Our data center is the backbone of our processing, production, and shipment of product. Last year our data center experienced ten outages, which impacted both our top and bottom line, costing us millions. If you are willing to invest into a Tier III data center, then we will notice a serious decline in outages over time, which will more than pay for itself in three years.

A Tier III data center is far superior to our current data center, providing us with an engine-generator power system. This protects against power failure, allowing our data center to perform during power failures, a feature that our Tier I data center does not have. The Tier III data center also has redundant capacity with multiple independent paths, meaning that our systems will be backed in case one path needs to be shut down due to maintenance or other unexpected circumstances. Each distribution path in a Tier III data center can be removed from our computer equipment without affecting how our equipment runs. Investing in a Tier III data center is extremely beneficial for our organization and will continue to provide us with a competitive edge.

Every minute of downtime experienced within our company costs \$14,800. Our Tier I data center is currently running with a 99.67% availability, meaning that over three years our data center will likely be down for a total of 5,203.4 minutes. That would cost our organization \$77,010,320. With a new Tier III data center our availability increases to 99.98%, leaving us with only 315.4 minutes of downtime over the three-year period. After subtracting your \$35 million investment, you will be left with a return of \$37,342,400 due to lack of downtime over 3 years. A Tier III data center is necessary for our rapidly growing business.

Works Cited

Alkaysi, Ahmed A. "The Benefits of Tier III Datacenter." *Temple Fox MIS – Ranked Top 20 in the Nation by US News!* Wordpress, 08 Feb. 2011. Web. 11 Sept. 2012. <a href="http://community.mis.temple.edu/aalkaysi/2011/02/08/the-benefits-of

tier-iii-datacenter/>.

"Data Center Site Infrastructure Tier Standard: Topology." *Uptime Institute Professional Services, LLC.* Uptime Institute, LLC, 2010. Web. 10 Sept 2012. <http://community.mis.temple.edu/mis2501sec001s12/files/2012/01/data center-site-infastructure-tier-standar-topology1.pdf

IO Data Centers, LLC. "IO Designs, Engineers and Delivers High- performance Data Centers and Was Recently Awarded Tier III Certification for Design Documents on Phase 1 of IO. New Jersey." *Tier Certification*. IO Data Centers LLC, Winter 2007. Web. 11 Sept. 2012.<http://www.iodatacenters.com/datacenters/tier-certification?cpao=111>.