



# Data Center Solutions

**National Data Center Solutions**  
Avison Young

**AVISON  
YOUNG**

OVERVIEW

# Empowering data center excellence

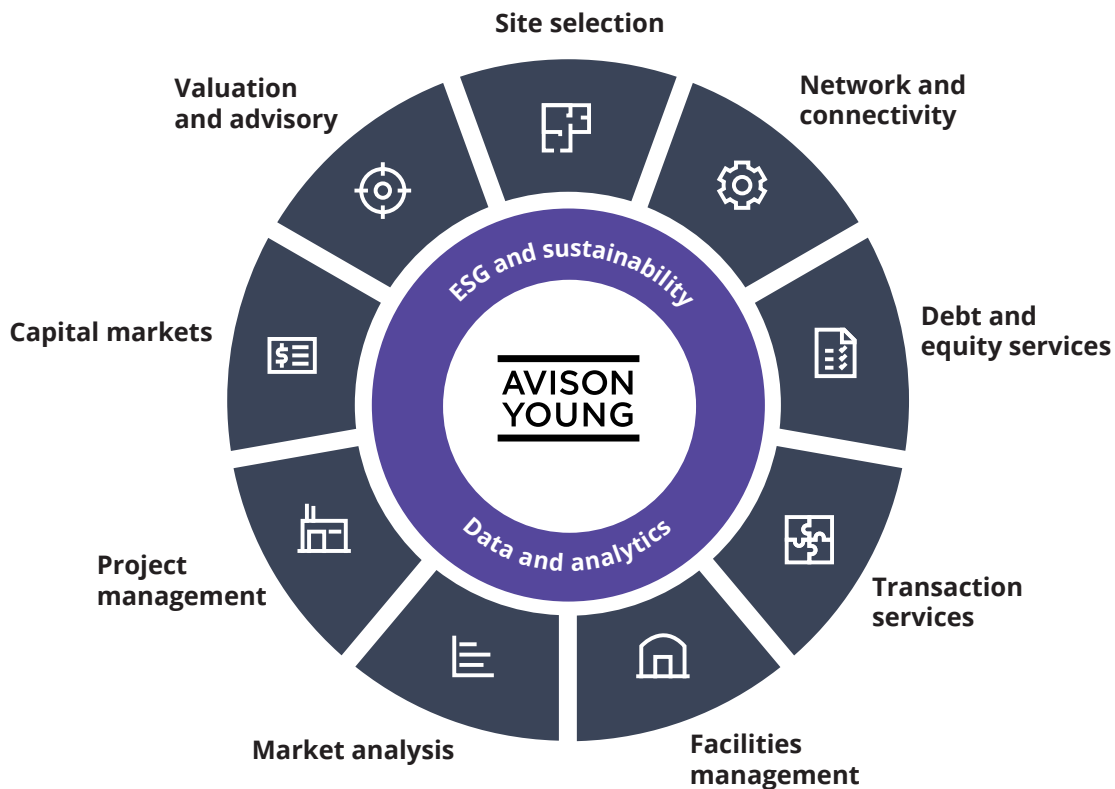
At Avison Young, our Data Center Solutions (DCS) provides comprehensive support to real estate professionals and company executives in developing effective data center investment and development strategies. Our capabilities in site selection, leasing, debt and equity, joint venture structuring, and investment sales enable our team to serve experienced operators and new entrants to the sector alike. The Avison Young team’s technology-driven approach and rich connections within the industry allow us to swiftly arrive at the ideal solution for each client that we serve.

Avison Young’s DCS has successfully concluded numerous transactions, demonstrating our strong connections within the global data center ecosystem. Our dedicated team of professionals possesses the necessary expertise and resources to efficiently fulfill your data center requirements, regardless of location, scale, or specialization.

OUR SERVICES

## What we provide for our clients

Our practice takes a comprehensive consulting approach, offering solutions beyond real estate transactions. We provide market assessments, financial analysis, and data center deployment strategies. Our ability to assess site attributes, fiber optic connectivity, utilities, government incentives, occupancy costs, and technology trends enables us to deliver a unique and tailored service.





