

Data Centre Pricing France

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2012 report

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A Table of Contents

	Page Number
A list of tables and charts used in the report	2
A list of French Data Centre companies mentioned in the report	5
Executive Summary	6
The main highlights of the Data Centre Pricing France - 2012 report	10
Introduction – Data Centre Pricing France - 2012 report	11
Research Methodology	11
Chapter One – A market overview of the French Data Centre	15
- Introduction	15
- The landscape for the Data Centre market in France	16
- The key Data Centre players in the French market	19
- The French Carrier Based Data Centre segment	23
- The French Carrier Neutral Data Centre segment	26
- The French Premium Data Centre segment	29
- Key Point Summary	31
Chapter Two – The average pricing for Data Centres in France	32
- Introduction	32
- The average rack space pricing for French Data Centres	32
- Installation charges	35
- Administration charges	35
- Average French Data Centre pricing per square metre per month	36
- French Data Centre pricing for cage space	37
- French Data Centre pricing for cross connects	38
- Typical French Data Centre pricing for power	38
- Basic French industrial power costs	39
- Average customer power per French Data Centre facility	40
- Average French Data Centre pricing per kW bundle per rack	41
- French Data Centre Watts per square metre pricing	42
- The main Data Centre trends taking place in France	43
- French Data Centre pricing for supplementary services	43
- A French Data Centre average price forecast from 2012 to 2017	44
- Key Point Summary	45
Chapter Three – The future developments in the French Data Centre market	47
- Introduction	47
- The key statistics in the French Data Centre market	47
- The new French Data Centre developments	47
- A forecast for French Data Centre raised floor space from 2012 to 2017	48
- A forecast for French Data Centre monthly revenues from 2012 to 2017	49
- A forecast for French Data Centre rack space pricing from 2012 to 2017	51
- A forecast for French Data Centre pricing per square metre from 2012 to 2017	52
- A forecast for French Data Centre pricing per kW from 2012 to 2017	52
- The key trends taking place in the French Data Centre market	53
- Key Point Summary	54
Chapter Four – Conclusions	55
- Appendix One – A glossary of terms used in the report	57

A list of Tables & Charts used in the report

Figure 1 – A chart showing the forecast growth in the main French Data Centre segments in raised floor space from the end of 2012 to the end of 2017 (in square metres)

Figure 2 – A table showing the forecast growth in the main French Data Centre segments in raised floor space from the end of 2012 to the end of 2017 (in square metres)

Figure 3 – A chart showing the average increase in French raised floor space per Data Centre facility (in square metres) from the end of 2012 to the end of 2017

Figure 4 – A chart showing the average increase in customer power per French Data Centre facility (in MW) from the end of 2012 to the end of 2017

Figure 5 – A pie chart showing the breakdown of the number of French Data Centres per segment type (in per cent) as of the end of 2012

Figure 6 – A pie chart showing French Data Centre raised floor space per Data Centre segment type (in per cent) as of the end of 2012

Figure 7 – A chart showing the forecast French Data Centre raised floor space compared with Data Centre space in the UK, Germany & Netherlands in square metres as of the end of 2012

Figure 8 – A chart showing the number of French Data Centre facilities and raised floor space within and outside the Paris area as of the end of 2012

Figure 9 – A chart showing the percentage split between Paris and non-Paris based Data Centre raised floor space in France as of the end of 2012 (in per cent)

Figure 10 – A pie chart showing the percentage split between Paris & non-Paris based Data Centre raised floor space in France as of the end of 2012 (in per cent)

Figure 11 – A chart showing the total French Data Centre raised floor space from the end of 2012 to the end of 2017 (in square metres)

Figure 12 – A pie chart showing the forecast increase in French Carrier Based Data Centre raised floor space as a proportion of total French Data Centre raised floor space (in per cent)

Figure 13 – A chart showing forecast French Carrier Based Data Centre raised floor space from the end of 2012 to the end of 2017 (in square metres)

Figure 14 – A chart showing standard retail average rack space pricing (French Pan European, Carrier Neutral & Premium Data Centre segments) in Euro per month

