

dsaencore

SOLUTIONS THAT CONFIDENTLY SUPPORT YOUR DATA CENTER, FROM INCEPTION THROUGH FINALE.

*Simply stated,
data centers are
our business.
We build them,
we equip them,
we maintain them,
we advise our clients
when designing or
selecting them,
and at the end of
their life, we
decommission and
restore them.*

In today's world, businesses, consumers, educational institutions—everyone—depend on quick, reliable access to electronic information no matter what the circumstances. When you examine what makes all this possible, eventually it all leads back to the data center.

Because DSA made the decision to be laser-focused on just data centers, we built a business that intersects a carefully selected mix of services with the country's best data center talent allowing our clients to be totally confident that their expectations will be met or exceeded every time they work with us. DSA's commitment to exceptional service, doing the right thing—always—and having the most talented people on our project teams has led to a record of over 90 percent repeat business from our nearly 1,700 clients.

For over thirty years, we have provided comprehensive, world-class life cycle solutions for data centers owned or operated by some of the largest and most influential brands in the business. Comprehensive, not random, each of our offerings reinforces the others. Like our team, they are selected with care to give our clients confidence and ensure them that the trust they extend to us is well deserved. Three decades of experience equipping data centers, engineering solutions, and remanufacturing equipment—literally from the frame up—has given our team an intimate knowledge of data center technology that others simply can't match.

So, when it comes down to it, who are you going to trust: someone who holds one piece of the puzzle, or a firm that is passionate about how all the pieces fit together?

BUILDING BEST IN CLASS DATA CENTERS FOR JUST ONE BUSINESS. **YOURS.**

*Data centers
built to perform,
from a team
built on
experience.*

Our Data Center Design-Build solutions deliver outstanding value by compressing implementation into a clear, concise process that enables us to complete data centers on budget and on time. To support this commitment, we've assembled an exceptional team of leading data center talent uniquely capable of solving the toughest data center design and construction challenges. Our customers, some of the largest and most influential companies in the data center business, work with our team to save time, lower costs, improve ROI, increase reliability, improve efficiency and reduce risk.

Successful data center design projects require a balance that can only be maintained through a deep understanding of a client's business and data center needs. In this industry, there's no such thing as a "one-size-fits-all" solution. Before any equipment is selected, before any topology is chosen, before the floor plan is envisioned, we listen carefully to your data center requirements. This allows us to design the optimal solution to meet all of your needs.

From this analysis, we produce a quality, constructible design that helps our clients achieve their business goals. Our vendor neutrality—meaning we're not tied to any single manufacturer's equipment—gives us the flexibility to select the right design, equipment, and partners for our clients' data center projects by putting their interests first.

We get it—in the high-stakes game of data center construction, value has its place—but reliability, performance and redundancy pay the bills, so every DSA data center is fully warranted and built to the most exacting of standards. Our veteran in-house team takes charge of every aspect of data center construction from start to finish. It's simple. Our Design-Build process guarantees that collaboration and communication are seamless every step of the way.

BUILD



WE CALL IT VENDOR NEUTRALITY. YOU'LL CALL IT A **FASTER ROI.**

Our extensive inventory of equipment affords data center decision makers value-driven choices.

Outfitting your data center with high quality, dependable equipment could be the difference between success and failure. Before we equip any data center, we ask our clients the right questions and use the answers to tailor solutions that precisely match the requirements of their high-tech facility. Having more than three decades of experience allows us to confidently recommend rock-solid solutions.

Whether we're equipping your data center with new or remanufactured equipment, our goal is always to deliver exceptional value. And, being vendor neutral, we select equipment based on our client's needs, not arbitrary loyalty to a specific manufacturer.

When budgetary constraints or swift delivery requirements are driving your purchasing decisions, remanufactured equipment could be the answer. As the leading re-manufacturer of electrical infrastructure for data centers, we offer an array of options that assure quality, reliability, safety and efficiency.

Our rigorous remanufacturing process and state-of-the art assembly plant is second to none. Before any units enter our system, they must first meet DSA's toughest selection criteria. Components are then remanufactured from the frame-up, before undergoing extensive testing, multiple QC inspections and final calibration. We deliver each unit with a full twelve month warranty and complete documentation, so you can be confident that every component leaving our factory delivers performance that meets or exceeds OEM specifications.



EQUIP

IF YOUR DATA CENTER IS DOWN, SO IS YOUR BOTTOM LINE.

