

# Colocation Discovery Document

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1. What is driving your need for Colocation?
2. Where would you like for your Colocation facility to be located? (Region, State, City, etc.)
3. What types of security is important to you? (biometric scanners, on-site security, etc.)

4. What telecommunications carriers are important to you?
5. What additional value-added services do you need? (Cloud managed, local application or server help, etc.)
6. What are the certifications that are important to your organization? (SAS 70, SOC2, etc.)

7. How many cabinets or space do you need?
8. How much additional growth do you see over the next 24 months?
9. What are your power requirements?
10. Does your company have any "Green" requirements?

11. What is the timing of your move to a colocation facility?
12. What additional insight can you provide with this project?