Figure 15 – A pie chart showing the forecast increase in French Carrier Neutral Based Data Centre raised floor space as a proportion of total Data Centre space as of the end of 2012 (in per cent)

Figure 16 – A chart showing forecast French Carrier Neutral Data Centre raised floor space from the end of 2012 to the end of 2017 (in square metres)

Figure 17 – A chart showing the forecast increase in French Premium Data Centre space as a proportion of total Data Centre space as of the end of 2012 (in per cent)

Figure 18 – A chart showing the growth in French Premium Data Centre raised floor space from the end of 2012 to the end of 2017 in square metres

Figure 19 – A chart showing the average upper quartile level retail standard Data Centre rack space pricing in Europe in Euro per month

Figure 20 – A chart showing average retail standard French Data Centre per rack pricing from January 2010 to July 2012 in Euro per month

Figure 21 – A chart showing standard retail pricing for average rack space for the Pan European Carrier Neutral, Carrier Based, Carrier Neutral & overall Average Data Centre segments from January 2010 to July 2012 in Euro per month

Figure 22 – A table showing standard retail pricing for average rack space for the Pan European Carrier Neutral, Carrier Based, Carrier Neutral & overall Average Data Centre segments from January 2010 to July 2012 in Euro per month

Figure 23 – A chart showing selected once-off installation charges for French Data Centres in Euro

Figure 24 – A chart showing selected French Data Centre pricing per square metre per month in Euro

Figure 25 – A chart showing European Country & French standard retail Data Centre pricing per square metre in Euro per month

Figure 26 – A table showing selected French Data Centre cage space pricing in Euro per month

Figure 27 – A table showing selected French Data Centre cross connect pricing in Euro per month

Figure 28 – A chart showing French industrial power costs from 2009 to 2012 – in Euro cents per kWh - compared with the EU-27 country average

Figure 29 – A chart showing forecast average customer power per French Data Centre facility from the end of 2012 to the end of 2017 (in MW)

Figure 30 – A chart showing average French Data Centre pricing per power bundle per rack (in kW) in Euro per month

Figure 31 – A chart showing average French Data Centre Watts per square metre pricing in Euro per month

Figure 32 – A chart showing the average per square metre pricing for French Data Centres from the end of 2012 to the end of 2017 in Euro per month

Figure 33 – A table showing the key statistics of the French Data Centre market as of the end of 2012

Figure 34 – A chart showing the growth in French Data Centre raised floor space since January 2010 to July 2012 in square metres

Figure 35 – A chart showing forecast French Data Centre raised floor space from the end of 2012 to the end of 2017 in square metres

Figure 36 – A chart showing average French Data Centre utilisation rates from the end of 2012 to the end of 2017 in per cent

Figure 37 – A chart showing forecast French Data Centre revenues from the end of 2012 to the end of 2017 in Euro per month

Figure 38 – A chart showing forecast average retail standard French Data Centre rack space pricing from the end of 2012 to the end of 2017 in Euro per month

Figure 39 – A chart showing a forecast for French Data Centre pricing per square metre from the end of 2012 to the end of 2017 (in Euro per month)

Figure 40 – A chart showing forecast standard retail average French Data Centre pricing per kW from the end of 2012 to the end of 2017 (in Euro per month)

Figure 41 – A chart showing average standard retail French rack space pricing compared with Germany, the Netherlands and the UK (in Euro per month)

Extract from the Data Centre Pricing France - 2012 report

In this section, TCL provides an overview of the French market for Data Centres, including details of the key Data Centre players and segments the facilities as to whether they are Carrier Based, Carrier Neutral or Premium Data Centres (which can cater for larger bundles of power per rack – of up to 20 kW).

