



GRUBB & ELLIS
From Insight to Results

Grubb & Ellis National Data Center Group
Integrated Real Estate Solutions
for the Data Center Industry



Grubb & Ellis

National Data Center Group



Research shows 50 percent of existing data center space in the United States is obsolete, of which 80 percent predates the dot.com era.

Fact: Before 2012, 32 percent of all data center leases expire in the United States.

Fact: Demand for data center space is three times higher than supply.

Real estate users and investors interested in data centers understand the benefits of working with an expert.

Knowledge is power. Grubb & Ellis' National Data Center Group takes the guesswork out of searching for and optimizing data center space for investors, developers and tenants. With so little technology space available and such fierce competition, our senior-level IT-trained professionals are leading the initiative to improve the balance of supply and demand – owned, leased and build-to-suit.

The National Data Center Group's professionals, supported by a highly respected research department, have an unparalleled, in-depth understanding of local, national and international markets, the industry's rapidly changing technology and clients' needs. The result is customized, forward-thinking strategies for power and

data for day-to-day needs and disaster recovery. The group consists of brokerage sales professionals, corporate real estate account executives, investment bankers, property managers, electrical engineers and construction managers – a self-contained, cross-section all of whom who can communicate and connect with tech executives at all levels.

Your markets of choice for data center locations are our markets. The National Data Center Group has built-in resources to meet you in your market through Grubb & Ellis' network of approximately 130 corporate-owned and affiliate offices worldwide.

Data Center and Real Estate Integration:

Mission-Critical Connectivity

Through innovation, creativity and time-honored expertise, Grubb & Ellis offers strategic counsel and a full range of services to help clients create value from their real estate.

The National Data Center Group's mission is simple: provide reliable, cost-effective and secure data center space and the assurance of 24/7 connectivity for continuous day-to-day operations. Achieving this mission requires a senior experienced team with local market knowledge, a collective force to create solutions for developers, investors and tenants alike.

Financial Analysis

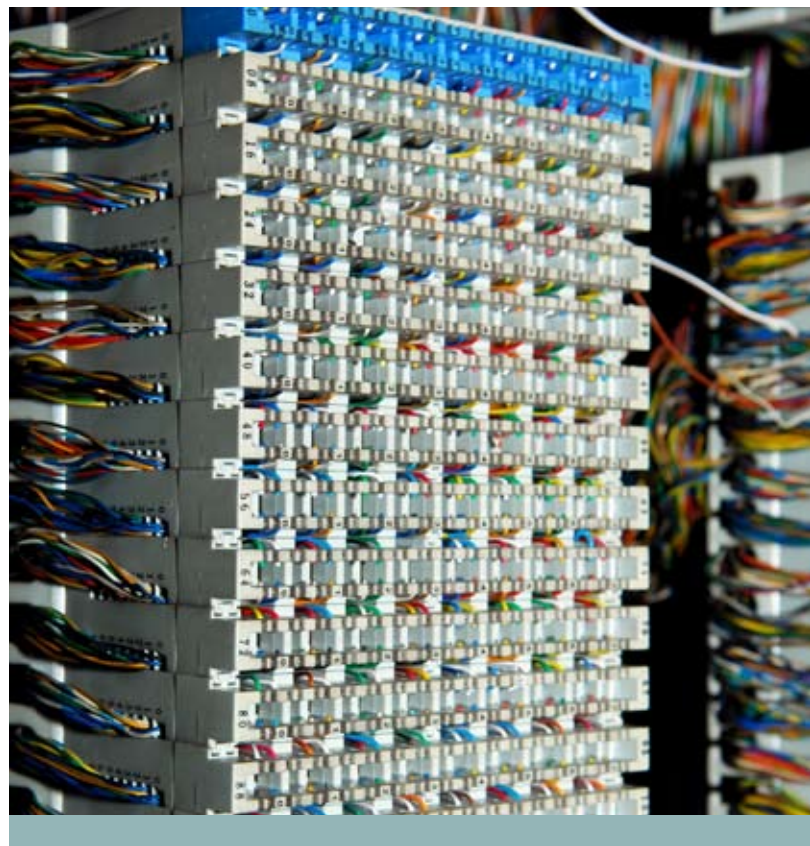
The National Data Center Group is as cost-conscious as its clients, developing outcomes to match budgets and needs for kilowatt-hours and data center space. Whether it's stand-alone data centers, co-location sites or wholesale pods, our professionals' expertise ensures efficient solutions for owned and leased real estate. Educated evaluations of power sources and fiber optic locations, cost per cabinet or kw per cabinet, business and economic incentives and project financing provide solid foundations to quantify business benefits for all data center decisions.

Data Center Facilitators

A high-value data center is more than bricks and mortar. Its value is measured not only in its connection to the power grid, number of nearby substations and environmental impact, but its longevity as favored real estate for investors and tenants. The Grubb & Ellis site selection process empowers clients for the long term by addressing real estate and non-real estate issues up front, including personal property taxes on servers, the federal carbon tax, potential natural disasters and other tax implications that impact the bottom line.

Technology Experts

Grubb & Ellis' National Data Center Group speaks the same language as our clients' technology departments, utility providers and architects of physical and infrastructure space. Our professionals are IT industry-trained and knowledgeable – ensuring we effectively communicate your needs and clearly understand your goals.



