced efficiency and consistency.



Leverage Colliers'  
Worldwide  
Network

Professionals

17,000

Total offices\*

400

Countries we operate in

63

NASDAQ: CIGI

\*Includes affiliates

## 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.

### Professional Accomplishments

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



**Raul Saavedra**  
Executive Vice President  
Data Center Advisory  
+1 415 293 6202  
raul.saavedra@colliers.com

[Learn More](#) about Raul Saavedra

[Learn More](#) about Data Centers