

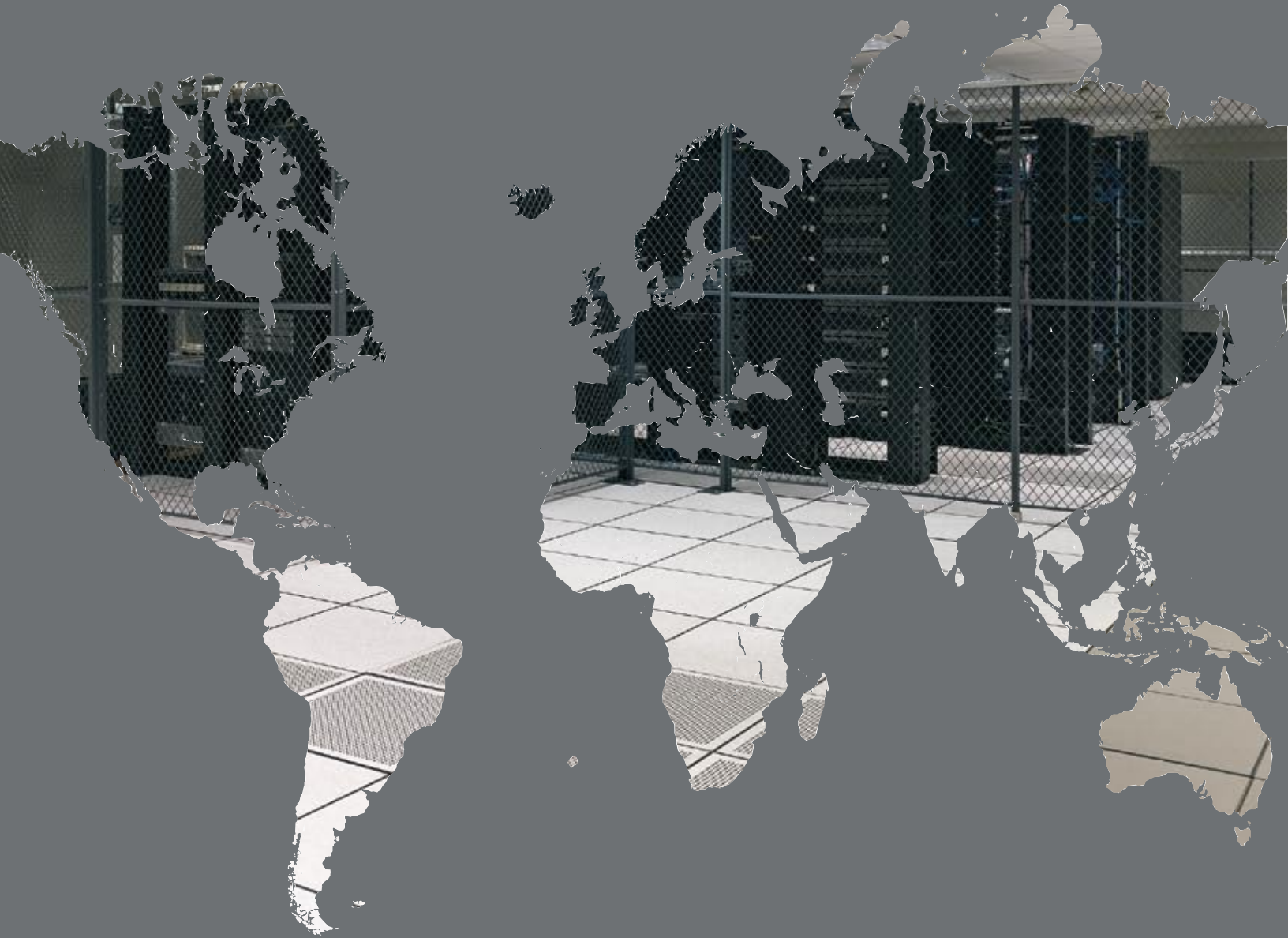


JONES LANG
LASALLE®

Real value in a changing world

Where real estate and information technology come *together*

Data center services



Understanding both the real estate and the IT behind a successful data center strategy

In today's fast-changing business world, a sound data center strategy is essential to the long-term success of an organization. Without sufficient planning to align real estate and IT needs, data centers can account for a tremendous and costly impact on your bottom line—whether you are a user or an owner of this specialized space.

Jones Lang LaSalle is the only real estate firm with a fully dedicated global data center practice. Our Mission Critical Solutions team has developed the expertise through serving many of the world's largest corporations to deliver maximum value for your organization. Through our transactors, project and critical facilities managers, we understand the technical elements that are crucial to your facility regarding power, cooling, fiber, latency, utilities, redundancy, taxes, construction, public incentives and security.