# The experience to drive change

Avison Young's DCS has worked with numerous nationally recognized clients, including developers/operators, occupiers, and investor firms. We handle a wide range of requirements, from large free-standing data centers to "non-real estate" solutions such as colocation, managed hosting, cloud services, interconnect arrangements, cellular towers, and more.

We prioritize building long-term relationships with our clients and consistently go above and beyond to meet their needs, regardless of size. Our focus is aligning data center strategies with your goals and objectives, ensuring the best possible results for our clients.

## Operators / developers

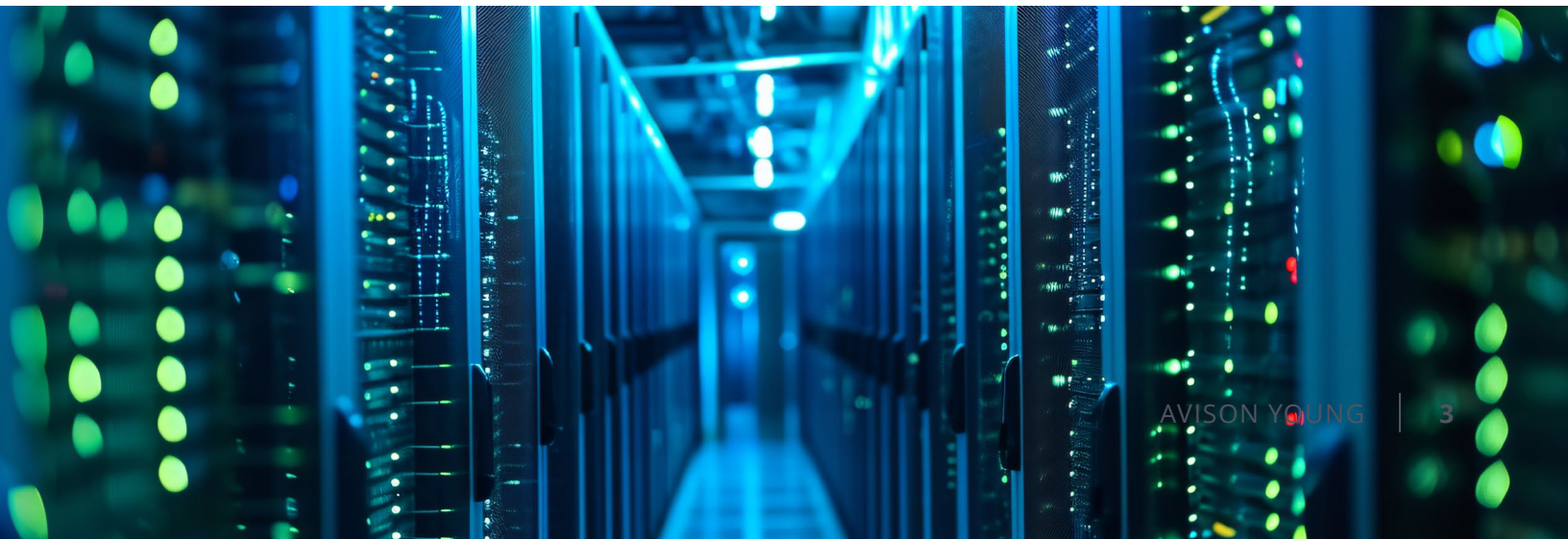
			
			

## Occupiers

## Investors / capital



# AVANT

by AVISON YOUNG

## Making location based decisions more transparent and efficient

AVANT is Avison Young's proprietary data analytics and geospatial intelligence platform that equips us with the necessary tools to make informed site selections. This platform consolidates all relevant information, including property identification, utility and fiber line mapping, and local regulations and zoning requirements, into a single location.



