

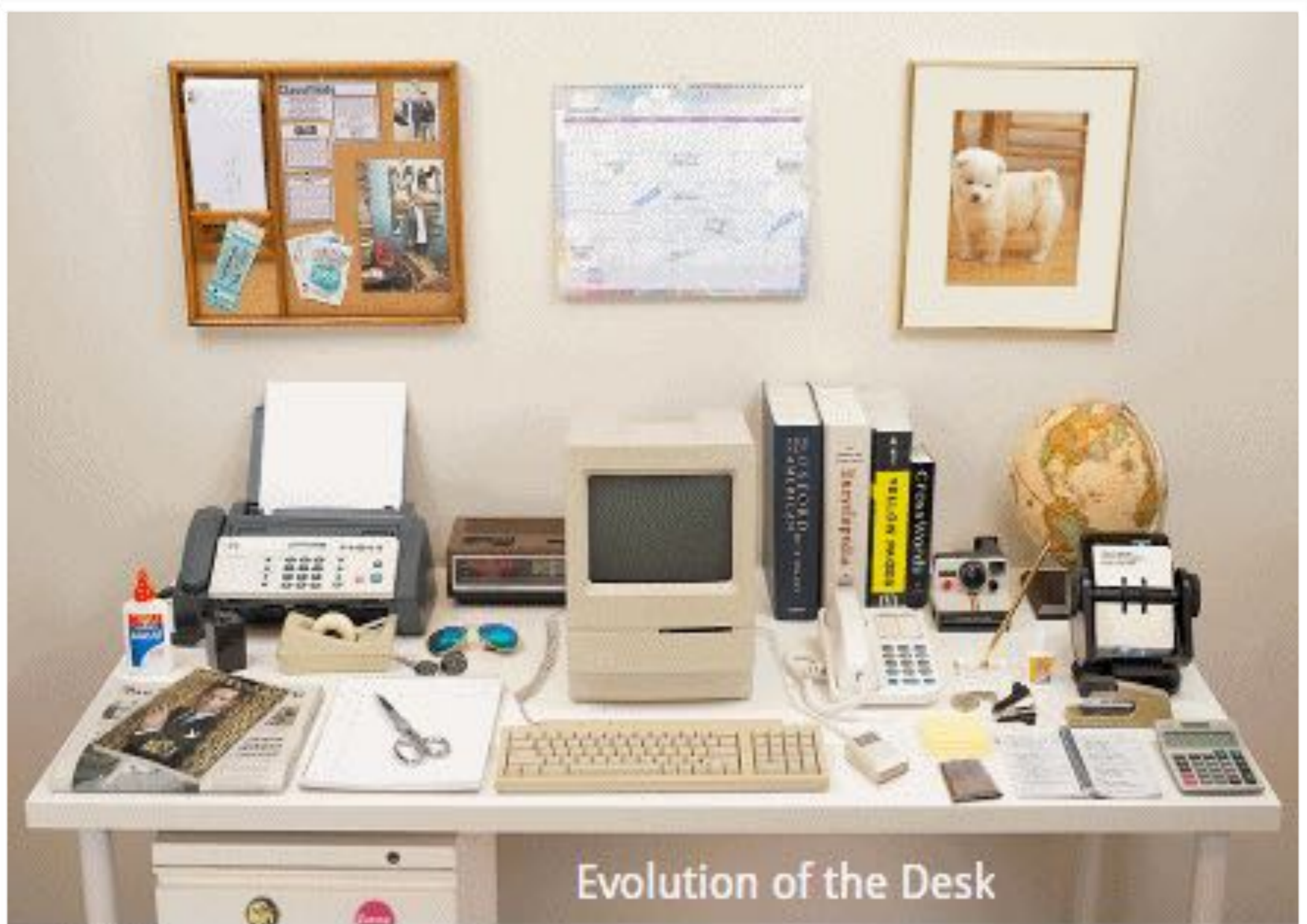


Ireland's Digital Success

David McAuley
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8th March 2017

Data



Evolution of the Desk

1980

Virtual and Augmented Reality



Building Information Modelling (BIM)



DNA storage



THE DIGITAL CENTRE AT THE HEART OF EVERYTHING

PREDICTIONS FOR 2020

2015

The data centre is the brain of your operations, providing memory, processing and capacity. What about the future? Next-generation business requires next-generation infrastructure with faster connections, more secure networks and increased power.

2020

The Digital Centre reimagines the data centre, as a hyper-connected heart. Regulating and maximising the flows of innovation and performance. Integrating the latest technologies in a future-proofed digital ecosystem.

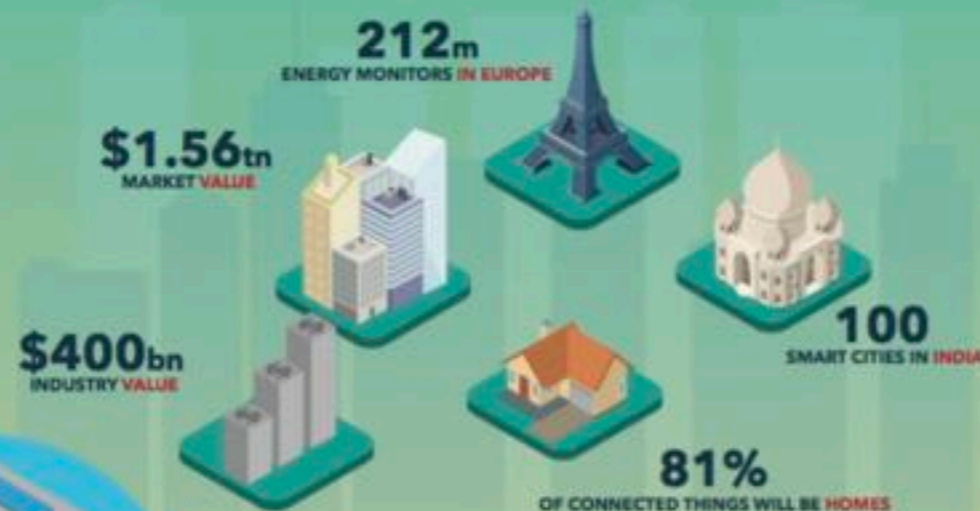
INTERNET OF THINGS

We're moving towards an era of always-on, on-demand connectivity. Which means unprecedented demands on networks and data centres.



The global population is expected to reach 7.7 billion, compared to 7.3 billion today. The majority will be living in urban areas, requiring a reimagining of infrastructure.

SMART CITIES



DIGITAL CENTRE

DRIVERLESS CARS ON THE ROAD

3.3bn DEVICES WITH VIRTUAL DIGITAL ASSISTANT TECH

ARTIFICIAL INTELLIGENCE

A new wave of technological breakthroughs could accelerate evolution like never before. As long as next-generation digital ecosystems are in place.