Whether your goal is to create the most environmentally sustainable enterprise data center or to find the most cost effective hosting or colocation site, we can help design, lease, purchase, finance, build and manage your mission critical facility—and we do so while keeping perfectly in-line with your overall business objectives.

Our business by the numbers

What it means to you

567

Number of megawatts of critical facilities transactions over the past 3 years

You can rely on the expertise of your Jones Lang LaSalle critical facilities real estate team having hundreds of like transactions under our belt

100

Percentage of time our in-house project development services team is dedicated to your success

Your project is delivered on-time and under budget

50 million

Square footage of critical environments under management

We have the experience to add real value to your critical facilities operations from years of managing facilities for clients around the world

200

Hours of training our critical environment managers go through to ensure the highest skill level possible for managing your facility

Our managers provide ongoing benchmark information regarding client operations as a comparative for clients and provide state of the art tools that cut cost and deliver maximum uptime

\$3B

Value of economic incentives acquired for clients through over 100 projects

Our team of economic incentives professionals work on a daily basis with EDC's to find ways to save our clients money

25% - 100%

Client project costs mitigated with incentives benefits

Your project will receive the maximum in benefits available through business and economic incentives

45

Number of categories our skilled team of global researchers distinguish when identifying data center site suitability

This means faster and more accurate response to your data center location requirements, no matter where your needs are



Committed to your success

Your critical environment partner

We understand technology drives your real estate decisions. We know how to effectively communicate with IT professionals to ensure real estate decisions align seamlessly with the technical requirements of your organization.

Mission Critical Solutions is a core focus of Jones Lang LaSalle.

We have dedicated team members spanning the globe who focus solely on data center real estate. These highly skilled professionals utilize our integrated real estate platform to find the best solution for each client's unique critical environment need which translates into a true business advantage for you.

Site Selection

- Enterprise data centers
- Powered base buildings
- Design/build
- Greenfield/brownfield
- Colocation
- Managed services
- Containerized environments

Project & Development Services

- Design requirements validation
- Consultants retention and management
- Budget preparation
- Due diligence management
- LEED certification analyses

Critical Facilities Management

- Systems reliability auditing
- Systems and equipment commissioning
- Standard operating sequences
- Predictive and preventive maintenance
- Employee and property specific training
- Global failure alert network
- Peer operational benchmarking

Core platform

Site Selection

Core practices

Business disruptions
Demographics
Power capacities and costs
Tax impacts
Environment risks
Fiber accessibility

Transactions

Property analysis of land and building
Transaction structure
Financial analysis
Negotiations
Zoning and infrastructure
Easements and other legal issues

Project Management

Base building and site analysis
General contracting administration
Architectural and engineering advisory
Logistics

Business and
Economic Incentives

Utility cost reductions
Sales and property tax abatements
Grants
Low interest loans
Infrastructure grants

Critical Facilities Management

Facilities management
Operational benchmarking
Client-wide component failure alerts
Flash bulletins
Internal uptime assurance

Solutions tailored to meet your goals

Benefits of our mission critical platform

At Jones Lang LaSalle, results define the mission critical experience.