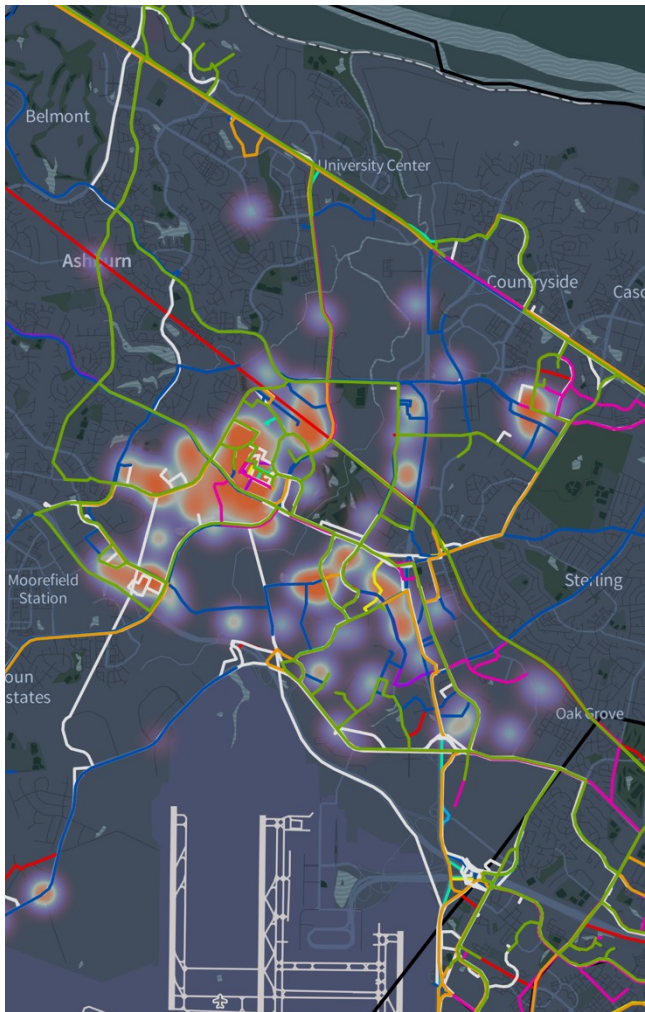
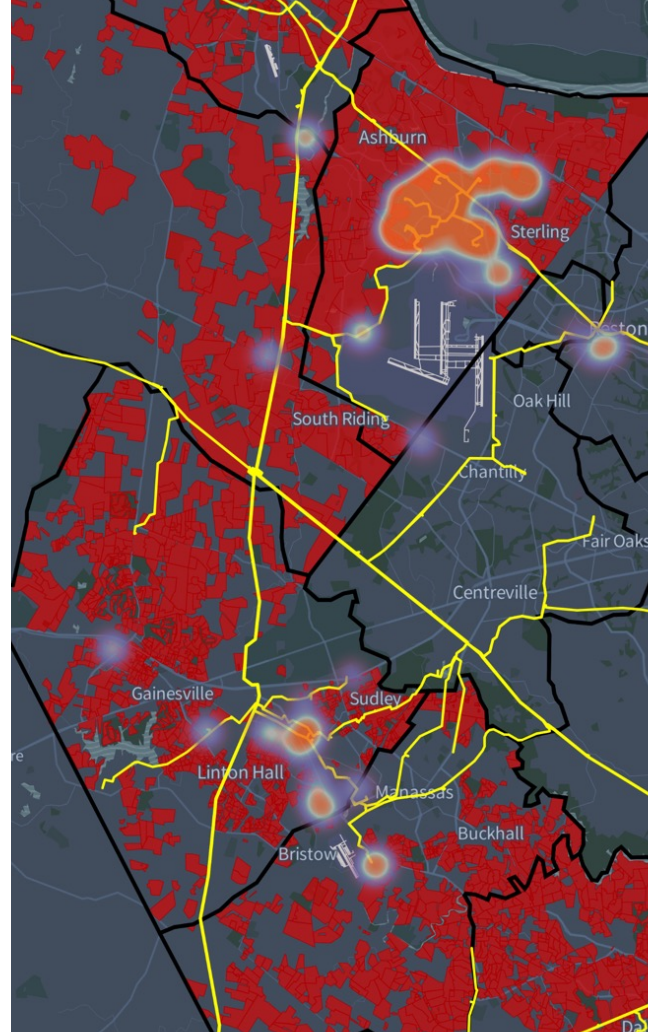
By utilizing AVANT, we empower our clients with the knowledge they need to successfully execute their plans. Our software tools create a unique convergence point for all the data sources required by a site selection team, ranging from crucial infrastructure details to municipal parcel information.





