



3660 TECHNOLOGY DRIVE

MINNEAPOLIS, MINNESOTA

DATA CENTER LEASING OPPORTUNITY

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DISCLAIMER



EXECUTIVE SUMMARY

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DATA CENTER LEASE OFFERING

Colliers International | Minneapolis-St. Paul (“Colliers”) is pleased to present the data center leasing solutions at 3660 Technology Drive (the “Property”) to prospective tenants. This premier mission critical facility offers highly robust, secure and connected turn-key data center lease options in a strategic and private northeast Minneapolis location. This speed to occupancy opportunity allows a company the ability to execute a mission critical tenancy plan in an environment that is professionally managed by OATI, the Property’s onsite enterprise data center landlord.

PROPERTY HIGHLIGHTS

- › 110,000 total square foot world-class data center and office building
- › Built in 1985, with a full renovation, including ground-up Data Center build in 2010
- › Corporate headquarters of OATI, staffed by IT, facilities, reception, administration, and other support personnel
- › Active tenancy and management by OATI
- › Strategic location and connectivity
- › Multiple data center lease options, including for example:
 - Managed rack space
 - Dedicated racks in shared room space with escorted access
 - Dedicated room with exclusive, un-escorted 24/7 access

BUILDING HISTORY

The 110,000 square foot data center and office building located in northeast Minneapolis serves as OATI’s headquarters and was originally built in 1985. The property was previously owned by the Honeywell Corporation until OATI acquired the property in 2009. Upon acquiring the property, OATI transformed it into a world-class data center and office capable of supporting approximately 500 employees. OATI is a Minnesota-based corporation providing Software as a Service (SaaS) solutions to the North American energy industry. OATI’s broad client base spreads across North America, from Mexico City through the lower provinces of Canada. As part of its broad client base, OATI is the trusted host of major North American utilities for such offerings and services as compliance monitoring, energy trading and risk management, resource and variable generation management, as well as environmental compliance data collection and reporting.

OATI is offering a portion of its data center capacity to discerning lessees in need of the enhanced reliability, robustness, and security OATI can provide.





THE PROPERTY

PHYSICAL DESCRIPTION



> BUILDING ADDRESS

3660 Technology Drive
Minneapolis, MN 55418

> YEAR BUILT

Built in 1985 with a full renovation, including ground-up Data Center build, in 2010

> BUILDING HISTORY

- Built in 1985 for Honeywell Corporation
- 2009 acquired by OATI from Honeywell Corporation
- Transformed into a world-class data center and office capable of supporting approximately 500 employees

> LOCATION

3660 Technology Drive is located just east of St. Anthony Parkway and south of 37th Avenue NE in northeast Minneapolis.

> AVAILABLE SPACE FOR LEASE

- Available Space A - 5,500 sq ft - Up to 1.5MW
- Available Space C - 1,800 sq ft - Up to 330KW

> PROPERTY HIGHLIGHTS

- DC raised floor is 24"
- All cabling in overhead racks
- Console/Monitoring Room Technicians
- Staging Area/Test Lab access
- 24-hour monitoring of electrical and mechanical systems
- Data Center Operations reporting
- DR office space available

> PARKING

Secured surface lot with perimeter fence, video surveillance, and card access. Approximately 446 space capacity.

> LOADING DOCKS

One (1) dock, two (2) overhead doors, including a leveling plate

> GENERATORS

Three (3) generators for critical back-up power and two (2) more for building power

> INFRASTRUCTURE

- 400v 3-phase, 230v single-phase
- Populated cabinet power ~5-6KW per cabinet (system designed to handle up to 10KW per cabinet)
- Tri-Redundant critical power design redundancy, 2N cooling redundancy

> UTILITIES

- Three (3) feeds from two (2) separate distribution feeders
- Utility providers:
 - Electric - Xcel Energy
 - Water - Minneapolis Water Department
 - Gas - CenterPoint Energy

> CARRIERS/FIBER PROVIDERS

- Verizon Business
- CenturyLink
- Level3
- XO Communications

> COMPLIANCE CERTIFICATIONS

- SSAE16/ISAE3402
- NERC CIP (Critical Infrastructure Protection)
- NIST SP 800-53
- NAESB WEQ-012
- WebTrust

