

Business Objectives and Priorities

Key Qualitative Considerations	Rating Guide	Rating
Critical Facilities Expertise	1 = Strong critical facilities expertise exists within the company 10 = Little to no critical facilities expertise exists within the company	
Regulatory Requirements	1 = Business requires obscure regulatory compliance issues 10 = Business has no specific regulatory compliance issues	
Life Expectancy	1 = Datacenter will be utilized for > 10 years 10 = Datacenter requirement is temporary	
Deployment Timeframe	1 = Business requirement for deployment is in years 10 = Business requirement for deployment is in weeks	
Company Culture	1 = Strong culture to keep direct control and avoid outsourcing any business function 10 = Company is open to outsourcing business functions	
Comfort with IT Equipment in Shared Space	1 = Datacenter must be in company owned space 10 = Datacenter can be in shared IT space	
IT Accessibility to the Datacenter	1 = IT staff must be located in same facility as datacenter 10 = IT staff can be remote to datacenter	
Comfort with Dependence on Contract Terms	1 = Low degree of comfort with contract dependence 10 = High degree of comfort with contract dependence	
Perceived Size of Capital Investment	1 = Nominal capital expense is not viewed as significant to company 10 = Nominal capital expense is viewed as significant to company	
Cash Flow Model Preference	1 = Comfortable with significant variability in capital expenses 10 = Prefer smooth predictable operating expenses	
	Rating Scale: 1-40 = Design / Build 41-60 = Could go either way 61-100 = Colocation	Total Score