NANOBOTS TO BE USED IN MEDICINE

QUANTUM COMPUTERS AVAILABLE

AI TO SURPASS HUMAN INTELLIGENCE

SYSTEM INTEGRATORS TO GROW 10.9%

APPLICATION VIRTUALISATION TO DOUBLE

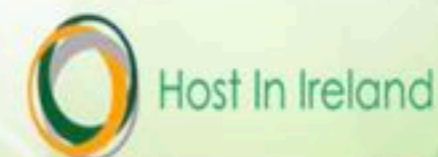
\$132.5bn SAAS REVENUE

CLOUD MANAGED SERVICES TO GROW TO \$118bn

The cloud industry will continue to mature as legacy systems are phased out. Increased workloads will lead to a rise in - and demand for - Everything-as-a-Service.

THE CLOUD

SOFTWARE-DEFINED DATA CENTRES TO QUADRUPLE



The Digital Disruption Has Already Happened



UBER

World's largest taxi company owns no taxis (Uber)



Largest accommodation provider owns no real estate (Airbnb)



Largest phone companies own no telco infra (Skype, WeChat)



World's most valuable retailer has no inventory (Alibaba)



Most popular media owner creates no content (Facebook)



fastest growing banks have no actual money (SocietyOne)

NETFLIX

World's largest movie house owns no cinemas (Netflix)



Largest software vendors don't write the apps (Apple & Google)



#hostInIreland

For Ireland, the Data is the "Why",
The Centre is the "How"

Growth

Photos - 2 billion shared every day

Video - 300 YouTube hours added per minute

IPv6 - 340 undecillion addresses

Ireland

Data centres popping up everywhere

Apple's €850m data centre in Galway faces new Bord Pleanála hearing

Adrian Weckler
PUBLISHED 25/04/2016 | 15:50

siliconrepublic

Ireland is the data capital of Europe, says Google (video)

by John Kennedy

Facebook to start Meath data centre construction

Monday 25 January 2016 23:16

An artist's impression of a proposed €800m data centre at Clonsilla, a challenge with the project.

Cork data centres plan to create 150 jobs

BY POST REPORTER ON JUNE 10, 2016

HUB PAGES: FACEBOOK, IBM

siliconrepublic

Amazon to create 500 new technology jobs in Dublin

by John Kennedy

20 MAY 2016

Amazon has made Dublin the epicentre of its growth plans for the cloud.

E-commerce and cloud giant Amazon is creating 500 new tech jobs across a number of its facilities in Dublin.

former Mitsui Denman site

attract multinationals

any has announced plans to build a number of data centres near Cork city, plans to build the data centres as part of the redevelopment of the former Mitsui Denman site in Little Island.

LATEST NEWS

- Why we need IP end-to-end for IoT explained in 3 minutes
1 MINUTE AGO
- We need a vision for the future of technology in our schools
3 MINUTES AGO
- Flash is on the outs, if you use Chrome
15 MINUTES AGO
- MHC Tech Law: The EU's new rules on electronic identification and e-signatures
27 MINUTES AGO

... is now as special as revenue investors

... sure you don't get left behind

Why Ireland?



Why Ireland?



Ireland's Data Centres

Operator	Details	Scale (MW)	Scale (TWh)	Location	Phase	Investment (€)	Year	Notes
ACI Worldwide				Limerick				
Amazon				Blackhall		1,100,000,000		
Amazon				Blackhall		1,100,000,000		
Amazon				Clonsilla				
Amazon				Shelby				
Apple				Albany		200,000,000		
Aviva				Bally				
Aviva				Bally		1,000,000		
Blacknight				Dr. Shaw		1,000,000		
BT				Clonsilla		10,000,000		
Capgemini				Clonsilla		1,000,000		
Citadel100				Clonsilla		1,000,000		
CIX				Clonsilla		1,000,000		
Data City Exchange				Portlaoise				
Digital Realty				Blackhall				
Digital Realty				Public Park		10,000,000		
Eir				Clonsilla				
Eir				Clonsilla				
Eir				Bally				
Eir				Clonsilla				
EMC (Data)				Clonsilla				
Equinix				Blackhall				
Equinix				Clonsilla				
Equinix				Public Park				
Facebook				Clonsilla		1,000,000,000		
Google				Public Park		10,000,000		
HubNexus 20				Bally				
HubNexus 20				Limerick				
U Digital				Bally				
IBM				Blackhall		10,000,000		
Interxion				Orange Castle		10,000,000		
Interxion				Orange Castle				
Interxion				Orange Castle				
JCD				Clonsilla		1,000,000,000		
Mentor Graphics				Dr. Shaw		1,000,000		
Microsoft				Orange Castle		1,000,000,000		
Paddy Power				Bally				
Planet 11				Blackhall		10,000,000		
Servicecentric				Blackhall		10,000,000		
Sungard Availability Services				Clonsilla				
Sungard Availability Services				Portlaoise				
Sungard Availability Services				Public Park				
Tablica Software				Bally				
Usher (Digital)				Blackhall				
Verdara				Clonsilla		1,000,000		
Web World				Shelby				

50 Sites:

- **Hyperscale** - Amazon, Microsoft, Apple, Google, Facebook
- **Colocation** - Digital Realty, Interxion, Equinix, Citadel100, Dataplex, CIX, JCD
- **Others** - ACI Worldwide, BT, eir, Vodafone, IBM, PlanNet 21, Aviva, Blacknight, EMC, Mentor Graphics, Servecentric, Sunward Availability Services, Digiweb.

