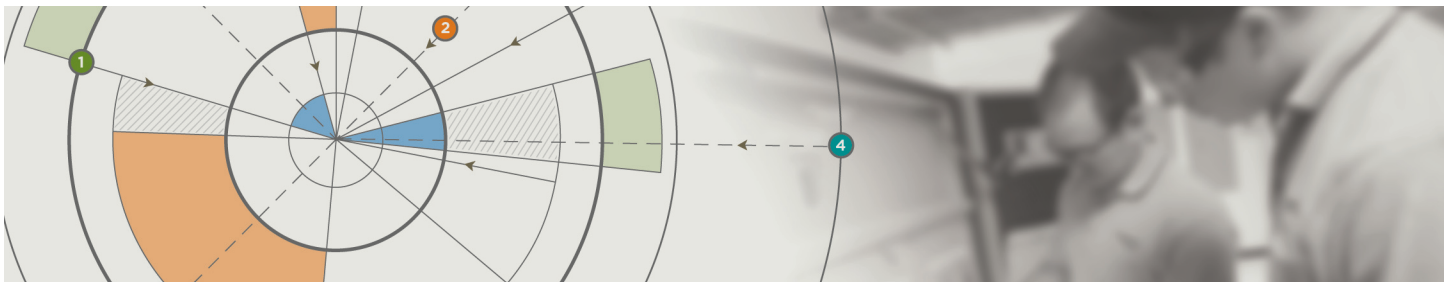


**Let's start the conversation.**

How can I reduce data center cost and complexity while improving service?

How can I build the case to my CFO for consolidating data centers?

## Data Center Consolidation



**We listen. We listen. We listen.**

**We ask the right questions.**

- Experience has taught us to look at your business broadly and then dive deep into each area.
- Unlike others, we can. Years and years in the data center give us the insight to help you think of things you may not have considered yet, like different levels of compliance, security issues or planning for business continuity.

**We work with you every step of the way.**

**We communicate constantly.**

- We kick off projects through work sessions with cross-functional teams so each group within your organization is represented.
- We believe you should know the goals, status and progress at any point in the process – and be able to articulate the business benefit clearly.

**We develop and follow a game plan.**

**Reasoning guides our every move.**

- We take into account the impact to your business for taking – or not taking – certain actions – like migrating work all at once or instead using a phased approach because of the business risk.

**The Challenge.**

While data centers share common attributes, every business is unique. This is your data center, your business. We work to understand your business strategy and needs, and help you map a solution to achieve your data center goals. We document all the relationships between the technology, infrastructure and the supported business operations.

**We know data centers.**

That's been our focus for more than 45 years. We implement best practices in more than 1,000 data centers each year. What's more, we understand not only the physical aspect of electrical and mechanical requirements, we understand the technology side, too. We know about everything that goes on under that roof.

We believe you can gain the best return on your investment with us. We also believe working together, as a team, can make all the difference.

## Why Bick?

**Speed and independence are key.****We move quickly so you gain value faster.**

- We're not tied to specific hardware or software platforms nor large corporate overheads.
- We're nimble and focused: Data centers are what we do. With more than 200 data centers under ongoing management contracts, we know what makes data centers work best.

**You can achieve your goals.****Business can be tough. Working together doesn't have to be.**

- We can help you accomplish your business goals through improved performance in your data center while enjoying the work.
- We believe in speaking honestly, directly and often. We are accountable for every service we provide.

**Experience matters.****Decades of combined data center management experience.**

- From punch cards to mainframes to distributed systems to virtualization, we've seen all the major paradigms and managed through them.
- We are also "cradle-to-cradle" which means we understand capacity planning through design and build to migrations to decommission.

**What we do.**

*We know data centers. We also know how to maximize ROI.*

**OPTIMIZE**

Energy Efficiency  
Facility Analysis –  
Health Check  
Capacity Planning

**TRANSFORM**

IT Strategy  
→ Consolidation  
Migration  
Design-Build

**SUSTAIN**

Managed Maintenance  
On Demand

Let us help you do more with the data center investments you've already made as well as those you may be considering.

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