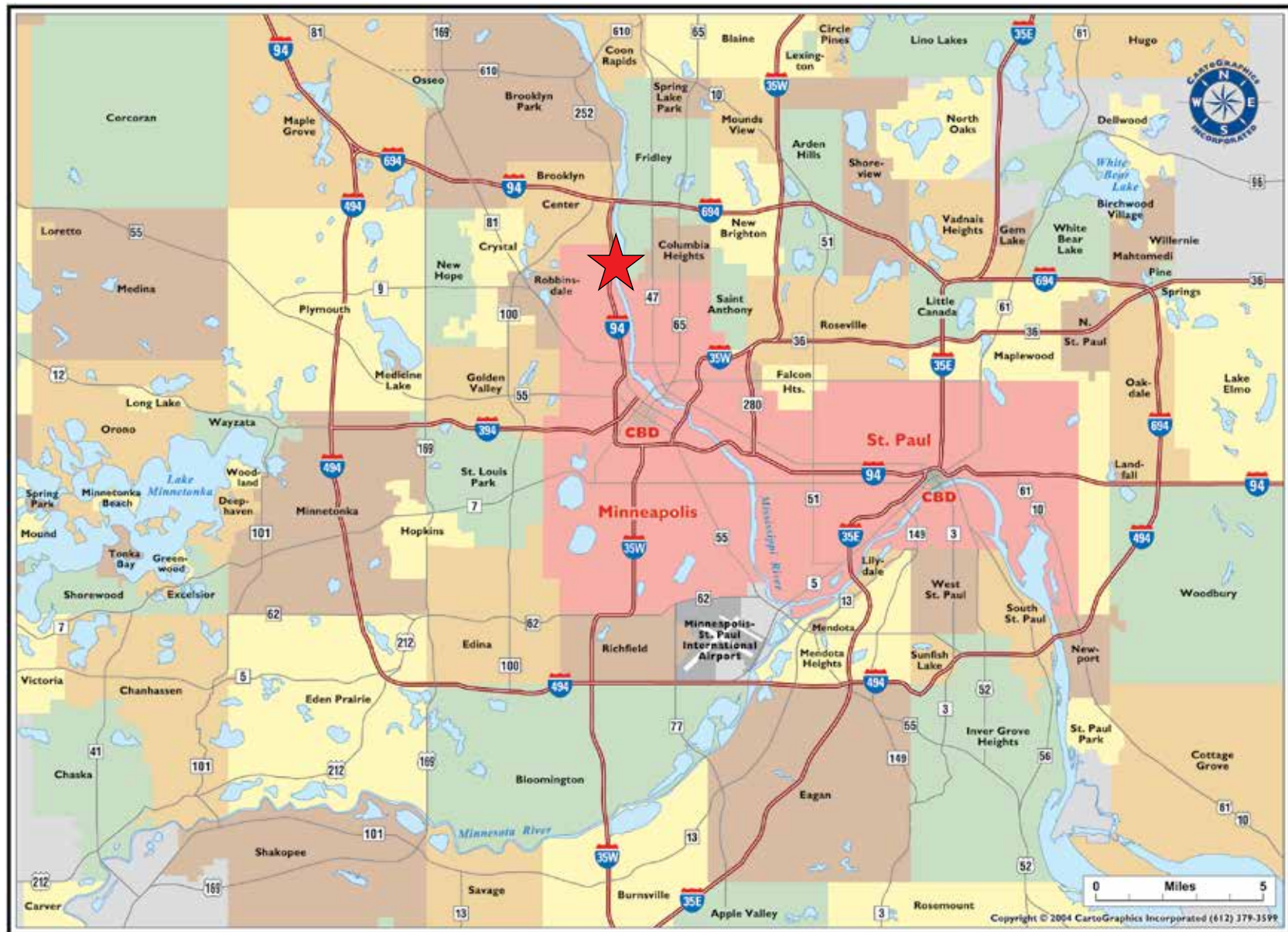
PROPERTY AERIAL



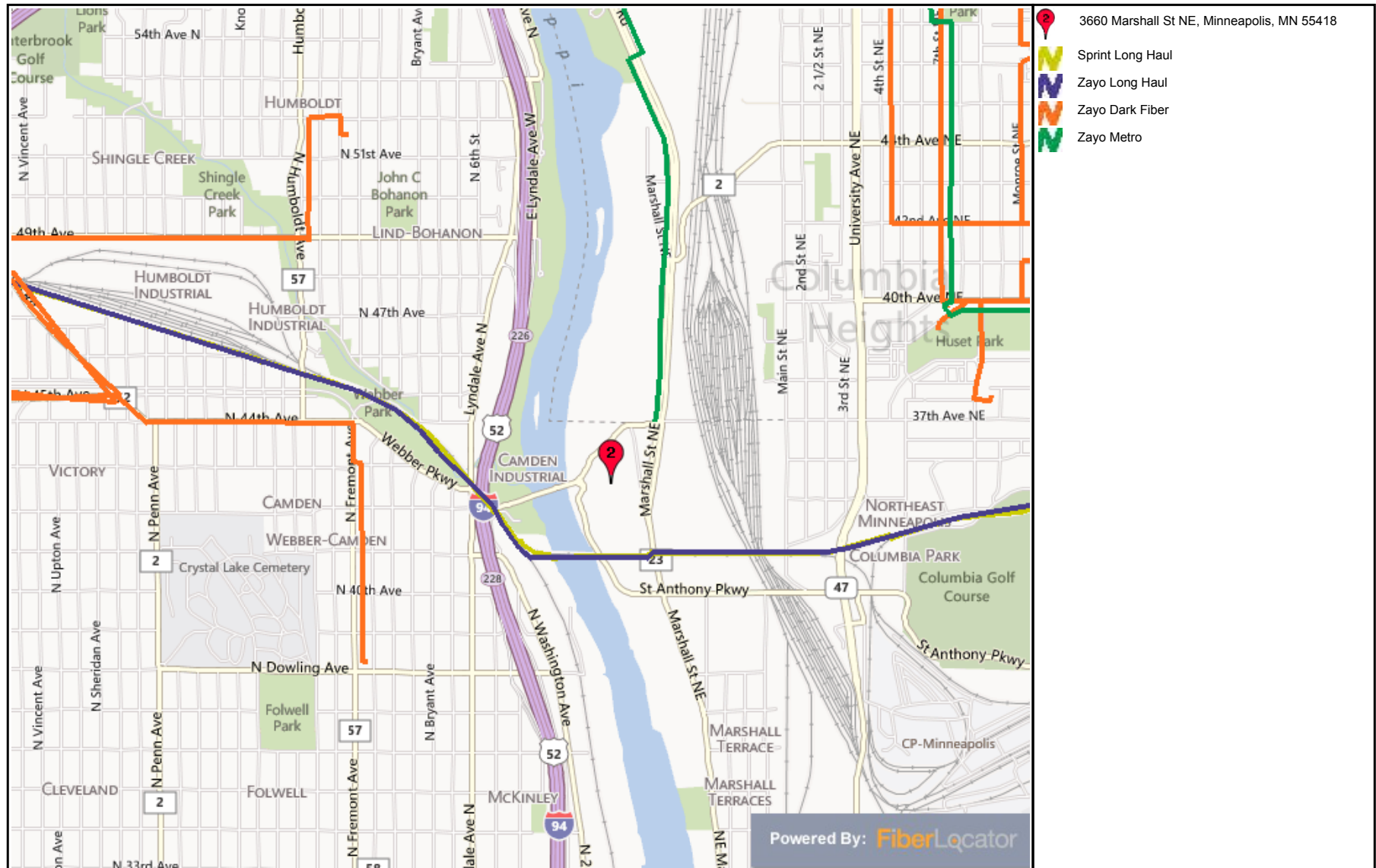
PROPERTY AERIAL



AREA MAP



FIBER MAP



BUILDING PHOTOGRAPHS





MARKET OVERVIEW

MSP DATA CENTER MARKET OVERVIEW

The Minneapolis multi-tenant data center (MTDC) market has emerged as an established third party provider's market. Newer and refreshed inventories with multiple providers have given both in and out of market users solid options for outsourcing enterprise requirements.

Local users are finding providers with dedicated infrastructure wholesale, pure play collocation and variations of managed service and cloud offerings from no less than 14 service providers.

National users now consider the Minneapolis market for a viable disaster recovery site, mid-continent production site or strategic edge location for cloud service expansion or content delivery requirements.