Ireland's Data Centres

Operator	Details	Year	Power	Location	Investment	sq ft	Jobs
ADT Worldwide		2012	100kW	Limerick	€ 100,000,000	100,000	100
Amazon		2012	100kW	Blanchardstown	€ 1,000,000,000	1,000,000	1,000
Amazon		2012	100kW	Blanchardstown	€ 1,000,000,000	1,000,000	1,000
Amazon		2012	100kW	Clonsilla	€ 1,000,000,000	1,000,000	1,000
Amazon		2012	100kW	Shelagh	€ 1,000,000,000	1,000,000	1,000
Apple		2012	100kW	Athenry	€ 850,000,000	850,000	850
Aviva		2012	100kW	Bally	€ 1,000,000,000	1,000,000	1,000
Aviva		2012	100kW	Subs	€ 1,000,000,000	1,000,000	1,000
Blacknight		2012	100kW	Dr. Shaw	€ 1,000,000,000	1,000,000	1,000
BT		2012	100kW	Clonsilla	€ 1,000,000,000	1,000,000	1,000
Capgemini		2012	100kW	Clonsilla	€ 1,000,000,000	1,000,000	1,000
Cloudflare		2012	100kW	Clonsilla	€ 1,000,000,000	1,000,000	1,000
DB		2012	100kW	Dub	€ 1,000,000,000	1,000,000	1,000
Data City Exchange		2012	100kW	Portlaoise	€ 1,000,000,000	1,000,000	1,000
Digital Realty		2012	100kW	Blanchardstown	€ 1,000,000,000	1,000,000	1,000
Digital Realty		2012	100kW	Profile Park	€ 150,000,000	150,000	150
Eir		2012	100kW	Clonsilla	€ 1,000,000,000	1,000,000	1,000
Eir		2012	100kW	Clonsilla	€ 1,000,000,000	1,000,000	1,000
Eir		2012	100kW	Subs	€ 1,000,000,000	1,000,000	1,000
Eir		2012	100kW	Dunblinn	€ 1,000,000,000	1,000,000	1,000
EMC (Data)		2012	100kW	Dub	€ 1,000,000,000	1,000,000	1,000
Equinix		2012	100kW	Blanchardstown	€ 1,000,000,000	1,000,000	1,000
Equinix		2012	100kW	Clonsilla	€ 1,000,000,000	1,000,000	1,000
Equinix		2012	100kW	Profile Park	€ 150,000,000	150,000	150
Facebook		2012	100kW	Clonsilla	€ 200,000,000	200,000	200
Google		2012	100kW	Profile Park	€ 150,000,000	150,000	150
Microsoft		2012	100kW	Subs	€ 1,000,000,000	1,000,000	1,000
Microsoft		2012	100kW	Limerick	€ 1,000,000,000	1,000,000	1,000
Microsoft		2012	100kW	Bally	€ 1,000,000,000	1,000,000	1,000
Microsoft		2012	100kW	Malinstown	€ 1,000,000,000	1,000,000	1,000
Microsoft		2012	100kW	Grange Castle	€ 2,000,000,000	2,000,000	2,000
Microsoft		2012	100kW	Grange Castle	€ 2,000,000,000	2,000,000	2,000
JCD		2012	100kW	Dub	€ 200,000,000	200,000	200
Mentor Graphics		2012	100kW	Dr. Shaw	€ 17,400,000	17,400	17,400
Microsoft		2012	100kW	Grange Castle	€ 2,000,000,000	2,000,000	2,000
Paddy Power		2012	100kW	Bally	€ 1,000,000,000	1,000,000	1,000
Planet IT		2012	100kW	Blanchardstown	€ 1,000,000,000	1,000,000	1,000
ServiceNow		2012	100kW	Blanchardstown	€ 1,000,000,000	1,000,000	1,000
Sungard Availability Services		2012	100kW	Clonsilla	€ 1,000,000,000	1,000,000	1,000
Sungard Availability Services		2012	100kW	Portlaoise	€ 1,000,000,000	1,000,000	1,000
Sungard Availability Services		2012	100kW	Profile Park	€ 150,000,000	150,000	150
Tableau Software		2012	100kW	Bally	€ 1,000,000,000	1,000,000	1,000
Verde (Digital)		2012	100kW	Blanchardstown	€ 1,000,000,000	1,000,000	1,000
Webline		2012	100kW	Clonsilla	€ 1,000,000,000	1,000,000	1,000
Web World		2012	100kW	Shelagh	€ 1,000,000,000	1,000,000	1,000

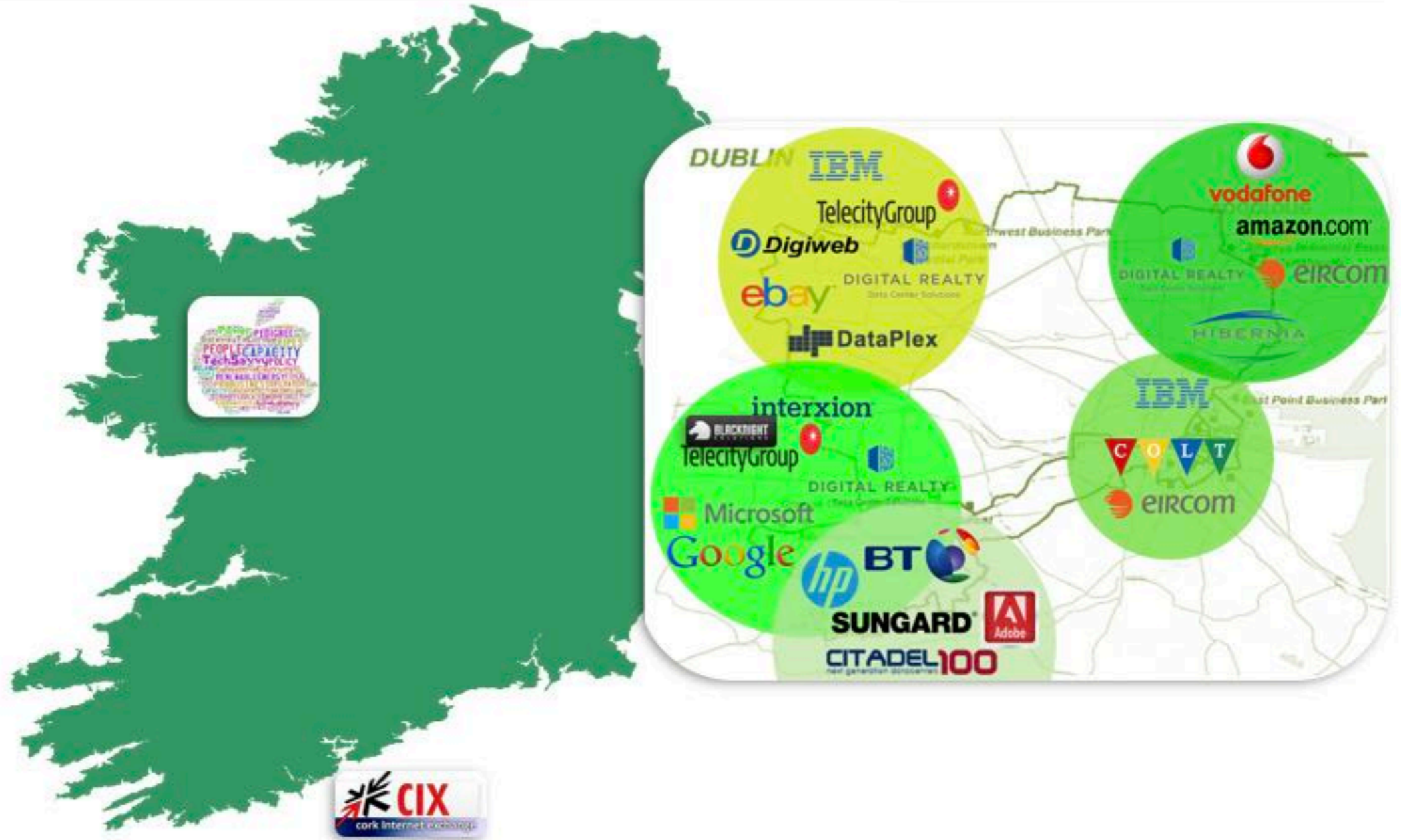
Amazon aws.amazon.com	Former GE Abrasives site	5	200,000	Clonsilla	Leinster	
Amazon aws.amazon.com	Jacobs Site	5	100,000	Tallaght	Leinster	
Apple apple.com	Apple's proposed data centre for Athenry, Co Galway has yet to be fully approved as locals have appealed the decision. However, the plan is to invest a whopping €850m in a 263,000sq ft green-energy facility that will provide general data storage for Apple.	5	263,000	Athenry	Connacht	€ 850,000,000