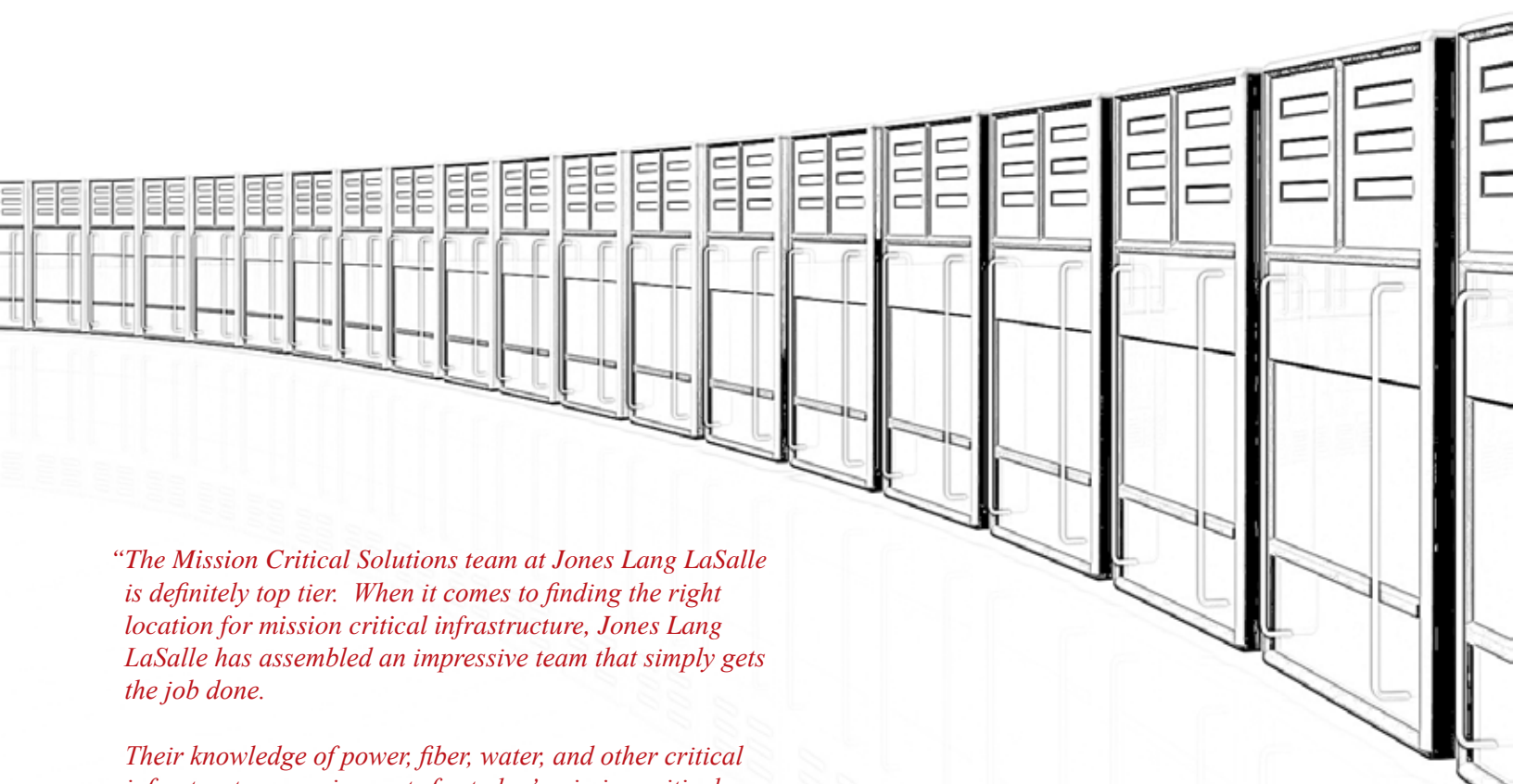
We adopt your business and financial objectives and present thoughtful options based on your goals. Through our dedicated critical environment platform, we ensure your real estate strategies and information technology needs are aligned.

We make sound recommendations based on extensive research to make sure you make the best site selection decision, deliver on all phases of your project through a seamless integrated approach and provide you with facility managers who understand critical environments to keep your facility running smoothly 100 percent of the time.

The depth of our mission critical platform and the practices which support it allow our clients to rest easy when it comes to managing the delicate mix of IT and real estate.

We can help you with:

- Telecommunications and latency research
- Power capacity verification
- Power cost comparisons
- Tier level interpretation
- Incentives for IT spend
- Infrastructure due diligence



“The Mission Critical Solutions team at Jones Lang LaSalle is definitely top tier. When it comes to finding the right location for mission critical infrastructure, Jones Lang LaSalle has assembled an impressive team that simply gets the job done.”

Their knowledge of power, fiber, water, and other critical infrastructure requirements for today’s mission critical facilities is comprehensive; and their deep partnering engagement style is unique in my experience.”

– Michael Manos
Vice President of Technical Services, Digital Realty Trust
Formerly Senior Director of Data Center Services, Microsoft

Proven results

Our platform at work

A collaborative approach

Site selection, project and development services, critical facilities management

Our client, a global financial services firm, had their primary data center in a hurricane risk zone and needed to relocate to the most advantageous market. With their relocation, they were looking for a new data center design with a preference to lease versus own with maximum financing through the landlord.

Jones Lang LaSalle was hired to create a customized, user specific, site evaluation system which encompassed a national search including over 50 markets. In this system, Jones Lang LaSalle was asked to:

- Produce quantitative and qualitative analyses of all market options using a custom weighting system
- Coordinate the due diligence of individual sites with the client's technical teams, and interview and select design, architectural, engineering and construction partners at that time
- Manage the design and construction budgets along with the actual construction process

After a thorough evaluation of all suitable options, a final location decision was made and the purchase of land was executed to meet the client's aggressive operating time frame. Jones Lang LaSalle designed the lease strategy that was tailored to meet these time constraints based on the client's requirement.