# A platform for unmatched location intelligence

Our team utilizes AVANT to navigate increasingly competitive land markets in which sites that check all a developer's boxes have become few and far between. The time required to identify qualified properties can be the difference between making an acquisition and losing out to a competitor. In emerging data center markets where land has not yet become constrained, AVANT can be equally useful; sifting through myriad undeveloped land sites becomes a far more manageable task when all of the relevant location intelligence is at your fingertips.



Apply filters based on parcel size and zoning, view nearby fiber-optic networks, assess the distance to electric transmission lines, consider political and environmental challenges, and then see how your sites of choice are situated in relation to the existing data center market. AVANT is the intersection at which all of these relevant data sets meet.

As global data growth continues at an ever-accelerating pace; swift and efficient site selection for new data center campuses will be critical for business success. AVANT offers a unique digital environment that allows our team to quickly assess parcel attributes and location attributes in tandem with one another to identify ideal land sites before the competition.



**Howard Berry**  
**Principal**

Data Center, Sales and Leasing  
+1 408 375 6853

**howard.berry@avisonyoung.com**

CA License #01795693

Howard Berry is a top data center real estate professional in the United States. With over 20 years of commercial real estate experience, Howard has solidified his reputation as a leader in the industry. He currently serves as the National Director of Data Center Solutions at Avison Young, as well as being one of their Principal partners. He has been entrusted with the pivotal task of developing and building the data center real estate platform at the company.

Howard's expertise lies in the development, sales, and leasing of data center products and investment assets. He has an impressive track record of successful accomplishments, including the sale and relocation of Vishay Technologies, a 12-acre repurposed semiconductor fabrication facility transformed into a cutting-edge data center with an accompanying 100,000 square foot office lease. Additionally, he has played a critical role in Microsoft's multi-state data center land acquisition.

Before joining Avison Young, Howard excelled as an award-winning professional, ranking in the top 10% of revenue-recognized Everest sales professionals. During his tenure at Colliers International, he served as the National Director of Data Center Business, where he played a central role in establishing and expanding their national data center platform. His responsibilities included valuing data centers, developing and mentoring data center brokers and businesses, overseeing ground-up development, conducting thorough financial and physical due diligence, as well as managing design and project implementation.

Prior to his work at Colliers International, Howard gained valuable experience in value-add and special projects at Grubb & Ellis. Moreover, his early career in commercial construction management provided him with intimate knowledge of all aspects and inner workings of commercial spaces, from conception to completion.

Howard's professional affiliations further underscore his expertise and dedication to the field. He is a member of the esteemed Society of Industrial and Office Realtors (SIOR) and is actively involved with the Association of Silicon Valley Brokers (ASVB).

With Howard Berry at the helm, Avison Young stands poised to be a dominant force in the data center real estate industry. His unwavering commitment to excellence and his impressive accomplishments solidify his position as the foremost authority in data center real estate in the United States.

# We believe in creating positive impact wherever we go

Welcome to our esteemed services. As a client-focused enterprise, we believe in harnessing the power of our nimble and agile team, armed with unrivaled expertise in the local market and equipped with cutting-edge technology in commercial real estate. Our sole purpose is to work tirelessly on your behalf to cultivate and fortify your competitive advantage.

At our firm, collaboration is key. We are committed to being your vested partner, completely devoted to your success. Together, we will navigate the intricacies of your real estate journey and unlock the exceptional potential it holds. The solutions we deliver are unparalleled, fortified by world-class resources that will undoubtedly propel the success of your real estate strategy - and, in turn, your overall business endeavors.



## Choose us, and allow us to pave the path towards your triumph.

**Howard Berry**  
**Principal**

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+1 408 375 6853

[howard.berry@avisonyoung.com](mailto:howard.berry@avisonyoung.com)

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[howard.huang@avisonyoung.com](mailto:howard.huang@avisonyoung.com)

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