

# **The New Telco Data Centre - Pricing for the New Telecoms Data Centre 2014 to 2019 report**

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## **Abstracts**

The TCL New Telco Data Centre – Pricing for the New Telecoms Data Centre – 2014 to 2019 report analyses the market for Telecommunications Data Centres (Carrier Based Data Centres) which are facilities that are owned by a Telecoms Provider.

TCL provides a definition of the New Telco Data Centre used for the purposes of this report below:

“The New Telco Data Centre is defined as being a facility that can provide multiple services and uses with different grades of service and power. Multiple halls – or modular zones – are being constructed to cater for the provision of network equipment, hosting, colocation & housing and managed services. The Data Centre can cater for both the Telco's own services and third party enterprise users. And for enterprise users different grades of power and SLA can be provided to meet different price points or requirements”.

The use of Data Centre facilities by the Telco has changed over time, from being a supplementary service to house telecoms equipment and provide cross connects to becoming a core service, which enables new revenue streams, including Hosting, Cloud & Managed Services. As the Telecoms Data Centre role has changed from being a pure colocation and housing facility to the provision of value added services, the term New Telco Data Centre can be used.

The report is based on a survey of 57 Telecoms Providers with Data Centre facilities based across 33 countries worldwide. The Telecoms Providers included in the survey meet the following criteria:

Build, own & operate their own Telco Data Centre facilities  
Provide a wide range of services from their own Data Centre facilities  
Have made recent new Data Centre investments

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##Bharti Airtel

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##Etisalat

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##Interoute

##ITC

##KDDI

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##Ooredoo  
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## About

The TCL New Telco Data Centre report was written over the 3 month period from March to the end of June 2014.

The report is based on a survey of 57 Telecoms Providers with Data Centre facilities based across 33 countries worldwide. The Telecoms Providers included in the survey meet the following criteria:

Build, own & operate their own Telco Data Centre facilities

Provide a wide range of services from their own Data Centre facilities

Have made recent new Data Centre investments

TCL has excluded those Telecoms Providers who only rent their Data Centre facilities from other third party providers in the survey. But in practice many Telecoms Providers who build their own Data Centre facilities in their domestic market rent Data Centre capacity from third party Carrier Neutral Data Carriers when in overseas markets.

In the report in total there are 57 Telecoms Providers worldwide surveyed by TCL. They have more than 1,600 identified Data Centre facilities worldwide (in 33 countries), although some of the facilities listed are rented from third party Data Centres.

It should be noted that not all of the facilities listed are high specification Data Centres, the large Telecoms Provider typically still has a mix of colocation and dedicated specialist Data Centre real estate in their portfolio.

The pricing data used in the report is based on TCL's existing unique Data Centre pricing database, which provides housing and colocation space and pricing from Data Centre providers from all over the world and is updated on a regular basis: typically every quarter. TCL tracks key Data Centre trends of capacity & pricing worldwide on a continuous basis.

In preparing the report TCL has also been able to draw upon previous research from a range of other published reports and subscription services including the following:

TCL Data Centre Price Tracker Subscription Service

TCL Data Centre Pricing in Europe report

TCL Pricing the Cloud report

TCL Premium Data Centre Pricing report

TCL Data Centre Pricing France

TCL Data Centre Pricing Germany

TCL Data Centre Pricing Netherlands

TCL Data Centre Pricing UK

The New Telco Data Centre report is also based on pricing information received directly from the Telecom Providers with Data Centre facilities.

The TCL report is also based on a mixture of face to face or telephone interviews with the key 57 Telecoms Providers worldwide (listed in the previous table). It also is based on a questionnaire - which has been sent to the 57 listed Telecoms Providers - which is used to generate the basis of the TCL forecast for New Telco Data Centre service pricing and capacity.

In the report TCL refers to the classification of Data Centre tiers used by the US-based UpTime Institute, with Data Centre facilities graded by four tiers from Tier I to Tier IV: based on the ability of the Data Centre provider to offer a resilient service based on duplication of critical systems, including power, cooling and back up services.

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