



## Introduction to Bruce Shaw Data Centres

March - 2015



# Introduction to Bruce Shaw

## What we do...

- Project Management
- Contract Management
- Project Controls
- Schedule Management
- Change Management
- Procurement
- Project Audits
- Benchmarking – “Real World Pricing” - Other Industries

## Who we are

Bruce Shaw is an internationally-acclaimed group of 440+ construction professionals.

We provide the highest standards of Project & Cost Management together with other general consultancy to the global construction industry.

We currently work for Clients in 150 cities in over 40 countries.

Major Offices in Ireland, UK, Europe, Middle East, Asia, Australia & USA

**Global Expertise, Local Knowledge**

# Global Construction Consultants

- **Office Locations**

22 Global Offices throughout Ireland, UK, Europe, the GCC, Europe, USA & Asia Pacific

- **Project Locations**

150 cities in over 40 countries

## Organisation ....



**440# professionals at March 15**  
**1050# available with JV's [India & China]**

# Key Clients



# Across the Sectors

## Hospitality

**+10,000 Keys  
Worldwide**



**Hilton Barbados**  
550 Beds



**U2's Clarence**  
300 Beds



**Park Hotel – Singapore**  
330 Beds

## Retail

**+30m sq.ft.  
Fit-Out**



**Penneys / Primark**  
Throughout Europe



**Park Lake Plaza**  
Bucharest, Romania



**Capital One**  
Throughout USA

## Commercial

**+40m sq.ft.  
Shell & Core**



**Mobily HQ**  
GCC



**JP Morgan**  
UK



**Digicel HQ,**  
Jamaica

## Healthcare

**+10,000 Beds**



**Mater & Children's  
Hospital**



**Acute Hospital,**  
UK



**SFMC**  
GCC

## Data Centers

**+3m sq.ft.  
White Space**



**Microsoft**  
USA/EMEA/APAC



**Digital Realty**  
APAC/EMEA/USA



**HP**  
APAC / EMEA

## Education

**World Class  
Facilities**



**CIT**  
Tourism & Catering



**KACST**  
Saudi Arabia



**UCD**  
Science Facilities

## Life Sciences

**Manufacturing  
& Support**



**Amgen**  
EMEA



**AstraZeneca**  
APAC

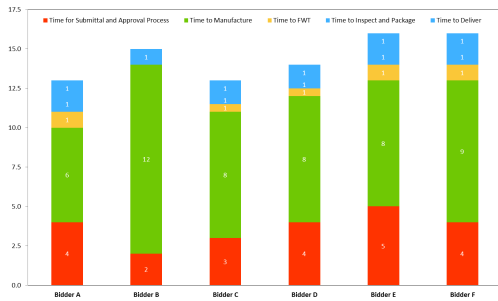


**J&J**  
EMEA

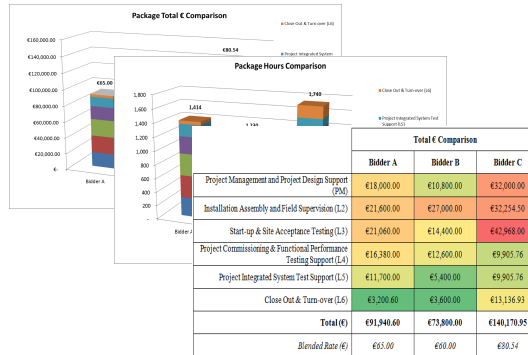


# Trends in the DC Market

Package TTM Comparison



Package Total € Comparison



| Package - Qualitative                 |                |               |               |               |               |               |               |
|---------------------------------------|----------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Category                              | Weighting      | Bidder A      | Bidder B      | Bidder C      | Bidder D      | Bidder E      | Bidder F      |
| Technical                             | 30.00%         | 18.17%        | 18.00%        | 19.50%        | 22.50%        | 17.67%        | 10.17%        |
| Delivery & Execution - Level 1, 2 & 3 | 25.00%         | 5.83%         | 21.67%        | 19.17%        | 17.50%        | 15.83%        | 5.42%         |
| Commissioning - Level 4 & 5           | 15.00%         | 9.75%         | 12.75%        | 9.25%         | 8.00%         | 8.75%         | 8.75%         |
| Operations                            | 20.00%         | 12.00%        | 15.33%        | 11.00%        | 13.33%        | 12.67%        | 10.00%        |
| Procurement                           | 10.00%         | 2.52%         | 7.42%         | 2.17%         | 2.17%         | 6.67%         | 6.25%         |
| <b>Total Score</b>                    | <b>100.00%</b> | <b>48.67%</b> | <b>75.17%</b> | <b>66.68%</b> | <b>68.50%</b> | <b>61.58%</b> | <b>35.83%</b> |
| <b>Rank</b>                           |                | <b>5</b>      | <b>1</b>      | <b>3</b>      | <b>2</b>      | <b>4</b>      | <b>6</b>      |

