

# BCS

**Your single source for data center facilities management**



# EXPERIENCE THE BCS (FM) DIFFERENCE

Data center owners must make more operational and IT decisions than ever. From real estate asset management to staffing to compliance, the choices made can have significant impact on the resiliency and total cost of ownership of their businesses. These decisions should not be made in silos.

BCS (FM) is an independent provider of enterprise-level, integrated facility management solutions specific to the data center. We understand the breadth and scope of issues related to mission critical environments and provide solutions that mitigate inherent risks. Our entire team has experience in the data center world: operations, real estate and information technology. This expertise led to our proactive, integrated model.

## Singular Focus

Mission critical facility management is all we do. Our leadership team and staff apply their years of real-world data center experience to each BCS (FM) customer.

## Why We're Different:

- Independent – no competing real estate interests
- Single source for FM, IT and Security solutions
- 80% self-performance
- Guaranteed client savings of 20%
- Uptime Institute M&O Certification

## BCS (FM) Model

- Efficient
- Reliable
- Scalable

# BCS **FM**



**FACILITY  
SERVICES**



**IT  
SERVICES**



**PHYSICAL  
SECURITY**



## Innovative Facility Management

BCS (FM) bridges the gap between data center Facility and IT departments and streamlines costs by eliminating the need for multiple vendors.

With our single source approach and self-performance of 80% self-performance standard, BCS (FM) has consistently helped our clients reduce outsourcing costs by 20% and achieve 99.999% uptime.

Our 7x24 FM staffing includes:

- Facility Operators (mechanical, electrical, plumbing)
- IT Operators (rack, stack, cable, remote hands)
- Physical Security (manned site, security & compliance guidance)

BCS (FM)'s facilities managers and technicians go through site-specific training using 3D mapping technology. We gather data from your data center, create a site-specific training program, and administer it to our teams. With this knowledge, our teams can address problems proactively and react to them quickly, reducing downtime. Instead of calling in another vendor to correct a problem our staff is armed with the knowledge to understand, operate, maintain and repair your data center's critical infrastructure.



BCS (FM) is committed to providing best in class service and solutions to our clientele. We have partnered with Uptime Institute to include M&O Certification for any critical facility under our management.



# ADDITIONAL SERVICES

## Data Center Sales & Marketing

BCS (FM)'s Sales & Marketing as a Service (SMaaS) model provides a dedicated sales person or team assigned to your site to sell space, power, technology in accordance with your business plan.

Enterprise, Colocation and Cloud data center owners with unused space who want to maximize revenue can benefit from our SMaaS team's professional expertise and quantifiable sales results.

- Centralized Marketing Team
- Client-set Sales Goals & Objectives
- Acquisition & Disposition
- Service Level Agreement Negotiation
- Contract Negotiation
- Lease Structuring & Transaction Management
- Sale Leaseback or Partial Leaseback
- Tracking, Reporting, Quota(s), Results

## FM Training

The data center landscape has changed very quickly over the past 10 years and is continuing to evolve due to advancements in technology and increasing customer demand. One thing every data center leader understands is the lack of qualified staff to fulfill the growing demand of the data center space.

This combination of reduced margin stacking, less downtime and 80% self-performance can lead to up to a 20% reduction in operational expenditure.

## FM Consulting

There are a lot of things to think about when entering the data center market, building a new data center, or repurposing an existing structure. How the data center will operate is often overlooked during the design/build process, leaving the data center owner and potentially the operator scrambling to identify operational cost savings.

BCS (FM) ensures that the lifecycle of the data center is considered early in the design/build process so that the ongoing computing and non-

computing requirements and costs are addressed. This will, in turn, allow the data center to run as efficiently as possible from the go-live date—optimizing TCO.

FM Consulting services include:

- **FM Operational Consulting** (design/build/commissioning)
- **FM Peer Reviews** (independent review of insource/outsource operations, Gap analysis and recommendations, peer selection/negotiation)
- **FM Security & Compliance** (review of security & compliance procedures with Gap analysis and recommendations)

## *Not ready to outsource your facility management?*

BCS FM can evaluate and train your staff to excel.

Data centers are an integral part, if not the most important part, of a business operation. Would you go to a family doctor or a specialist for heart surgery?

Let BCS (FM) provide data center specific solutions for the heartbeat of your business.



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