Put your trust in DSA for unparalleled multi-vendor support and preventative maintenance.

Our mission critical service group is one of the nation's leading independent service organizations. We provide both preventative maintenance and emergency service programs for the critical infrastructure of data centers across North America—keeping them energized and reliable. Our national service network, combined with our all-vendor expertise, enables us to offer unparalleled service and quality on a local, regional and national basis regardless of the make or model of your equipment.

Our objective for every client is simple: provide a single point of contact for dependable, secure and efficient service to protect the backbone of their data center business. Starting with the best technicians in the business; we provide them factory support from our end-to-end solutions team, an extensive multi-vendor parts inventory and world-class testing facility that helps keep our customers up and running regardless of the technical challenge. To provide even more assurance, our service team is backed by the industry's leading proprietary maintenance and asset management technology and optional 24/7 remote monitoring services that allow us to set benchmark standards when it comes to emergency response and client reporting.

At DSA, thirty years of experience designing and installing systems is combined with know-how gained by rebuilding equipment, manufactured by every one of the industry's leading OEMs, so that we can offer what no other company can: the industry's deepest multi-vendor equipment expertise. It's this cross-disciplined experience that allows us to support our technicians like no one else.

Then to keep them fresh and consistently performing at the top of their game, we provide our seasoned technicians extensive ongoing training to compliment the real-world experience they gain in the field and our factory. The result? Our clients experience the ultimate confidence in the reliability of their data center infrastructure.

MAINTAIN



COLLABORATION HAS ITS BENEFITS. LET'S BEGIN.

*Thirty years of
knowledge
and resources,
at your disposal.*

Through every step of the data center life cycle, we provide our clients with high-quality advice. Our seasoned professionals draw from extensive experience to increase efficiencies, improve profitability and mitigate risk. We leverage our equipment, facility, and market intelligence to address a wide variety of challenges.

We believe that every successful project starts with a deep understanding of our client's business. No two companies are the same. Every client has different needs, different objectives and a different value proposition. In this industry, there's no such thing as a "one-size-fits-all" solution. We can confidently recommend the best course of action, by combining client understanding with decades of experience in the data center industry.

Think of your data center as an ecosystem. It requires a balance that can only be maintained through a deep understanding of every element, process and life cycle within it. That's what we offer—a deep understanding. Because DSA is focused on a single industry, we are able to leverage market intelligence and critical thinking to assemble a team that is uniquely capable of solving your toughest challenges. In the end, we're able to deliver executable solutions that will help you achieve your business goals.

ADVISE



SURGICAL DECOMMISSIONING. WE DIDN'T JUST INVENT IT. WE PERFECTED IT.

The art and science of dismantling and removing equipment or an entire facility; restoring that facility to its original condition with minimal risk.

There comes a time when your data center—the whole thing or just a single piece of equipment—reaches the end of its lifespan. Then what? Does the equipment have value to someone else? Does your lease necessitate returning a data center to its original condition or an empty shell?

That's where DSA comes in. By utilizing the most experienced data center decommissioning team in the country, we can help you recapture the remaining value of your assets and, if required, restore your entire site to its original condition with minimal risk.

We've decommissioned hundreds of critical sites for the world's leading companies with a precision that's unique to the industry. Our decommissioning, rigging and demolition teams are deeply experienced in the removal of infrastructure and equipment without compromising ongoing operations. Through our vigilant, precise execution, we're able to surgically remove anything that might have value.

Being the leading re-manufacturer of electronic infrastructure makes us the best at maximizing value of your old gear; our experience constructing data centers gives us the know-how to dismantle them. These two qualities combined make us the industry leader when it comes to surgical decommissioning.

By further mitigating risk and supporting eco-friendly initiatives, we make the entire process green from start to finish. Instead of disposing of equipment, we remanufacture it while making sure all removal and recycling processes are environmentally conscious and EPA-certified.

RESTORE



About Us

Data centers have become the lifeblood of our economy. If a data center goes down, so does everything associated with it—your data, your business, your reputation, and your bottom line. Each one is like a living, breathing organism—an ecosystem all to itself. And, like any ecosystem, all its variables need to be kept in proper balance. That balance can only be maintained through a deep understanding of every element, process and life cycle within it. At DSA Encore, that's exactly what we offer.

We've got teams of experts dedicated to every element of your datacenter infrastructure. So whether you need a full end-to-end solution or just a bit of help with a single aspect of your project, we're able to put all the pieces together. Contact us today and let's begin.



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