All users are finding a climate that has competitive pricing, low cost of power, compelling tax incentives and is generally easy to do business with in comparison to other major markets.

While approximately 20mW of additional critical power is planned from current providers, we see more absorption of existing inventory before more capacity comes on line. Additional 'shadow' space providers such as experienced enterprise operators are also factor in the availability mix. However, with multiple Requests for Proposals (RFPs) in the market for 2mW+ requirements, additional providers may still construct a BTS solutions and add to the overall size of market inventory.

Trends Driving the Market

Outsourcing: IT cost and complexity issues are driving enterprises to tap more resources outside of their own data center to meet business needs.

Shadow IT: Cloud adoption is putting pressure on IT leadership to provide rapid solutions and corral deployments by other company departments.

Edge Data Centers: Increased capacity, lower latency and local relevancy are driving development of smaller local data centers to connect content and apps to users faster.

Hybrid Deployments: Users are allocating workloads and apps in public clouds and with third party providers that can offer the spectrum of services under flexible yet financially predictable contracts.

More users are getting out of the data center business: Refresh cycles, data security compliance and the cost of operating mission critical facilities keep corporations assessing their strategic investments and core IT competencies.

Growth in the Internet of Things (IoT): The number of connected devices is expected to exceed 50 billion by 2020, up from 18.2 billion in 2016.

The Enterprise Data Center Still Lives, For Now...



83%

of enterprises surveyed in North America still rely on their own data center



only 17%

rely solely on cloud service providers or colocation providers



49%

reported using both their own infrastructure and third parties (cloud or colocation providers), indicating a "hybrid cloud world"



18%

of survey respondents expect to build a data center in the next two years



When enterprises run out of capacity, **62%** said they would consider their IT infrastructure to accommodate growth, and **41%** said they'd use an IaaS, SaaS, or PaaS provider. **Thirty-five percent** said they'd rent space at a colocation provider



nearly 37%

of organizations that are increasing their spending are upgrading or retrofitting existing facilities



