Colocation buyer scorecard

Use one copy per candidate. Set your non-negotiable requirements first. A missing answer stays open; it does not become a pass.

Facility / building / suite: _____

Provider: _____ **Evidence reviewed:** _____

Decision factor	Evidence to request	Status
Power and date	IT load available to your deployment; exact delivery date; dependencies and phased capacity.	Pass / Hold / Fail
Density and cooling	Average and peak rack kW; equipment specifications; cooling interfaces; funded scope of any retrofit.	Pass / Hold / Fail
Resilience	Power and cooling paths; maintenance and failure scenarios; exact scope of any Tier award.	Pass / Hold / Fail
Connectivity	Named carriers and cloud services at the building; route diversity; cross-connect lead times and charges.	Pass / Hold / Fail
Operations and assurance	Access rules; remote-hands scope; incident escalation; relevant audit scope, entity and reporting period.	Pass / Hold / Fail
Commercial comparison	Recurring and one-time charges; energy billing; ramp; escalation; deposits; renewal and exit terms.	Pass / Hold / Fail
Expansion	Capacity reservation terms; growth dates; engineering dependencies; who controls the next phase.	Pass / Hold / Fail

Decision: Proceed to diligence / Hold for evidence / Remove from shortlist

Open issue and owner: _____

Evidence link or document / date / relevant page: _____

A published campus total, utility supply or backup-generator rating is not proof of available IT capacity. This worksheet supports procurement; it does not certify a facility.

Write a brief providers can answer

Complete the same brief for every candidate so proposals refer to the same workload, start date and commercial assumptions.

Deployment - Workload and hardware model / planned rack count

Location - Preferred markets / acceptable alternatives / latency requirements

Power - Initial IT load / expansion load / average and peak kW per rack

Cooling - Air or liquid requirements / equipment specification reference

Timing - Required service date / staged ramp / latest acceptable date

Resilience - Maintenance and failure requirements / recovery priorities

Connectivity - Carriers / cloud services / ports / route diversity requirements

Assurance - Required audit scope / security controls / access rules

Commercial scope - Term / energy assumptions / included services / budget basis

Keep the comparison consistent

Compare the same term, ramp, energy assumptions and services. Keep refundable deposits separate from costs. Record exclusions and dependencies next to each proposal.

Next step

Explore the directory, save a shortlist and share your requirements. You approve provider introductions before contact details are shared.

Build your brief at godatacenters.com/get-a-quote/

Companion guide and technical references: Godatacenters buyer guide · Uptime Institute certification · NVIDIA system documentation