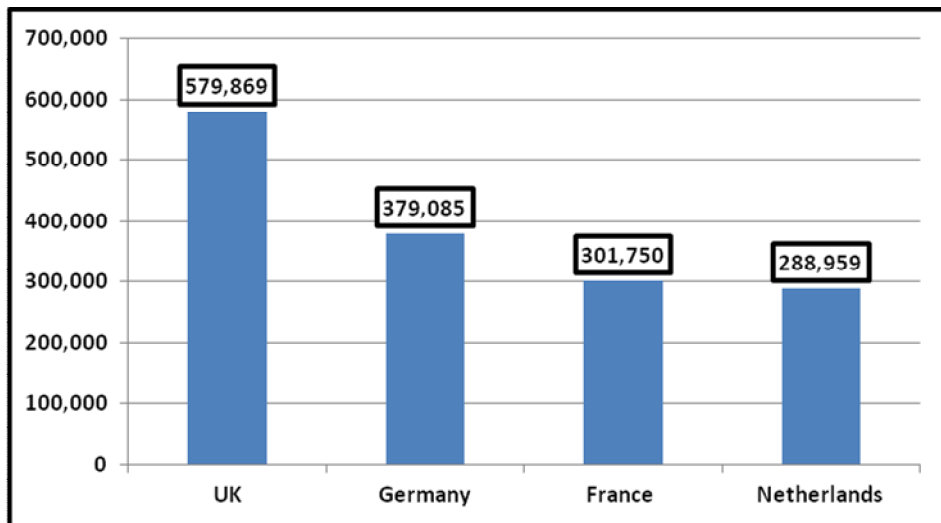
The French Data Centre market includes some five Data Centre segments which are based on the following provider types –

- **Carrier Neutral Data Centre specialist providers** – Focus on the provision of collocation and housing as their core service and also provide supplementary services such as proximity hosting and access to other services - including network services or cloud computing with reduced latency. Carrier Neutral Data Centre specialists in the TCL survey include Equinix, Interxion and TelecityGroup (with the TelecityGroup Condercet facility in Paris).
- **Telecoms & Collocation Data Centre providers** – Focus on the provision of telecoms and collocation services with rack space services provided as a supplementary service to a Managed Services provider, traditionally IP or network services, and increasingly a range of hosted and cloud computing services with rack space provided as part of a wider outsourcing service. Telecoms Data Centre providers in the TCL survey include Orange Business Services and SFR Business which possess collocation facilities though-out France.
- **Premium Data Centre providers** – Focus on the provision of high power and low latency services for high density IT applications such as blade servers, and provide connectivity for end users who require low latency connectivity such as online gaming or algorithmic trading. Premium Data Centre providers in the TCL survey include TelecityGroup, Euclide and ASP SERVER with new high specification facilities.
- **Hosting Data Centre providers** – Focus on the provision of hosting services including web-based services with rack space offered from the Data Centre as a supplementary service. Hosting Data Centre providers in the TCL survey include OVH which provide rack space to existing hosting clients.
- **Wholesale Data Centre providers** – Focus on the provision of large scale Data Centre space for the integrator or telecoms provider, with the space provided for a bespoke client requirement. Pure rack space pricing is not provided, although it may be available from the retail customer. Wholesale Data Centre providers in the TCL survey include Global Switch with one of the largest Data Centre campus facilities in Paris.

The forecast French Data Centre market is behind the UK and German markets but remains ahead of the Dutch Data Centre market in terms of total Data Centre raised floor space that is currently available.

The total amount of French Data Centre raised floor space – forecast by TCL as of the end of 2012 - is shown with its European peers in the bar chart below –

Figure 7 – A chart showing forecast French Data Centre raised floor space compared with Data Centre space in the UK, Germany & the Netherlands (in square metres) as of the end of 2012



Source – TCL

TCL forecasts that French Data Centre raised floor space will be behind that of the other main European markets including Germany and the UK as of the end of 2012, but it will be significantly ahead of the Dutch Data Centre market.

The French Data Centre raised floor space forecast - as of the end of 2012 – is also boosted by the inclusion of the Telehouse Magny facility – which has a claimed 66,000 square metres of raised floor space – and is the largest campus style facility in France.

But compared with German and the UK Data Centre markets, the amount of French Data Centre raised floor space is forecast to grow from a relatively low base over the 5 year period from the end of 2012 to the end of 2017.