Dataplex dataplex.ie	Dataplex's B10 data centre at Ballycoolin Business and Technology Park in Dublin supports over 20 international carriers across 75,347sq ft of real estate with a PUE rating of 1.15.	3	75,347	Blanchardstown	Leinster	
Digital Realty digitalrealty.ie	This fast-growing player opened its €150m campus in Profile Park, Dublin in 2014 with plans for phased development across four buildings, totalling 85,000sq ft. These 15.36MW facilities run entirely on renewable energy and have a PUE rating of 1.15. In June 2015, Sungard Availability Services announced an expansion in the Irish market through a partnership with Digital Realty at Profile Park. In addition, Digital Realty owns data centre properties in Blanchardstown and Clonsilla (the latter of which is leased to Eir).	4	85,000	Profile Park	Leinster	€ 150,000,000
Eir eir.ie				Citywest	Leinster	
Eir						

Equinix equinix.com	When Equinix acquired Telecity Group, it added four data centres dotted around west Dublin to its portfolio. These facilities range in size (35,951sq ft, 22,604 sq ft, 67,490 sq ft) and capacity (3.6MW, 6.9MW) and clients include Blacknight, Virgin Media, Vodafone, Eir and ESB.	2	35,951	Profile Park	Leinster	
Facebook facebook.com	A 220-acre in Clonsilla, Co Meath will be home to Facebook's €200m data centre, scheduled to open sometime between late 2017 and early 2018. The Irish data centre will handle the data of Facebook users from around the world using 100pc renewable energy. It will also feature the latest server, storage and network designs developed through the Open Compute Project.			Clonsilla	Leinster	€ 200,000,000
Google google.com	In August 2015, Google announced it would invest €150m to build a new data centre at Profile Park in Dublin. Google first opened a data centre at Profile Park back in September 2012, investing €75m to transform a warehouse into their third energy-efficient data centre in Europe.			Profile Park	Leinster	€ 150,000,000

Interxion interxion.com		2	20,000	Grange Castle	Leinster	
JCD	A €200m data centre that will be built on the outskirts of Cork city will result in the creation of 150 permanent jobs and hundreds of construction jobs, it has emerged. Commercial property company JCD Group is planning to build a major data centre on a 25,550sqm site at the former Mitsui Denman plant in Little Island.	2	25,550	Cork	Munster	€ 200,000,000
Mentor Graphics mentor.com	US-based multinational Mentor Graphics chose Shannon, Co Clare for the location of its multi-million-dollar EMEA data centre, officially opened in 2012. The regional data centre is built on a two-and-a-half-acre site in East Park, and construction of the Tier 2+ data centre with plant facilities and supporting office space cost €17.4m.			Co. Clare	Connacht	€ 17,400,000
Microsoft microsoft.com	Dublin's Grange Castle Business Park is home to Microsoft's 150,000sq ft data centre which, over the years, has amounted to a whopping \$2bn investment in Ireland.	5	150,000	Grange Castle	Leinster	€ 2,000,000,000

Where are they?



Host in Ireland



POLICY

Ireland applies a pragmatic, pro-business approach to policy issues including data protection and IP with a competitive corporate tax structure.



PEDIGREE

Ireland is the European "home" for over 1,000 global companies including more than 750 U.S.-based organizations.



PEOPLE

Ireland's readily available workforce is highly educated, experienced, tech-savvy, multifaceted and multilingual with 40% of the population under the age of 30.



POWER

Ireland has been aggressively exploiting its renewable energy resources, making strides towards a future of cleaner and more affordable power options and commitment to 40% of energy from renewables by 2020.



PIPES

Situated on the axis between the American and European continents, Ireland has a superior strategic global position to provide secure and resilient low-latency global connectivity.

