



UGL Equis Technology Services Group



Members of UGL Equis' TSG gained their specialized career experience as in-house real estate executives for technology-intensive organizations, and as real estate advisors.

If mission-critical elements of your business rely on flawless integration of technology and the workplace, a technosavvy real estate advisor can make the difference between meeting your goals and missing them. With extensive industry experience, the members of UGL Equis' Technology Services Group (TSG) have a thorough knowledge of both users' high-tech requirements and the specific inventory to meet those requirements in real estate markets nationwide.

Unlike typical real estate advisors who have a long learning curve when technology requirements are complex, UGL Equis' TSG team specializes in supporting firms for whom high-tech real estate is a primary business enabler. With career experience on the client side and as real estate advisors, UGL Equis' team members are subject matter experts in mission-critical facility types. We have a wealth of technical and project knowledge about the particular requirements of data centers, call centers, disaster recovery facilities, offices, and R&D labs; and deep experience with deal structures including third-party leasing, hosting services, co-location, and condominium arrangements.

PROPRIETARY TOOLS REDUCE CYCLE TIMES

UGL Equis continuously maintains a proprietary database cataloging highly specific technical attributes of potential technology sites nationwide. This resource helps UGL Equis quickly identify the ideal facility for a client's specific needs, leverage competitive and market data to drive the best transaction terms, and reduce our clients' time to occupancy. If the right facility doesn't exist, we have the experience with build-to-suits and space build-out to create it.

SERVICES AND FLEXIBILITY TO RESPOND TO THE FAST PACE OF TECHNOLOGY

UGL Equis provides services ranging from large scale merger and acquisition consulting support, to locating data center and call center sites across the country, to project and construction management. In addition, our lease administration, data management and audit and recovery services bring efficiencies to the management of complex portfolio information over the life of every lease and asset. The TSG applies UGL Equis' consistent approach to each client requirement, driving consistency, speed to occupancy, and real estate decisions that are aligned with business goals.



REPRESENTATIVE TECHNOLOGY CLIENTS

AT&T
Bank of America
Bell South
Cable & Wireless USA
Charter Communications
Cingular
Citibank
Cox Communications
Decision One
Dell
Household Finance
IBM
MCI
Morgan Stanley
Metro Nexus
Motorola
Nextel
Northern Telecom
Progressive
Qwest
Sprint/Sprint PCS
Verizon

ASSESS

- Kick off a smooth transaction process with requirements gathering based on prior TSG experience
- Identify options that meet space, price, timing, and workforce requirements through market research
- Clarify options via “stay or go” analyses
- Match supply and demand through UGL Equis’ database of available spaces and specifications
- Identify and address stranded infrastructure
- Support merger and acquisition due diligence with portfolio comparisons/analyses

PLAN

- Define the most efficient solutions from among available spaces and/or build-to-suits through workplace analysis
- Consider flexible options for expansion and contraction to ensure optimal facilities that benefit our clients’ bottom line

IMPLEMENT

- Leverage experience gained in hundreds of transactions for properties such as data centers, labs, call centers and offices
- Achieve efficiency through TSG team’s understanding of the complexities of issues such as co-location, third-party leasing, and condominium arrangements

MANAGE

- Manage build-out including integration of all racks, routers and HUBS, network designs and builds, and requirements for support equipment such as UPS generators and grounding, humidification, antistatic, etc.
- Accommodate security and safety features (chemical and preaction fire suppression systems, etc.) to protect data and personnel



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About UGL Equis For more than two decades, UGL Equis has applied a combination of financial, business, industry and public sector expertise to a spectrum of corporate real estate services. We have grown into the world's largest corporate real estate firm exclusively focused on users of business spaces. We have cultivated successful relationships with some of the world's leading organizations, and have helped thousands of businesses transform their real estate into a competitive advantage. www.ugl-equis.com