During this successful venture, the team was able to:

- Manage the successful purchase of an 18-acre tract in Atlanta, Georgia
- Secure incentives valued at \$36,000,000 over a 10-year term
- Engineer a long-term sale/lease back and design a state of the art Tier 3/Tier 4 data center to suit the client's needs
- Manage the +\$60,000,000 data center construction from start to conclusion

The total project value for this requirement was in excess of \$100,000,000

Expertise in action

Project and development services

One of the world's largest financial institutions' rapid expansion into the North American market required expansion of their business critical data center infrastructure. Client and customer demands, present and future business expansion expectations, disaster recovery/business continuity and regulatory compliance dictated the creation of a new ground-up data center facility.

Jones Lang LaSalle was retained as a project manager in the spring of 2006 where we were asked to assemble and manage the integrated project team. The team consisted of client IT, commercial real estate, security and procurement teams, Jones Lang LaSalle operations and property management, critical data center design, and construction teams.

Phase I of the entire program, which required a Tier 3 concurrently maintainable N+2 facility, master planned to provide 310,000 ultimate s.f., included:

- 160,000 s.f. total
- 41,000 s.f. of raised floor gallery with CRAC and PDU topology
- 93,000 s.f. mechanical and electrical plant
- 26,000 s.f. for administration
- All built to withstand F2 140 MPH winds and zone + 1 seismic conditions

The 44.4 acre site was closed in late September 2006. Jones Lang LaSalle began procurement of long lead mechanical and electrical gear the next month, alongside starting construction in late October. Jones Lang LaSalle put IT kit migration on a fast track program starting January 1, 2008 and were fully operational by July 1, 2008.

Global outreach

Site selection

A Fortune 50 client had approached the Jones Lang LaSalle Mission Critical Solutions team for a site selection requirement involving a global data center expansion project. This five year initiative involved the evaluation of a diverse set of favorable criteria in order to secure multiple locations for progressive data center projects.

The plan started with a four pronged strategy:

- Global search for suitable options with lowest cost power as well as geography with a favorable fiber and tax environment
- Produce quantitative/qualitative weighted rankings of alternatives
- Pursue municipal assistance with partnering communities
- Locate and acquire sites on an on-going basis to meet global business demand

The project was a complete success, forming a long term relationship with an enterprise user that continues today. The initial results from the first round of data center site selection revealed the following:

- Purchased 74 acres in the western United States for mega data center
- Leased 147,000 s.f. in northern Virginia
- Purchased 44 acres in the Southwest for 470,000 s.f. data center
- Purchased 42 acres in the Midwest for 120MW data center
- Ongoing process of greenfield site selection across EMEA, Asia Pacific and Americas
- Standardized process of due diligence and reporting across all three Regions

Driving results

Critical facilities management

In 2001, our client, a global financial services firm, sought to minimize client impact incidents and maximize reliability. They went to market seeking a real estate services provider who could provide reliable critical environment management for their portfolio of critical real estate. Our client awarded approximately 50 percent of their sites to Jones Lang LaSalle and today, continues to roll up multiple data centers, systems and legacy purposes under our management.

Currently under our management:

- Approximately 130 total critical sites including three stand alone data centers
- Data centers: 2,700,000 s.f. total, 650,000 s.f. of raised floor
- Global critical facilities: 17,500,000 s.f., 2,000,000 s.f. raised floor

Our Critical Environment Management consultants conduct:

- Baseline critical facilities assessments
- Documentation of existing practices (operations and change management)
- Gap analysis and program realignment to continually improve performance

Today, our management team holds incident to a maximum of eight per year, which is well below the Hoshin target. In fact, our experienced team of managers has achieved 80 percent fewer incidents than the 2001 baseline. We have 100 percent backup system reliability and steady year over year decrease in incidents.



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Real value in a changing world

Jones Lang LaSalle (NYSE:JLL) is a financial and professional services firm specializing in real estate. The firm offers integrated services delivered by expert teams worldwide to clients seeking increased value by owning, occupying or investing in real estate.

With 2008 global revenue of \$2.7 billion, Jones Lang LaSalle serves clients in 60 countries from 750 locations worldwide, including 180 corporate offices.

When you partner with Jones Lang LaSalle for your critical environment real estate needs, you get a dedicated, experienced, global team. To learn more about how Jones Lang LaSalle can provide you real value in a changing world, please contact any of the professionals below.

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