Ireland, home to the 5 x P's

Policy

Pro-business, competitive tax rate

Pedigree
Gateway to Europe
for 6 decades

People
Tech-savvy,
educated
workforce

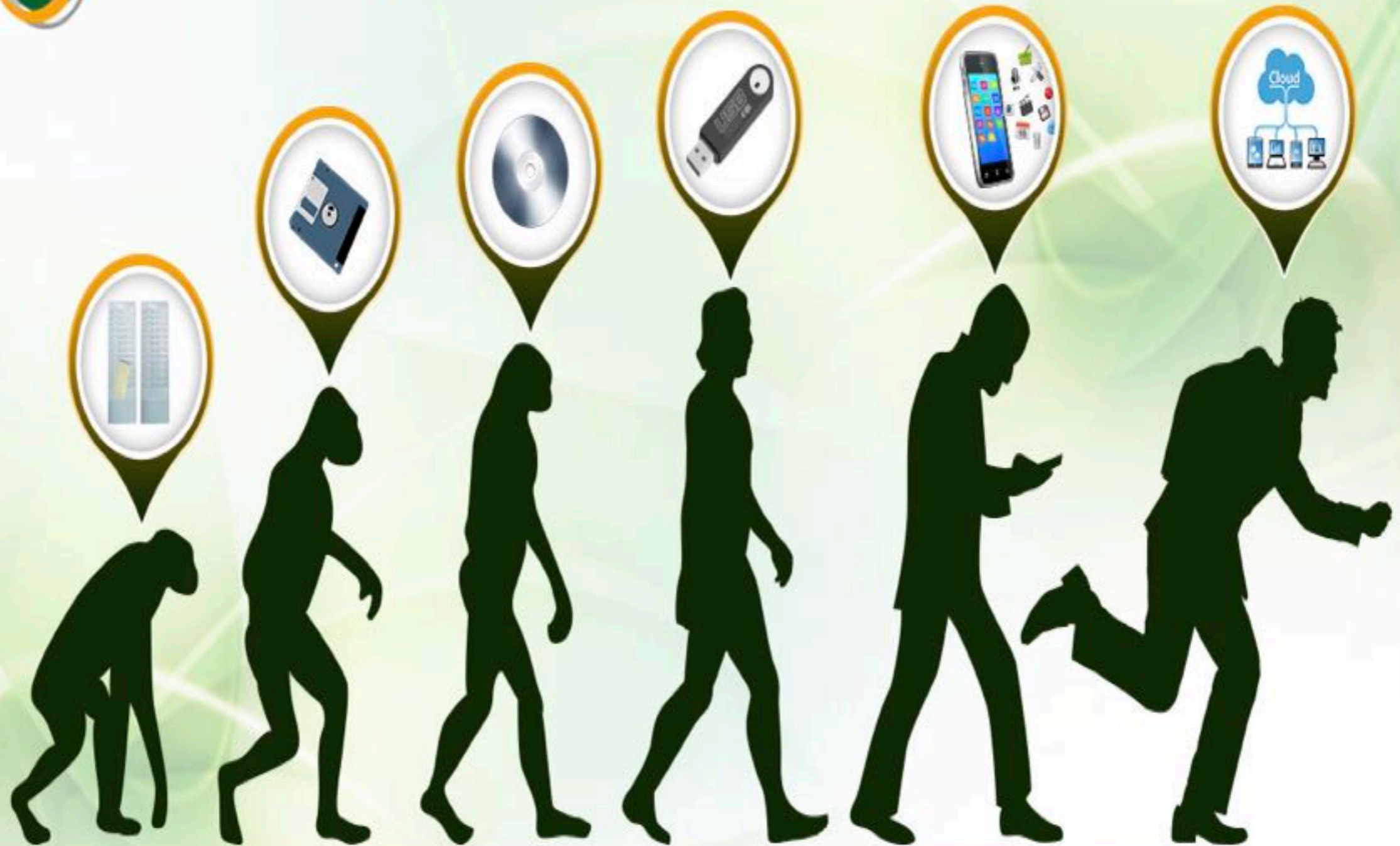
Power
Green, Stable,
Competitive

Pipes
Abundance of
Trans-Atlantic / EU Fibre





Host In Ireland | www.hostinireland.com



THE EVOLUTION OF DATA

Infrastructure

Fi



Host In Ireland



To US

- 1. HIBERNIA NETWORKS (A)
- 2. HIBERNIA NETWORKS (D)
- 3. HIBERNIA NETWORKS
- 4. AQUACOMMS

To UK

- 5. BT (SCOTLAND NI 2)
- 6. VODAFONE (LANIS 3)
- 7. VIRGIN MEDIA (SIRIUS NORTH)
- 8. BT (SCOTLAND NI 1)
- 9. HIBERNIA NETWORKS (C)
- 10. BT (ESAT 2)
- 11. VIRGIN MEDIA (SIRIUS SOUTH)

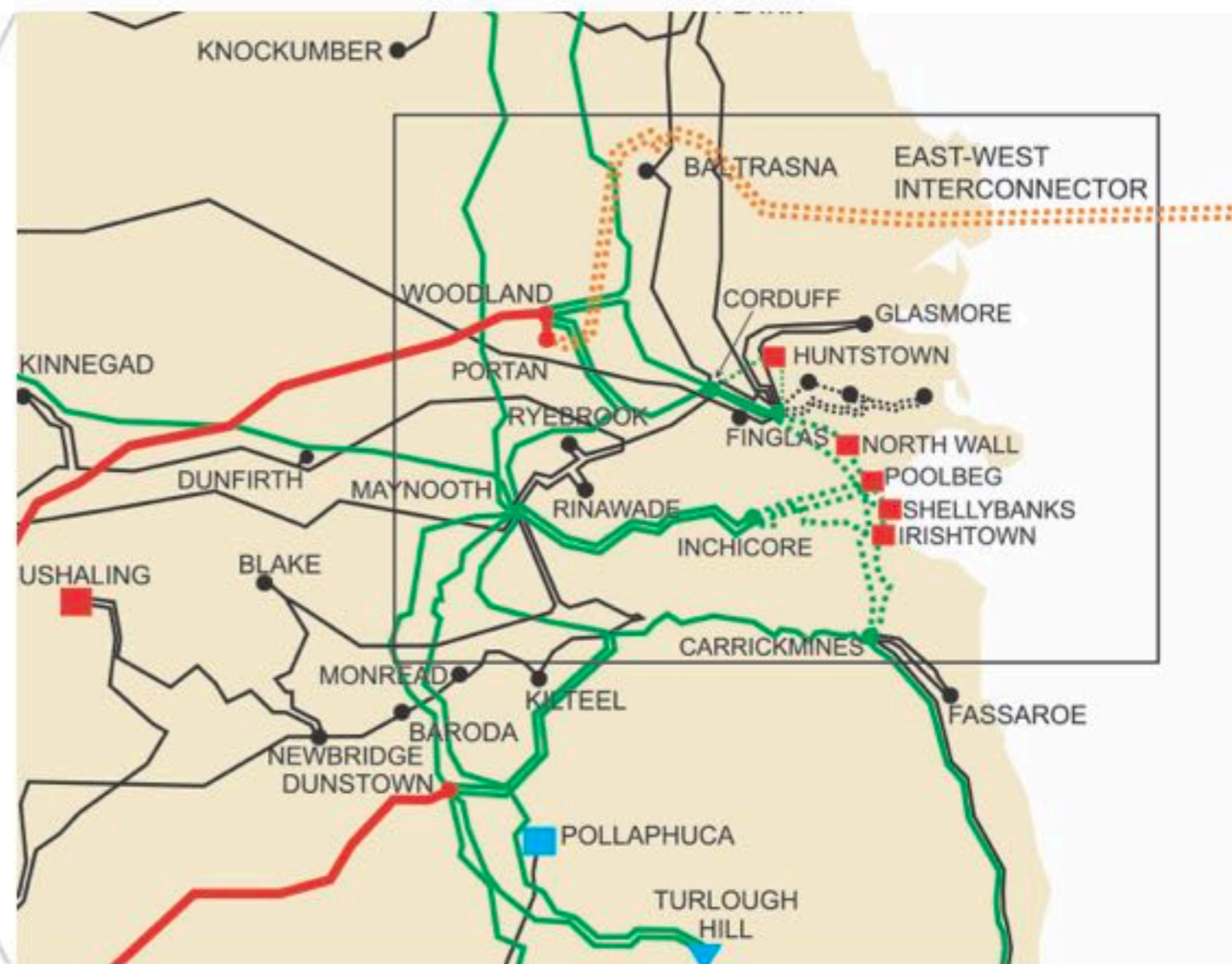
- 12. SEA FIBRE NETWORKS (CELTIC CONNECT)
- 13. GEO / ESBT (EXPRESS)
- 14. LEVEL 3 (PAN EURO CROSSING 2)
- 15. EIRCOM / VODAFONE (SOLAS)
- 16. LEVEL 3 (PAN EURO CROSSING 1)
- 17. BT (ESAT 1)

Host In Ireland





Electrical Power - Dublin



Electrical Power - Cork



Electrical Power - Supply v Demand?

2.2(d) Data Centres in Ireland

A key driver for electricity demand in Ireland for the next number of years is the connection of large data centres.

Whether connecting directly to the transmission system or to the distribution network, there is presently about 250 MVA of installed data centres in Ireland. Furthermore, there are connection offers in place (or in the connection process) for approximately a further 600 MVA. At present, there are enquires for another 1,100 MVA.

This possibility of an additional 1700 MVA of demand is significant in the context of a system with a peak demand in 2014/15 of about 4700 MW (where it would add 35%).