National Data Group Solution:

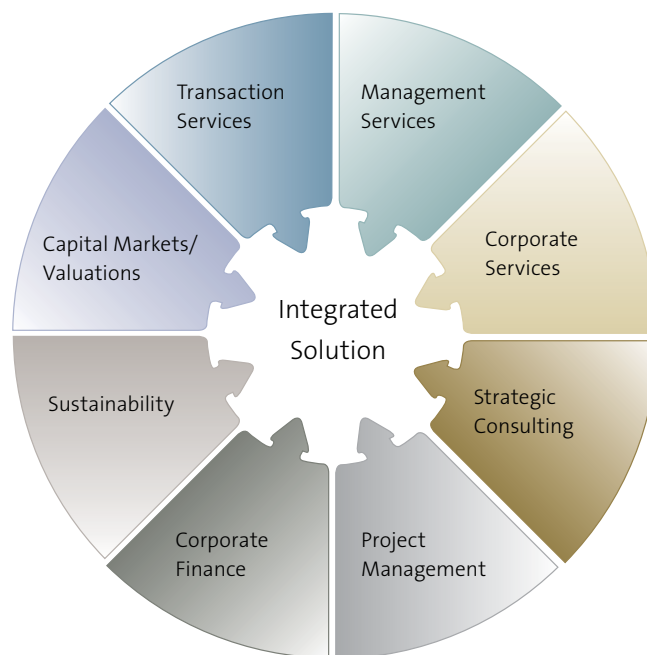
The Grubb & Ellis Difference

At Grubb & Ellis, we measure our success by the service we provide our clients.

It's a 24/7 world, where staying connected is no longer an option, it's a requirement. The Grubb & Ellis National Data Center Group understands business success hinges on reliability, security and connectivity. We have a full-service team of professionals in local markets to effectively bridge data center gaps for investors, developers and tenants.

Because we work in your markets and bring the necessary expertise to each assignment, we create irreplaceable upside for value in either owned or leased real estate assets. Customized roadmaps fulfill technology objectives for present and next-generation business needs while economic incentives, in-depth analysis and effective communication with industry professionals are our building blocks for Tier 1 to Tier IV solutions, reliability, security and Five Nines availability. Our power to produce lies in our knowledge and experience and our ability to generate solutions for mission-critical space – uninterrupted, secure and state of the art.

Grubb & Ellis Real Estate Services Capabilities



Grubb & Ellis Practice Groups

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| <ul style="list-style-type: none">• Call Centers• China Practice Group• Clean Energy• Corporate Finance• Cost Segregation• National Data Centers• Financial Services Asset Management• Food & Cold Storage• Global Logistics• Government Services• Healthcare• Hotel, Golf & Leisure• Institutional Capital Markets• Institutional Capital Markets Multifamily• Land• Law Firms• Life Sciences | <ul style="list-style-type: none">• Major Industrial Properties• Manufactured Housing Communities & RV Park Communities• Office Agency• Portfolio Restructure Group, Chapter 11 Consulting• Private Capital Markets• Private Capital Markets Multifamily• Petroleum• Retail Agency• Retail Tenant Occupier• Self Storage• Senior Housing• Technology• Tenant Advisory Group• Tenant Advisory Group Industrial• Universities & Public Institutions |
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Why Grubb & Ellis?

Clients of Grubb & Ellis' national data center group have access to one of the most powerful real estate services and investment platforms in the industry.

Expansive Footprint

Grubb & Ellis has offices in most major markets, and many secondary and tertiary markets, throughout the country, which means that we can help our clients no matter where they have a real estate need.

Proven Track Record

Grubb & Ellis strives to be the employer of choice in the market, attracting and retaining respected industry experts to its ranks. Clients, too, are loyal to Grubb & Ellis and many have been working with us for more than a decade – a partnership born on trust and sustained by results.

Integrated Service Delivery

The company's business lines work together to deliver the most comprehensive real estate solutions. It is this approach that forms the basis for long-term relationships rather than simply one-off transactions.

Sophisticated Marketing Approach

When the time comes to sell an asset, our professionals will combine local market expertise, industry data and their years of industry-specific experience to help clients achieve the greatest return on investment.

Market Intelligence

With a reputation for some of the industry's best research and analyses, Grubb & Ellis is dedicated to delivering timely market knowledge that clients can use to make informed real estate decisions.

Commitment to Sustainability

We recognize the importance of treating the environment with care in all that we do. To this end, Grubb & Ellis recommends to its clients sustainable building alternatives, build-out strategies and operations to help them save money and extend their culture in an environmentally responsible manner.

U.S. Office Locations



About Grubb & Ellis Company

Named to The Global Outsourcing 100™ in 2009 by the International Association of Outsourcing Professionals™, Grubb & Ellis Company (NYSE: GBE) is one of the largest and most respected commercial real estate services and investment companies in the world. Our 6,000 professionals in more than 130 company-owned and affiliate offices draw from a unique platform of real estate services, practice groups and investment products to deliver comprehensive, integrated solutions to real estate owners, tenants and investors. The firm's transaction, management, consulting and investment services are supported by highly regarded proprietary market research and extensive local expertise. Through its investment subsidiaries, the company is a leading sponsor of real estate investment programs that provide individuals and institutions the opportunity to invest in a broad range of real estate investment vehicles, including public non-traded real estate investment trusts (REITs), tenant-in-common (TIC) investments suitable for tax-deferred 1031 exchanges, mutual funds and other real estate investment funds.

For more information, visit www.grubb-ellis.com/datacenters

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