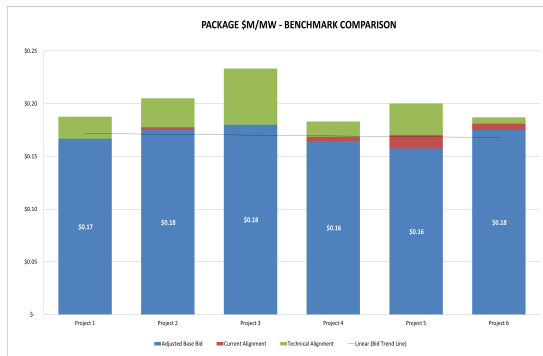
  

| Package - Capital Cost |           |           |             |            |             |            |             |
|------------------------|-----------|-----------|-------------|------------|-------------|------------|-------------|
| Supplier               | Weighting | Bidder A  | Bidder B    | Bidder C   | Bidder D    | Bidder E   | Bidder F    |
| Bottom Line Cost       | 50%       |           | €8,900,000  | €9,000,000 | €11,500,000 | €9,000,000 | €12,000,000 |
| <b>Total Score</b>     |           | <b>0%</b> | <b>100%</b> | <b>90%</b> | <b>77%</b>  | <b>99%</b> | <b>74%</b>  |
| <b>Commercial Rank</b> |           | <b>6</b>  | <b>1</b>    | <b>3</b>   | <b>4</b>    | <b>2</b>   | <b>5</b>    |

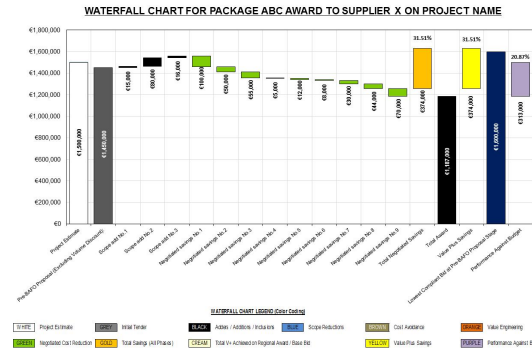
| Value Ranking Summary                 |          |          |          |          |          |          |
|---------------------------------------|----------|----------|----------|----------|----------|----------|
| Supplier                              | Bidder A | Bidder B | Bidder C | Bidder D | Bidder E | Bidder F |
| Capital Cost Only - One (1) Project   | 6        | 1        | 3        | 4        | 2        | 5        |
| TCO Cost - One (1) Project            | 6        | 1        | 2        | 3        | 4        | 5        |
| Capital Cost Only - Two (2) Projects  | 6        | 1        | 3        | 4        | 2        | 5        |
| TCO Cost - Two (2) Projects           | 6        | 1        | 2        | 3        | 4        | 5        |
| Capital Cost Only - Four (4) Projects | 6        | 1        | 3        | 4        | 2        | 5        |
| TCO Cost - Four (4) Projects          | 6        | 1        | 2        | 3        | 4        | 5        |
| Capital Cost Only - Ten (10) Projects | 6        | 1        | 3        | 4        | 2        | 5        |
| TCO Cost - Ten (10) Projects          | 6        | 1        | 3        | 2        | 4        | 5        |

## Detailed Benchmarking per trade



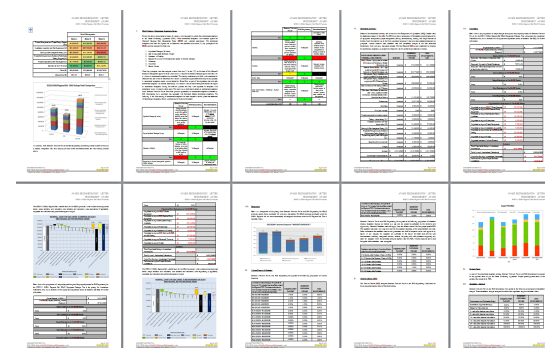
## GEO Sector Benchmark Comparisons

## Site Selection



## Value Plus throughout a program

## Market Intelligence



## Audit Compliance