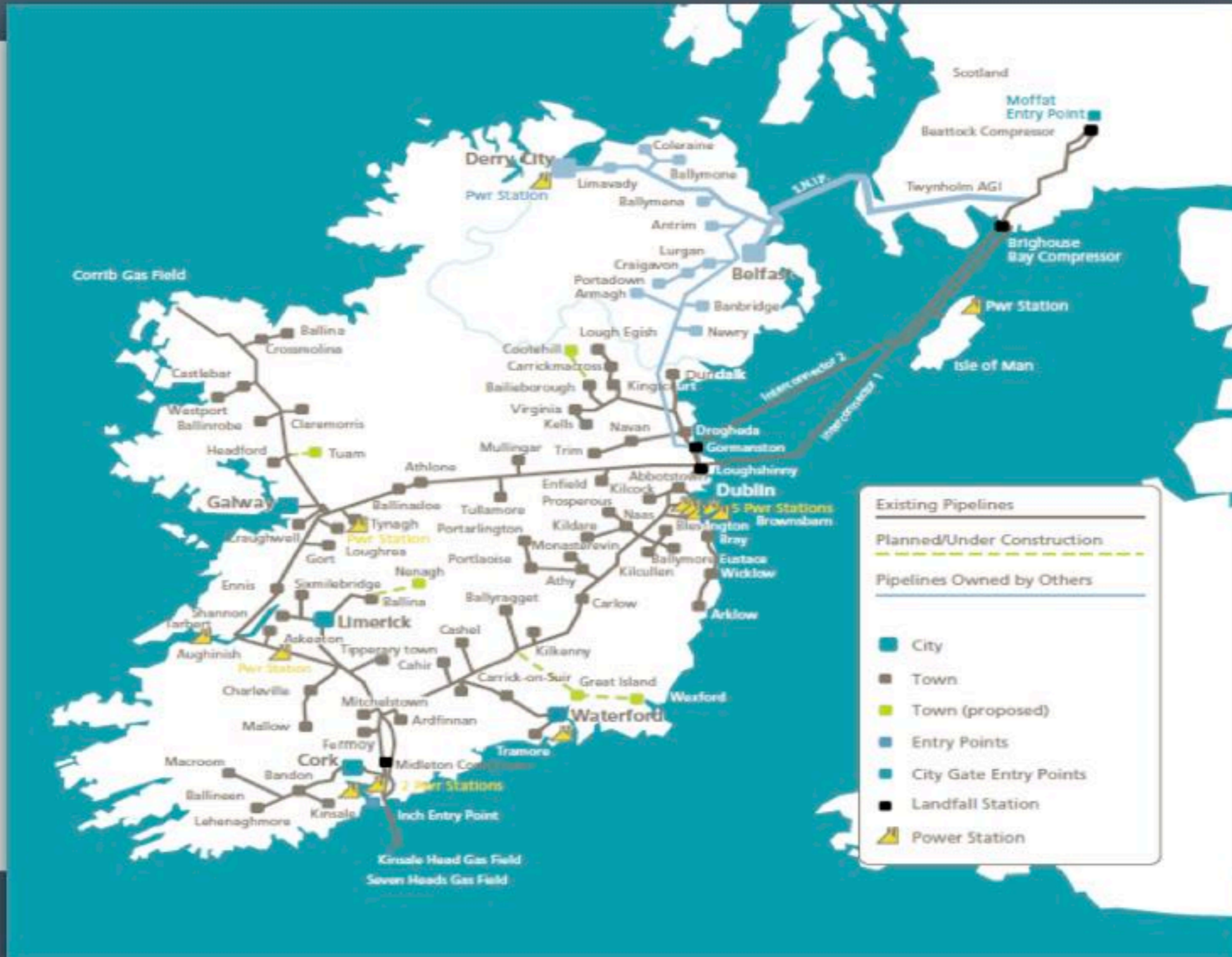
In forecasting future demand, we need to appreciate that data centres normally have a flat demand profile.



Figure 2-2 Data centre connections already existing in Ireland, in the connection process and enquiries



Natural Gas



Research Infrastructure



The Irish Centre for
Cloud
Computing
& Commerce

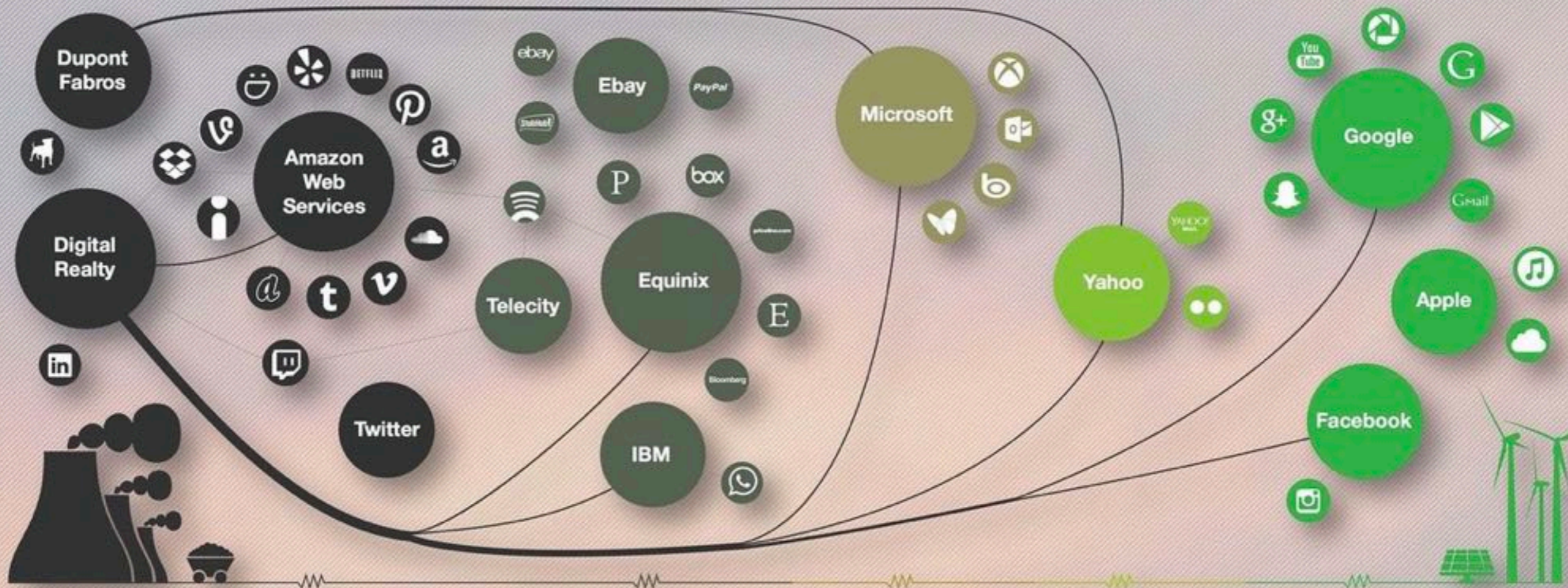
CONNECT



Sustainability & Standards

Pressure

Your Online World: Green IRL, or #dirty?