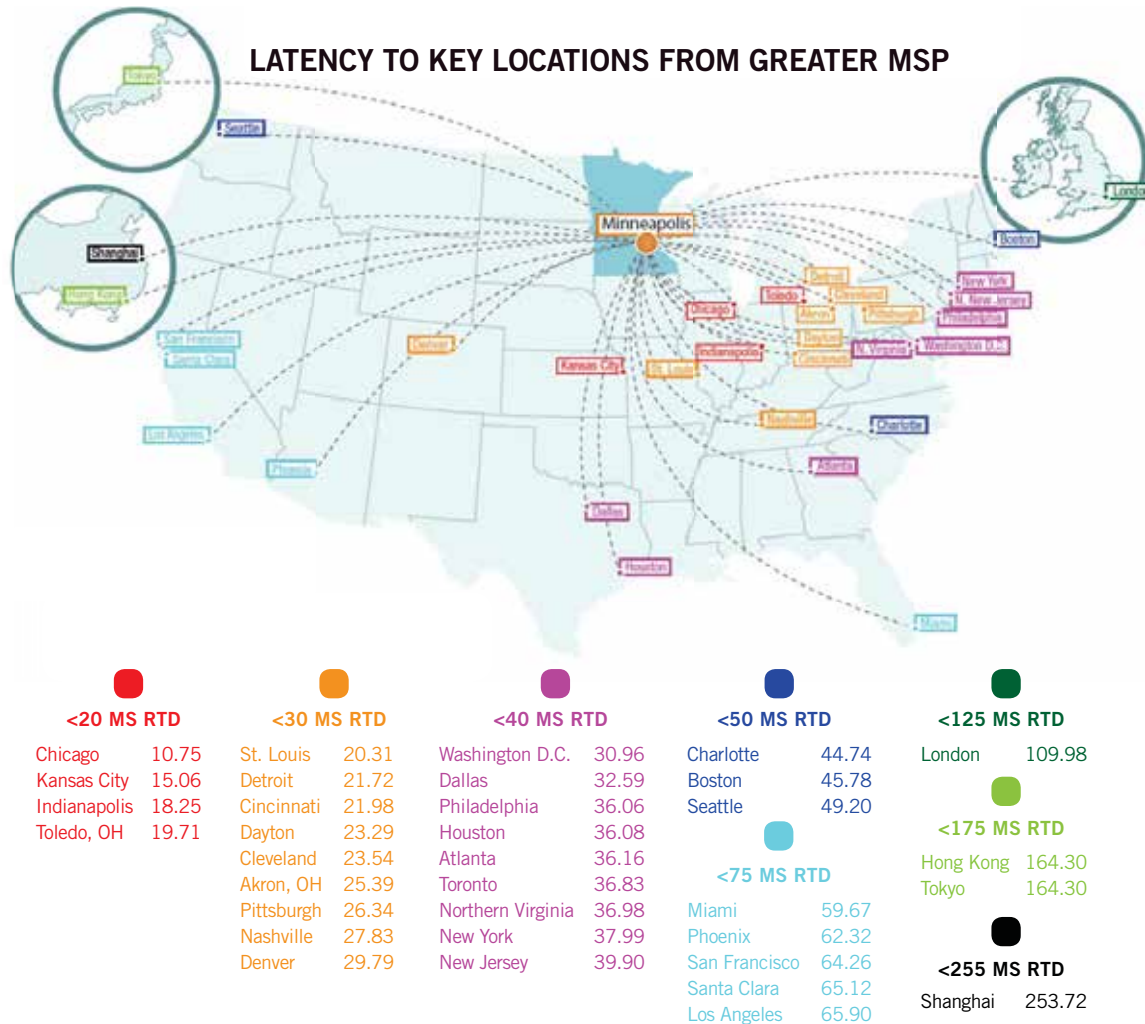
50%

of organizations are deploying production applications in the cloud



By 2018, **50%** of all server racks in North America will be located at cloud and colocation data centers, up from 40% today, the study indicated

Source: 451 Research



Source: NEF Latency Study, 2013, commissioned by GREATER MSP

smart energy



ELECTRIC COSTS IN MINNESOTA ARE 17% LOWER THAN THE U.S. AVERAGE. The market is among the Top Ten cheapest in the country for energy use. Our cool climate is a natural resource that reduces energy costs even more. Reliance on chillers or air conditioners is drastically reduced, providing substantial savings over warm weather markets. And unlike many parts of the country, we have no shortage of water, meaning you can keep your data flowing efficiently. With no sales tax on electricity use for data centers, few states can lower your costs like Minnesota can!

MAY 2012 COMMERCIAL PRICE	AVERAGE RETAIL PRICE OF ELECTRICITY (cents per kilowatt hour)	MN	U.S.
		8.84	10.10
ANNUAL 2012 COMMERCIAL PRICE	AVERAGE RETAIL PRICE OF ELECTRICITY (cents per kilowatt hour)	MN	U.S.
		8.61	10.01

Minneapolis-St. Paul

A globally competitive place to invest, do business, and live.

- > **DIVERSE** ECONOMY
- > **INTELLIGENT** WORKFORCE
- > **THRIVING** GLOBAL HEADQUARTERS
- > **OUTSTANDING** PLACE TO LIVE

Minneapolis-St. Paul is 16th in population, but consistently **outperforms its size**.

THE *MIRACLE OF MINNEAPOLIS*

“No other place mixes affordability, opportunity, and wealth so well.”

- *The Atlantic*
March 2015

1st in job creation

4th in labor force population

2nd in number of Fortune 500 company headquarters per capita

9th in number of Forbes' largest private companies

GROWTH: Minneapolis is growing almost five times faster than Chicago (U.S. Census).

“The key difference is that Minneapolis has maintained a strong economy, far outpacing Chicago and other cities throughout the nation.” (The Chicago Metropolitan Planning Council)

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- 2) You will hold it and treat it in the strictest of confidence; and
- 3) You will not, directly or indirectly, disclose or permit anyone else to disclose this Property Information or its contents in any fashion or manner detrimental to the interest of the Owner.

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A prospective tenant's sole and exclusive rights with respect to this prospective transaction, the Property, or information provided herein or in connection with the leasing of the Property shall be limited to those expressly provided in an executed Lease and shall be subject to the terms thereof. In no event shall a prospective tenant have any other claims against Owner or Colliers International or any of their affiliates or any of their respective officers, Directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or leasing of the Property.

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