



Vantage Data Centers Begins Construction on Second Energy Efficient Santa Clara Data Center; Launches Apollo Innovation Initiative

New Model for Data Center Development Drives Innovations in Data Center Scalability, Efficiency, Customization While Reducing Business Risk and Expense

Santa Clara, Calif., April 19, 2011 – [Vantage Data Centers](#), an innovative wholesale data center operator backed by the largest U.S. technology-based private equity firm, today announced the start of construction on V2 Santa Clara. V2 is the second building housed within the Vantage Santa Clara Campus and will provide data center modules designed to scale the facility from 9 to 18 MWs, allowing customers to immediately request more power without any additional construction, moving of equipment or service disruption. Vantage also announced the Apollo Innovation Initiative, a data center development framework integrating comprehensive design, project development and program management processes led by data center domain-area experts.

The Apollo Initiative allows Vantage to build highly efficient, next-generation data centers at a fraction of the risk and time normally associated with current practices in the data center industry, that deliver quantifiable benefits to business customers. The first Santa Clara data center (V3) commissioned 6MW in less than six months from the start of construction and is a LEED® Platinum candidate. V2, now under construction, leverages design philosophies similar to the recently announced Open Compute Project specifications for mechanical (cooling) delivery, showing a like-minded approach to identifying the most effective means to build with high efficiency components and systems.

“The typical data center operator doesn’t focus primarily on the business needs of the Enterprise IT Units or on creating a means for IT departments to positively contribute to the bottom line,” said Jim Trout, chief executive officer (CEO) of Vantage Data Centers. “Most data centers are built with the mentality of a real estate landlord. At Vantage we see ourselves as a partner helping IT organizations deal with the most expensive investments in its budget. We listened intently to customer needs and launched the industry’s most advanced data center model: a campus of multiple data centers enabling

IT organizations to identify savings, scale to meet corporate needs, and create efficiencies.”

Vantage Data Center’s Apollo Initiative brings together industry experts with advanced resources and technologies to create a powerful set of customizable products and services that will be replicated at Vantage campuses around the world. Benefits include:

- Electrical, mechanical and architectural innovations enable customers to contain costs and secure operating advantages simply not possible at other wholesale or retail data center facilities. Design innovation reduces up-front capital expenditures and reduces risk by delivering a scalable, highly-efficient data center, built from best practice standards.
- V2 provides businesses vertical scalability within each data center module, reducing operating expenses as power densities increase. V2 evidences pre-provisioning for twice the existing power and cooling capacity, alleviating upfront costs while preserving the growth and scale of the facility. Additionally, more than 30 carriers and dark fiber providers are available for optimum connectivity and scalability.
- Advanced cooling and economization technologies leverage multi-stage designs optimized for each geographic location. The approach takes advantage of prevailing resources and benefits (cool, dry air in Santa Clara, California) resulting in a measured 1.20 Power Usage Effectiveness (PUE - the ratio of total power used by a computer data center facility compared to the power delivered to computing equipment). For V3, this translated into savings of more than \$2 million annually in power and cooling costs direct to the customer. Vantage’s V2 building, currently under construction, will reduce power costs by \$6-8 million per year.
- Customers’ short, mid, and long-term requirements can define the data center service needs and the best solution within the campus. Tenants can select from a variety of products exceeding 9+ MW of dedicated power. The Vantage campus also provides customized amenities such as Class A office space, conference rooms, and dedicated storage.

Vantage Pools Together Leading-Edge Technology Partners

Vantage Data Centers’ Apollo Initiative brings together products, systems and dedicated teams from leading-edge technology partners resulting in unmatched innovation. Vantage has selected these partners based on their technology vision leadership and ability to reduce data center operating expenses:

- Fujitsu's PalmSecure™ Biometric Physical Access Control Solution secures all areas of the campus buildings, providing up-to four levels of authentication in a contact-less form factor including the flexibility to eliminate ID cards.
- The Intelligent Building Interface System (IBIS) building management software enables customers to develop a capacity plan and, via the secure/dedicated customer portal, view power/cooling management capacity indicators in real time to determine the efficiency of everything from the campus to the building to the actual data center space.
- Toshiba G9000 UPS units (Uninterrupted Power Supply) provides clean, uninterruptable power, while an efficient, high-modulation/high-air-flow design enables the company achieve its low PUE ratio.

“Creating a highly efficient, scalable, and flexible data center requires an investment existing data centers have been unwilling to make,” said Trout. “Vantage is committed to incorporating the latest technologies and the most energy-efficient and environmentally sound products and practices into our buildings created in the best locations possible. Unlike other wholesale data center providers, we’re able to pass on the benefits of these operating expense reductions to our customers.”

About Vantage Data Centers

Vantage Data Centers is a privately held company focused on the ownership, development, and operation of highly efficient and scalable wholesale data centers. Vantage was created to provide optimal and flexible data-center solutions tailored to the business requirements of the world’s leading companies and service providers. Led by a deeply experienced team of executives, Vantage built a model to exceed the needs of the most important business and IT initiatives for customers requiring a true wholesale datacenter partner. For more information, please visit www.vantagedatacenters.com.

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