Accountability

**CLICKING CLEAN:
WHO IS WINNING
THE RACE TO BUILD
A GREEN INTERNET?**

2017

greenpeace.org

GREENPEACE

Apple CLEAN ENERGY INDEX 83%
NATURAL GAS 4% / COAL 5% / NUCLEAR 5%

Facility Location	Estimated Nameplate Power Capacity	% of Clean Energy Supply to Data Center	Resource Mix of Local Utility		
			Natural Gas	Nuclear	Coal
Athenry, Ireland	7	100%	45%	0%	34%
Maiden, NC	25	100%	12%	51%	33%
Mesa, AR	13	100%	12%	51%	33%
Newark, CA	15	100%	12%	51%	33%
Prineville, OR	4	100%	12%	51%	33%
Reno, NV	5	100%	12%	51%	33%
New Colocation (Chicago)	8	100%	12%	51%	33%
New Colocation (Virginia)	8	100%	12%	51%	33%
Existing Global Colocation	18	100%	12%	51%	33%

Facebook CLEAN ENERGY INDEX 67%
NATURAL GAS 7% / COAL 15% / NUCLEAR 9%

Facility Location	Estimated Nameplate Power Capacity	% of Clean Energy Supply to Data Center	Resource Mix of Local Utility		
			Natural Gas	Nuclear	Coal
Prineville, Oregon	70	13%	15%	0%	62%
West Coast Colocation	21	40%	45%	0%	9%
Forest City, North Carolina	70	1%	12%	51%	33%

Google CLEAN ENERGY INDEX 56%
NATURAL GAS 14% / COAL 15% / NUCLEAR 10%

Facility Location	Estimated Nameplate Power Capacity	% of Clean Energy Supply to Data Center	Resource Mix of Local Utility		
			Natural Gas	Nuclear	Coal
Douglas County, Georgia	38	5%	55%	0%	29%
Berkeley County, South Carolina	84	0%	23%	0%	48%
Jackson County, AL	7	7%	16%	23%	55%
Lenoir, North Carolina	84	16%	12%	51%	33%
Council Bluffs, Iowa	105	100%	0%	13%	39%
Dalles, Oregon	140	85%	1%	10%	0%
Pryor, Oklahoma	140	100%	29%	0%	52%
Eemshaven, Netherlands (Google owned)	31	100%	42%	3%	35%
Eemshaven, Netherlands (Colocation)	38	13%	42%	3%	35%
Dublin, Ireland	41	14%	45%	0%	34%
Singapore	8	0%	51%	0%	1%
Taiwan	41	8%	55%	16%	38%
Hamina, Finland	18	100%	0%	23%	0%
St. Ghislain, Belgium	24	1%	29%	57%	0%
Quilicura, Chile	11	100%	15%	0%	41%

Standards for Digital Asset Hosting

- ISO 27001
- EN50600 - CENELEC
- Uptime Institute
- TIA-942
- ASHRAE TC 9.9
- LEED
- PuE / DCiE
- ISO/IEC JCT1 SC39
- EU Code of Conduct
- ISO 50001
- EnergyStar
- Whatever the customer wants

