Overview

- Headquarters: Carrollton, TX
- 25 high performance data centers worldwide
- Servicing 9 of top 20 Global Fortune companies
- Providing over 1 million sq. ft. of raised white floor space
- Recent IPO, now trading on the NASDAQ
- 270 Employees
- Carrier Neutral

Services Sold

- Colocation – space, power, cooling
- Internet Exchange

Elevator Pitch

CyrusOne provides data center facilities that protect and ensure the continued operation of IT infrastructure for over 500 customers. We design, build, and operate facilities globally that give customers the flexibility and scale to perfectly match their specific growth needs. CyrusOne specializes in highly reliable enterprise data center facilities with the highest power redundancy (2N architecture) and power-density infrastructure available on the market today.

Key Differentiators

Providing custom-tailored solutions based on customer specifications, from high performance computing (HPC) high density applications with a proven track record among the world's largest organizations

Flexible Design

- Scalable, customized solution to match the speed and growth of your business
- Large scale deployment with Massively Modular™ data center engineering
- Redundancy tailored to the rack level (2N or 1N)

High Reliability

- High degree of resiliency with no single point of failure
- 100% Uptime Service Level Agreements (SLA)
- Fully certified with SSAE16, TIA 942 Tier 4, HIPAA, PCI-DSS

Personalized Service

- Consultative/Engineering design and service through design, installation, management, and reporting
- Designed and managed by CyrusOne to highest industry standards
- Excellent customer service delivered by experienced CyrusOne employees, not outsourced contractors

CyrusOne
Enterprise-Class Global Colocation Solutions Provider

Full Transparency

- Openness in communications, management, billing, and service delivery without surprises or hidden fees.
- Industry best practices followed to provide self-service, reporting, and overall management to ensure SLA compliance
- Advanced reporting metrics and results sharing

Ideal Customer Profile

- High density
- Critical requirements for high availability
- Fortune 1000 enterprises

Qualifying and technical questions

- Where do you have your IT located today? Are you currently outsourcing?
- How many facilities do you have in your long-term data center strategy? Are you consolidating or expanding?
- What kind of space requirements do you have (cabinet, rack pod, etc.)?
- How much operational downtown have you experienced in the last few years?
- What are your power requirements and how dense is your space going to be? Are you able to achieve the power densities you need for the next wave of technology?

Objection	Rebuttal
I've never been to a CyrusOne facility, but it looks too expensive for me.	• CyrusOne builds very robust, enterprise-class colocation facilities. Because of the Massively Modular™ construction philosophy, we are able to build efficiently with a low cost of capital • The distributed design of our power systems allow customers to achieve economies of scale that they would most often not be able to achieve on their own • Leveraging CyrusOne can save customers millions of dollars allow customers to reinvest into their core business practices instead of data center construction and operations
Sure, CyrusOne...they are in Texas, right?	• CyrusOne was born in Houston in 2001 • Since then, CyrusOne has expanded in a large scale • 13 facilities in the state of Texas • 9 facilities across the Midwest, from Chicago to Cincinnati and Kentucky • 1 facility in Phoenix, 1 facility in London, and 1 facility in Singapore • Building a facility on the East Coast