Efficient Design - SEAI EXEED

EXEED
EXCELLENCE IN ENERGY EFFICIENT DESIGN

Designed
FOR ENERGY PERFORMANCE
& ENERGY MANAGEMENT

seai SUSTAINABLE ENERGY AUTHORITY OF IRELAND

EXEED
EXCELLENCE IN ENERGY EFFICIENT DESIGN

Designed & Verified
FOR ENERGY PERFORMANCE
& ENERGY MANAGEMENT

seai SUSTAINABLE ENERGY AUTHORITY OF IRELAND

EXEED
EXCELLENCE IN ENERGY EFFICIENT DESIGN

Designed, Verified & Managed
FOR ENERGY PERFORMANCE
& ENERGY MANAGEMENT

seai SUSTAINABLE ENERGY AUTHORITY OF IRELAND

EXEED Designed

EXEED Verified

EXEED Managed



Planning

DELIVERABLES



Design for
Energy Performance

DELIVERABLES



Design for
Energy Management

DELIVERABLES



Project Summary

DELIVERABLES



Measure and Verify

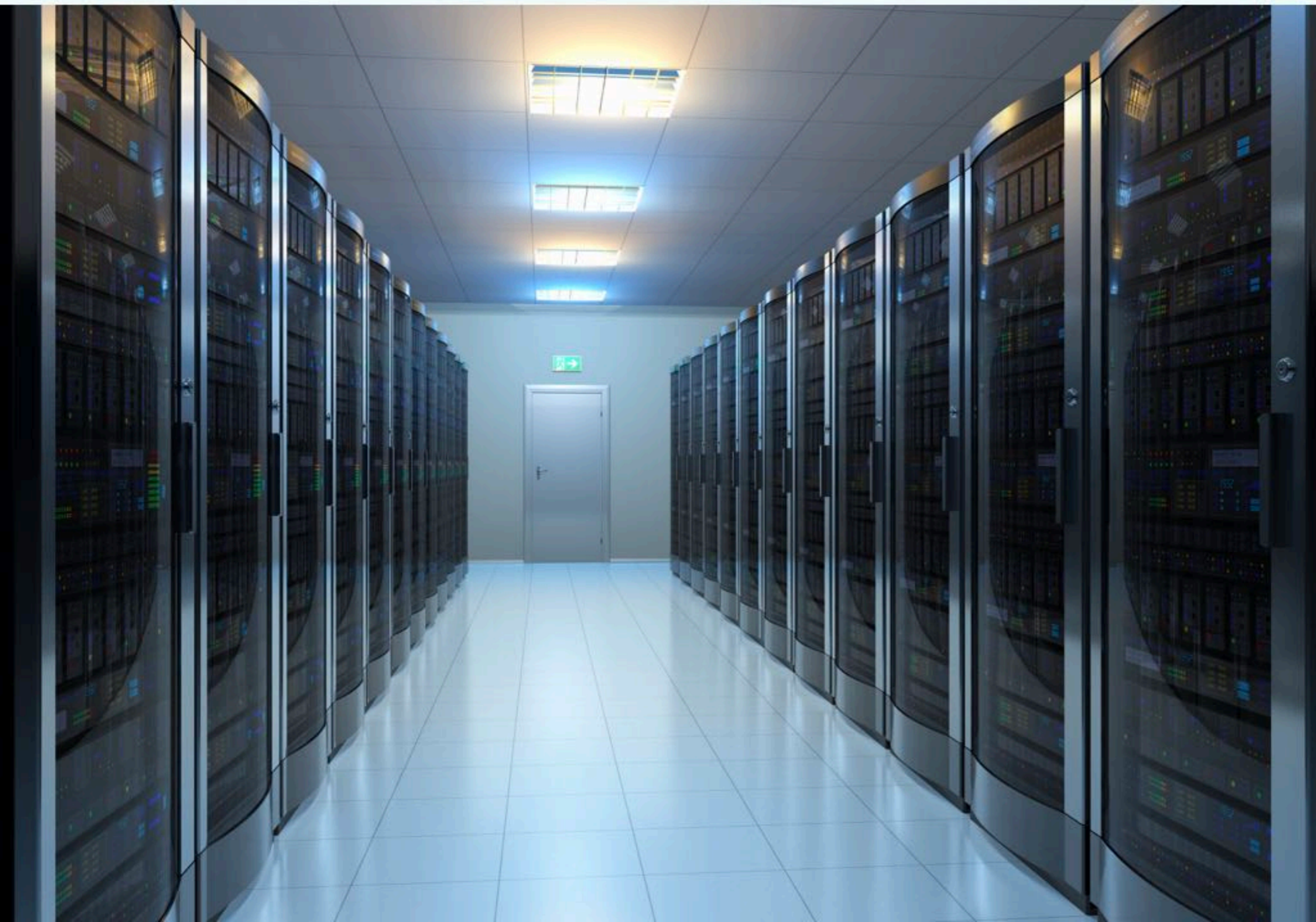
DELIVERABLES

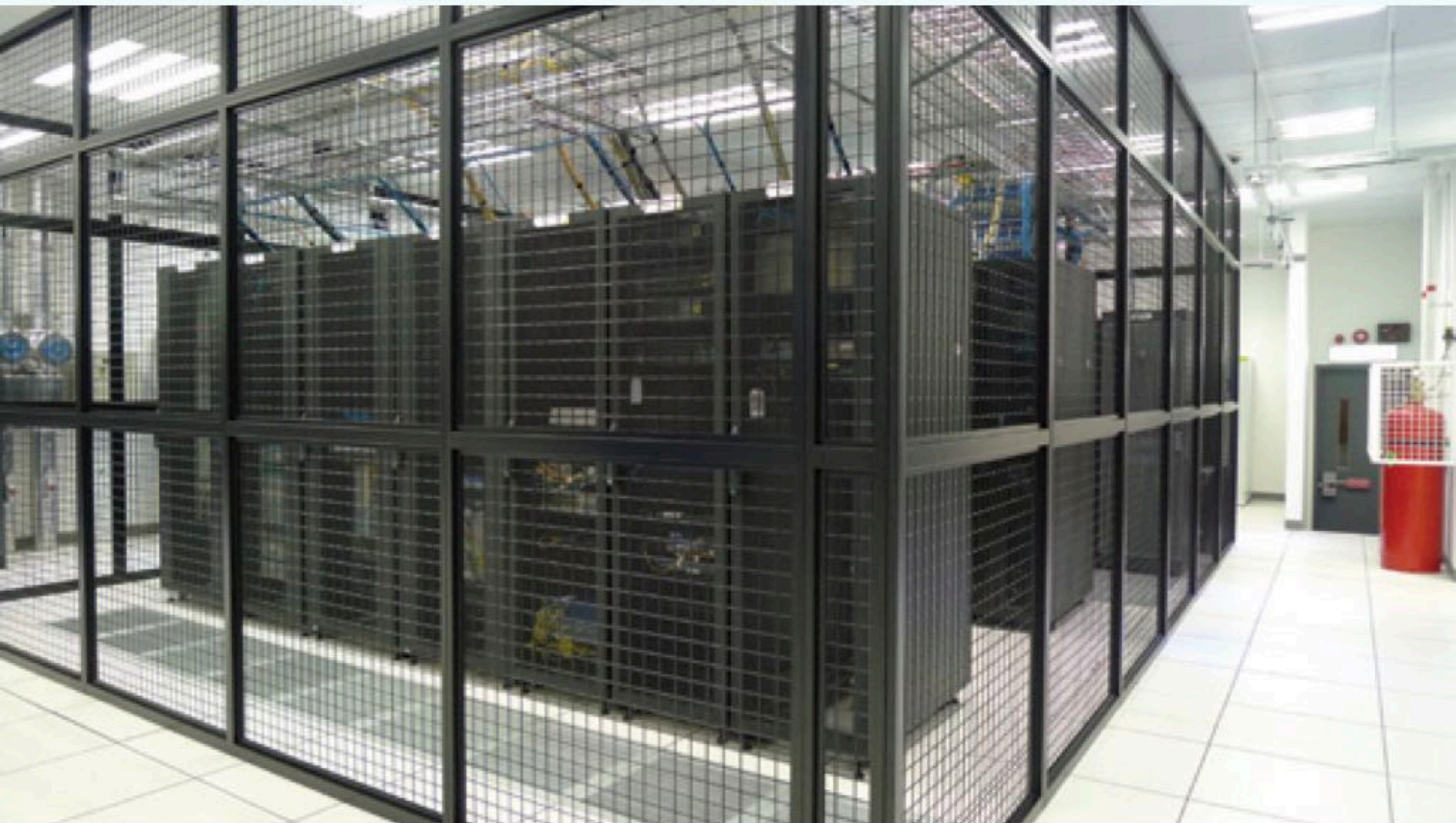


Energy Management

DELIVERABLES

Design & Innovation





Recipe for a Data Centre

Ingredients

- Finance
- Tenants
- Building / Site
- Energy Source(s)
- Power / Backup
- Cooling systems
- Fibre / Comms
- Floors / Racks
- Servers / Storage



Steps for Success...

1. Planning and Permitting
2. Grid Connection Application
3. Design
4. Build
5. Configure / Commission
6. Compliance Audits
7. Operate & Optimise
8. Ongoing upgrades

Hazards / Tips

- Power MIC
- Sustainability

People & Things

- Project Managers
- IT Engineers
- Power Engineers
- Suppliers
- Compliance
- Environmental
- Design Knowledge
- Construction Teams
- Commissioning



Design

Ingredients

- Project objectives
- Project drivers
- Commercial strategy
- IT strategy
- Deployment strategy
- Growth projections
- Solutions & product knowledge
- Local standards & codes – yours and theirs

Steps for Success...

- Stakeholder engagement
- Gain a full understanding of your clients' commercial & technical strategies
- Park your preconceptions
- Start with a "plain sheet of paper"
- Challenge your clients
- Design from the inside out
- Focus on "buildability"
- Engage with operations team/resource

Hazards / Tips

- Innovation that works
- Vendor neutrality
- Future proofing

People & Things

Data Centre Specialists:

- Commercial & Strategy Interpreters
- Electrical Design Engineers
- Mechanical Design Engineers
- Network Design Engineers
- BMS Design Engineers
- Revit MEP & Architecture
- **Peer review**



Ireland's Digital Success

David McAuley
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8th March 2017